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 373,500 clients, helped them acquire and invest more than $5 billion in private and public funding in their businesses, and helped create and save more than 164,700 jobs in New York State.
Client Project - Funding/Investment by Sector
July 1, 1984 - September 30, 2013

PRIVATE FUNDING BY MAJOR SOURCES

- A. R. Factoring $13,004,297
- Commercial Banking $1,554,021,295
- Equity $1,232,899,121
- Private Investor $431,870,110
- Personal Collateral $200,426,985
- Technology License $1,626,000
- Private Surety Bonding $10,589,400
- Venture Capitalist $177,290,400
- Other $278,196,058

Total for Private Sources $3,899,923,666

STATE FUNDING BY MAJOR SOURCES

- Science and Technology Foundation $4,018,743
- Job Development Authority – Rural Development Loan $1,049,743
- Job Development Authority – Direct Loan $6,028,350
- Urban Development Corporation $5,776,282
- UDC-Minority Revolving Loan Fund $1,550,000
- New York Business Development Corporation $52,011,228
- Employee Skills Grant $1,509,000
- Revolving Loan Funds $20,414,608
- Industrial Development Agency $85,376,663
- Local Development Corporation $64,529,736
- Local Government Contracts $18,248,427
- Industrial Revenue Bonds $9,690,113
- State Government Contracts $11,647,581
- Excelsior Linked Deposit Program $1,529,796
- DOT Loan/Bond Programs $1,550,000
- World Trade Center Revolving Loan Fund $5,637,300
- State Surety Bonding $10,101,500

Total for State Sources $320,668,970

FEDERAL FUNDING BY MAJOR SOURCES

- ACCES – VR $8,932,969
- HUD Community Block Grant $17,992,470
- Economic Development Administration $23,711,751
- Farmers Home Administration $1,882,381
- Small Business Administration 504 Loans $93,057,278
- Small Business Administration Direct Loans $92,398,230
- Small Business Administration Delta Loans $4,642,000
- Small Business Administration Guarantee Loans $422,494,480
- Small Business Investment Corporation $1,165,000
- Federal Government Contracts $80,947,415
- Federal Surety Bonds $1,895,000
- Small Business Administration Disaster Loans $23,691,400
- Small Business Administration Patriot Express $1,616,950

Total for Federal Sources $764,369,324

GRAND TOTAL $4,984,961,960

Note: Funding/investment relates to direct investment in small businesses assisted by SBDC. Individual client survey responses attribute reported impact statistics to SBDC assistance.
New York State Tax Impact
October 1, 2012 - September 30, 2013

SUMMARY OF REPORTED ACTIVITY (ONE YEAR):
Clients Counseled 13,187
Counseling Hours 126,319
Client Investments $283,039,999
Total Jobs Created and Saved 7,047

SUMMARY OF IMPACT DERIVED (ONE YEAR):
Prorated Income from Jobs Created and Saved $353,907,380
State Income Tax Receipts $22,522,212
Sales Tax Receipts $24,574,298
State Taxes: Direct $47,096,510
Multiplier Effect 1.78

STATE TAX IMPACT TOTAL $83,831,787

Notes:
1) Based upon a median household income of $50,221 (2009)
2) State income tax on median household income ($3,196 x 7,047 jobs saved or created)
3) Federal income tax on median household income ($7,847 x 7,047 jobs saved or created)
4) State sales tax applied to net disposable income for consumer purchases ($43,590 x .08 x 7,047 jobs saved or created)
5) Federal excise tax applied to net disposable income ($43,590 x .02 x 7,047 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.

Federal Tax Impact
October 1, 2012 - September 30, 2013

SUMMARY OF REPORTED ACTIVITY (ONE YEAR):
Clients Counseled 13,187
Counseling Hours 126,319
Client Investments $283,039,999
Total Jobs Created and Saved 7,047

SUMMARY OF IMPACT DERIVED (ONE YEAR):
Prorated Income from Jobs Created and Saved $353,907,380
Federal Income Tax Receipts $55,297,809
Federal Sales Tax Receipts $6,143,575
Federal Taxes: Direct $61,441,384
Multiplier Effect 1.78

FEDERAL TAX IMPACT TOTAL $109,365,664
NY SBDC Historical Statistics
July 1, 1985 - September 30, 2013

COUNSELING AND ECONOMIC IMPACT

Clients Counseled (Total Clients Counseled - 342,082)
Client Investments (Total Client Investments - $5,003,184,965)
## TRAINING

<table>
<thead>
<tr>
<th>CALENDAR YEAR</th>
<th>NUMBER OF EVENTS</th>
<th>NUMBER OF ATTENDEES</th>
<th>ATTENDEE TRAINING HOURS</th>
<th>MINORITY ATTENDEES</th>
<th>WOMEN ATTENDEES</th>
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<td>3,999</td>
<td>5,812</td>
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</table>

**TOTALS** | **15,322** | **407,103** | **1,742,628** | **84,369** | **169,662**
NY SBDC Economic Impact Statistics  
October 1, 2012 - September 30, 2013

ANNUAL INVESTMENT BY SECTOR

- Manufacturing: $46,722,793
- Service: $96,862,017
- Retail: $40,571,000
- Other: $71,102,266
- Agriculture: $1,823,600
- Wholesale: $8,843,877
- Construction: $13,932,747

Veteran Impact

July 1, 1984 - September 30, 2013

<table>
<thead>
<tr>
<th>MILITARY STATUS</th>
<th>INVESTMENT AMOUNT</th>
<th>PERCENT</th>
<th>JOB IMPACT</th>
<th>PERCENT</th>
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<tbody>
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<td>Vietnam Veteran</td>
<td>$110,831,924</td>
<td>26%</td>
<td>4,146</td>
<td>27%</td>
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<td>Non-Vietnam Veteran</td>
<td>$312,698,055</td>
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<td>11,404</td>
<td>73%</td>
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<td>Gulf War Veteran</td>
<td>$11,829,256</td>
<td>3%</td>
<td>876</td>
<td>6%</td>
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NY SBDC Economic Impact Statistics
Program Inception - September 30, 2013

INVESTMENT AMOUNT BY MINORITY

- African American: $245,098,028
- Hispanic: $183,272,162
- Undetermined: $71,328,137
- Asian: $291,328,386
- Native American: $27,315,879

INVESTMENT AMOUNT BY GENDER

- Male: $2,813,489,125
- Female: $824,767,086
- Male/Male Partnership: $478,602,884
- Female/Male Partnership: $820,739,330
- Female/Female Partnership: $80,597,691
New York Small Business Development Center
Below is a list of all 24 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)
4.1.86  Watertown
7.1.86  Jamestown
7.1.86  Mohawk Valley (SUNYIT at Utica/Rome)
9.20.86  Syracuse
10.1.86  Pace University / Manhattan
4.1.87  Corning
4.1.87  Brockport / Rochester
8.15.88  York College (CUNY) / Queens
8.15.88  Stony Brook
9.1.93  College of Staten Island (CUNY) / Staten Island
9.1.94  Baruch College (CUNY) / Manhattan
10.1.98  SUNY Canton
12.1.98  SUNY Plattsburgh
11.1.00  Lehman College (CUNY) / Bronx
10.1.01  LaGuardia Community College / Queens
1.1.08  Rockland Community College
4.1.08  New York City College of Technology/Brooklyn
1.15.09  Columbia University

www.nysbdc.org
1-800-732-SBDC