



*South Dakota*

**SMALL BUSINESS  
DEVELOPMENT  
CENTER**



# 2017 Annual Report

It is the mission of the South Dakota Small Business Development Center Network to:

*Help entrepreneurs and businesses to succeed.*



[www.sdbusinesshelp.com](http://www.sdbusinesshelp.com)

## 2017 Network Outcomes

<b>New Clients</b>	<b>2,179</b>
<b>Jobs Created/Retained</b>	<b>1,381</b>
<b>Business Starts</b>	<b>102</b>
<b>Direct Economic Impact*</b>	<b>\$282,868,254</b>

\* Includes direct capital investment (cash, equity and loans), federal contracts won, new & retained sales and grant awards.



*Business counseling, business plan development, financial analysis & projections, competitive analysis and international trade assistance. Partners with Enterprise Institute & SD ITC.*

Clients served	1,282
Jobs created/retained	625
Business Starts	102
Economic Impact*	\$101,704,821

\* Cash, equity, loans, increased sales



*Targeted to manufacturers, provides strategic planning, lean certification, process improvement, new product innovation and leadership development.*

Clients served	189
Jobs created/retained	337
Economic Impact*	\$130,159,659

\* New & retained sales, new investments



*Identify opportunities for government contracting. Assistance with registration, writing proposals and post-award payments.*

Clients served	564
Jobs created/retained	380
Economic Impact*	\$38,076,274

\* Contract Awards



*Links universities and small businesses with federal research & development opportunities. Identifies opportunities and assists with application.*

Clients served	40
Grant Awards	15
Economic Impact*	\$7,485,000

\* Equity, loans & grant awards



South Dakota Small Business Development Center Partners



The SD SBDC provides a solid return on taxpayer dollars. For every dollar of government funding, the SBDC Network returns over \$555.00 to the South Dakota economy.

Cost/Benefit Ratio - SBDC Network Programs  
January 1 to December 31, 2017

Program	Federal Investment	State Investment	Total # Clients	Jobs New/Retained	Business Starts*	Capital Investment	Sales Increased & Retained	Contracts & Awards
SBDC	\$ 669,444	\$ 334,690	1,282	625	102	\$ 71,160,913	\$ 30,543,908	NA
PTAC	\$ 208,997	\$ 118,421	564	380	NA	NA	NA	\$ 38,076,274
MTS	\$ 500,000	\$ 250,000	189	337	NA	\$ 52,389,281	\$ 77,770,378	NA
SBIR	\$ -	\$ 90,386	40	0	0	\$ 110,000	NA	\$ 7,375,000
ITC	\$ 25,000	\$ 5,000	104	39	0	\$ -	\$ 5,442,500	\$ -
<b>TOTALS</b>	<b>\$ 1,403,441</b>	<b>\$ 798,497</b>	<b>2,179</b>	<b>1,381</b>	<b>102</b>	<b>\$ 123,660,194</b>	<b>\$ 113,756,786</b>	<b>\$ 45,451,274</b>

Cost per milestone (State)	\$ 366.45	\$ 578.20	\$ 4,167.41
Cost per milestone (Federal)	\$ 644.08	\$ 1,016.25	\$ 6,563.18
	<b>\$ 1,010.53</b>	<b>\$ 1,594.45</b>	<b>\$ 10,730.59</b>

Investment Leveraged (State)	\$ 154.87
Investment Leveraged (Federal)	\$ 88.11
	<b>\$ 242.98</b>

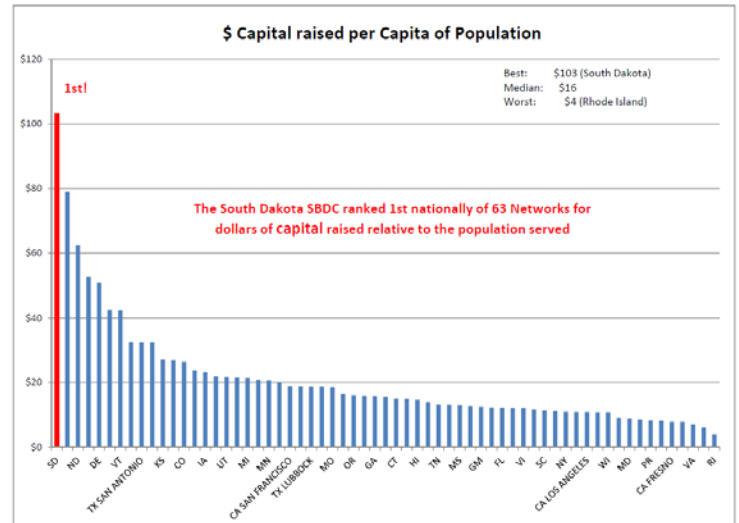
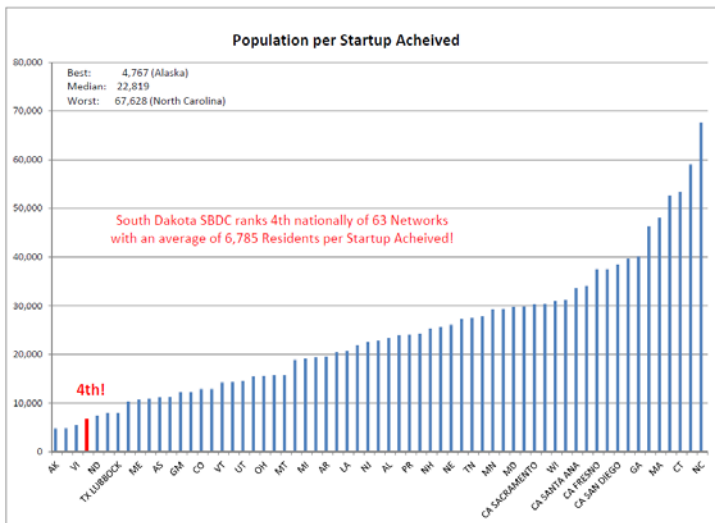
Sales Leveraged (State)	\$ 142.46
Sales Leveraged (Federal)	\$ 81.06
	<b>\$ 223.52</b>

Contracts/Awards Leveraged (State)	\$ 56.92
Contracts/Awards Leveraged (Federal)	\$ 32.39
	<b>\$ 89.31</b>

<b>TOTAL STATE ROI</b>	<b>\$ 354.25</b>
<b>TOTAL FEDERAL ROI</b>	<b>\$ 201.55</b>
<b>TOTAL ROI ON ALL FEDERAL AND STATE FUNDS</b>	<b>\$ 555.80</b>

\* SBDC only

By population, the South Dakota SBDC program, ranks 55 out of 63 SBDC's in the country. Per capita, however, **South Dakota ranks #4 in Startups and #1 in Capital raised.**



**Funding** for the SBDC Network is from three federal grants and generous support from the South Dakota Governor's Office of Economic Development. In addition, planning districts, Community Action Programs and economic development organizations provide local dollars that support the work of the network. Xcel Energy has also been a long time partner with the SBDC.

