



STATEWIDE IMPACT 2017-2019

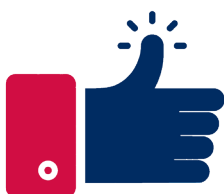
Helping Missourians make confident business
decisions with personalized assistance

\$234 MILLION



Increase
in sales

\$349 MILLION



Capital funding approved



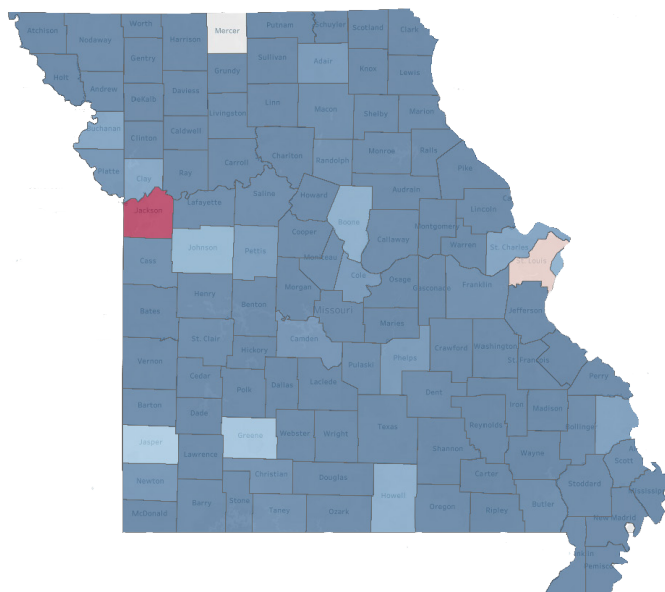
29,900+

Jobs
supported

770+

Businesses started

FY2017 - FY2019 SBDC Counseling & Training
Clients by County - All Districts



CLIENTS



23,700+

Received counseling
&/or training

8%

Veteran
owned

19%

Minority
owned

19%

Women
owned



The Missouri SBDC is funded in part
through a Cooperative Agreement
with the SBA and is a University of
Missouri Extension partner.




