2020 STATEWIDE Impact Report

10-Year Impact Report
COVID-19 Response
Jobs Saved & Created
Distinctive Clients
Funding Breakdown
Collaborations
Standouts
Client Testimonials
Contact
<table>
<thead>
<tr>
<th></th>
<th>2020 STATEWIDE IMPACT</th>
<th>10-YEAR STATEWIDE IMPACT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SALES GROWTH &amp; CAPITAL</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$38.2M</td>
<td>$71M</td>
<td></td>
</tr>
<tr>
<td>Sales Increase</td>
<td>Capital Raised</td>
<td></td>
</tr>
<tr>
<td><strong>JOBS &amp; JOB GROWTH</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>66</td>
<td>2,092</td>
<td></td>
</tr>
<tr>
<td>Business Starts</td>
<td>Existing Business</td>
<td></td>
</tr>
<tr>
<td>2,635</td>
<td>595</td>
<td></td>
</tr>
<tr>
<td>Jobs Retained</td>
<td>Jobs Created</td>
<td></td>
</tr>
<tr>
<td><strong>TIME INVESTED</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>26,887</td>
<td>10,051</td>
<td></td>
</tr>
<tr>
<td>Consulting Hours</td>
<td>Training Hours</td>
<td></td>
</tr>
<tr>
<td>276</td>
<td>2,158</td>
<td></td>
</tr>
<tr>
<td>Trainings</td>
<td>Clients Served</td>
<td></td>
</tr>
<tr>
<td><strong>RETURN ON INVESTMENT</strong></td>
<td></td>
<td></td>
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<td>5:1</td>
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COVID-19 RESPONSE STATEWIDE

3,230 FT & PT Jobs Saved/Created

The Idaho SBDC network helped create 595 new jobs & supported 2,635 existing jobs

"FOREVER GRATEFUL
The SBDC has been monumentally helpful to the survival of my small business during the pandemic."

- Loryhl Davis, Herbs of the World, Salmon, ID

CLIENTS/CONSULTING

1,013 Clients Served
5,194 Consulting Hours

WEBINARS/ATTENDEES

32 Statewide Webinars
2,383 Statewide Attendees
1,082 Statewide Client Attendees
1,301 Non-Client Attendees

DISASTER FUNDING

$34.8M Total of PPP, EIDL & EIDL Advance
PPP: $29.5M
EIDL: $4.8M
EIDL Ad.: $517,500

JOBS SAVED & CREATED
DISTINCTIVE CLIENTS

Approximately 50% of Idaho SBDC clients come from underserved populations including:

- Minority Owned
- 8(a) Certified
- Rural Business
- DBE Client
- Over 50% Female Owned

PERCENT OF IMPACT

- Consulting Hours → 75% of Total Impact
- Clients Served → 52% of Total Impact
- Capital Raised → 56% of Total Impact

2020 FUNDING BREAKDOWN

- FEDERAL: $2,548,547 | 62.78%
- STATE: $821,500 | 20.24%
- HOST: $689,434 | 16.98%
COLLABORATIONS

U.S. Department of Labor  BSU
Washington Trust Bank  DEQ
City of Mountain Home  BBSi
Central District Health  PTAC
Colliers International  OSHA
Idaho Dept. of Labor
The State of Idaho
Idaho Commerce
Hawley Troxell
VIA Studio

CLIENT & JOB GROWTH

239  New Clients
7,851  Jobs Created

TIME INVESTED

2,417  Consulting Hours
39  Trainings

NEW CONTRACTS

1,028  Government Contracts
$369M  in Government Contracts

2020 STANDOUTS

$369M in Government Contracts
MEANINGFUL GUIDANCE
The Idaho SBDC helped me refine my idea, gave me a place to start and pointed me in the right direction. I don’t think I could be where I am right now without their help.

- Andrew Little, Owner
Bikes & Beans
Boise, ID

LIFELONG RESOURCE
My advice to fellow entrepreneurs is to take advantage of the free consulting services offered by the Idaho SBDC. They are a valuable, lifelong resource.

- Jolene Ross, Owner
Twin Rivers Therapeutic Massage Academy
Lewiston, ID

Questions or comments:
Idaho SBDC State Director
Doug Covey
(208) 426-2034 | dougcovey@boisestate.edu
IdahoSBDC.org