



# CalRecycle

**Presented by:**

**Northeastern California SBDC**

**June 6, 2012**



# **Northeastern California SBDC Supports Emerging and Existing Small Business Owners Through Technical Assistance**



- **Over 1,000 SBDC locations nationally**
- **SBDC Clients**
  - ✓ **Create a new job every 9 minutes**
  - ✓ **Open a new business every 45 minutes**
  - ✓ **Generate \$100,000 in new sales every 17 minutes**
  - ✓ **Obtain \$100,000 in financing every 18 minutes**



# ***What is a Small Business Development Center (SBDC)?***

- **A Federal Funded Program Providing**
  - **One-on-one Business Assistance**
  - **Customized Training**
  - **Focusing on Local Economic Base**



## ***Program Goals***

- **Assistance to small business owners in their efforts to start, grow, manage and expand resulting in**
  - **Success for the Entrepreneur**
  - **Businesses Started**
  - **Job Creation**
  - **Job Retention**
  - **Capital Infusion**
  - **Sales**
  - **Sustaining Regional Economic Growth**





## ***Program Goals (Cont'd)***

- **A local driven program**
  - **For each federal \$ SBDC's need a 50% non-federal \$ match**
  - **Accredited program**
  - **Third party audited**
  - **In-kind match**



## ***Program Goal Results***

<b><u>Year to Date</u></b>	<b>2011</b>	<b>2012</b>
<b>Businesses Started</b>	<b>44</b>	<b>40</b>
<b>Jobs Created</b>	<b>177</b>	<b>289</b>
<b>Jobs Retained</b>	<b>67</b>	<b>350</b>
<b>Sales</b>	<b>\$3.5M</b>	<b>\$12.7M</b>
<b>Capital Infusion</b>	<b>\$3.4M</b>	<b>\$3.1M</b>
<b>Clients Served*</b>	<b>583</b>	<b>571</b>