Extension
University of Missouri

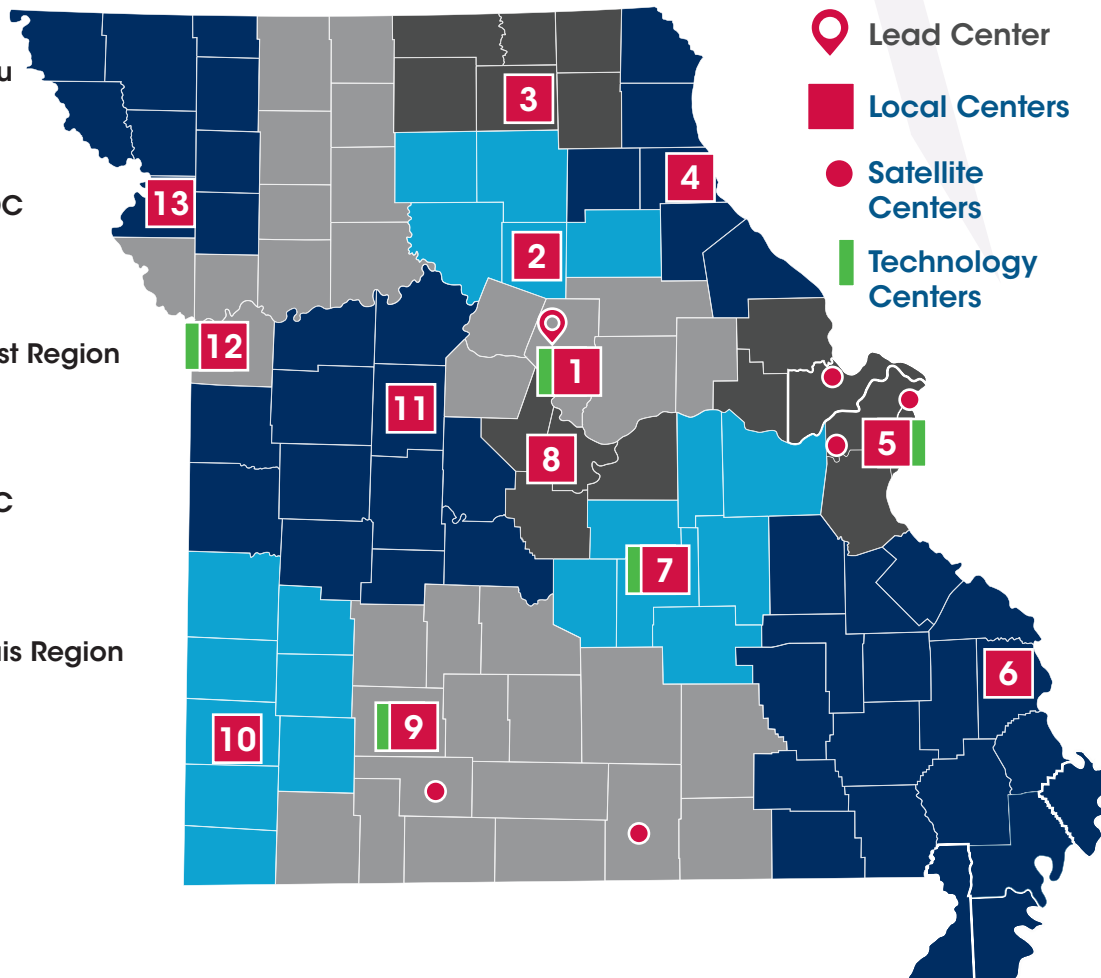
missourisbdc.org

- 1** **Missouri SBDC at Mizzou**
Columbia
573-884-8087
- 2** **Missouri SBDC at MAEDC**
Moberly
660-263-8811
- 3** **Missouri SBDC Northeast Region**
Kirkville
660-665-3348
- 4** **Missouri SBDC at HREDC**
Hannibal
573-221-1033
- 5** **Missouri SBDC in St. Louis Region**
St. Louis Downtown
314-405-8400
 - ITEN
314-614-9094
 - RUCC
314-556-0822
 - St. Charles EDC
636-229-5276
 - St. Louis Partnership
314-615-7663
 - St. Louis Small Business
Empowerment Center
314-241-1697

- 6** **Missouri SBDC at SEMO**
Cape Girardeau
573-651-2929

- 7** **Missouri SBDC at S&T**
Rolla
573-341-4690

 **Lead Center**
Columbia
573-884-1555



- 8** **Missouri SBDC at LU**
Jefferson City
573-681-5031

- 9** **Missouri SBDC at MSU**
Springfield
417-837-2617
 - Ozark
417-546-4431
 - West Plains
417-255-7966

- 10** **Missouri SBDC at MSSU**
Joplin
417-625-3128

- 11** **Missouri SBDC at SFCC**
Sedalia
660-530-5822

- 12** **Missouri SBDC at UMKC**
Kansas City
816-235-6063

- 13** **Missouri SBDC at NWMSU**
St. Joseph
816-364-4105



HELPING MISSOURIANS MAKE CONFIDENT BUSINESS DECISIONS WITH PERSONALIZED ASSISTANCE

Visit us at missourisbdc.org to find a location near you and to sign-up for services

**STRENGTHEN
OPERATIONS FOR
GROWTH**



**SUCCEED IN
AGRICULTURE
AND
PRODUCTION**



**APPLY FOR
RESEARCH
GRANTS,
COMMERCIALIZE
TECHNOLOGY**



**DEVELOP AN
IDEA, START
A BUSINESS,
& PREPARE
A PLAN**



**EXPAND
BUSINESS TO
INTERNATIONAL
MARKETS**



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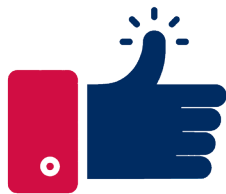
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\$49 MILLION



Increase
in sales

**\$93
MILLION**



Capital funding approved



4,280
Jobs
supported

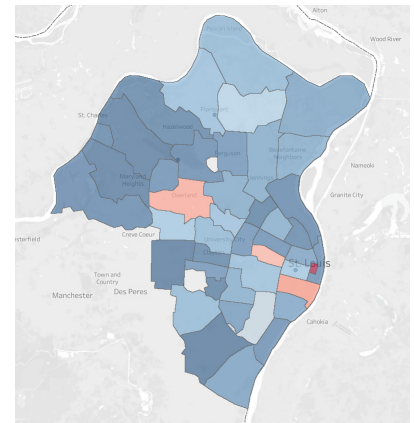
89

Businesses started



FY2017 - FY2019 SBDC Counseling & Training
Clients by Zip Code - District 1

AREA
PARTNERS



CLIENTS



3,100+
Received counseling
&/or training

5%
Veteran
owned

59%
Minority
owned

22%
Women
owned

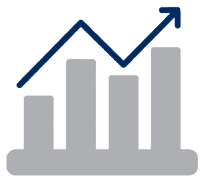


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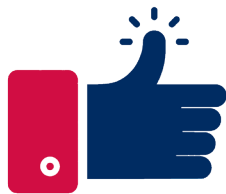
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\$6.15 MILLION



