

Return on Investment

Statistical Summary and Economic Analysis
October 1, 2016 - September 30, 2017

A hand is shown holding a glowing lightbulb. The background is a dark blue gradient with a complex network graph of white lines and dots, suggesting technology and innovation. The lightbulb is the central focus, with light rays emanating from it.

The New York Small Business Development Center is a geographically dispersed integrated network of higher education-based service centers charged with assisting entrepreneurs, small businesses, and industry through counseling, training, and research.

Since its founding in 1984, the SBDC has worked with more than 450,000 clients, helped them acquire and invest nearly \$6.1 billion in private and public funding in their businesses, and helped create and save more than 195,000 jobs in New York State.

AMERICA'S
SBDC
NEW YORK



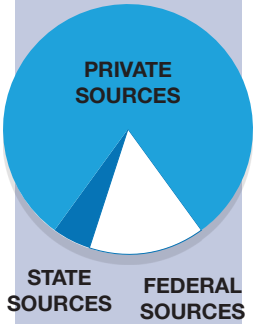
The State University
of New York

CLIENT PROJECT - FUNDING/INVESTMENT BY SECTOR

July 1, 1984 - September 30, 2017

NOTE:

Funding/investment relates to direct investment in small businesses assisted by the SBDC. Individual client survey responses attribute reported impact statistics to SBDC assistance.



▶ **PRIVATE FUNDING BY MAJOR SOURCES**

Commercial Banking	\$ 1,873,161,452
Equity	\$ 1,732,741,521
Private Investor	\$ 568,477,543
Other	\$ 18,946,647

Total for Private Sources **\$ 4,193,327,163**

▶ **STATE FUNDING BY MAJOR SOURCES**

Industrial Development Agency	\$ 92,421,507
Local Development Corporation	\$ 99,419,065
State Government Contracts	\$ 15,046,188
Other	\$ 3,243,829

Total for State Sources **\$ 210,230,589**

▶ **FEDERAL FUNDING BY MAJOR SOURCES**

Small Business Administration 504 Loans	\$ 112,662,799
Small Business Administration Guarantee Loans	\$ 485,568,229
Federal Government Contracts	\$ 100,135,362
Other	\$ 8,341,864

Total for Federal Sources **\$ 706,708,254**

▶ **DISASTER FUNDING**

All Sources	\$ 103,357,947
-------------	----------------

▶ **OTHER FUNDING SOURCES**

Other	\$ 911,652,745
-------	----------------

▶ **GRAND TOTAL \$ 6,125,276,598**



NEW YORK STATE TAX IMPACT

October 1, 2016 - September 30, 2017

► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

New Clients Counseled		11,170
Counseling Hours		111,764
Client Investments	\$	298,059,203
Total Jobs Created and Saved		6,697

► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved	\$	407,512,450
State Income Tax Receipts	\$	20,519,608
Sales Tax Receipts	\$	26,182,591
State Taxes: Direct	\$	46,702,199
Multiplier Effect		1.78

► **STATE TAX IMPACT TOTAL** **\$ 83,129,915**

FEDERAL TAX IMPACT

October 1, 2016 - September 30, 2017

► SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

New Clients Counseled		11,170
Counseling Hours		111,764
Client Investments	\$	298,059,203
Total Jobs Created and Saved		6,697

► SUMMARY OF IMPACT DERIVED (ONE YEAR):

Prorated Income from Jobs Created and Saved	\$	407,512,450
Federal Income Tax Receipts	\$	55,317,220
Federal Sales Tax Receipts	\$	6,545,648
Federal Taxes: Direct	\$	61,862,868
Multiplier Effect		1.78

► **FEDERAL TAX IMPACT TOTAL** **\$ 110,115,905**

NOTES:

- 1) Based upon a median household income of \$60,850 (2015)
- 2) State income tax on median household income (\$3,064 x 6,697 jobs saved or created)
- 3) Federal income tax on median household income (\$8,260 x 6,697 jobs saved or created)
- 4) State sales tax applied to net disposable income for consumer purchases (\$48,870 x .08 x 6,697 jobs saved or created)
- 5) Federal excise tax applied to net disposable income (\$48,870 x .02 x 6,697 jobs saved or created)
- 6) The multiplier denotes the effect income has on various elements of the economy. The statewide average is estimated to range between 1.60 and 1.96.

