University of California, Merced Small Business Development Center Regional Network

is a partnership between the U.S. Small Business Administration, UC Merced, and premier host institutions in Central California. As part of a nationally accredited program, UC Merced SBDC Regional Network is the most extensive provider in Central California for business assistance. Since 2003, UCM SBDC Regional Network has helped create more than $289 million in financing (loans and equity).

UCM SBDC Regional Network provides entrepreneurs and small businesses with high-quality consulting, support for innovation, access to information and tools necessary to build successful sustainable businesses.

World Wind & Solar was recognized as the 2015 Outstanding Business because its transformation, evolution and sustainability are truly remarkable. The company is a model SBDC client by working closely with its consultant and utilizing the services of the CSU Bakersfield SBDC.

“This year’s award is the highest award given in the number one district for the entire Small Business Association so we’re very honored.”

NIKKI CUMMINGS, President World Wind & Solar, Tehachapi CSU Bakersfield SBDC

“Discovering the SBDC consultants was literally a game-changer for me. I walked in looking for help with a couple of business ideas. I walked out with not only a new business idea but also connections to a variety of resources to help me launch the business.”

CHARA CHOPP, Owner Jump Start Kids Daycare & Learning Center, Modesto Alliance SBDC

ECONOMIC INDICATORS

Indicators diagrammed reflect the economic impact of UC Merced SBDC Regional Network during fiscal years 2012 through 2015.

JOBS CREATED AND RETAINED

BUSINESS STARTS AND EXPANSIONS

PROFESSIONAL CONSULTING HOURS

CLIENTS

CAPITAL INFUSION (IN MILLIONS)

BUSINESS SECTORS SERVED
ECONOMIC IMPACT

Each year, UCM SBDC Regional Network participates in the SBA National Economic Impact Study of clients receiving five or more hours of consulting. The Study is conducted by Dr. James Chrisman, Professor of Management, University of Mississippi.

“The SBDC program in the [Central] California-Merced Region makes a positive contribution to the economy.”

JAMES CHRISMAN PhD

RETURN ON INVESTMENT

- Sales, $169.2M
- Jobs created and retained, 1,591
- Benefit-to-cost ratio, $8.47/1.00
- Tax revenues generated from businesses assisted, $4.37M:
  - California tax revenues, $2.86M
  - Federal tax revenues, $1.51M

EMPLOYMENT GROWTH

"Our SBDC Consultant Bob Kramer was a great coach and really helped us change our way of thinking and progress as business owners. Bob was very professional, great to talk to, and really helped us set some company goals to work for."

MANDI NACK
A Sparkling Event, Monterey
Cal State Monterey Bay SBDC

The purchase process was long and arduous (over eight months) with negotiations becoming very difficult at times.

“We could not have completed these negotiations successfully without the assistance of the Alliance Small Business Development Center. Their professional guidance, business insight and caring about our future allowed us to fulfill a dream.”

TOM TAPIA
Tom’s Truck Repair, Modesto
Alliance SBDC

Karmjot Grewal, SBDC consultant and Industry Development Manager with Office of Community and Economic Development at Fresno State (OCED), successfully assisted Wexus Technologies in submitting a grant proposal with the Clean Energy Commission (CEC). Wexus Technologies was funded $4M - the highest amount awarded by CEC during this funding cycle. This was a great milestone for OCED’s commitment to energy conservation and small business development.

“We at Wexus Technologies are very appreciative of the guidance and support we received with our grant submission. Your expertise and knowledge with grant writing and the SBIR workshop you hosted had immeasurable value to me and our Wexus team. The funding we received from the California Energy Commission is a direct outcome of our partnership with Fresno State SBDC; and we hope to work with you again in the future.”

DR. ED VALEAU
Advisor, Wexus Technologies, Fresno
Fresno State SBDC

"Cal Poly SBDC for Innovation has been a wonderful source for cost-effective assistance; the quality of consultants and the care they provide has been a huge boost to our growth in infrastructure."

MIKE LINN, CO-OWNER
SLO Safe Ride, San Luis Obispo
Cal Poly SBDC for Innovation
SBDC Regional Network

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