Increase
in sales

**\$7.9
MILLION**



Capital funding approved



2,670+
Jobs
supported

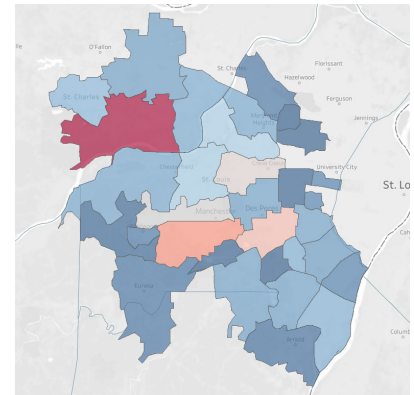
60

Businesses started



FY2017 - FY2019 SBDC Counseling & Training
Clients by Zip Code - District 2

AREA
PARTNERS



CLIENTS



2,470

Received counseling
&/or training

7%
Veteran
owned

16%
Minority
owned

17%
Women
owned

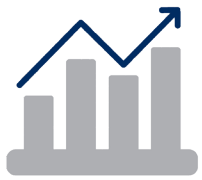


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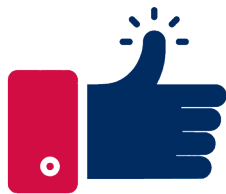
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\$21 MILLION



Increase
in sales

**\$21.6
MILLION**



Capital funding approved



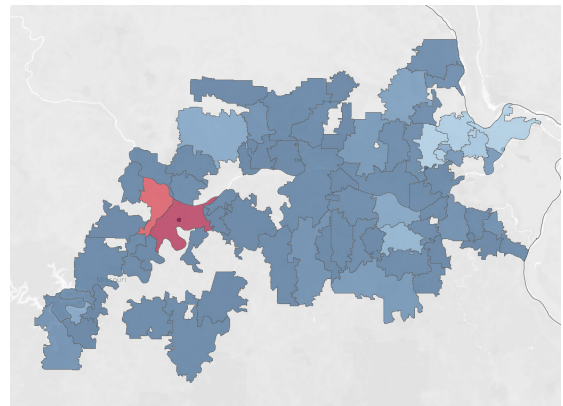
3,210+
Job
supported

46

Businesses started



FY2017 - FY2019 SBDC Counseling & Training
Clients by Zip Code - District 3



AREA PARTNERS

M Extension
University of Missouri



CLIENTS



2,820+
Received counseling
&/or training

9%
Veteran
owned

16%
Minority
owned

15%
Women
owned



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M Extension
University of Missouri

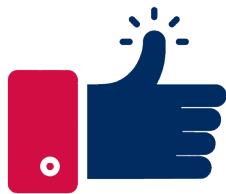
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\$3.8 MILLION



Increase
in sales

**\$29.5
MILLION**



Capital funding approved



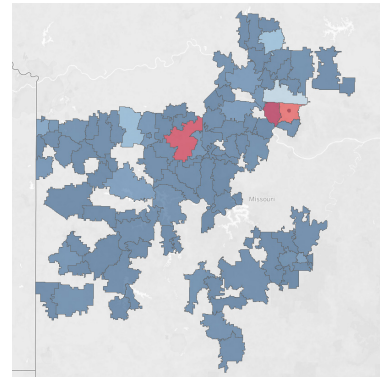
2,730+
Jobs
supported

89

Businesses started



FY2017 - FY2019 SBDC Counseling & Training
Clients by Zip Code - District 4



AREA PARTNERS



CLIENTS



4,925+

Received counseling
&/or training

11%

Veteran
owned

15%

Minority
owned

18%

Women
owned

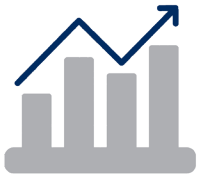


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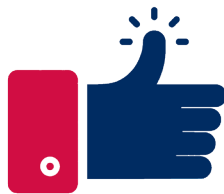
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\$23.2 MILLION



