

About Maine SBDC

A statewide network headquartered at the University of Southern Maine School of Business, Maine SBDC including its tech-focused group, Maine SBTDC (Maine Small Business & Technology Development Centers), is a partnership program of the U.S. Small Business Administration (SBA) in association with the SBA/OSBDC, Maine Department of Economic and Community Development (Maine DECD), the University of Southern Maine (USM), and leading economic and/or community development hosting organizations, with support from the Maine Technology Institute (MTI), and other co-hosts, contractors, allies and stakeholders.

Mission and Focus

To engage itself and others in development activities that contribute to the improvement of the economic climate for and the success of micro, small and technology-based businesses in the State of Maine, as to assist in the creation, growth and the maintenance of viable micro, small and technology-based businesses and the jobs these businesses provide.

Summary

For thirty years, the Maine SBDC/SBTDC has been recognized as a leader in the small business improvement and expansion arenas. The SBDC/SBTDC concept is a simple but effective one: assist small business operators and nascent entrepreneurs through business counseling, training services, information transfer, and resource linkages. The objective is clear: create and save jobs throughout Maine. Maine SBDC works with those Maine citizens seeking assistance that are willing and able to build, sustain, and/or expand their business.

Funding

Base funding is provided by through SBA and the State with additional funding from various hosting organizations, the USM School of Business, MTI and a range of grants, cost-share, in-kind, training registration fees, sponsorships and contracts from other public- and private-sector organizations.

Accreditation

The Maine SBDC/SBTDC are fully accredited by the Association of Small Business Development Centers (ASBDC). Its business counselors are certified by the New England Professional Development Group (NEPD) and are required to obtain a minimum of 24 hours of annual professional development training.

Locations

Service Centers: Augusta, Bangor, Bath, Caribou, Ellsworth, Fairfield, Gardiner, Lewiston/Auburn, Machias, Portland, Springvale, Wiscasset



Maine Small Business Development Centers Maine Small Business & Technology Development Centers

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2007 ANNUAL REPORT



HELPING MAINE'S SMALL BUSINESSES SUCCEED

Maine SBTDC

Maine Small Business & Technology Development Centers (Maine SBTDC) are a part of a collaboration between the Maine Technology Institute (MTI) and Maine SBDC, along with Maine's North Star Alliance Initiative (NSAI), designed to provide technology-based businesses the assistance they need as they develop and grow.

Women's Business Center

As formalized strategic allies, the Maine SBDC and Maine's Women's Business Center (WBC), hosted by Coastal Enterprises Inc. (CEI), collaborate to offer training workshops, seminars, and programs tailored to women-owned businesses and others as appropriate.



Maine SBDC Celebrates 30 Years Serving the People of Maine

1977-2007

MAINE SBDC

30 Years Impact!¹

- Nascent Entrepreneurs and Small Business Owner/Operators Assistance: over 42,000 individuals with more than 200,000 hours of direct one-to-one business assistance.
- Nascent Entrepreneurs and Small Business Owner/Operators Workshop/Training: nearly 35,000 during approximately 3000 workshops and courses, providing in aggregate over 250,000 hours of classroom learning.
- Business Capital Formation: Approximately \$600,000,000
- Client Assisted Company Job Creation/Retention: Exceeding 15,000
- New Business Starts: approximately 2,650

A 30th anniversary has the distinction of being known as the pearl anniversary; pearl as in one that is highly regarded for its value. We are confident that those who know the Maine SBDC, i.e., Maine's small business owner/operators and our many stakeholders and partners, value the work we do.

A hearty thank you to all that have done and do the work, and thank you to all that support it. But most of all, thank you to all who benefit from our work by going on to cultivate sustainable businesses and communities to the advantage of our beautiful State.

Dedicated to helping Maine's small businesses succeed – we are the Maine SBDC!

¹ Source: Thirty year figures extrapolated from annual, independent research data compiled by James Chrisman, Ph.D., a Mississippi State University's College of Business and Industry professor of management and researcher, who studies the value of entrepreneurship and small business to the economy, and tracks the return on state and federal investments in SBDCs throughout the country via their impact on state economies.

When the Maine SBDC first received its charter on March 14th, 1977, as a University Business Development Center to become one of the seven states to pilot what has since become a network of over 1000 SBDC centers across America, one could only surmise that those involved at the time would have envisioned a 30th anniversary happening at all. Few federally based programs ever last so long; especially after the originating legislators leave their congressional posts. Nevertheless the Maine SBDC, as testament to its good works, has withstood the test of time to celebrate 30 great years of helping Maine's small businesses succeed.

