

A little history...

The Small Business Development Center program was created in 1980 by Iowa Congressman Neal Smith to serve as a resource partner to the U.S. Small Business Administration. There are 63 SBDC networks across the country. The Iowa program, hosted by Iowa State University, commenced in 1981 and currently has 15 regional centers and an international trade center.

Since 1981, the Iowa SBDC has spent nearly 400,000 hours counseling more than 70,400 clients. In the last three years alone, Iowa SBDC clients have contributed \$7.6 million in new state taxes, increased firm gross revenues by \$61 million, and raised nearly \$156 million in new capital as a consequence of assistance provided by the SBDC.

Counseling Clients Served	2695
Counseling Hours	11,259
New Jobs	1374
Saved Jobs	526
New Business Starts	179
Capital Raised	\$42,328,118
Sales Increases	\$31,353,623
Training Sessions	232
Training Attendees	3727

New income taxes	\$ 721,350
New sales taxes	\$ 1,410,913
Unemployment benefits avoided	<u>\$ 2,459,488</u>
Total impact	\$ 4,591,751

Cost per new or saved job (Iowa funds only) = \$664

Cost per new job (Iowa funds only) = \$918

For every Iowa tax dollar invested in the SBDC program in 2011 Iowa received a return of \$1.69 in new sales and income taxes generated because of SBDC assistance to clients.

Roger Gibbs

Bruggeman Lumber Company

Northeast Iowa CC SBDC, Dubuque

Jim Happel

Happle's Gourmet Foods

Kirkwood CC SBDC, Marion

Terry Anderson

Anderson Wireless

Western Iowa Tech CC SBDC, Sioux City

	FY 10	FY 11	FY 12	FY13
State Base	\$878,611	\$994,929	\$936,345	\$936,345*
Values Fund	\$315,000	\$266,000	\$105,000	\$0
Total	\$1,193,611	\$1,260,929	\$1,041,345	\$936,345
State Change from FY10	\$0	\$67,318	(\$152,266)	(\$257,266)
Federal Base	\$1,116,457	\$1,132,324	\$1,020,451	\$938,815**
Total Funding	\$2,310,068	\$2,393,253	\$2,061,796	\$1,875,160
Total Change from FY10	\$0	\$83,185	(\$248,272)	(\$434,908)

* Assumes no change for FY13

** From President's FY13 budget released 2/13/12