*(\*Clients not counted until five hours of consulting incurred)*



# Area Served

## Northeastern California SBDC at:

**Shasta College/College of the Siskiyous**  
(530) 225-2770 [www.sbdsc.org](http://www.sbdsc.org)

**Butte College**  
(530) 895-9017 [www.bcsbdc.org](http://www.bcsbdc.org)

**Yuba Community College District**  
(530) 822-0140 [www.yubasbdc.org](http://www.yubasbdc.org)

**Greater Sacramento**  
(916) 563-3210 [www.sbdsc.net](http://www.sbdsc.net)

**Greater Sierra**  
530-823-4230 [www.sierrasbdc.com](http://www.sierrasbdc.com)

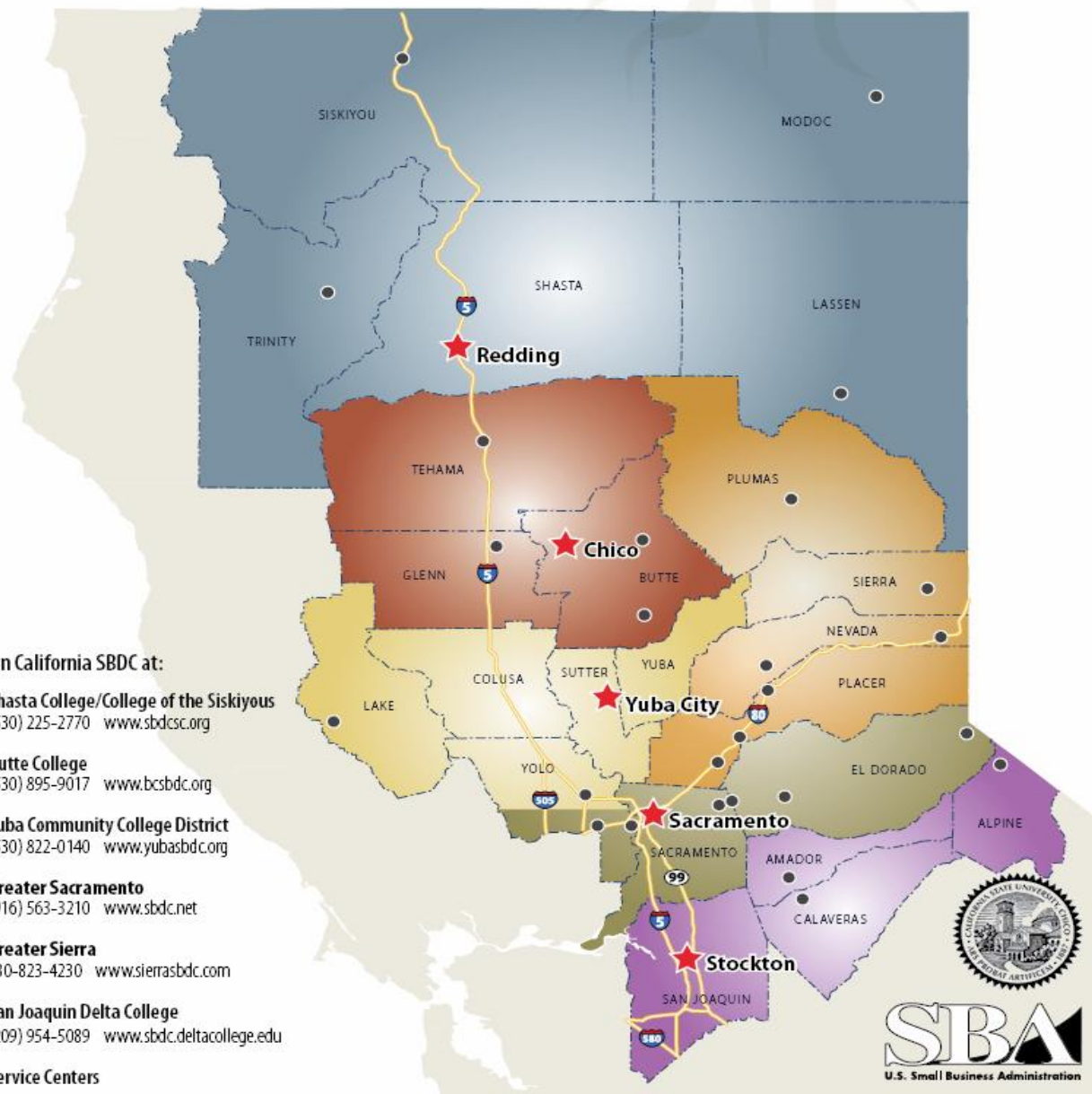
**San Joaquin Delta College**  
(209) 954-5089 [www.sbdsc.deltacollege.edu](http://www.sbdsc.deltacollege.edu)



Service Centers



Outreach Locations



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.





# ***Client Services Provided***

- **One-on-One Consulting**
- **Business Workshops**
- **Business Resource Library**
- **Internet Access**
- **Client Site Business Consulting**
- **Business Turn Around Program**
- **Community Events & Programs**
- **Access to Capital**



## ***Industry Clusters Served***

- ✓ **Services**
- ✓ **Manufacturing**
- ✓ **Retail Trade**
- ✓ **Agriculture**
- ✓ **Construction**
- ✓ **Transportation**
- ✓ **Importing/Exporting**
- ✓ **Technology**
- ✓ **Utilities**
- ✓ **Finance**
- ✓ **Real Estate**
- ✓ **Insurance**
- ✓ **Health Care**
- ✓ **Government**
- ✓ **Green Technology**
- ✓ **Procurement**



# ***How The SBDC Benefits Lenders With Their Clients***

- **By providing technical assistance**
  - Clients are more prepared to compete in today's business environment
  - Have better understanding of financials
  - Have better understanding of the loan process
  - Develop a comprehensive business plan
  - Better prepared loan applicant



# ***Business Partnerships***

- ☐ **SBA**
- ☐ **Various Chambers of Commerce**
- ☐ **Economic Development Centers**
- ☐ **California Development Corporations**
- ☐ **Banks & Other Lending Institutions**
- ☐ **City, County, State & Federal Agencies**
- ☐ **Private Sector Industries**
- ☐ **ASBDC**
- ☐ **SBDCNet**





# Q & A's