

Introduction to San Diego Small Business Development Center

Partially funded by the U.S. Small Business Administration



CALIFORNIA
SBDC

San Diego
Small Business
Development Center

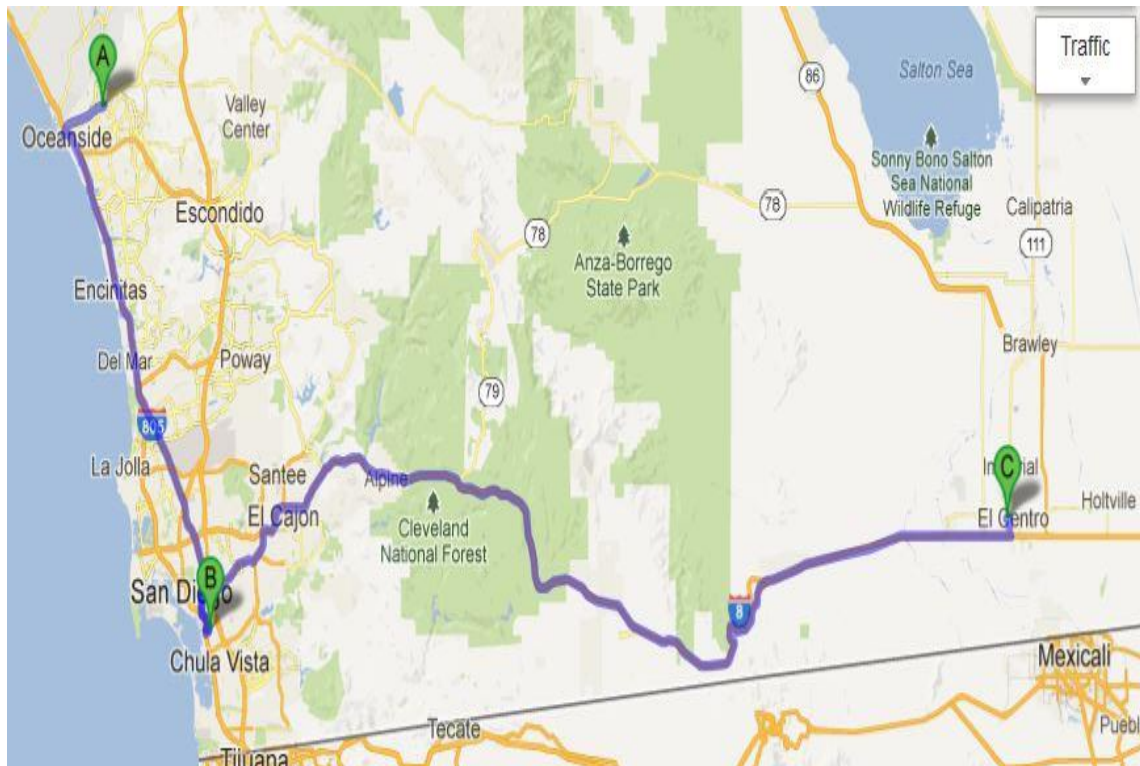
What is a Small Business Development Center (SBDC)?

- * Most comprehensive business assistance network in the United States
- * Over 1,000 SBDCs across country
- * Hosted by universities, colleges and state economic development agencies
- * Funded in part by the U.S. Small Business Administration
- * Unites private enterprise, government, and higher education.

SBDC Provides Business Consulting and Workshops



San Diego & Imperial Valley SBDC Network



SATELLITE SITES

- Santee Chamber
- Economic Development Council
- Contracting Opportunities Center
- Accion San Diego
- Herra Hub
 - Mission Valley
 - Sorrento Valley
- Co-Merge
 - Downtown San Diego

San Diego/IV SBDC Snapshot - 2014

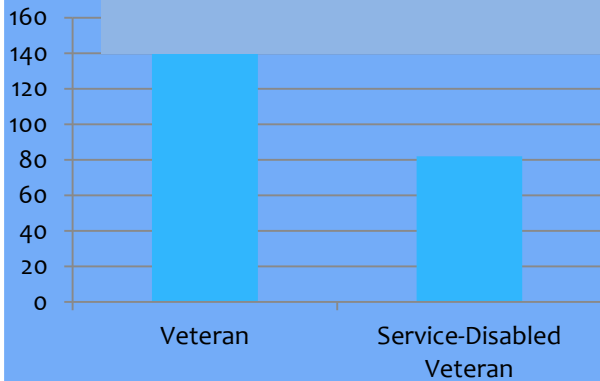
* San Diego SBDC

- * Helped clients increase sales by \$17M
- * Helped clients obtain over \$18M in capital infusion.
- * Conducted over 291 training events
- * Conduct an average of 5 training events every week in the SD/IV Region

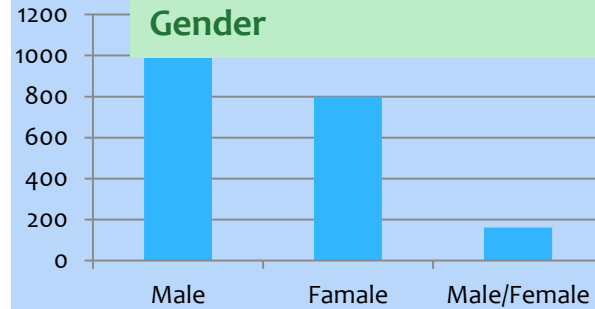
Data from US SBA WebCats
database

Client Diversity

Veterans Served 01/2013 to 10/2013



Business Ownership - Gender



Technology 2,100 hours of consulting with cutting edge innovative companies.

Percentage of Clients By Industry



Manufacturing 5%

South Diego SBDC Service

- * **One on One Business Advisory Services**
 - * Business Advisors expertise in
 - * Starting a business
 - * Marketing
 - * Loan packaging
 - * Strategic planning
 - * Financial analysis
 - * Veterans Services

Request a free business advisory session at

www.growmybiz.org

South San Diego Services

- * Business management workshop
 - * QuickBooks
 - * Marketing
 - * Market research
 - * Business Planning
 - * Government Contracting
 - * Financial analysis



Register for a workshop at
www.growmybiz.org

Business Plans

- * How to start your business
- * Expert at Driving
- * Operate a Business

Tips

- * Write out your vision
- * Keep up with the industry
- * Know your market
- * Have a plan to attract/retain client
- * Record your Cash



**San Diego Small Business
Development Center
www.growmybiz.org**

Carla Holland, Director

San Diego SBDC

880 National City Blvd., Suite 103

National City, CA 91950

(619) 216-6391

cholland@swccd.edu