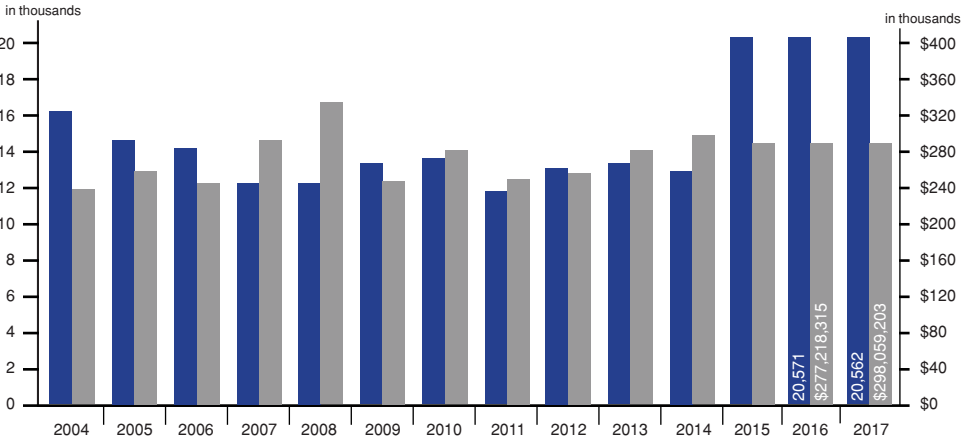
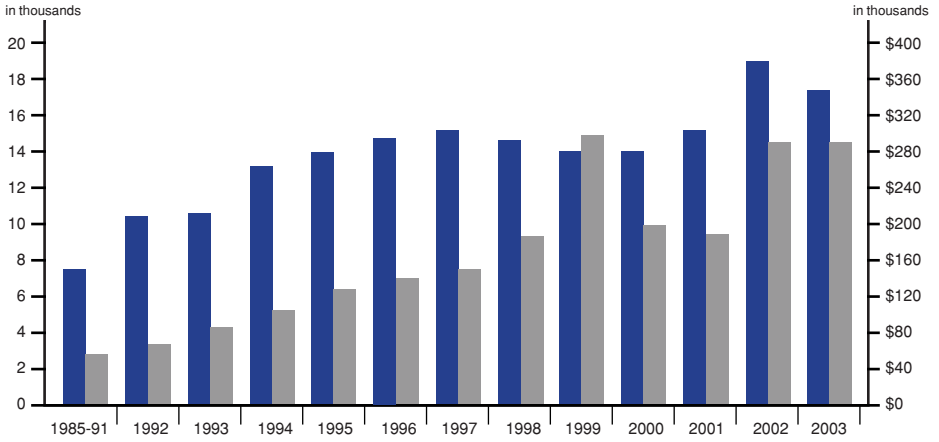
* All income and tax data provided by the U.S. Census Bureau and NYS Empire State Development.



NY SBDC HISTORICAL STATISTICS

July 1, 1985 - September 30, 2017

► COUNSELING AND ECONOMIC IMPACT



■ **Clients Counseled (Total Clients Counseled - 407,361)**
■ **Client Investments (Total Client Investments - \$6,125,276,598)**

► **TRAINING**

July 1, 1985 - September 30, 2017

Number of Events:	18,189
Number of Attendees:	463,716
Attendee Training Hours:	1,862,950
Minority Attendees:	97,930
Women Attendees:	190,661

