

# The Iowa SBDC: Growing Iowa's Economy

The SBDC is the only statewide small business service provider.

Last year alone, the Iowa SBDC helped 12,211 small business owners and pre-venture entrepreneurs with 95,582 hours of service!

- 3,841 received 1-on-1 counseling
- 8,370 attended SBDC training sessions

--Source: Iowa SBDC EIS data

Total Clients Served from  
1996-2001: 43,408

## SBDC Clients in one year:

- ❑ generated \$16.9 million in incremental sales, an increase of 15.7% versus an increase of only 5.7% by the average Iowa business
- ❑ generated 431 new jobs, an increase of 1.9% versus an increase of only 0.6% by the average Iowa business
- ❑ contributed \$2.1 million in additional tax revenues
- ❑ returned \$8.99 in tax revenues for every \$1 cost of long term counseling
- ❑ received \$34.3 million in capital as a direct result of SBDC assistance
- ❑ leveraged approximately \$18.29 in debt and equity capital for every dollar spent on the SBDC program

--Source: James Chrisman, University of Calgary, Alberta, Canada, "Economic Impact of SBDC Counseling Activities in Iowa (FY2000)." The information above is incremental economic impact as compared to non-SBDC clients in Iowa.