STATEWIDE IMPACT
2016 - 2018

Program Highlights:

• Annually interact with clients in EVERY county of the state through counseling and training events
• One of 20 states with a Technology accreditation focusing on and encouraging innovation in business
• FY18 hosted 19 cyber security focused events to help businesses identify and respond to cyber threats
• SBDC staff teach future business owners through presentations to middle school, high school, and college age students
• FY19 adopting new logo to elevate image and strengthen respect for program from partners and clients

CLIENT SUCCESS

-$450M
Increase in sales

$323M
Capital funding approved

10,100+
Jobs created or retained

300+
Businesses started

26,100+
Received counseling &/or training

8%
Veteran-owned

19%
Minority-owned

18%
Women-owned

CLIENTS

missourisbdc.org
### DISTRICT ONE
2016 - 2018
Prepared for Congressman Lacy Clay

#### CLIENT SUCCESS

<table>
<thead>
<tr>
<th><strong>$67M</strong> Increase in sales</th>
<th><strong>&gt;$49M</strong> Capital funding approved</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>530+</strong> Jobs created or retained</td>
<td><strong>105+</strong> Businesses started</td>
</tr>
<tr>
<td><strong>2,800+</strong> Received counseling &amp;/or training</td>
<td><strong>59%</strong> Minority-owned</td>
</tr>
<tr>
<td><strong>5%</strong> Veteran-owned</td>
<td><strong>18%</strong> Women-owned</td>
</tr>
</tbody>
</table>

#### Highlights:

- Strong partnership with FranNet, working together to help entrepreneurs open franchises
- SBDC Associate State Director and St. Louis Regional Director, Kevin Wilson, located in this district
- October 2018, Lynette Watson, Business Specialist, was awarded the Associated Industries of Missouri Extension Industry award for providing education programs to support business economic viability
- Counselor Amina Malik-Abdul recognized as a Top Millenial Employee in the region

#### AREA HOSTS

- Extension University of Missouri
- ITEN
- RUCC Regional Union Construction Center
- edc Business & Community Partners

missourisbdc.org
CLIENT SUCCESS

$14+M
Increase in sales

$6.3M
Capital funding approved

1,870+
Received counseling &/or training

5%
Veteran-owned

200+
Jobs created or retained

60+
Businesses started

18%
Minority-owned

12%
Women-owned

CLIENTS

Highlights:

• Strong partnership with FranNet, working together to help entrepreneurs open franchises

• SBDC Associate State Director and St. Louis Regional Director, Kevin Wilson, located in this district

• October 2018, Lynette Watson, Business Specialist, was awarded the Associated Industries of Missouri Extension Industry award for providing education programs to support business economic viability

• Counselor Amina Malik-Abdul recognized as a Top Millenial Employee in the region

AREA HOSTS

missourisbdc.org
CLIENT SUCCESS

- **$37+M** Increase in sales
- **$17+M** Capital funding approved
- **1,450** Jobs created or retained
- **50+** Businesses started
- **2,800+** Received counseling &/or training
- **8%** Veteran-owned
- **15%** Minority-owned
- **15%** Women-owned

CLIENTS

- **$37+M** Increase in sales
- **$17+M** Capital funding approved
- **2,800+** Received counseling &/or training
- **8%** Veteran-owned
- **15%** Minority-owned
- **15%** Women-owned

Highlights:

- S&T provides assistance to Veterans, their spouses, and active-duty members at the Fort Leonard Wood military base
- MU SBDC connects clients with university students for market research, helping clients access quality market data and providing students with valuable learning experiences
- Travin Shelton, Business Development Specialist at S&T, leads Economic Gardening efforts throughout the state and on national teams

AREA HOSTS

- **Lincoln University Missouri**
- **Extension University of Missouri**
- **Missouri S&T**
- **SBA**

missourisbdc.org
### DISTRICT FOUR
#### 2016 - 2018
Prepared for Congresswoman Vicky Hartzler

<table>
<thead>
<tr>
<th>CLIENT SUCCESS</th>
<th>CLIENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$22+M</strong> Increase in sales</td>
<td><strong>$31+M</strong> Capital funding approved</td>
</tr>
<tr>
<td><strong>670</strong> Jobs created or retained</td>
<td><strong>65+</strong> Businesses started</td>
</tr>
<tr>
<td><strong>5,330+</strong> Received counseling &amp;/or training</td>
<td><strong>10%</strong> Veteran-owned</td>
</tr>
<tr>
<td><strong>16%</strong> Minority-owned</td>
<td><strong>17%</strong> Women-owned</td>
</tr>
</tbody>
</table>

### Highlights:
- 2018 SBDC Rookie of the Year awarded to Kelly Asbury, Center Director at State Fair Community College
- District 4 is served by six SBDC centers, which serve a total of 49% of Missouri counties
- LaunchU training program succeeds by offering start-up assistance for rural entrepreneurs

### AREA HOSTS
- Extension University of Missouri
- Missouri State University
- State Fair Community College
- Lincoln University
- Missouri Southern State University

2016-2018 SBDC Counseling Clients by Zip Code - District 4

[missourisbdc.org](http://missourisbdc.org)
DISTRIBUT FIVE
2016 - 2018
Prepared for Congressman Emanuel Cleaver

CLIENT SUCCESS

$57+M
Increase in sales

$43+M
Capital funding approved

1,330
Jobs created or retained

150
Businesses started

6,140+
Received counseling &/or training

24%
Minority-owned

17%
Women-owned

6%
Veteran-owned

CLIENTS

CLIENTS

$57+M
Increase in sales

$43+M
Capital funding approved

6,140+
Received counseling &/or training

1,330
Jobs created or retained

150
Businesses started

24%
Minority-owned

17%
Women-owned

6%
Veteran-owned

Highlights:

• UMKC SBDC houses the Director of Innovation, Jill Meyer and the statewide Technology and Innovation Center

• UMKC SBDC facilitates a 2-day SBIR/STTR boot camp that leads participants through the SBIR and STTR grant proposal development process

• 2018 SBDC Rookie of the Year awarded to Kelly Asbury, Center Director at State Fair Community College

AREA HOSTS

UMKC
State Fair Community College

missourisbdc.org
**District Six**
2016 - 2018
Prepared for Congressman Sam Graves

**Client Success**

- **$37+M** Increase in sales
- **$22+M** Capital funding approved
- **740+** Jobs created or retained
- **110+** Businesses started
- **8%** Veteran-owned
- **5,000+** Received counseling &/or training
- **8%** Minority-owned
- **21%** Women-owned
- **22+M** Capital funding approved
- **740+** Jobs created or retained
- **110+** Businesses started
- **8%** Veteran-owned
- **5,000+** Received counseling &/or training
- **8%** Minority-owned
- **21%** Women-owned

**Highlights:**

- KREDI center works with Vocational Rehabilitation referred clients and individuals referred by the Missouri Department of Education
- NWMO SBDC Director, Rebecca Lobina, records a monthly radio interview with a local station to discuss business topics
- UMKC SBDC houses the Director of Innovation, Jill Meyer and the statewide Technology and Innovation Center

**Area Hosts**

---

missourisbdc.org
CLIENT SUCCESS

- **$75+M** Increase in sales
- **$35+M** Capital funding approved
- **3,690+** Received counseling &/or training
- **8%** Veteran-owned
- **2,360+** Jobs created or retained
- **70** Businesses started
- **9%** Minority-owned
- **17%** Women-owned

CLIENTS

- **$75+M** Increase in sales
- **$35+M** Capital funding approved
- **3,690+** Received counseling &/or training
- **8%** Veteran-owned
- **2,360+** Jobs created or retained
- **70** Businesses started
- **9%** Minority-owned
- **17%** Women-owned

**Highlights:**

- Missouri State center partnered with SBDC colleagues at S&T to offer “Using Innovation Research Grants to Accelerate Your Business” targeted toward minority and women-owned businesses
- Missouri Southern center offered specific events for veteran and women-owned businesses. Plus hosted a series of events promoting cyber security for area businesses, partnering with local IT companies

**AREA HOSTS**

- Missouri Southern State University
- Missouri State University

[missourisbdc.org](http://missourisbdc.org)
DISTRICT EIGHT
2016 - 2018
Prepared for Congressman Jason Smith

CLIENT SUCCESS

$32+M
Increase in sales

$39+M
Capital funding approved

5,000+
Received counseling &/or training

13%
Veteran-owned

850+
Jobs created or retained

130+
Businesses started

10%
Minority-owned

20%
Women-owned

CLIENTS

$32+M
Increase in sales

$39+M
Capital funding approved

5,000+
Received counseling &/or training

13%
Veteran-owned

850+
Jobs created or retained

130+
Businesses started

10%
Minority-owned

20%
Women-owned

Highlights:

• S&T provides assistance to Veterans, their spouses, and active-duty members at the Fort Leonard Wood military base

• September 2018, SEMO Center Director, Jakob Pallesen, was recognized as the Missouri State Star at the national ASBDC conference in Washington D.C.

• October 2018, S&T Business Development Specialist Travin Shelton awarded the Missouri Chamber of Commerce and Industry Extension Business Award for supporting economic viability

AREA HOSTS

missourisbdc.org
SBDC centers work with regional and district SBA offices and the USDA to provide Rural Strong events in their regions. These events help to engage business owners in the many rural communities around the state and provide education on the services available to strengthen businesses.

SBDC centers across the state partner with the regional or district SBA office to provide the Boots to Business and/or Boots to Business Reboot programs to active duty military, Veterans, and their spouses.

Urban SBDCs offer the Emerging Leaders program to develop business owners through classroom training, homework, and peer-to-peer mentoring.

ScaleUP! Kansas City, originally funded by the SBA for two years, is still going strong. Now starting their ninth cohort, business owners from around the KC metro area are scaling and seeing success from this program.

The Missouri SBDC is funded in part through a Cooperative Agreement with the U.S. Small Business Administration.
MISSOURI BUSINESS DEVELOPMENT PROGRAM

RETURN ON INVESTMENT

INVESTMENTS

- Federal funding: $13.3 MILLION
- State investments: $4.5 MILLION
- Local support: $6.2 MILLION

2016 - 2018

- Procurement awards to clients: $1.03 BILLION
- Increase in sales: $1.46 BILLION
- Jobs Created or Retained: 31,681
- Clients Counseled or Trained: 41,397

RESULTS

- Capital funding received by clients: $308 MILLION
- Funding = Impact
  - $1 FUNDING = $115 ECONOMIC IMPACT
  - $760 FUNDING = 1 JOB CREATED OR RETAINED

HOSTS

- University of Missouri Extension
- IT Entrepreneur Network (ITEN) | Lincoln University | Missouri Chamber of Commerce and Industry | Missouri Southern State University | Missouri State University | Missouri State University, West Plains | Missouri University of Science and Technology | Moberly Area Economic Development Center | Kirksville Regional Economic Development Inc. | Northwest Missouri State University | Regional Union Constructions Center | Southeast Missouri State University | State Fair Community College | St. Louis Economic Development Partnership | Economic Development Center of St. Charles County | University of Missouri, Kansas City

$760 FUNDING = 1 JOB CREATED OR RETAINED

$1 FUNDING = $115 ECONOMIC IMPACT