Increase
in sales

**\$57.6
MILLION**



Capital funding approved



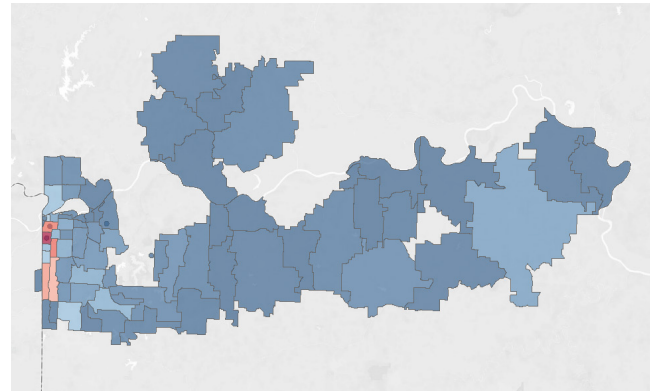
2,910+
Jobs
supported

100+

Businesses started



FY2017 - FY2019 SBDC Counseling & Training
Clients by Zip Code - District 5



AREA PARTNERS

State Fair
Community College

UMKC

CLIENTS



5,370+

Received counseling
&/or training

5%

Veteran
owned

28%

Minority
owned

21%

Women
owned

POWERED BY
SBA
U.S. Small Business
Administration

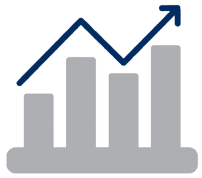
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Extension
University of Missouri

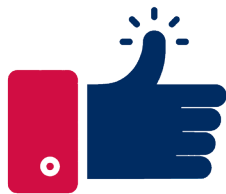
missourisbdc.org

\$32 MILLION



Increase
in sales

**\$24.4
MILLION**



Capital funding approved



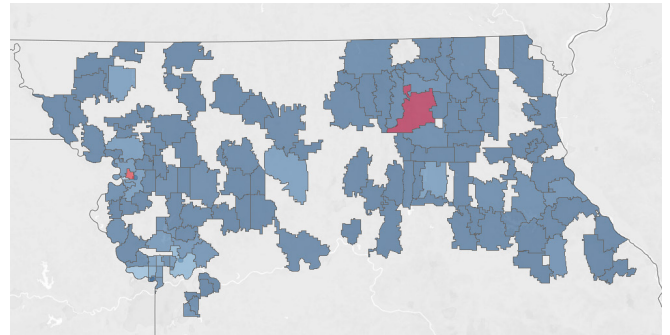
3,750+
Jobs
supported

100+

Businesses started



FY2017 - FY2019 SBDC Counseling & Training
Clients by Zip Code - District 6



AREA PARTNERS



CLIENTS



5,630+

Received counseling
&/or training

9%

Veteran
owned

10%

Minority
owned

20%

Women
owned



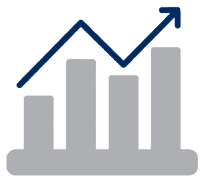
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Extension
University of Missouri

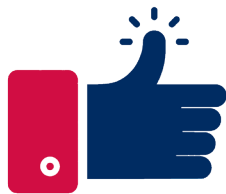
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\$44.3 MILLION



Increase
in sales

**\$55.3
MILLION**



Capital funding approved



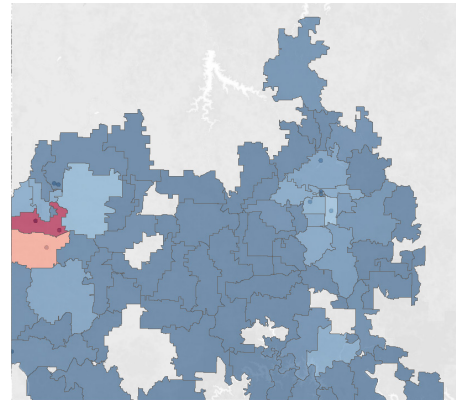
4,760+
Jobs
supported

91

Businesses started



FY2017 - FY2019 SBDC Counseling & Training
Clients by Zip Code - District 7



AREA PARTNERS



**Missouri
State**
UNIVERSITY

**MISSOURI
SOUTHERN**
STATE UNIVERSITY

CLIENTS



4,295+
Received counseling
&/or training

9%
Veteran
owned

8%
Minority
owned

18%
Women
owned



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Extension
University of Missouri

