

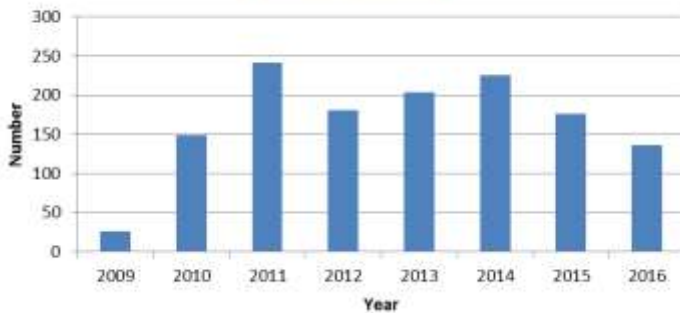
CLIENT SERVICE

We assist Monterey and San Benito County entrepreneurs and small business owners with high quality education, consulting, support for innovation and the tools necessary to build successful, sustainable businesses that positively support our economy. All business counseling is sponsored (no cost to the business) and confidential, and our no or low-cost seminars and webinars help businesses start, grow and thrive.

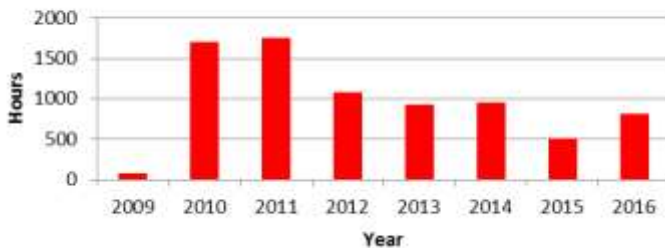
Client Service Statistics

Cumulative Clients Advised	1,337
Cumulative Advising Hours Delivered	7,809

Clients Advised



Client Hours

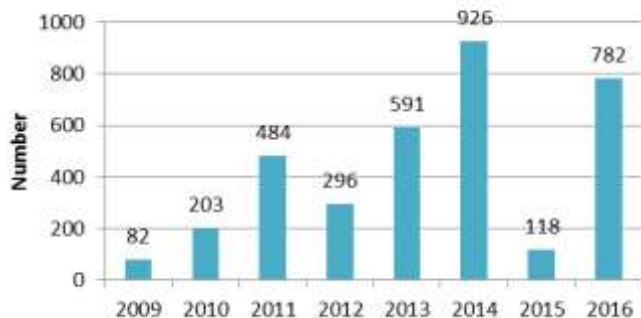


WE TRAIN BUSINESS OWNERS!

Training Statistics

Cumulative Workshops Presented	226
Cumulative Workshop Attendees	3,482

Workshops Attendees



We Help Businesses Access Financing

Finance Statistics – Helped 176 local businesses:

Equity Financing Obtained	\$9,504,083
Loans Obtained	\$17,746,182
Total Business Capital Raised	\$27,250,265

Client Equity and Debt Financing

2009 - 2016

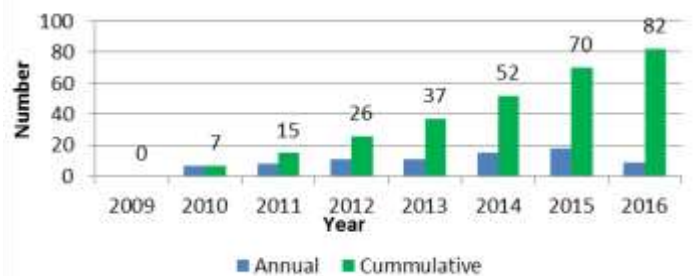


■ Equity Financing ■ Debt Financing

We Help Businesses Start

We have assisted 82 clients in starting new or purchasing existing businesses.

