

## Utah SBDC Regional Centers

### 1 Blanding

USU – College of Eastern Utah  
715 West 200 South  
Blanding, UT 84511  
(435) 678-8102

### 2 Brigham City\*

Utah State University  
265 West 1100 South  
Brigham City, UT 84302  
(435) 734-2277 ext. 257

### 3 Cedar City

Southern Utah University  
77 North Main Street  
Cedar City, UT 84720  
(435) 865-7707

### 4 Ephraim

Snow College  
345 West 100 North  
Ephraim, UT 84627  
(435) 283-7376

### 5 Kaysville

Davis Applied  
Technology College  
450 South Simmons Way  
Kaysville, UT 84037  
(801) 593-2202

### 6 Logan

Utah State University  
East Campus Office Bldg., R124  
1300 East 700 North  
Logan, UT 84322  
(435) 797-2277

### 7 Moab\*

USU – College of Eastern Utah  
217 East Center Suite 250  
Moab, UT 84532  
(435) 678-8102

### 8 Ogden

Weber State University  
3806 University Circle  
Ogden, UT 84408  
(801) 626-7232

### 9 Orem/Provo

Utah Valley University  
1410 West 1200 South  
Orem, UT 84058  
(801) 863-8230

### 10 Price

USU – College of Eastern Utah  
451 North 400 East  
MCC 115  
Price, UT 84501  
(435) 613-5435

### 11 Richfield\*

Snow College  
800 West 200 South  
Room 155W  
Richfield, UT 84701  
(435) 893-2252

### 12 Sandy

Salt Lake Community College  
Miller Campus, MCPC 200  
9750 South 300 West  
Sandy, UT 84070  
(801) 957-5441

### 13 St. George

Dixie State College  
1071 East 100 South  
Bldg. C, Ste. C7  
St. George, UT 84770  
(435) 652-7741

### 14 Tooele\*

Utah State University  
47 South Main Street  
Tooele, UT 84074  
(435) 843-3129

### 15 Vernal

Utah State University  
320 North Aggie Blvd.  
Vernal, UT 84078  
(435) 789-6100

\* Denotes a satellite center.

Utah SBDC Regional Centers are located throughout Utah to serve you. Call for an appointment to discuss your business development needs.



Governor's Office of  
Economic Development

Salt Lake  
Community  
College STEP AHEAD.



Funded in part through a cooperative agreement with the U.S. Small Business Administration.



# Utah Small Business Development Center

jobs



revenues



growth



training



Utah SBDC  
Utah Small Business  
Development Center

# Utah SBDC

Leading entrepreneurial growth



## Vision

Be the most respected and demanded resource for entrepreneurs to turn to for business guidance and education.

## Mission

Strengthen Utah's economic fabric and quality of life by facilitating the success and prosperity of business endeavors.



The SBDC works together with other business mentoring groups, such as the Service Corps of Retired Executives, to address a wide range of small business concerns. The SBDC program in Utah is primarily funded through the U.S. Small Business Administration, but also receives state support from the Governor's Office of Economic Development and the various educational institutions around the state where its offices are located.

**Utah SBDC Lead Center**  
[www.utahsbdc.org](http://www.utahsbdc.org)

## Market Segments Served

The Utah SBDC serves the following Utah clients:

- Individuals who are already in business and need help solving a business problem such as: accounting, marketing, research, business plans, budgeting or management operations.
- Company owners and managers who need help in their efforts to expand and grow or who are looking for specialized training opportunities such as HR, accounting, etc.
- Minority and disadvantaged clients.
- Pre-startup individuals interested in learning more about what it takes to go into business and in assessing the feasibility of a business idea.

## Utah SBDC - Services

### Counseling

Professional and individual counseling is provided in all functional areas of business management, including: business plan assistance, startup assistance, managing business assistance, financing/capital assistance, marketing/sales assistance.

### Training

Utah SBDC centers offer a full schedule of workshops and classes each year for existing and start-up businesses. The goal of all workshops is to strengthen Utah's business community by providing timely and relevant information.

### Resources

A wealth of small business related resources are available, including market research and referrals to other specialized resource partners. Additionally, Utah SBDC centers provide clients with valuable networking opportunities.

## Utah SBDC Annual Report 2010

### Helping Utah Businesses Sell More!

*SBDC Client Sales Increase in Excess of State Norm\**

Established Firms	\$10,307,600
Start-Up Firms	\$19,168,580
Aggregate Sales Impact	\$29,476,180

### Positive Return on Tax Dollars Invested!

*Estimated SBDC Client Tax Revenues in Excess of State Norm\**

State Tax Revenue	\$1,781,625
Federal Tax Revenue	\$875,784
Total Est. Tax Rev.	\$2,657,409

### More Utah Jobs for a Better Economy!

*SBDC Client Jobs Added to Utah Economy\**

Total Jobs Created	335
Existing Jobs Saved	377
Total Jobs	712

### Helping Obtain Capital to Start and Grow!

*Client Loans and Business Investment\*\**

Client Loans/Investment Obtained	\$42,314,379
SBDC Operating Costs (cash)	\$1,657,000
Capital Development Leverage	25.54/1.00

### Serving All of Utah!

*Client Counts-FFY 2010\*\**

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

\* The Utah SBDC participates in the annual national Chrisman study to document economic impact. The study analyzes the sales and employment changes, financing obtained, and tax revenues generated by a statistical sampling of established and pre-venture clients that received five or more hours of counseling assistance from the Utah SBDC in 2008-2009. The figures reflect an estimate of the increase in excess of the average of all Utah businesses. SBDC client businesses are much more likely to survive than non-client businesses.

\*\* Internally generated figures from data gathered on an on-going basis by the Utah SBDC network.