

# 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



2016-2018 SBDC Counseling Clients by Zip Code - All Districts

## CLIENT SUCCESS

**\$450M**  
Increase in sales

**\$323M**  
Capital funding  
approved

**10,100+**  
Jobs created or  
retained

**300+**  
Businesses  
started

## CLIENTS

**26,100+**  
Received  
counseling  
&/or training

**8%**  
Veteran-owned

**19%**  
Minority-owned

**18%**  
Women-owned



# DISTRICT ONE 2016 - 2018

Prepared for Congressman Lacy Clay



## CLIENT SUCCESS

**\$67M**  
Increase in sales

**>\$49M**  
Capital funding  
approved

**530+**  
Jobs created or  
retained

**105+**  
Businesses  
started

## CLIENTS

**2,800+**  
Received  
counseling  
&/or training

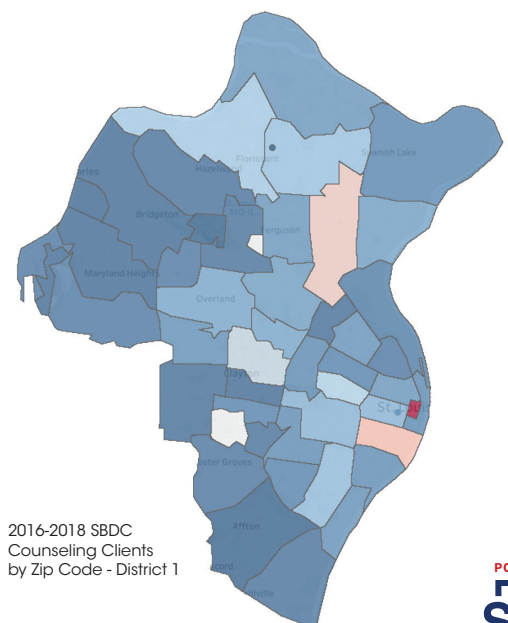
**5%**  
Veteran-owned

**59%**  
Minority-owned

**18%**  
Women-owned

### Highlights:

- Strong partnership with FranNet, working together to help entrepreneurs open franchises
- SBDC Associate State Director and St. Louis Regional Director, Kevin Willson, 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 Millennial Employee in the region



2016-2018 SBDC  
Counseling Clients  
by Zip Code - District 1

## AREA HOSTS



[missourisbdc.org](http://missourisbdc.org)



# DISTRICT TWO 2016 - 2018

Prepared for Congresswoman Ann Wagner



## CLIENT SUCCESS

**\$14+M**  
Increase in sales

**\$6.3M**  
Capital funding  
approved

**200+**  
Jobs created or  
retained

**60+**  
Businesses  
started

## CLIENTS

**1,870+**  
Received  
counseling  
&/or training

**5%**  
Veteran-owned

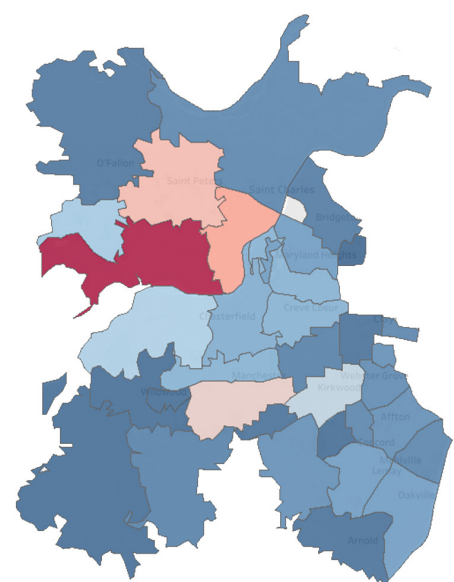
**18%**  
Minority-owned

**12%**  
Women-owned

### Highlights:

- Strong partnership with FranNet, working together to help entrepreneurs open franchises
- SBDC Associate State Director and St. Louis Regional Director, Kevin Willson, 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 Millennial Employee in the region

## AREA HOSTS



2016-2018 SBDC Counseling Clients  
by Zip Code - District 2



[missourisbdc.org](http://missourisbdc.org)