Business Starts

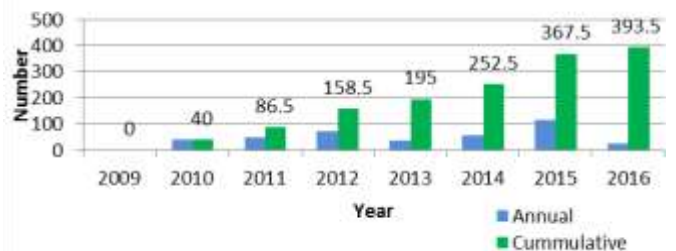


We Help Businesses Save and Create New Jobs

Job Creation Statistics

Jobs Created	257
Jobs Retained	137

Cumulative Job Creation and Retention

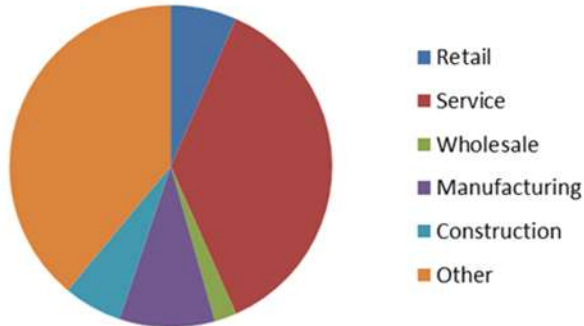


PERFORMANCE HIGHLIGHTS

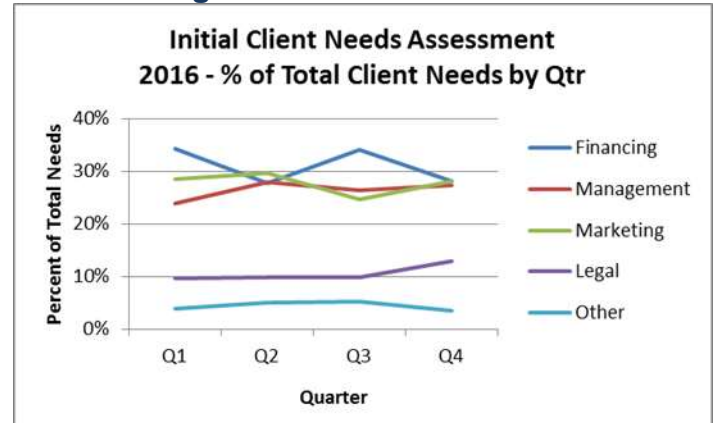
SERVING MONTEREY AND SAN BENITO COUNTIES

2009 – 2016

Client Service Sectors: 2016



Clients served in 2016 needed assistance in the following areas:



COMMUNITY COLLABORATIONS

- We actively collaborate with business councils, chambers of commerce, economic development organizations, Monterey Bay PTAC, tourism and hospitality associations, SCORE, state and local government entities that impact local businesses, local universities and community colleges.
- Initiated CSUMB Student SBDC Career Development Program
- SBDC staff has served on the Workforce Investment Boards for Monterey and San Benito Counties, Board of Directors Cal Coastal Rural Development Corp. and Monterey County Employees Credit Union, and the Economic Vitality Committee for the Monterey Peninsula Chamber of Commerce.

We've Been Involved in Special Projects

- CA Consumer Protection Foundation Cyber Security Education Program
- Castroville Commercial Improvement Project
- Community Foundation for San Benito County GO-Kids Project
- Community Foundation for San Benito County-Women's Fund Micro Loan Program
- Gonzales Business Challenges and Assistance Needs Survey
- JL White International, Inc. 12 O'Clock High Business Summits
- Project 17
- Salinas CDBG Micro-Enterprise Project
- Salinas Valley Enterprise Zone
- San Benito County Rapid Response Team
- San Benito County "At Your Service" Project
- Soledad Business Outreach Program
- Seaside In-Reach and Business Training
- Start-up Challenge Monterey Bay
- Technology Commercialization

THANK YOU TO OUR 2016 SPONSORS

Without their support, these economic impacts would not have been possible.

- California Coastal Rural Development Corp.
- California Governor's Office of Business & Economic Development
- City of Salinas
- City of Seaside
- Constant Contact
- CSU Monterey Bay, College of Business and Institute for Innovation and Economic Development
- Fort Ord Reuse Authority
- 1st Capital Bank
- Monterey Bay PTAC
- Monterey County Convention & Visitors Bureau
- PG&E
- UC Merced Regional SBDC Network
- U.S. Small Business Administration
- U.S. Dept. of Housing and Urban Development