

Part I – 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, the State of Idaho, and Idaho's institutions of higher education. The Idaho SBDC provides no-cost business consulting and affordable training to help entrepreneurs and small business owners start and grow successful businesses. Nationally, as in Idaho, over 70% of net new jobs are being created by the small business sector.

The Idaho SBDC is a network of business consultants that operates under the umbrella of 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.

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

The Idaho SBDC also manages two business accelerators – one in Nampa and one in downtown Boise. The accelerators are physical locations that provide space and programs to help early-stage companies accelerate their growth.

**Document measures did not completely align with FY 2023 strategic plan. This was due to the strategic plan submittal dates not aligning with the final FY data received by SBDC. Strategic plans are due in February and the final resource data in 2021, 2022 and 2023 were not finalized until April. This internal issue has since been resolved and appears to be aligned moving forward.*

Core Functions/Idaho Code

Pursuant to Title **15 U.S.C. § 648** authorizes the State Board of Education to outline requirements in order to provide assistance towards small business development.

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

Coaching/Consulting - The Idaho SBDC provides confidential, no-cost, individualized business consulting and coaching to help small business owners and entrepreneurs increase their knowledge, skills, and abilities for running a successful business. Primary consulting is accomplished with a small core staff of professionals, most with advanced degrees and five years or more of small business ownership/management experience. Business coaching/consulting is designed to provide in-depth business assistance in areas such as marketing, finance, management, production, innovation, government contracting and overall business planning.

Faculty and students at each institution expand the Center's knowledge and resource base and provide direct assistance in appropriate cases working directly with business owners and entrepreneurs on specific projects. 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 2 – 4 hours in length and attended by 10 – 25 participants. Training covers topics such as marketing, accounting, management, finance, social media, etc. A variety of faculty, staff
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and private sector experts are used to ensure timely, useful material is presented by a subject-matter expert. A standard training format allows the Idaho SBDC to provide consistent, cost-effective training throughout the state.

Revenue and Expenditures

Revenue	FY 2020	FY 2021	FY 2022	FY 2023
Revenue	\$686,700	\$647,300	\$698,000	\$770,300
Total	\$686,700	\$647,300	\$698,000	\$770,300
Expenditures	FY 2020	FY 2021	FY 2022	FY 2023
Personnel Costs*	\$678,700	\$639,500	\$687,878	\$719,503
Operating Expenditures	\$8,000	\$7,800	\$10,122	\$50,797
Capital Outlay	\$0	\$0	\$0	\$0
Trustee/Benefit Payments	\$0	\$0	\$0	\$0
Total	\$686,700	\$647,300	\$698,000	\$770,300

*Includes personnel costs under subcontracts with other host universities and colleges

Profile of Cases Managed and/or Key Services Provided

Cases Managed and/or Key Services Provided	FY 2020	FY 2021	FY 2022	FY 2023
Number of Small Businesses Receiving Consulting	2,057	2,120	1,995	2,032
Average Hours of Consulting Per Client	11.8	11.5	10.26	8.58
Number of Small Businesses Trained	3,400	4,209	3,945	3,879
Number of Consulting Hours (annual)	24,294	24,354	20,469	17,434

FY 2023 Performance Highlights

Part II – Performance Measures

Performance Measure		FY 2020	FY 2021	FY 2022	FY 2023	FY 2024
Goal 1 – Network Reach						
Focus time on clients with the highest potential for creating economic impact.						
Objective: Develop long-term relationships with potential and existing growth and impact clients.						
1. Capital raised by clients in millions	actual	\$79.9	\$55.8	\$28.2	\$56.6	
	target	\$36	\$44	\$53	\$53	\$53.4
2. Client sales growth in millions	actual	\$47.3	\$67.7	\$59.8	\$74.4	
	target	\$36	\$41	\$53	\$53	67.65
3. Jobs created by clients	actual	649	872	666	808	
	target	742	853	892	892	1154
Goal 2 – Network Sustainability						
Increase funding and consulting hours to create economic impact through increased client performance.						
Objective: Increase overall network funding and assist regional offices in pursuit of local opportunities.						
4. Amount of funding increase	actual	\$1,366,503 ₁	\$122,701	\$68,154	\$36,002	
	target	\$150,000	\$225,000	\$250,000	\$250,000	\$82,233

The Idaho SBDC continues to align the strategic plan and metrics with other funder requirements. Going forward, we will be using client verified data from the MIS system as consistent with SBA.

Performance Measure Explanatory Notes

¹ Includes one-time funding of \$1,280,000 from CARES Act to support pandemic response in 2020.

For More Information Contact

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Director Attestation for Performance Report

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

Department: Idaho Small Business Development Center

DOUG COVEY
Director's Signature

June 30th, 2023
Date

Please return to:

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