# DISTRICT THREE 2016 - 2018

Prepared for Congressman Blake Luetkemeyer



## CLIENT SUCCESS

**\$37+M**  
Increase in sales

**\$17+M**  
Capital funding  
approved

**1,450**  
Jobs created or  
retained

**50+**  
Businesses  
started

## CLIENTS

**2,800+**  
Received  
counseling  
&/or training

**8%**  
Veteran-owned

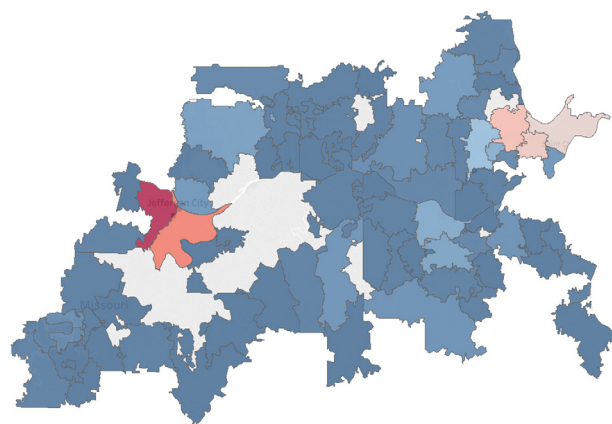
**15%**  
Minority-owned

**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



2016-2018 SBDC Counseling Clients by Zip Code - District 3



[missourisbdc.org](http://missourisbdc.org)



# DISTRICT FOUR 2016 - 2018

Prepared for Congresswoman Vicky Hartzler



## CLIENT SUCCESS

**\$22+M**  
Increase in sales

**\$31+M**  
Capital funding  
approved

**670**  
Jobs created or  
retained

**65+**  
Businesses  
started

## CLIENTS

**5,330+**  
Received  
counseling  
&/or training

**10%**  
Veteran-owned

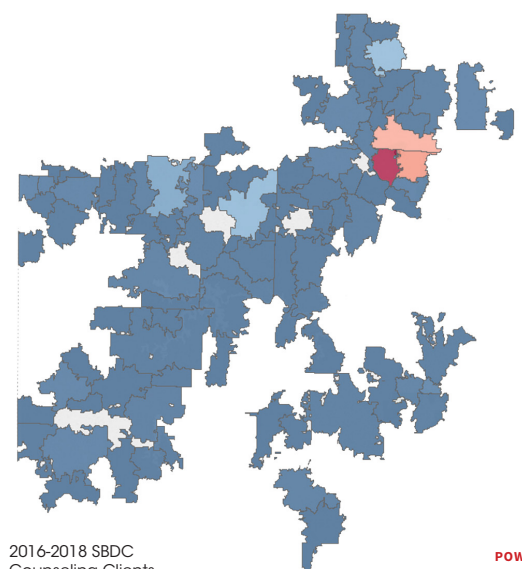
**16%**  
Minority-owned

**17%**  
Women-owned

### 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



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



[missourisbdc.org](http://missourisbdc.org)



