

small business BIG impact

Idaho Small Business Development Center



Message from the Director

Idaho SBDC entrepreneurs had another good year in 2008. They grew sales at a phenomenal rate. Job growth was also strong in the early part of the year. Small businesses continue to generate 70-80% of the new jobs in our state and the nation.

With the banking crisis and the significant loss of jobs in many sectors, small business entrepreneurs have significant challenges ahead. This means that entrepreneurs will have to be diligent in maintaining their customer base and controlling costs. Superior customer service is a must as the economy slows — the best customer is the one you currently have. Monitoring and controlling expenses will ensure profits margins are maintained when revenue growth may not be possible. Flexibility is the key and this is area where entrepreneurs excel. Well positioned businesses will be ready when the economy improves and will see significant profit performance.

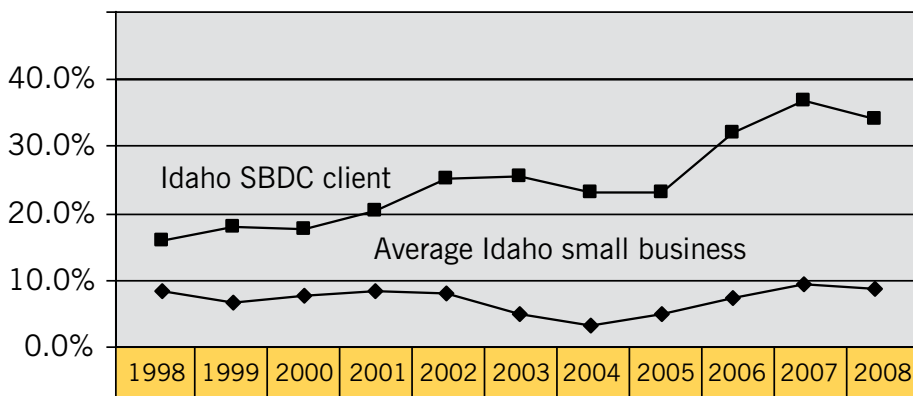
The graph to the right shows that SBDC clients perform better — and the difference is more dramatic during difficult times. Our business professionals can provide advice and link you to resources to keep your business on track. Contact us for a business tune-up.

All this would not be possible without the support from our partners — the State of Idaho, our host colleges and universities, and the U.S. Small Business Administration. We'd like to thank them for their contribution to the success of Idaho entrepreneurs.

Jim Hogge

Jim Hogge, State Director

Sales Growth Over One Year



3 year rolling average

Idaho Small Business Development Center clients consistently outperform the average Idaho small business. Solid business practices and smart decisions are keys to survival and success—and that's where the Idaho SBDC adds value.

Impact 2008

In 2008 the Idaho SBDC served:

- **1,610** clients with tailored, one-on-one consulting.
- **2,864** individuals with focused, high-impact training.

Average impact of Idaho SBDC clients for the past year:

- Employment growth is over **9.6 times** the average with **1,175 jobs** created or saved.
- Sales increased **\$107 million**.
- **\$7 million** in additional state and federal tax revenue was generated.
- A return to the economy of over **\$7.38 for every \$1 invested** in the program.



\$1 generates \$7.38

Client Mix:



40% women



60% men

23 years helping Idaho's small businesses grow

A Statewide Resource

The Idaho SBDC is a statewide network with six office locations providing no-cost confidential business consulting and affordable trainings and seminars to Idaho's for-profit enterprises. All offices are staffed by highly qualified professionals – most with advanced degrees and direct experience running their own businesses. The Idaho SBDC is an important partner in economic development serving clients in all 44 of Idaho counties.

University Partners

The host colleges and universities are key resources for the Idaho SBDC and the entrepreneurs served. Faculty and students work hand-in-hand with business owners and SBDC consultants to bring the most value to the venture while also providing a real world learning experience. Projects can range in scope from developing a business plan, creating a marketing strategy, and writing an employee manual to building a website. In addition, a unique partnership has been established with the University of Idaho Law School to provide transactional legal assistance through the Small Business Legal Clinic for third-year law students.

Hispanic Initiative

A partnership with Idaho Hispanic Chamber and Zions Bank has allowed the Center to hire a bilingual consultant. He will be providing outreach to the entrepreneurs in the Treasure Valley initially. For more information, contact Enrique Camarillo at 426-1636 or EnriqueCamarillo@boisestate.edu.

Environmental Solutions

Through a partnership with the Idaho Department of Environmental Quality, the Idaho SBDC provides environmental regulatory assistance to small businesses through individualized confidential assistance and specialized training.

Through funding from the SBA, the Center will be providing energy audits for small businesses beginning in the fall 2009. The audits will be conducted by Boise State University students and will focus on small businesses with less than 20 employees. The goal is to reduce energy consumption.

For more information, contact the Environmental Assistance Coordinator at 1-800-225-3815 outside the Boise area, 426-1839 in Boise, or joanmeitl@boisestate.edu.

TECenter

The Technology Entrepreneurial Center (TECenter), a Boise State business incubator for technology-based early stage companies, opened in 2003 on the West campus. Concentrated business development assistance is provided using a structured commercialization process along with extensive use and integration of Boise State Centers, Faculty and Student resources.

With five years running experience, the BSU TECenter has proven to be a catalyst for economic development and job creation for Idaho.

Year*	Businesses Engaged	Annual Sales Dollars (millions)	Jobs	Invested Capital Dollars (millions)
2008:3QYTD	25	\$3	89	\$8
2007	31	4.8	118	5.4
2006	35	4.2	67	2

* 2006 – 2008 year-to-year changes due to businesses graduating. 14 businesses have officially graduated from the TECenter with approximately 40 jobs in total.

For more information contact John Glerum, TECenter Director at 562-3600 or jglerum@boisestate.edu.



Visit our website at

www.idahosbdc.org

or contact one of the offices below:

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