

THE STATE UNIVERSITY OF NEW YORK

at a glance... **return** on investment /



Statistical Summary and Economic Analysis

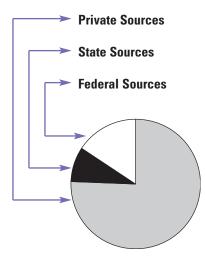
October 1, 2004-September 30, 2005

The New York State 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 over 237,000 clients, helped them acquire and invest over \$2.8 billion in private and public funding in their businesses, and helped create and save over 113,000 jobs in New York State.

Client Project - Funding/Investment by Sector

July 1, 1984 - September 30, 2005



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

> PRIVATE FUNDING BY MAJOR SOURCES

>	PRIVATE FUNDING BY MAJOR SOURCES		
	A. R. Factoring	\$	1,102,297
	Commercial Banking	\$	842,671,955
	Equity	\$ \$ \$ \$	562,351,209
	Private Investor	\$	237,501,091
	Personal Collateral	\$	130,601,219
	Technology License	\$	1,626,000
	Private Surety Bonding	\$	6,989,400
	Venture Capitalist	\$	159,747,400
	Other	\$	154,744,716
	Total for Private Sources	\$ 2	2,097,244,287
>	STATE FUNDING BY MAJOR SOURCES		
	Science and Technology Foundation	\$ \$ \$	4,018,743
	Job Development Authority – Rural Development Loan	\$	820,743
	Job Development Authority – Direct Loan	\$	6,500,793
	Urban Development Corporation	\$	5,361,282
	UDC-Minority Revolving Loan Fund	\$	1,550,000
	New York Business Development Corporation	\$	15,331,663
	Employee Skills Grant	\$	1,160,000
	Revolving Loan Funds	\$	12,673,090
	Industrial Development Agency	\$	57,707,519
	Local Development Corporation	\$	47,543,694
	Local Government Contracts	\$	7,298,012
	Industrial Revenue Bonds	\$	10,490,113
	State Government Contracts	\$	8,989,565
	Excelsior Linked Deposit Program	\$	1,329,796
	DOT Loan/Bond Programs	\$	1,086,000
	World Trade Center Revolving Loan Fund	\$	3,257,300
	State Surety Bonding	\$	101,500
	Total for State Sources	\$	185,219,813
>	FEDERAL FUNDING BY MAJOR SOURCES		
	HUD Community Block Grant	\$\$\$\$\$\$	17,272,945
	Economic Development Administration	\$	19,685,300
	Farmers Home Administration	\$	1,167,381
	Vocational Education Services for Individuals with Disabilities	\$	8,180,821
	Small Business Administration 504 Loans	\$	34,556,716
	Small Business Administration Direct Loans	\$	78,686,055
	Small Business Administration Delta Loans	\$	6,992,000
	Small Business Administration Guarantee Loan	\$	303,900,642
	Small Business Investment Corporation	\$	665,000
	Federal Government Contracts	\$	60,014,954
	Federal Surety Bonds	\$	1,895,000
	Total for Federal Sources	\$	533,016,814
>	GRAND TOTAL	\$ 2	2,815,480,914

New York State Tax Impact

October 1, 2004 - September 30, 2005

>	SUMMARY OF REPORTED ACTIVITY (ONE YEAR):		
	Clients Counseled		15,347
	Counseling Hours		96,847
	Client Investments	\$ 265,732,405	
	Total Jobs Created and Saved		7,576
>	SUMMARY OF IMPACT DERIVED (ONE YEAR):		
	Prorated Income from Jobs Created and Saved $^{\boldsymbol{\eta}}$	\$	290,410,808
	State Income Tax Receipts ²⁾	\$	17,424,800
	Sales Tax Receipts 4)	\$	17,961,787
	State Taxes: Direct	\$	35,386,587
	Multiplier Effect®		1.78
>	STATE TAX IMPACT TOTAL	\$	62,988,124

Federal Tax Impact

October 1, 2003 - September 30, 2005

> SUMMARY OF REPORTED ACTIVITY (ONE YEAR):

	Clients Counseled Counseling Hours Client Investments Total Jobs Created and Saved	\$	15,347 96,847 265,732,405 7,576
>	SUMMARY OF IMPACT DERIVED (ONE YEAR): Prorated Income from Jobs Created and Saved ¹⁾ Federal Income Tax Receipts ³⁾ Federal Sales Tax Receipts ⁵⁾	\$ \$ \$	290,410,808 48,463,672 4,490,446
	Federal Taxes: Direct	\$	52,954,118
	Multiplier Effect ⁶⁾		1.78
>	FEDERAL TAX IMPACT TOTAL	\$	94,258,330

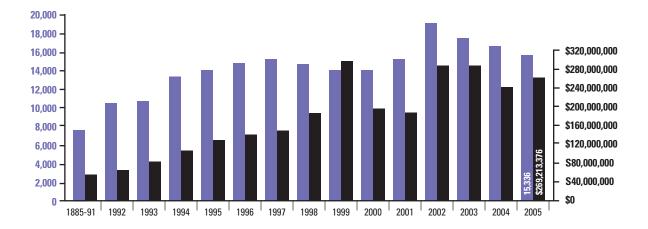
Notes:

- 1) Based upon a median personal income of \$38,333 (2004)
- 2) State income tax on median personal income (\$2,300 x 7,576 jobs saved or created)
- Federal income tax on median personal income (\$6,397 x 7,576 jobs saved or created)
- 4) State sales tax applied to net disposable income for consumer purchases (\$29,636 x .08 x 7,576 jobs saved or created)
- 5) Federal excise tax applied to net disposable income (\$29,636 x .02 x 7,576 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.

