

# About Maine SBDC



A statewide network headquartered at the University of Southern Maine School of Business, Maine SBDC including its tech-focused group, Maine SBTDC (Maine Small Business & Technology Development Centers), is a partnership program of the U.S. Small Business Administration (SBA) in association with the SBA/OSBDC, Maine Department of Economic and Community Development (Maine DECD), the University of Southern Maine (USM), and leading economic and/or community development hosting organizations, with support from the Maine Technology Institute (MTI), and other co-hosts, contractors, allies and stakeholders.

## Mission and Focus

To engage itself and others in development activities that contribute to the improvement of the economic climate for and the success of micro, small and technology-based businesses in the State of Maine, as to assist in the creation, growth and the maintenance of viable micro, small and technology-based businesses and the jobs these businesses provide.

## Summary

For thirty years, the Maine SBDC/SBTDC has been recognized as a leader in the small business improvement and expansion arenas. The SBDC/SBTDC concept is a simple but effective one: assist small business operators and nascent entrepreneurs through business counseling, training services, information transfer, and resource linkages. The objective is clear: create and save jobs throughout Maine. Maine SBDC works with those Maine citizens seeking assistance that are willing and able to build, sustain, and/or expand their business.

## Funding

Base funding is provided by through SBA and the State with additional funding from various hosting organizations, the USM School of Business, MTI and a range of grants, cost-share, in-kind, training registration fees, sponsorships and contracts from other public- and private-sector organizations.

## Accreditation

The Maine SBDC/SBTDC are fully accredited by the Association of Small Business Development Centers (ASBDC). Its business counselors are certified by the New England Professional Development Group (NEPD) and are required to obtain a minimum of 24 hours of annual professional development training.

## Locations

**Service Centers:** Augusta; Bangor; Bath; Caribou; Ellsworth; Fairfield; Gardiner; Lewiston/Auburn; Machias; Portland; Springvale; Wells; Wiscasset ■ **Statewide Administrative Offices:** 68 High St., Portland.

**Maine Small Business Development Centers**  
**Maine Small Business & Technology Development Centers**  
University of Southern Maine  
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2006

# Annual

REPORT

**Maine SBTDC**  
Maine Small Business & Technology Development Centers (Maine SBTDC) are a working collaboration between the Maine Technology Institute (MTI) and the Maine SBDC (soon also to include Maine's North Star Alliance Initiative (NSAI)), designed to provide technology-based businesses the assistance they need as they develop and grow.

## Women's Business Center

As formalized strategic allies, the Maine SBDC and Maine's Women's Business Center (WBC), hosted by Coastal Enterprises Inc. (CEI), collaborate to offer training workshops, seminars, and programs tailored to women-owned businesses and others as appropriate.



HELPING MAINE'S SMALL  
BUSINESSES SUCCEED

# 2006 Selected Highlights

Maine Small Business Development Centers (Maine SBDC) and its tech-focus group, Maine Small Business Technology & Development Centers (Maine SBTDC) enjoyed a busy and productive 2006 providing business counseling by its certified business counselors and technical business skills training throughout Maine. Below is just a sampling of the year's activity with a highlight for each month.

- **January:** Maine SBDC offers a series of workshops for businesses preparing to enter the annual New England Products Trade Show in Portland in March.
- **February:** Maine SBDC joined the University of Southern Maine (USM) School of Business to announce that USM associate professor of accounting, Jeffrey Shields, Ph.D., has been selected to receive the 2006 Maine SBDC-USM School of Business Annual Scholarly Activity Award for Small Business and Entrepreneurship.
- **March:** Maine SBDC, in partnership with the Maine Center for Women, Work and Community, concluded its 18 month long project called Taste of Success for Maine's value-added food producers.
- **April:** Maine SBDC offered crisis workshops to northern and western Maine small business owners who were hard hit by the winter's lack of snow. They were part of a project called No Snow; Let's Go, launched by a collaborative of Maine SBDC, SBA and FAME.
- **May:** Maine small business owners who completed 36 hours of technical business skills training were honored by Governor John E. Baldacci at a Blaine House ceremony. The 23 business owners had participated in a 12-week project called Calculated Risk, designed by Maine SBDC for Maine's food industry.
- **June:** Maine SBTDC hosted the Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) session in Portland to introduce over 100 Maine small businesses to these competitive grant programs that help fund development of innovative technologies.

