



U.S. Small Business
Administration



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Office of Entrepreneurial Development

Supporting the Nation's Entrepreneurial Ecosystem

Lori Gillen, Deputy Associate Administrator
Office of Entrepreneurial Development, SBA

SBA: Helping Entrepreneurs Start and Grow Businesses

- Capital
- Contracting
- **Counseling/Capacity**
- Disaster Assistance
- Advocacy
- Ombudsman



Capacity Building

SBA's Office of Entrepreneurial Development (OED) supports a nationwide network of 200+ partners & resources that provide FREE advice and affordable training to more than **1.4 million** entrepreneurs annually with help to start & grow their business.

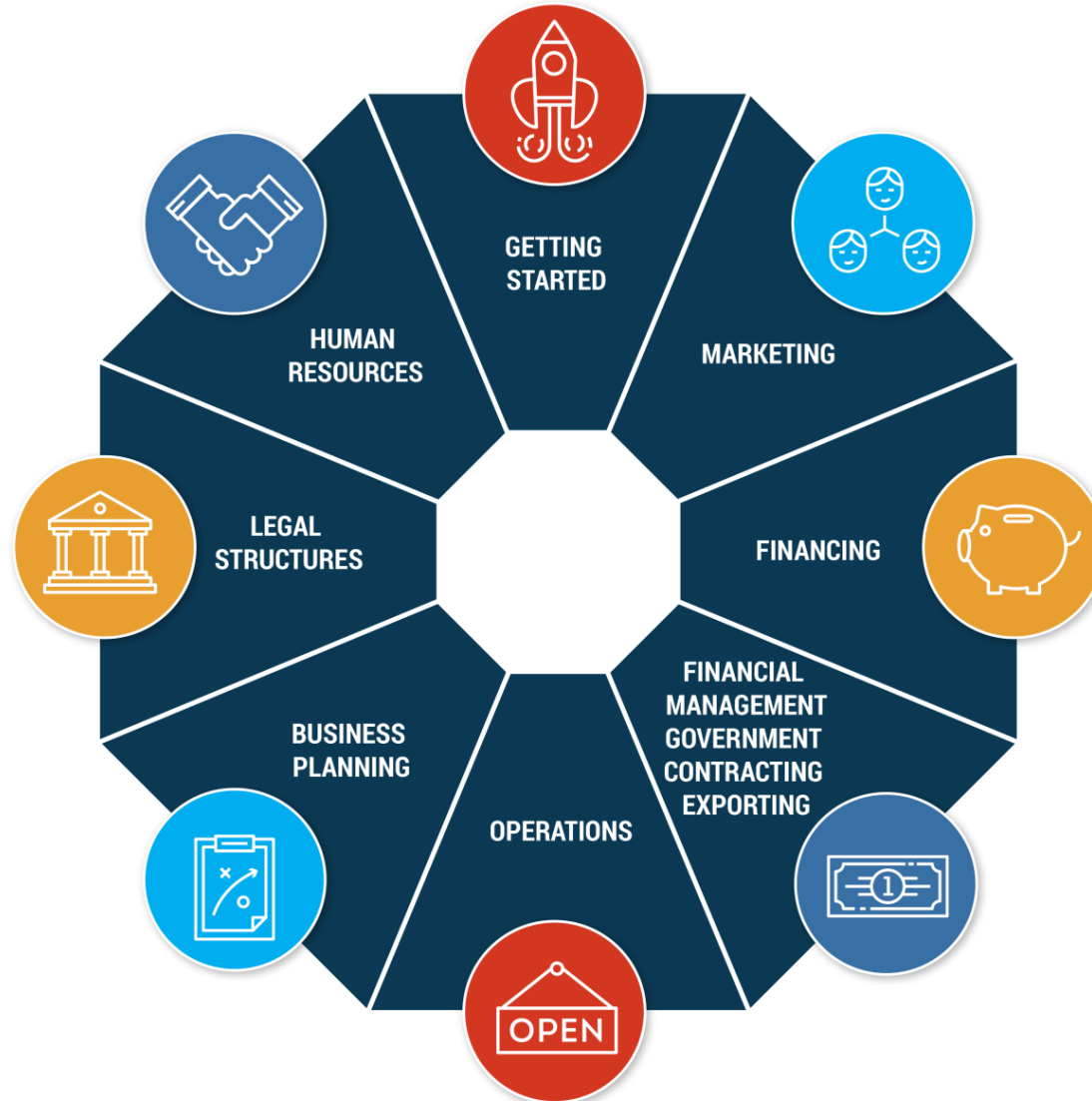


SBA's Entrepreneurial Development Network Helps **3,900** Businesses Every Day To:



Create **380** Jobs
Start **185** New Businesses
Raise **\$26.7 million** in Capital

How we help



Supporting the Entrepreneurial Ecosystem

Individual Guidance



Women's
Business
Centers

Virtual Tools

SBA
Learning
Center

DreamBuilder^{*}

Intensive Support



Regional
Innovation
Clusters

Strategic Resources

BUSINESS
SMART
TOOLKIT

innovate^{her}



Small Business Development Centers (SBDCs)

Promoting Domestic & International Business Growth

SBDCs offer assistance to individuals & small businesses by providing a wide variety of information & guidance in central & easily accessible branch locations.

A Cooperative Effort

- Connects academia to main street business
- Focus on long-term counseling relationships
- Specialize in exporting, loan packaging, disaster preparedness/recovery, technology development



\$91,000

Avg Revenue Growth per
Long Term Client



58,000

Jobs Created



433,500

Clients Assisted

Women's Business Centers (WBC)

Helping Women Achieve the American Dream

WBCs serve a wide diversity of geographic areas, demographic populations, & economic environments.

A Tailored Approach

- Over 100 centers across the U.S. & its territories
- Services offered in 38 different languages
- Serves clients who are economically & socially disadvantaged
- Specialize in training, start-ups, and networking



\$1,116,290,000

Total Revenue Growth



17,000

New Business Starts



148,00

Clients Assisted

SCORE

Mentoring for Growth

A network of nearly 10,000 volunteer mentors with industry expertise coach, train & advise entrepreneurs in person and on-line.

Matched for Success

- Clients are matched with volunteers & receive customized advice
- Average revenue growth rate 82%, or more than \$45,000 per enterprise
- Average employment growth rate 14% for a total of more than 14,000 new jobs



\$8,500

Avg Revenue Growth
per Client



10,000

Mentors, Advisors, & Trainers



646,260

Clients Assisted

Emerging Leaders

Preparing Small Business Leaders for Growth

Intensive entrepreneurial training in a peer group setting accelerates the growth of high-potential small businesses.

In 50 Communities and Growing

- 7 month intensive training
- Businesses develop custom 3 year growth plan
- Graduates saw an improved bottom line & increased revenue on average by \$362,000, a 39% growth rate after one year



\$300,000

Generated in New Financing



\$3.16 Billion

Secured in
Government Contracts



6,500

Jobs Created

Regional Innovation Clusters

Strengthening Innovation and Competitiveness

Industry-focused centers in a dozen communities connect small businesses with the local entrepreneurial ecosystem through intensive networking, training and advising.

In the past three years, participating businesses

- Grew at an annualized rate of 18%
- Obtained contracts totaling approximately \$602 m
- Received federal Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) funding totaling \$24 million



Connecting small businesses
to resources and
potential partners



Helping small business integrate
into high growth industry
supply chains



Offering services geared
towards innovation

Online Learning Center

SBA's Virtual Campus



Hosts a variety of free, self-paced online training courses, videos, & tools to help small business owners explore the many aspects of business ownership.

- Top courses include:
- How to Write a Business Plan
 - Young Entrepreneurs: Essential Guide to Starting Your Own Business
 - Introduction to Accounting
 - Sales: A Guide for the Small Business Owner
 - Understanding Your Customer

Who We've Helped



Thank You

Allen Gutierrez

Associate Administrator/Office of Entrepreneurial
Development

Lori Gillen

Deputy Associate Administrator/Office of Entrepreneurial
Development

Lori.Gillen@sba.gov

www.sba.gov