

SMALL BUSINESS ASSISTANCE MEANS ECONOMIC GROWTH

A recent study by independent consultant Dr. James Chrisman shows that in one year Iowa SBDC clients:

1. Returned \$9.54 in tax revenues for every \$1 cost of long term counseling.
2. Generated 765 new jobs.
3. Contributed almost \$4 million in additional federal & state tax revenues.
4. Generated \$32.1 million in incremental sales, an increase of 18.4% versus an increase of only 1.1% by the average Iowa business.
5. Generated \$36.60 in debt and equity capital for each \$1 expended.
6. Received 68.6 million in capital as a direct result of SBDC assistance.

An additional \$52.55 million in sales and 228 jobs were saved due to SBDC counseling, according to established business clients.

CLIENT QUOTE

"The assistance we received from the ISU SBDC effectively jump-started our technology transfer effort. Their ability to help focus and converge resources provided clear direction for creating an action plan."

—Dave Sly, President & Founder
Proplanner.NET, Ames, Iowa

OTHER WAYS THE SBDC HELPS IOWA

- Prepares entrepreneurs who are seeking *venture capital*
- Works with targeted businesses and communities on *revitalization projects*
- Establishes satellite offices using *teleconferencing and the Internet*
- Organizes small business resources and is a *One-Stop Shop for small business*
- Serves as a *listening post* to communicate small business needs and concerns to policy makers

Visit our Web site for helpful business information and articles!

www.iabusnet.org

CURRENT OPERATIONS

The Iowa SBDC currently operates thirteen business assistance centers in Iowa. See the listing on the back of this brochure for the center nearest you.

During fiscal year 2002 the Iowa SBDC network helped 8,058 clients with 46,178 hours of counseling, training and management assistance.

Help Iowa communities grow stronger by supporting the Iowa SBDC network!

CLIENT QUOTE

"The classroom training was excellent. This is a quality program, focusing upon the needs of both the entrepreneur and the community. New Hampton continues to benefit from this program and our partnership with the UNI Small Business Development Center."

—Chip Schwickerath, Owner
New Hampton Transfer and Storage,
New Hampton, Iowa

IOWA SBDC NETWORK

Ames	(515) 296-7828
Burlington	(319) 752-2731
Davenport	(563) 336-5235
Des Moines	(515) 271-2655
Dubuque	(563) 588-3350
Fort Dodge	(515) 576-5090
Iowa City	(319) 335-3742
Marion	(319) 377-8256
Mason City	(641) 422-4342
Ottumwa	(641) 683-5127
Sioux City	(712) 274-6418
Spencer	(712) 262-4213
Waterloo	(319) 236-8123

*Call 800-373-7232 to find which
SBDC office is closest to you.*

CLIENT QUOTE

"The SBDC helped me prepare a first-rate business plan and loan application. The Director's discussions with my bank loan officer aided my application's acceptance. Follow-up advice on dealing with clients and their needs aided the growth of my business. I value the SBDC's hands-on, there-when-I-need-them abilities and truly appreciate their assistance."

—Natalie Gendron, President
Gendron Advertising, Davenport, Iowa

IN THE PAST 5 YEARS

*Iowa's Small Business
Development Centers have
traditionally served all 99
Iowa counties.*

*We served 16,518 clients with
89,523 hours of one-on-one
counseling...*

*And taught 26,842 Iowans
during 211,305 hours of
training workshops.*



Iowa Small Business Development Center

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IOWA SMALL BUSINESS DEVELOPMENT CENTERS

A partnership of Iowa State University,
the U. S. Small Business Administration
and Iowa's colleges, universities and
community colleges.

Helping to grow Iowa's economy...

one business at a time!