MAINE SBDC

5 Year Impact!²

- A job is created or saved by Maine SBDC business assisted clients every...8.5 hours.
- \$1,400 in new sales are generated by Maine SBDC business assisted clients every...15 minutes.
- \$20,000 in financing is obtained by Maine SBDC business assisted clients every...8 hours.
- \$3.00 is returned annually through state tax revenues to Maine for each state base budget dollar invested in the Maine SBDC.
- \$2.68 is returned annually through federal tax revenues to the U.S. treasury for each base federal dollar invested in the Maine SBDC through SBA.
- 92% of business owners would recommend Maine SBDC services to other business owners.

² Based on five-year (2001-2005) independently-researched economic impact data provided by James Chrisman, Ph.D.

Year End Numbers¹

Calendar Year 2007 Client Activity



Clients Served

Counseling clients	2,231
Counseling hours	12,902
Training clients	4,685
Training events	131
Training hours	12,015
Distinct visits to web site ² (unique visitors)	57,860
(visits)	95,365

Impact Data

Capital formation	\$41,511,883
Jobs created	465
Jobs retained	315
Business starts	143
Preservation of individual capital and self-worth: unable to measure, yet significant ³	

Selected Client Characteristics

(% of total counseling clients served)

Minority	5.5%
Women	47.8%
Veterans	12%
Disabled	9.3%
Home based	24.7%
Existing business	51.8%
Manufacturing type	11.6%
Business entity	67%
Low & moderate income	37%

Maine SBDC Client Activity by County

County	Training	Counseling	Total
Androscoggin	91	165	256
Aroostook	91	184	275
Cumberland	425	523	948
Franklin	54	73	127
Hancock	46	77	123
Kennebec	146	190	336
Knox	46	68	114
Lincoln	71	91	162
Oxford	88	71	159
Penobscot	239	206	445
Piscataquis	16	14	30
Sagadahoc	52	72	124
Somerset	39	58	97
Waldo	29	55	84
Washington	120	30	150
York	152	300	452
Other ⁴	2980	54	3034
Total	4685	2231	6916

¹ Data is compiled from information gathered from clients and maintained in the Maine SBDC database – all 2007 data shown is preliminary.

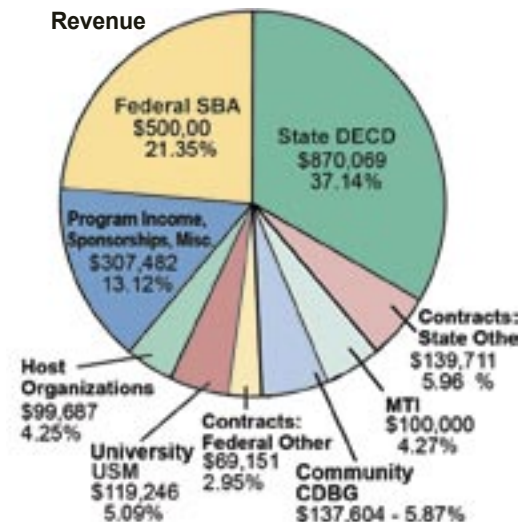
² Includes both the Maine SBDC and Maine Business Works websites

³ Explaining to clients, they're not ready (wait and gain more insight) or convincing clients that going into business may not be right for them at all.

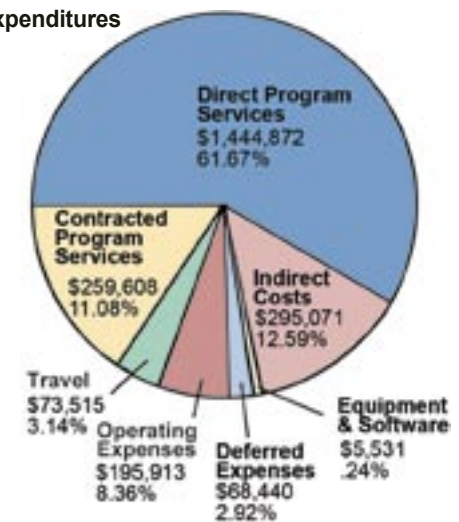
⁴ "Other" includes online courses

Maine SBDC C/Y 2007 Revenues & Expenditure Snapshot⁵

Revenue



Expenditures



⁵ Various program and project years normalized to calendar year format. Excludes USM cost share and other in-kind contributions of \$330,940. Also excludes \$70,000 of state/other monies passed through to Trust to Conserve Northeast Forestland.