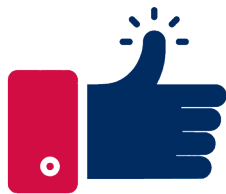
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\$34 MILLION



Increase
in sales

**\$32.2
MILLION**



Capital funding approved

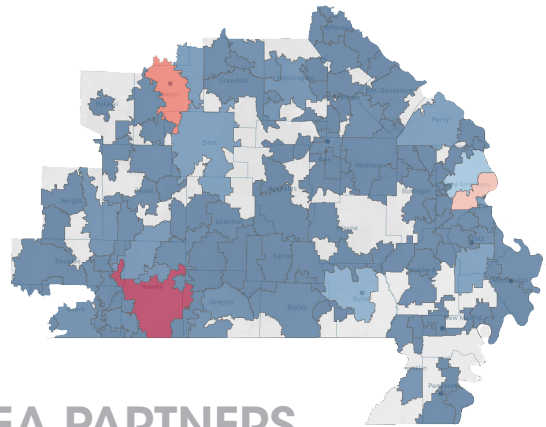


2,980+
Jobs
supported

124

Businesses started

FY2017 - FY2019 SBDC Counseling & Training
Clients by Zip Code - District 8



AREA PARTNERS

Missouri
State
University
WEST PLAINS


SOUTHEAST MISSOURI
STATE UNIVERSITY • 1873

MISSOURI
S&T

CLIENTS



4,875+

Received counseling
&/or training

11%

Veteran
owned

10%

Minority
owned

20%

Women
owned

POWERED BY
SBA
U.S. Small Business
Administration

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University of Missouri

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**SMALL BUSINESS
BIG THREAT**

HOW MUCH WILL A CYBER ATTACK COST YOU & YOUR BUSINESS?

Cyber attacks against small businesses are more frequent and devastating to our communities than large business cyber attacks!

The Missouri SBDC provides a website dedicated to helping you assess your vulnerability and resources to take steps to protect your business.

Step 1: Visit **smallbusinessbigthreat.com/missouri**

Step 2: Take the Cyber Security 101 assessment

Step 3: Review results and discuss next steps with an SBDC business specialist.
Find a center near you at **missourisbdc.org**

Assess YOUR risk at **smallbusinessbigthreat.com/missouri**



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Extension
University of Missouri



LEADERSHIP TEAM



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& Communications
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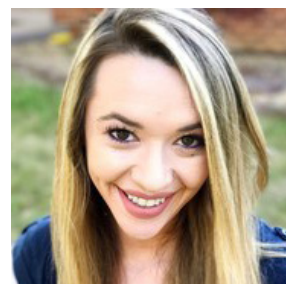
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Growth Services
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**CONNECT
'MO' WITH US**

@MISSOURISBDC



missourisbdc.org



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MISSOURI BUSINESS DEVELOPMENT PROGRAM RETURN ON INVESTMENT

FY17 - FY19

\$13 MILLION

FEDERAL FUNDING

\$3.7 MILLION

STATE INVESTMENTS

\$6.2 MILLION

LOCAL SUPPORT

INVESTMENTS

RESULTS

\$354 MILLION

CAPITAL FUNDING RECEIVED BY CLIENTS

\$1.06 BILLION

PROCUREMENT AWARDS TO CLIENTS

\$1.34 BILLION

INCREASE IN SALES

76,804

JOBS SUPPORTED

38,693

CLIENTS COUNSELED/TRAINED

\$1 OF FUNDING = \$120 OF IMPACT FOR MISSOURI
\$299 OF FUNDING = 1 SMALL BUSINESS JOB SUPPORTED



PARTNERS ACROSS THE STATE

University of Missouri Extension | City of Kirksville | IT Entrepreneur Network (ITEN) | Lincoln University
Hannibal Regional Economic Development Council | Missouri Chamber of Commerce and Industry | Missouri Southern State University
Missouri State University | Missouri State University, West Plains | Missouri University of Science and Technology | Northwest Missouri State University
Regional Union Construction Center | Southeast Missouri State University | State Fair Community College
St. Louis Economic Development Partnership | Economic Development Center of St. Charles County
St. Louis Small Business Empowerment Center | University of Missouri, Kansas City | Urban League of Metropolitan St. Louis, Inc.