



FOR THE LIFE OF YOUR BUSINESS

SCORE Overview

SCORE Nationally

- A non-profit organization dedicated to growing 1 million small businesses by 2017
- Approximately 12,000 volunteers in 350 chapters
 - Offer free one on one counseling and free or low cost workshops for starting and growing successful small businesses and non-profits
- Chapters are organized in districts

Great value for Money

- In 2010 SCORE clients created 71,500 jobs
- SCORE helped 11,000 businesses save 17,500 jobs.
- SCORE's cost to help create one job is \$98
- SCORE clients paid \$3.8 billion in federal taxes.
- \$1 appropriated to SCORE = \$550 in federal taxes.

"For the Life of Your Business"

- Counselors are there for the life of a small business. In 2010, clients were almost equally split between:
 - Growth, Formation, and Startup phases
- A mentor will remain with a client and work with him or her in all phases.



FOR THE LIFE OF YOUR BUSINESS

SCORE in California

SCORE California

- Western region vice president (a volunteer)
 - 21 chapters in 6 districts
 - Approximately 1,000 volunteers
- SCORE clients created 10,500 jobs in 2010
 - Their businesses grossed \$1.8 billion revenue
- SCORE's clients were
 - 45% women
 - 61% minorities
 - 9% veterans

California SCORE Chapters



Northern California	Southern California
Chico	San Luis Obispo
Santa Rosa	Bakersfield
Sacramento	Santa Barbara
San Francisco	Palmdale
Oakland	Ventura
Sonoma	Glendale
San Jose	Riverside
Merced	Santa Ana
Santa Cruz	Palm Desert
Monterey	San Diego
Fresno	

California SCORE Websites

City	Website	City	Website
Chico	greaterchicoarea.score.org	San Luis Obispo	sanluisobispo.score.org
Santa Rosa	northcoast.score.org	Bakersfield	bakersfield.score.org
Sacramento	sacramento.score.org	Santa Barbara	santabarbara.score.org
San Francisco	sanfrancisco.score.org	Palmdale	antelopevalley.score.org
Oakland	eastbay.score.org	Ventura	ventura.score.org
Sonoma	tuolumnecounty.score.org	Glendale	greaterlosangeles.score.org
San Jose	siliconvalley.score.org	Riverside	inlandempire.score.org
Merced	modestomerced.score.org	Santa Ana	orangecounty.score.org
Santa Cruz	santacruzcounty.score.org	Palm Desert	coachellavalley.score.org
Monterey	montereybay.score.org	San Diego	sandiego.score.org
Fresno	centralvalley.score.org		

SCORE Sacramento District

- FY2011
 - 76 active volunteers
 - 750 new counseling clients
 - 713 follow on counseling clients
 - 102 workshops with 1838 attendees
- Chapters in
 - Sacramento
 - Branch in Stockton
 - Chico
 - Branch in Redding

District Performance YTD*

	FY2011	FY2012	Change
New Counseling	545	633	16%
Follow on	588	530	(10%)
Workshops held	68	84	23%
Workshop attendees	1,337	2,315	73%
Total services	2,470	3,478	41%

* October 1 - April 30

SCORE Sacramento Chapter

- Covers Sacramento, El Dorado, Placer, Yolo and San Joaquin counties
- Was established in February 1978
 - Currently has 65 counselors
- Provides services in county offices, chambers, libraries, clients premises and Starbucks
- Separate programs are provided for aspiring small business owners and owners of existing businesses

Sacramento Chapter Workshops

- Starting your business?
 - 101 - Formula for starting a Well-Run business
 - 201 - Preparing to launch your Well-Run business
- Improving your business?
 - 300 series- How to become a Well-Run business
 - Business owner forums for graduates
- Specialty classes
 - How to get more sales
 - Internet marketing
 - QuickBooks

What Businesses are the clients in?

Retail trade	14%
Construction	11%
Professional & Technical Services	7%
Arts & Entertainment	6%
Wholesale trade	5%
Real estate	4%
Educational services	4%
Health Care & Social Assistance	4%
Manufacturing	4%
Accommodation & Food services	3%
Transportation & Warehousing	3%
Other services	37%

What do they ask us about?

Topic	In Business	Not in business	All clients
Business plan	23%	24%	24%
Marketing/sales	16%	3%	9%
Start-up assistance	14%	55%	35%
Financing	14%	3%	8%
Other	11%	9%	10%
Managing Business	8%	1%	4%
Cash flow	5%	1%	3%
Accounting	2%	0%	1%
Legal issues	2%	1%	2%
Gov't contracting	1%	1%	1%
E Commerce	1%	0%	1%

Starting a SCORE Relationship

- Visit the local chapter's website.
 - If not known, find the nearest chapter at www.score.org
- Request a service:
 - Face to face mentoring
 - E-mail mentoring
 - Sign up for local or online workshops
- The chapter will contact you to confirm the details and the appointment.



Thank you for your time