

Greg Panichello

From: Greg Panichello
Sent: Friday, July 31, 2009 12:47 PM
To: 'alan.christensen@snow.edu'; 'billolderog@sjc.ceu.edu'; 'bking1@weber.edu'; 'Brent.Meikle@DATC.edu'; 'Buddy Redd'; 'Craig Isom'; 'Ethan.Migliori@ceu.edu'; 'AndersonJoni@suu.edu'; 'faklerke@uvu.edu'; 'ericksonl@dixie.edu'; 'Mark Holmes'; 'Marynika'; 'Stephen.Clark@uvu.edu'; 'Steve Cloward'; 'Bill Christensen'; 'Carl Templin'; 'Doug Dyreng'; 'Guy Denton'; 'Lewis Gale'; 'Marion Bentley'; 'mnelson@seatec.org'; 'Val Peterson'; 'Karen Gunn'; 'Ryan Starks'; 'Michael Sullivan'; 'JPPERRY@utah.gov'; 'stanley.nakano@sba.gov'; 'Price, Steven S.'; 'Gygi, John S.'; Jim Weeks; Randy Schouten; Carrie Menzel; Sherm Wilkinson; 'Gary Harter'; Rex Falkenrath; GLowry@co.tooele.ut.us
Subject: Utah SBDC July Status Report for YTD June 2009 Activity
Attachments: oledata.mso

Utah SBDC Status and Performance Report – for June 2009:

For the month of June and year-to-date (the 9th month of federal fiscal year 2009 and the 12th month of the state fiscal year) the Utah SBDC reported (please see the following summary or open the hyperlinks noted below the summary scorecard):

Utah Small Business Development Centers - Balance Scorecard

Utah SBDC

Mission Statement: To strengthen Utah's economic fabric and quality of life by facilitating the success and prosperity of business endeavors

SBA Scorecard		Month Ending - Jun-09				Quarter Ending						
Objective	Measure	Status	Trend	Target	Current	Report Cycle	Status	Trend	Qtr Target	QTD Target	Current QTD	Status
Total clients counseled	# of Unique Clients YTD	Green	Up	483	247	Monthly	Green	Up	548	548	641	Green
Est. Engagement Clients	# of Est. Engag. Clients > 5 hrs contact since 6/09	Green	Up	18	82	Monthly	Green	Up	157	157	152	Green
Long-term clients	# of Long-Term Clients seen > 5 contact + prep hours since 6/09	Green	Up	15	74	Monthly	Green	Up	128	128	124	Green
Economic Impact												
Key economic impact indicators	# of Business Starts	Green	Up	15	15	Monthly	Green	Up	155	155	15	Green
	Capital Infusion \$-Million	Green	Up	\$ 2.4	\$ 132	Monthly	Green	Up	\$ 6.24	\$ 6.24	\$ 12.4	Green
State Scorecard		Month Ending - Jun-09				Quarter Ending						
Objective	Measure	Status	Trend	Target	Current	Report Cycle	Status	Trend	Qtr Target	QTD Target	Current QTD	Status
Customer Perspective												
Develop stronger reputation beyond startups	% of existing business new clients to initial clients total	Green	Up	30%	41%	Monthly	Green	Up	30%	30%	174%	Green
Develop stronger reputation and broader reach	% of extended engagement clients to total unique clients	Green	Up	25%	25%	Monthly	Yellow	Up	25%	25%	20%	Green
Satisfy client needs	% satisfied from client satisfaction survey	Green	Up	94%	96%	Monthly	Green	Up	94%	94%	94%	Green
Internal Process Perspective												
Develop stronger reputation and broader reach	% of clients using Specialty Products to all clients	Green	Up	95%	100%	Monthly	Red	Down	95%	95%	65%	Red
	Success stories	N/A				Monthly	N/A					
Develop task to ensure network perform	Score for counseling hours to total counseling	Green	Up	8.5%	11.6%	Monthly	Green	Up	8.5%	8.5%	12.6%	Green
Learning and Growth												
Develop task to ensure network perform	# of incoming referrals	Green	Up	192	250	Monthly	Green	Up	385	385	617	Green
	# of outgoing referrals	Green	Up	122	208	Monthly	Green	Up	388	388	628	Green
	# of state-wide internal development, counseling, training events	N/A				Only	Green	Up	28	28	35	Green
Financial Perspective												
Strengthen resource partner relationships	% of College funding to total program funding	N/A				Semi-Annual	N/A					
STATUS - Default Ranges vs. Target		90% or Greater >>>		Green	75% to 89% >>>		Yellow	Less than 75% >>>				

To see the complete Excel spreadsheet of all results, including the basis for computation, please go to: <http://www.utahsbdc.org/DocumentMaster.aspx?doc=1113> (3+MB Excel Spreadsheet)

To see the summary for just one center or the whole state, the following hyperlinks will take you to the summary reports in a PDF file (170+ KB PDF file):

- Blanding SBDC
- Cedar City SBDC
- Ephraim SBDC
- Kaysville SBDC
- Logan SBDC
- Ogden SBDC
- Orem SBDC
- Price SBDC
- Sandy SBDC
- St George SBDC
- Vernal SBDC
- Utah SBDC

Performance Snapshot at July 31, 2009:		
	Clients Counseling Hours (Federal Fiscal Year-to-date)	9,903
	Clients Served (Federal Fiscal Year-to-date)	1,876
	Client Average Hours (Federal Fiscal Year-to-date)	5.3
	Current Client Stats:	
	Sales (Federal Fiscal Year-to-date - \$ Millions)	\$201.3
	Employees	4711
	Prevention clients as a % of total clients	50%

If you have any questions about the content or numbers reported here, please don't hesitate to contact me.