► **DISASTER FUNDING BY MAJOR SOURCES**

October 1, 2016 - September 30, 2017

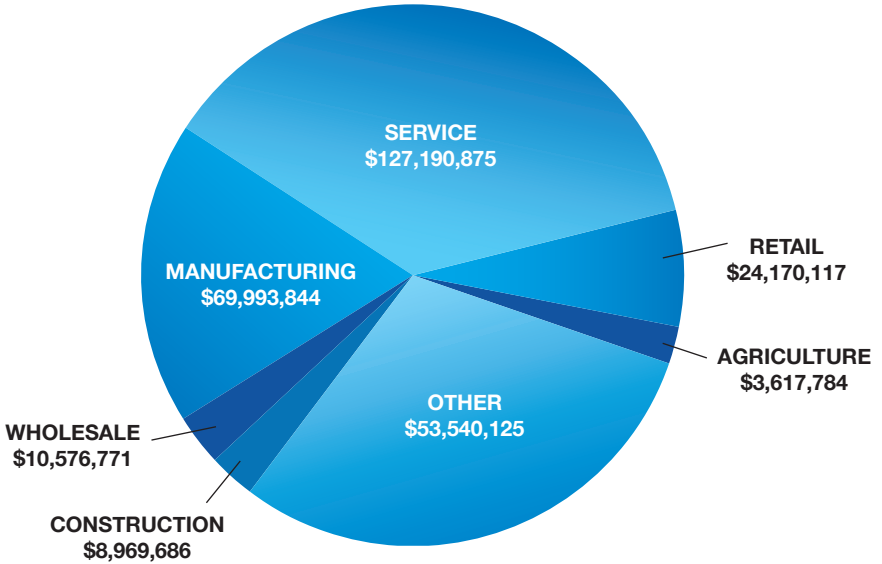
DEC/NOAA Fisheries Grant	\$157,500
National Grid Grants, Sandy	\$22,500
NY Rising Grants	\$5,113,171
NY Rising Loans	\$400,000
NYC-NYBDC Disaster Grants	\$460,000
NYS-NYBDC Disaster Grants, Sandy	\$26,679
Restore NY Grants	\$20,000
Small Business Administration Disaster Loans	\$550,000
World Trade Center Revolving Loan Fund	\$5,637,300



NY SBDC ECONOMIC IMPACT STATISTICS

October 1, 2016 - September 30, 2017

▶ ANNUAL INVESTMENT BY SECTOR



VETERAN IMPACT

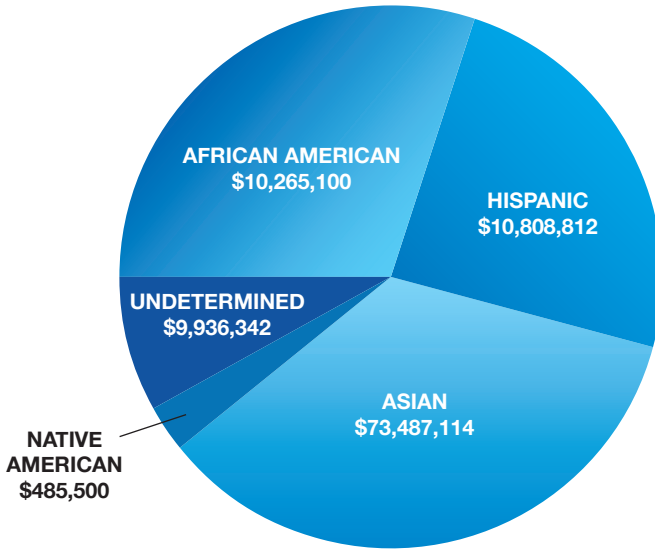
July 1, 1985 - September 30, 2017

MILITARY STATUS	INVESTMENT AMOUNT	PERCENT	JOB IMPACT	PERCENT
Vietnam Veteran	\$112,768,237	34%	4,294	38%
Non-Vietnam Veteran	\$224,395,339	66%	7,047	62%
Gulf War Veteran	\$11,521,756	3%	884	8%

