

# SMALL BUSINESS DEVELOPMENT CENTERS

## 1. Program Description

The Small Business Development Center (SBDC) Program is a federal program that allows the U.S. Small Business Administration (SBA) to partner with state governments and higher institutions of learning to provide counseling, training, and other resources to nascent and existing small business owners.

In Utah, the SBA partners with the state of Utah, through the Governor's Office of Economic Development (GOED); Salt Lake Community College (SLCC), as the host institution; and several other higher institutions of learning throughout the state to establish the Utah SBDC Network.

## 2. Utah SBDC Network

The Lead Center for the Utah SBDC is located on SLCC's Larry Miller Campus in Sandy, Utah. The Lead Center administers the SBDC Program through 15 regional centers and satellite offices located on university campuses and in other strategic locations around the state. See the next page for center listing.

## 3. Vision & Mission

Utah SBDC's vision is to be the most respected and demanded resource for entrepreneurs to turn to for business guidance and education. Its mission is to strengthen Utah's economic fabric and quality of life by facilitating the success and prosperity of business endeavors.

## 4. Services Provided

**Counseling:** Professional, individual counseling in all functional areas of business management, including business plan development, startup assistance, management, human resources, capital access, and marketing.

**Training:** A full schedule of live and online workshops and classes taught throughout the year.

**Resources:** A wealth of small business-related resources, including market research, referrals to other specialized resource partners, and valuable networking opportunities.

## 5. Outcomes Achieved in 2010

### Client Interaction

Clients Counseled – 2,986  
Clients Trained – 3,312  
Counseling Hours – 16,625

### Sales Increases for Clients

Established Firms – \$10,307,600  
Start-Up Firms – \$19,168,580

### Client Jobs Added

Total Jobs Created – 335  
Existing Jobs Saved – 377

### Estimated Excess Client Tax Revenues

State Tax Revenue – \$1,781,625  
Federal Tax Revenue – \$875,784

### Client Loans and Investments

\$42,314,379

## 6. 2011 Projected Cash Funding

SBA	\$1,074,159	
GOED	\$336,900	(\$200,000 on-going funds; \$136,900 one-time funding recommended by Gov. Herbert for FY 2012 )
Hosts	\$620,334	
Total	\$2,031,393	



Regional & Satellite Centers	Host	Director/Manager	Phone
Blanding	CEU – Utah State University	Bill Olderog	(435) 678-2201
Moab Satellite	CEU – Utah State University	Buddy Redd	(435) 678-8102
Cedar City	Southern Utah University	Craig Isom	(435) 865-7707
Ephraim	Snow College	Alan Christensen	(435) 283-7376
Richfield Satellite	Snow College	Keith Church	(435) 893-2252
Kaysville	Davis Applied Technology College	Brent Meikle	(801) 593-2202
Logan	Utah State University	Frank Prante	(435) 797-2277
Brigham City Satellite	Utah State University	Jason Yerka	(435) 734-2277
Tooele Satellite	Utah State University	Ryan Murray	(435) 843-3129
Ogden	Weber State University	Beverly King	(801) 626-7232
Orem	Utah Valley University	Ken Fakler	(801) 863-8230
Price	CEU – Utah State University	Ethan Migliori	(435) 613-5435
Sandy	Salt Lake Community College	Rex Falkenrath	(801) 957-5441
St. George	Dixie State College	Len Erickson	(435) 652-7741
Vernal	Utah State University	Mark Holmes	(435) 789-6100