

MU Extension
Business Development Programs
COUNTY ANNUAL REPORT
Fiscal Year 2008



County Name: Andrew

BD Specialist Name: Tom Kelso

As entrepreneurs and innovators, Missouri's small businesses are becoming a more diverse group that continues to make the state's economy productive. There are approximately 500,000 small businesses in Missouri. Nearly 98 percent of all businesses with employees are categorized as small businesses. In assisting the owners and managers of those businesses, MU Extension contributes to a county's economic development through growth in jobs, sales, innovation, technology development and commercialization.

In Andrew County, during 2008, business development program specialists and business counselors with MU Extension, Missouri Small Business & Technology Development Centers (MO SBTDC), Missouri Procurement Technical Assistance Centers (MO PTAC), Missouri Environmental Program, Missouri Career Options Project, and the Missouri Market Development program served 29 people and their companies with business start-up and management counseling, training, and other assistance. In addition, entrepreneurs and business owners in Andrew County reported the following economic impact and activity as a result of the services provided by the MU Extension Business Development Program:

- New jobs: 6
- Sales increases: \$186,000
- New businesses: 3
- Jobs retained: 12
- Loans and investments in business: \$21,000
- Acquired assets: \$640,000
- Clients/companies receiving business counseling: 20
- Business training attendees and conference participants: 9

Overall, the University of Missouri's Business Development Programs (BDP) served 21,983 people and their businesses state-wide. The total impact for all businesses assisted by the BDP was:

- New jobs: 9,719
- Sales increases: \$211,170,000
- Government contracts: \$364,337,000
- New businesses: 192
- Jobs retained: 1,123
- Loans and investments in business: \$105,138,000
- Acquired assets: \$39,493,000
- Investment in commercialization: \$34,245,000 in SBIR/STTR or research proposals submitted with \$9,887,000 awards received
- Clients/companies receiving business counseling: 3,620
- Business training attendees and conference participants: 18,363

The business development faculty contributing to these business successes are from the programs identified above. These staff have regional and statewide assignments and work with businesses in all counties across the state.

THE BUSINESS DEVELOPMENT PROGRAM DELIVERY NETWORK INCLUDES

Business Development Specialists headquartered at University of Missouri Extension centers; centers located on the University of Missouri campuses at Columbia, Kansas City, St. Louis and Rolla; and centers at most of the state universities across Missouri. The named programs delivered through this network include:

Missouri Small Business & Technology Development Centers (MO SBTDC) – Funded by the U.S. Small Business Administration, this award is matched on the local level by state university hosts and private sector partners. Services include individualized business counseling and a wide variety of educational opportunities. One of the products offered through those centers is the MoFAST SBIR/STTR assistance. Specialists in this area work with university faculty and other innovators to win awards in support of the commercialization of technology.

Missouri Procurement Assistance Centers (MO PTAC) -- Funded by the U.S. Defense Logistics Agency, this program helps businesses win government contracts for a wide range of products and services.

Missouri Market Development Program – This program, which is funded at by the Environmental Improvement and Energy Resources Agency via the Missouri Department of Natural Resources, helps business owners find markets for recycled materials and helps other businesses in securing funding for manufacture of new goods using those recycled materials.

Career Options – Improving individual capacity is the focus of the MU Extension Career Options program, which is funded through a partnership with the Missouri Department of Economic Development Workforce Development unit. This program assists displaced workers and others in many ways, including through the exploration of business ownership and career repositioning following company closings, layoffs and other employment-related changes.

Missouri Environmental Program -- Showing businesses how to save money by reducing waste, understanding regulations and using recycled materials.

CONTACT INFORMATION

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<http://extension.missouri.edu/holt/index.shtml>

Visit our county business development program website at:

<http://extension.missouri.edu/holt/biz.shtml> and visit the state business development program website at www.missouribusiness.net