

# CALIFORNIA SMALL BUSINESS DEVELOPMENT CENTERS

Providing solutions for California's small businesses in the face of COVID-19



## COVID-19 RESULTS: January 2020 – December 2021

*In the last 24 months, California SBDCs supported record numbers of businesses and entrepreneurs.*

Total # of Counseling Clients	84,935
Total HOURS of Counseling	454,869
Total # of Trainees	264,116
Total New Jobs Created	32,522
Total New Business Starts	2,803
Total Sales Increase (New Taxable Income)	\$1,035,589,722
Total Capital Infusion (Equity & Loans)	\$3,264,578,099

SBDC amplified messages coming from the State of California and the federal government about loans and grants for small businesses. They provided more than **2,500** town halls and information sessions, and answered over **400,000** calls and emails about COVID relief funding.



## AN INVESTMENT THAT YIELDS RESULTS

In June of 2017 California reallocated \$20 million of Cal Competes funding to small business support organizations under the Technical Assistance Expansion Program (TAEP). CA SBDC has received approximately \$14 million of this funding each year since TAEP began. They have put it to good use. **THANK YOU!**

	SFY17/18	SFY18/19	SFY19/20	SFY20/21	Increase
Total # of Counseling Clients	20,247	21,495	43,552	53,826	166%
Total Hours of Counseling	100,839	125,559	206,655	235,034	133%
Total # of Trainees	26,059	35,676	101,047	147,967	468%
Total New Jobs Created	2,653	6,147	15,382	10,807	307%
Total New Business Starts	1,449	1,664	1,591	1,388	-4%
Total Sales Increase (New Taxable Income)	\$189 M	\$295 M	\$637 M	\$647 M	242%
Total Capital Infusion (Equity & Loans)	\$788 M	\$771 M	\$1.42 B	\$1.52 B	93%

### ASSISTANCE EVERYWHERE.

- 50** Full time Service Centers
- 36** Part time Satellite Centers
- 69** Outreach Locations

### Services in 21 languages.

English, Spanish, Vietnamese, Korean, Japanese, Chinese (Cantonese & Mandarin), French, German, Farsi, Tagalog, Arabic, Hindi, Hmong, Somali, Swahili, Russian, Armenian, Cambodian, Portuguese and American Sign Language.

# CALIFORNIA'S SMALL BUSINESS DEVELOPMENT CENTERS



Hard at work for the state's economy.

The SBDC is a designated program of the federal Small Business Administration (SBA) and functions as a cooperative effort of the private sector, educational community, and federal, state, and local governments. SBDCs facilitate the creation, expansion, and retention of businesses. Each SBDC provides one-on-one private counseling, workshops, capital access assistance, startup support, and advisory services to prospective and existing business owners. The SBDCs assist with financing, government contracting, business planning and management, marketing, international trade, energy efficiency and sustainability, online strategies, disaster preparedness, technology commercialization and other business issues.

The network of California SBDCs includes five Lead Centers, 11 Technology Centers, 50 full time Service Centers, 36 part time Satellite Centers, and 69 Training and Outreach Locations. With over 160 locations across California and many online services—California SBDC is *the* state infrastructure for small business support.

In 2019/20 the California SBDC assisted over 210,000 businesses with business consulting and training. Additionally business clients of the SBDC attributed the following economic successes specifically to the assistance received from the SBDC: 1388 new business starts, \$647 million in new revenues generated, 10,807 new jobs created, and over \$1.5 billion in new capital secured from loans and equity.

In the last 24 months (January 2020 – December 2021) California SBDCs amplified messages coming from the State of California and the federal government

about COVID-related loans and grants for small businesses. They provided more than 2,500 town halls and information sessions, and answered over 400,000 calls and emails about COVID relief funding. During this time they provided consulting for 84,935 businesses and facilitated over \$3.26 billion in loans and grants for desperate enterprises throughout the state.

California SBDCs provide services in 21 different languages. Over 50% of client businesses are woman-owned and over 50% are minorities. SBDCs invest in community organizations and assist thousands of immigrant entrepreneurs each year.

The federal government sets aside approximately \$15 million for California SBDCs annually, which represents slightly more than 11% of the national program.

In June of 2017 California reallocated \$20 million of Cal Competes funding to small business support organizations under the Technical Assistance Expansion Program (TAEP). CA SBDC has received approximately \$14 million of this funding each year since TAEP began. California's funding of the SBDC program is scheduled to sunset in June of 2023.

In 2022/23 California SBDC hopes to work with the Governor's Office of Business and Economic Development (GO-Biz) and the State of California's legislature on extending and expanding the proven TAEP program.

**SBDC services are available in every California Senate and Assembly district. Specific results for each district are available at:**

[www.californiasbdc.org/resources/annual-rep](http://www.californiasbdc.org/resources/annual-rep)