NYS/SBDC Historical Statistics

July 1, 1985 - September 30, 2005



> COUNSELING AND ECONOMIC IMPACT

Clients Counseled (Total Clients Counseled - 237,127) Client Investments (Total Client Investments - \$2,815,480,914)

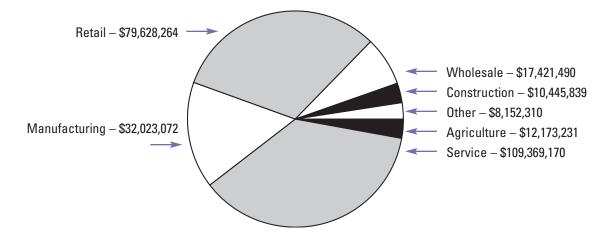
> TRAINING

CALENDAR YEAR	NUMBER OF EVENTS	NUMBER OF ATTENDEES	ATTENDEE TRAINING HOURS	MINORITY ATTENDEES	WOMEN Attendees
1985	24	1,559	11,304	300	617
1986	102	4,855	30,772	684	1,851
1987	164	7,036	49,027	1,026	2,637
1988	307	10,505	75,113	2,005	5,035
1989	308	10,722	62,303	1,718	4,405
1990	276	9,345	55,756	1,648	4,874
1991	300	9,127	60,187	1,808	4,191
1992	338	12,135	64,906	2,280	5,506
1993	429	14,443	78,538	3,143	5,943
1994	397	14,547	76,939	3,052	5,593
1995	510	15,046	79,323	3,185	5,928
1996	563	16,640	74,501	2,941	6,629
1997	662	17,322	76,681	5,004	8,168
1998	559	14,299	58,125	3,266	6,171
1999	522	13,175	53,490	4,669	5,094
2000	594	19,618	81,642	3,038	10,121
2001	628	17,789	54,185	2,494	9,711
2002	708	17,551	57,146	3,530	6,809
2003	636	16,145	53,224	3,359	6,318
2004	773	19,307	55,280	4,786	8,059
2005	809	18,245	54,661	4,113	7,715
TOTALS	9,654	279,411	1,263,103	58,049	121,421

NYS/SBDC Economic Impact Statistics

October 1, 2004 - September 30, 2005

> ANNUAL INVESTMENT BY SECTOR



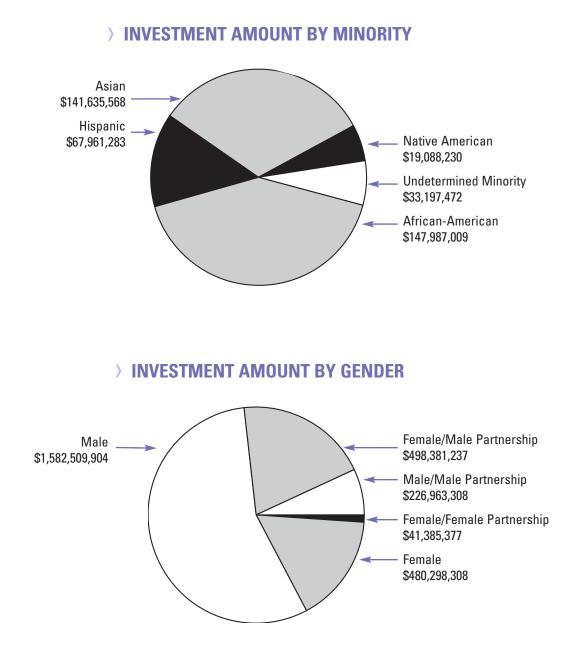
Veteran Impact

July 1, 1984 - September 30, 2005

MILITARY STATUS	INVESTMENT AMOUNT	PERCENT	JOB IMPACT	PERCENT
Vietnam Veteran	\$95,193,242	35%	3,706	30%
Non-Vietnam Veteran	\$164,737,838	61%	7,561	63%
Gulf War Veteran	\$7,627,915	4%	717	7%
TOTAL	\$243,558,995	100%	11,984	100%

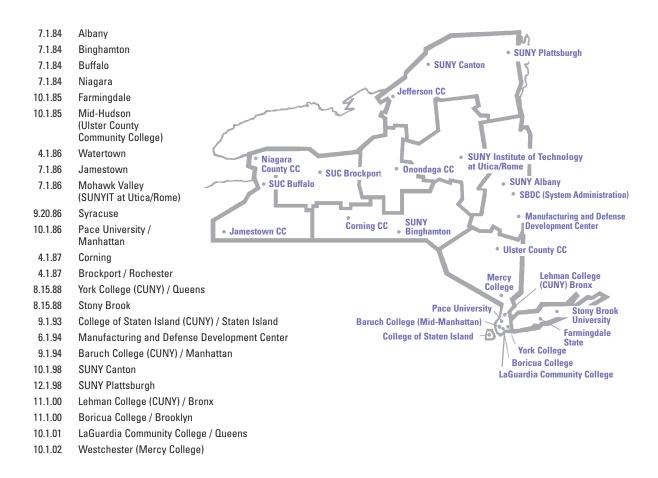
NYS/SBDC Economic Impact Statistics

Program Inception - September 30, 2004



New York State Small Business Development Center

Below is a list of all 23 NYS/SBDC Regional Centers and the date of their establishment







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