# DISTRICT 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

## CLIENTS

**6,140+**  
Received  
counseling  
&/or training

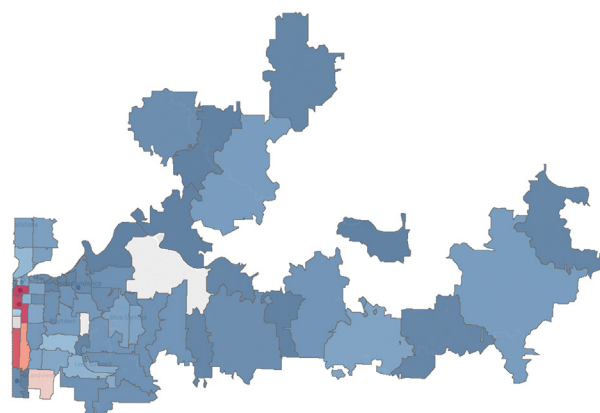
**6%**  
Veteran-owned

**24%**  
Minority-owned

**17%**  
Women-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



2016-2018 SBDC Counseling Clients by Zip Code - District 5

## AREA HOSTS



[missourisbdc.org](http://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

## CLIENTS

**5,000+**  
Received  
counseling  
&/or training

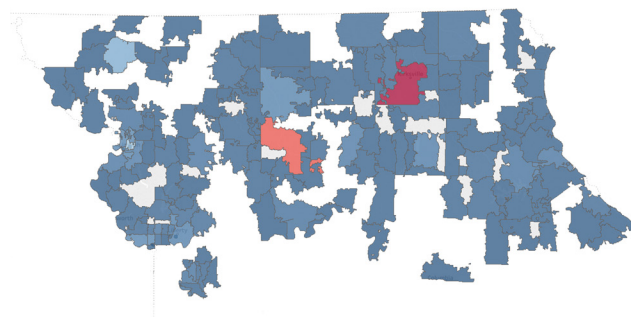
**8%**  
Veteran-owned

**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



2016-2018 SBDC Counseling Clients by Zip Code - District 6

## AREA HOSTS



[missourisbdc.org](http://missourisbdc.org)



# DISTRICT SEVEN 2016 - 2018

Prepared for Congressman Billy Long



## CLIENT SUCCESS

**\$75+M**  
Increase in sales

**\$35+M**  
Capital funding  
approved

**2,360+**  
Jobs created or  
retained

**70**  
Businesses  
started

## CLIENTS

**3,690+**  
Received  
counseling  
&/or training

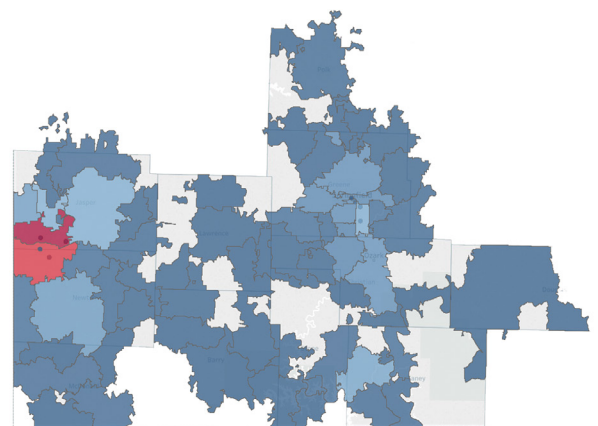
**8%**  
Veteran-owned

**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



2016-2018 SBDC Counseling Clients by Zip Code - District 7

## AREA HOSTS

**MISSOURI  
SOUTHERN**  
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

**850+**  
Jobs created or  
retained

**130+**  
Businesses  
started

## CLIENTS

**5,000+**  
Received  
counseling  
&/or training

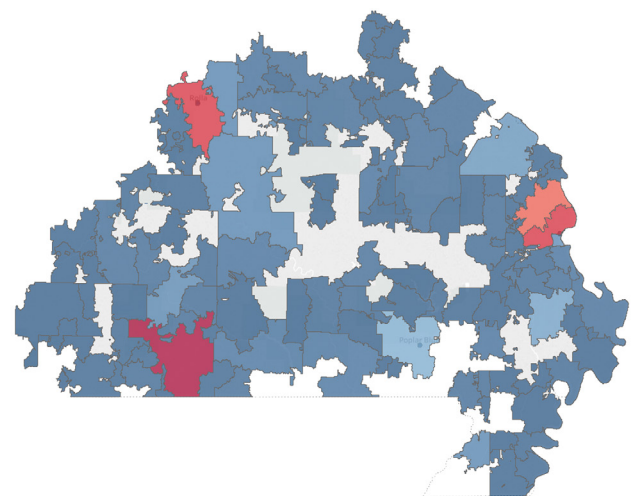
**13%**  
Veteran-owned

**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



2016-2018 SBDC Counseling Clients by Zip Code - District 8

## AREA HOSTS



[missourisbdc.org](http://missourisbdc.org)





# SBA PROGRAMS

The Missouri SBDC offers the following SBA programs in communities throughout the state.



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.

**ScaleUP!**  
KANSAS CITY



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

