

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 – Post Falls
- 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.

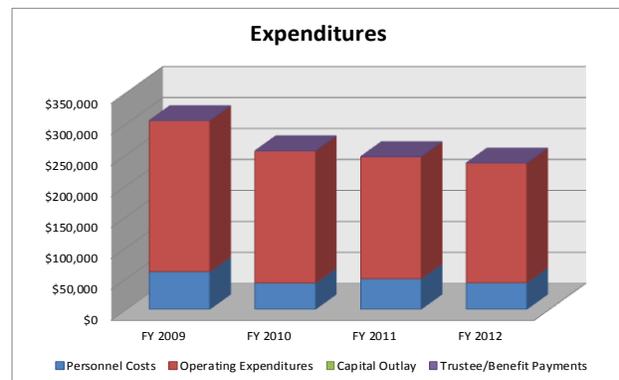
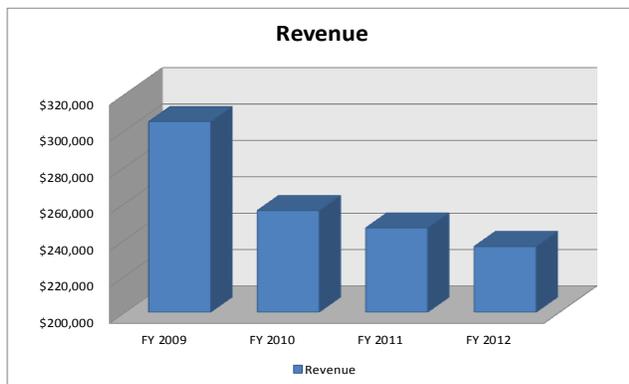
First, the Idaho SBDC provides direct one-on-one confidential business consulting to small business owners and entrepreneurs. Primary consulting is accomplished with a small core staff of professionals. Most of the professional staff has advanced degrees and five years or more of small business ownership/management 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 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 2009	FY 2010	FY 2011	FY 2012
Revenue	\$304,700	\$255,800	\$246,300	\$236,100
Total	\$304,700	\$255,800	\$246,300	\$236,100
Expenditure	FY 2009	FY 2010	FY 2011	FY 2012
Personnel Costs	\$60,845	\$42,633	\$49,451	\$43,108
Operating Expenditures	\$243,855*	\$213,167*	\$196,849*	\$192,992
Capital Outlay	0	0	0	0
Trustee/Benefit Payments	0	0	0	0
Total	\$304,700	\$255,800	\$246,300	\$236,100

* 96% of this is subcontracts which are 100% personnel.



Profile of Cases Managed and/or Key Services Provided

Cases Managed and/or Key Services Provided	FY 2009	FY 2010	FY 2011	FY 2012
Number of Small Businesses Receiving Consulting	1,754	1,858	1,721	1,508
Average Hours of Consulting Per Client	9.3	9.4	9.3	11.1
Number of Small Businesses Trained	3,850	2,624	3,834	3,570
Number of Consulting Hours (annual)	16,356	17,400	16,013	16,687

Performance Highlights:

1. The average hours per client are one of the highest in the nation. This is one of the major factors that contribute to economic impact and growth by small businesses.
2. In the most recent SBA report on SBDC effectiveness and efficiency (June 2008), the Idaho SBDC was in the top 10% of SBDCs nationwide in all effectiveness and efficiency measures. The Center provides services at a low cost and helps businesses create significant economic growth.
3. Dr. Jim Chrisman, Mississippi State University, conducts an independent impact survey of all SBDCs in the country. According to Dr. Chrisman, the Idaho SBDC is and has been one of the top five performing SBDCs over the past 10 years.

Part II – Performance Measures

Performance Measure	FY 2009	FY 2010	FY 2011	FY 2012	Benchmark
Average Sales Growth of SBDC Clients as a Percent of Sales Growth of All Idaho Small Business Sales Growth ¹	745%	800%	470%	290%	300%
Capital raised by clients	\$41,686,819	\$6,500,863	\$13,701,212	\$7,471,238	\$25,000,000
Total SBDC Client Employment Growth/Jobs Saved ²	1,175	927	1,105	1,018	750
ROI (Return on Investment) - Additional Taxes Paid/Total Cost of the Idaho SBDC Program ⁴	5.13	1.77	3.0	2.2	3.0
Sales Increase of SBDC Clients over An Average Idaho Business	\$107,429,279	\$11,543,008	\$50,073,210	\$33,845,250	\$25,000,000
New Business Started ³	59	89	70	53	72
Customer Satisfaction Rate (1-5)	4.27	4.28	4.33	4.57	3.75

Performance Measure Explanatory Notes:

The last year was a tough year for all businesses in Idaho. The impacts for SBDC clients were similar to the previous year. It is our sense that businesses are not adding employees due to uncertainty in the marketplace. Raising capital continues to be an issue for Idaho entrepreneurs. SBDC clients continued to outperform the average business in Idaho. The following are some highlights:

1. Sales—SBDC client sales were up 11.3% versus 3.9% for the average business.
2. Employment—SBDC clients grew employment by 9.8% versus 0.5% for the average business in Idaho.
3. It is still a challenge for most entrepreneurs to get bank financing to start a business.
4. Taxes paid due to growth by SBDC clients were 2.2 times the overall cost of the Idaho SBDC.

For More Information Contact

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