

## Part 1 – Agency Profile

### Agency Overview

The Idaho Small Business Development Center (Idaho SBDC) was established in 1986 as a partnership between the U.S. Small Business Administration and Boise State University. The Idaho SBDC provides business consulting and training to Idaho's small businesses and entrepreneurs under a federal grant matched by state funds. The purpose of the Idaho SBDC is to encourage and assist the development and growth of small businesses in the state by leveraging higher education resources. Nationally, as in Idaho, over 90% of new jobs are being created by the small business sector.

The Idaho SBDC is a network of business consultants and trainers that operates from the state's colleges and universities. Boise State University's College of Business and Economics serves as the State Office with administrative responsibility for directing the type and quality of services across the state. Regional offices in the following locations are funded under sub-contracts with the host institutions from Boise State University:

- North Idaho College - Coeur d'Alene
- Lewis-Clark State College - Lewiston
- Boise State University - Boise
- College of Southern Idaho - Twin Falls
- Idaho State University - Pocatello
- Idaho State University - Idaho Falls

### Core Functions/Idaho Code

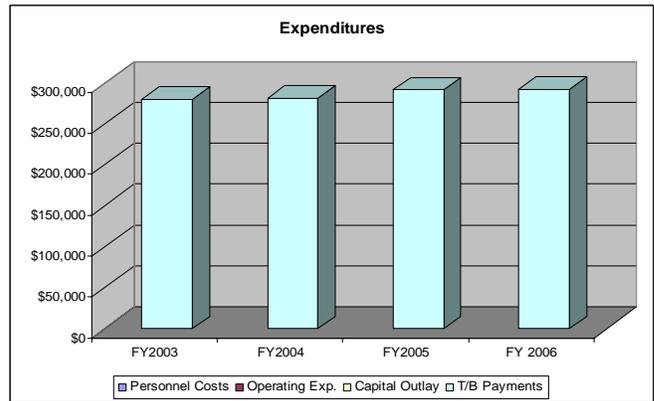
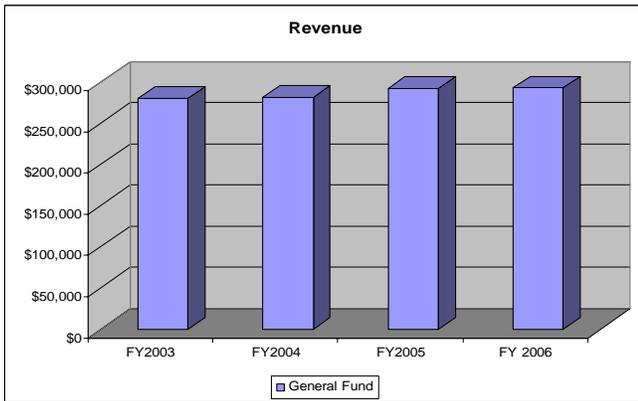
The Idaho Small Business Development Center has two basic functions—consulting and training.

First, the Idaho SBDC provides direct one-on-one confidential business consulting to small business owners and entrepreneurs. Primary consulting is accomplished with a small core staff of professionals. Most of the professional staff has advanced degrees and five years or more of small business ownership/management experience. Business counseling is designed to provide in-depth business assistance in areas such as marketing, finance, management, production and overall business planning. The Idaho SBDC allocates sufficient resources to positively impact the individual small business' operation, a goal currently defined as 8.5 hours per consulting case. Faculty and students at each institution expand the Center's knowledge and resource base and to provide direct assistance in appropriate cases. Senior undergraduate and graduate students complete work for Idaho SBDC business consultants. The students are provided the opportunity, under the direction of professional staff and faculty, to apply classroom learning in real-world situations. 'Real-world' laboratory experience for our college and university faculty and students provides long-term benefits to the business community and helps the academic institutions remain current on needs, problems, and opportunities of Idaho's business sector.

The Idaho SBDC also provides low-cost, non-credit training to improve business skills. Workshops, primarily directed at business owners, are typically 3 – 4 hours in length and attended by 15 – 20 participants. Training covers topics such as marketing, accounting, management, finance, etc. A variety of faculty, staff and private sector experts are used to ensure timely, useful material are presented by a subject-matter expert. Significant private sector contributions are made in support of Idaho SBDC workshops including registration fees, and donations for marketing, instructor fees and travel. A standard training format allows the Idaho SBDC to provide consistent, cost-effective training throughout the state.

**Revenue and Expenditures:**

| Revenue                  | FY 2003          | FY 2004          | FY 2005          | FY 2006          |
|--------------------------|------------------|------------------|------------------|------------------|
|                          | \$280,000        | \$281,400        | \$292,000        | \$292,700        |
| <b>Total</b>             | <b>\$280,000</b> | <b>\$281,400</b> | <b>\$292,000</b> | <b>\$292,700</b> |
| Expenditure              | FY 2003          | FY 2004          | FY 2005          | FY 2006          |
| Personnel Costs          | \$0              | \$0              | \$0              | \$0              |
| Operating Expenditures   | \$0              | \$0              | \$0              | \$0              |
| Capital Outlay           | \$0              | \$0              | \$0              | \$0              |
| Trustee/Benefit Payments | \$280,000        | \$281,400        | \$292,000        | \$292,700        |
| <b>Total</b>             | <b>\$280,000</b> | <b>\$281,400</b> | <b>\$292,000</b> | <b>\$292,700</b> |