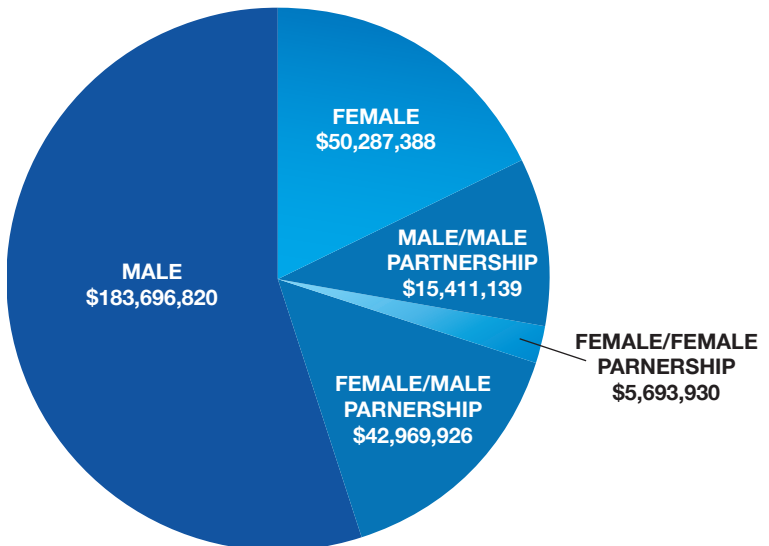
NY SBDC ECONOMIC IMPACT STATISTICS

October 1, 2016 - September 30, 2017

▶ ANNUAL INVESTMENT BY MINORITY

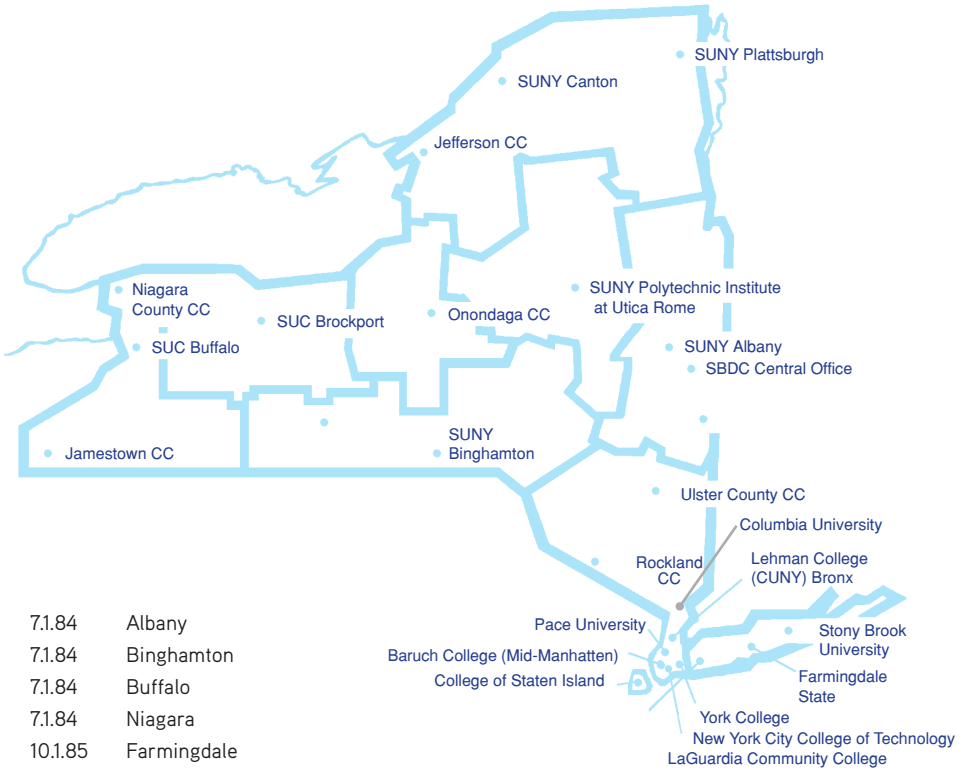


▶ INVESTMENT AMOUNT BY GENDER



NEW YORK SMALL BUSINESS DEVELOPMENT CENTER

Below is a list of the 23 NY SBDC Regional Centers and the date of their establishment



7.1.84	Albany		
7.1.84	Binghamton		
7.1.84	Buffalo		
7.1.84	Niagara		
10.1.85	Farmingdale		
10.1.85	Mid-Hudson (Ulster County Community College)	8.15.88	Stony Brook
4.1.86	Watertown	9.1.93	College of Staten Island (CUNY) / Staten Island
7.1.86	Jamestown	9.1.94	Baruch College (CUNY) / Manhattan
7.1.86	Mohawk Valley (SUNY Polytechnic Institute)	10.1.98	SUNY Canton
		12.1.98	SUNY Plattsburgh
9.20.86	Syracuse	11.1.00	Lehman College (CUNY) / Bronx
10.1.86	Pace University / Manhattan	10.1.01	LaGuardia Community College / Queens
4.1.87	Brockport / Rochester	1.1.08	Rockland Community College
8.15.88	York College (CUNY) / Queens	4.1.08	New York City College of Technology/Brooklyn
8.15.88	Stony Brook	1.15.09	Columbia University



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.

www.nysbdc.org • 1.800.732.SBDC