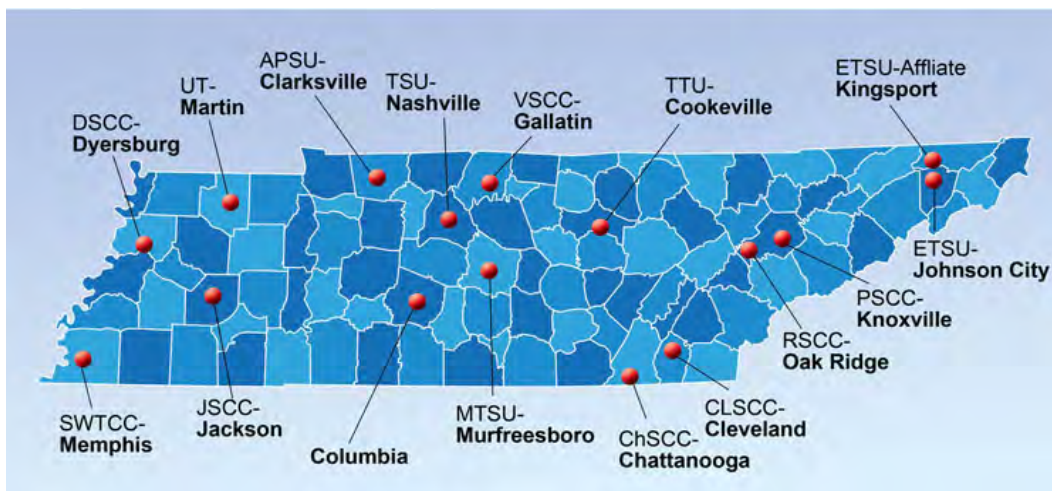


TSBDC NETWORK CREATES JOBS



The Tennessee Small Business Development Center (TSBDC), a network of 17 locations headquartered at Middle Tennessee State University, has been serving Tennessee businesses since 1984. The network's mission is to enhance economic development in Tennessee by providing quality solutions to the existing and potential small business community through consultation, education, referral, and support services.

Results

- The TSBDC Assisted 20,859 Businesses in 2011 with counseling and training.
- TSBDC counseled 5,267 clients in 2011 during more than 19,942 hours of counseling.
- TSBDC offered 917 training sessions with a total of 15,592 attendees.
- TSBDC created 886 jobs and retained more than 1,025.
- TSBDC capital infusion for year 2011 was \$53,364,770.¹
- Benefits to cost ratio for all counseling clients is 3.44/1.00.
- Benefits to cost ratio for all long term counseling to established business clients is 5.66/1.00.
- TSBDC trained 15,592 people in small business related subjects.
- Minority business owners represent over 36% of TSBDC counseling clients.
- Female business owners represent 47% of TSBDC counseling clients.
- TSBDC served 547 veterans in 2011. Veteran business owners represent 10% of TSBDC clients. In addition TSBDC counseled 122 members on active duty or in the Guard or Reserves.
- TSBDC clients generated \$30 million in incremental sales.²
- TSBDC clients retained \$34.9 million in existing sales.²

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**The Tennessee
Small Business
Development Center
2011 summary
itemizes its
employment impact.**

**Estimated state
unemployment
benefits saved
2008 - 3Q2011 =
\$25,726,113.75**

TSBDC Mission

Recognizing that small business is the economic backbone of the State of Tennessee, the TSBDC's mission is to be the premier provider of quality solutions to potential and existing small businesses' needs through consultation, education, referral, and support services. By providing these services through its interactive network

of resource partners, the TSBDC promotes growth and prosperity in the domestic and international markets of the business community and enhances its economic impact on the State of Tennessee. The professionals of the TSBDC network prepare customized training programs to meet specific needs.

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Estimated State Unemployment Benefits Saved 2008-3Q2011³

- Average Tennessee unemployment claim duration: 15 weeks⁴
- Average Tennessee unemployment benefit: \$224.73/week⁴
- TSBDC jobs created 2008 - Q3 2011: 3,615⁵
- TSBDC jobs retained 2008 - Q3 2011: 3,692⁵

Estimated state unemployment benefits saved:

\$25,726,113.75

= (Avg. weeks of duration) *
(Avg. benefit \$ per week) *
(TSBDC jobs created and retained)

Training Programs for New Businesses

- starting a small business,
- writing a business plan,
- bidding on government contracts,
- increasing marketing and sales efforts,
- planning for business succession,
- understanding taxes, and
- supervisory management.

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Notes

1. Small Business Jobs Act and Core SBA-SBDC Programs
2. All state research data is from James A. Chrisman, Ph.D., *Economic Impact of Small Business Development Center Counseling Activities in Tennessee*.
3. Q42011 not reported due to U.S. BLS report not being released by publication date
4. Source: U.S. Bureau of Labor Statistics, Division of Fiscal and Actuarial Services
5. TSBDC CIC (client-verified data)
6. Significant assumption: All jobs created and retained would have otherwise been receiving unemployment benefits.

Counseling

Topics for new businesses include

- ownership structure,
- business plan,
- banking needs,
- market research, and
- sales and marketing.

Topics for existing businesses include

- growth capital
- cash flow issues
- employee issues
- customer service
- growth issues
- government procurement, and
- thriving in hard times.