**Profile of Cases Managed and/or Key Services Provided**

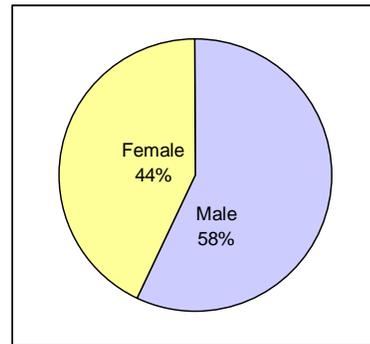
| Cases Managed and/or Key Services Provided | FY 2003 | FY 2004 | FY 2005 | FY 2006 |
|--|---------|---------|---------|---------|
| Small Business Consulting                  | 2,097   | 1,808   | 1,698   | 1,718   |
| Consulting Hours                           | 21,601  | 14,233  | 16,423  | 14,845  |
| Small Businesses Trained                   | 3,733   | 2,626   | 3,406   | 3,000   |
| Training Events                            | 279     | 208     | 259     | 262     |
| Training Hours (Attendees * Course Hours)  | 22,681  | 25,461  | 24,102  | 18,443  |

**Performance Highlights:**

Client mix:

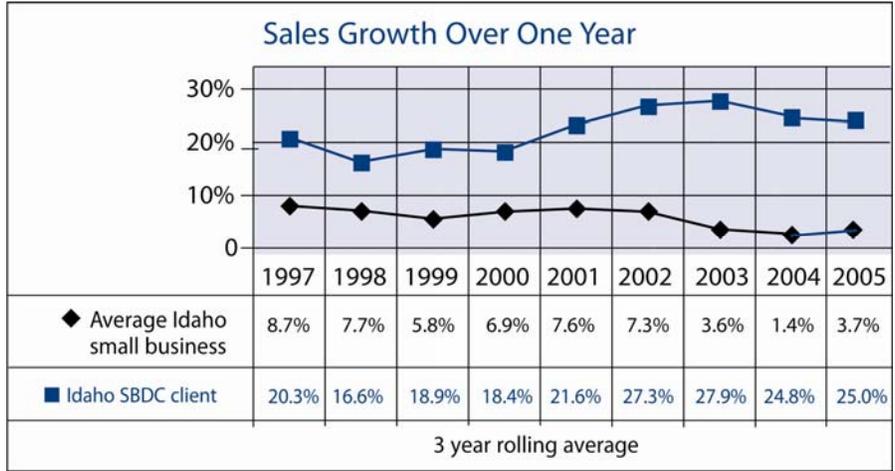
| Type of business    | % of clients | % of consulting hours |
|---------------------|--------------|-----------------------|
| Retail              | 17%          | 20%                   |
| Service             | 36%          | 39%                   |
| Wholesale           | 3%           | 4%                    |
| Manufacturing       | 9%           | 12%                   |
| Construction        | 4%           | 3%                    |
| Starting a business | 31%          | 21%                   |

Business Ownership:



In 2005, the average impact of Idaho SBDC clients included:

- ♦ Employment growth almost 9 times the average Idaho small business
- ♦ More than 2,000 jobs created or saved
- ♦ Sales increases of \$79 million
- ♦ \$6.98 million in additional state and federal tax revenue
- ♦ A return to the economy of \$5.01 for every dollar spent



**Part II – Performance Measures**

| Performance Measure                            | 2003         | 2004         | 2005         | 2006         | Benchmark    |
|--|--------------|--------------|--------------|--------------|--------------|
| 1. Average Hours of Consulting per Client      | 10.3         | 8.2          | 9.7          | 8.6          | >8.5         |
| 2. Sales growth of clients                     | \$31,754,091 | \$22,068,804 | \$39,980,503 | \$79,402,547 | \$30 Million |
| 3. Capital raised by clients                   | \$45,426,690 | \$34,213,753 | \$30,697,350 | \$37,769,727 | \$25 Million |
| 4. Client Employment Growth/Jobs Saved         | 436          | 692          | 2,542        | 1,948        | 750          |
| 5. ROI (Additional Tax Revenue over SBDC Cost) | 2.89         | 2.26         | 6.44         | 6.25         | >2.5         |

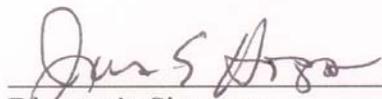
**For More Information Contact**

Jim Hogge  
 Special Programs, Small Business Development Centers  
 1910 University Dr, Boise, ID 83725  
 Phone: 208.426.3799  
 E-mail: [jhogge@boisestate.edu](mailto:jhogge@boisestate.edu)

## Director Attestation for Agency Profile

In accordance with *Idaho Code* 67-1904, I certify the data provided in the Agency Profile has been internally assessed for accuracy, and, to the best of my knowledge, is deemed to be accurate.

Department: Idaho Small Business Development Center



Director's Signature

7/19/06

Date

Please return to:

Division of Financial Management  
Attn: Anita Hamann  
700 West Jefferson, Rm 122  
Boise, Idaho 83720-0032

FAX: 334-2438

E-mail: [info@dfm.idaho.gov](mailto:info@dfm.idaho.gov)