In the last 12 months, California SBDCs supported record numbers of businesses and entrepreneurs.

Total # of Counseling Clients 56,883
Total HOURS of Counseling 246,280
Total # of Trainees 156,060
Total New Jobs Created 14,490
Total New Business Starts 1,071
Total Sales Increase (New Taxable Income) $682,466,591
Total Capital Infusion (Equity & Loans) $1,748,103,888

SBDC amplified messages coming from the State of California and the federal government about loans and grants for small businesses. They provided 1,974 town halls and information sessions, and answered over 253,000 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.

17/18 18/19 19/20 Increase
Total # of Counseling Clients 20,247 21,495 43,552 115%
Total Hours of Counseling 100,839 125,559 206,655 105%
Total # of Trainees 26,059 35,676 101,047 288%
Total New Jobs Created 2,653 6,147 15,382 480%
Total New Business Starts 1,449 1,664 1,591 10%
Total Sales Increase (New Taxable Income) $189,068,651 $294,579,848 $636,780,983 237%
Total Capital Infusion (Equity & Loans) $788,029,124 $770,991,829 $1,418,148,080 80%

50 F/T Service Centers
36 P/T Satellite Centers
69 Outreach Locations


For more information:
Mike Daniel
CA SBDC State Chair
midaniel@fullerton.edu
Mobile: 714-681-0389

Lori Kammerer
CA SBDC Legislative Rep
lorikammerer@gmail.com
Mobile: 916-716-5674

To find CA Senate and Assembly District-level results, go to www.californiabsbdc.org/resources/annual-reports-california-sbsdc
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, 8 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 is the state infrastructure for small business support.

In 2019/20 the California SBDC assisted over 140,000 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: 1591 new business starts, $638 million in new revenues generated, 15,382 new jobs created, and over $1.4 billion in new capital secured from loans and equity.

In the last 12 months (March 2020 – February 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 1,974 town halls and information sessions, and answered over 253,000 calls and emails about COVID relief funding. During this time they worked with over 212,000 businesses and facilitated over $1.7 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 2021/22 California SBDC hopes to work with the State of California’s legislature and the Governor’s Office of Business and Economic Development (GO-Biz) on extending and expanding the proven TAEP program. Specifically, the SBDC suggests the following:

- Extend TAEP through 2033.
- Increase TAP funding to $30 million
- Allow for up to 10% to be spent on core program infrastructure and personnel.
- Allow for a 3% Indirect Rate.

For more information

Mike Daniel
CA SBDC State Chair
midaniel@fullerton.edu
Mobile: 714-681-0389

Lori Kammerer
CA SBDC Legislative Rep
lorikammerer@gmail.com
Mobile: 916-716-5674

SBDC services are available in every California Senate and Assembly district. Specific results for each district are available at:
www.californiasbdc.org/resources/annual-reports-california-sbdc