## MAINE SBDC Annual Impact!

- A job is created or saved by Maine SBDC business assisted clients every ... 11 hours.
- \$10,000 in new sales are generated by Maine SBDC business assisted clients every ...78 minutes.
- \$25,000 in financing is obtained by Maine SBDC business assisted clients every ... 11.5 hours.
- \$4.21 is returned annually through state tax revenues to Maine for each state base budget dollar invested in the Maine SBDC.
- \$3.30 is returned annually through federal tax revenues to the U.S treasury for each base federal dollar invested in the Maine SBDC through the SBA.
- 95% of business owners would recommend Maine SBDC Services to other business owners.

1. Source: Chrisman Report 2006 covering 2004-2005 activity

# Year End Numbers<sup>1</sup>

## Calendar Year 2006 Client Activity



### Clients Served

Counseling clients	2,561
Counseling hours	14,291
Training clients	2,807
Training events	160
Training hours	12,416
Distinct visits to websites <sup>2</sup>	61,905

### Impact Data

Capital formation	\$44,137,827
Jobs created	563
Jobs retained	299
Business starts	164
Preservation of individual capital and self-worth: unable to measure, yet significant <sup>3</sup>	

### Selected Client Characteristics (% of total counseling clients served)

Minority	6.1%
Women	48.4%
Veterans	12.3%
Disabled	8.9%
Home based	24.8%
Existing business	50.1%
Manufacturing type	11.0%
Business entity	70.8%
Low & moderate Income	36.9%

### Maine SBDC Client Activity by County

County	Training	Counseling	Total
Androscoggin	99	186	285
Aroostook	72	203	275
Cumberland	346	592	938
Franklin	50	90	140
Hancock	60	106	166
Kennebec	148	236	384
Knox	46	65	111
Lincoln	30	114	144
Oxford	103	111	214
Penobscot	365	240	605
Piscataquis	17	20	37
Sagadahoc	48	96	144
Somerset	49	74	123
Waldo	58	67	125
Washington	37	46	83
York	221	285	506
Other	1058	30	1088
<b>Total</b>	<b>2807</b>	<b>2561</b>	<b>5368</b>

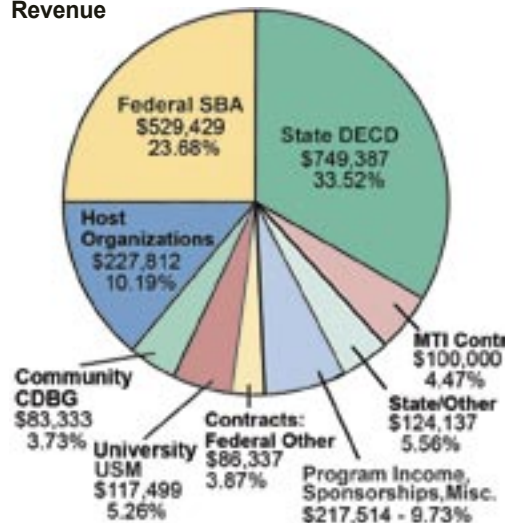
<sup>1</sup> Data is compiled from information gathered from clients and maintained in the Maine SBDC database – all 2006 data shown is preliminary.  
<sup>2</sup> Includes both Maine SBDC and Maine Business Works websites.  
<sup>3</sup> Explaining to clients, they're not ready (wait and gain more insight) or convincing folks going into business may not be right for them at all.

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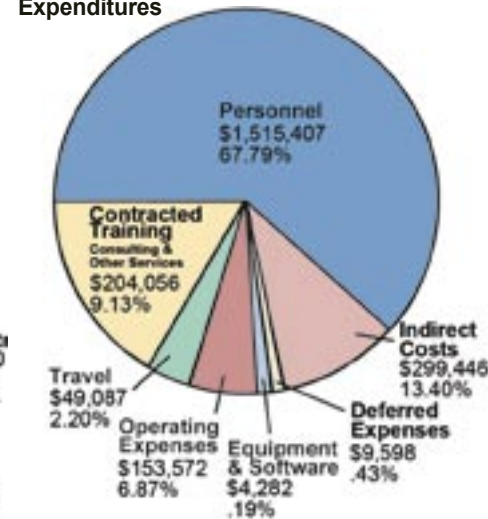
- **July:** Several hundred attended a training and outreach event co-sponsored by Maine SBDC and the Maine Army National Guard regarding the workplace rights and benefits of National Guard participants on active duty.
- **August:** The Department of Labor's CareerCenters referred over 200 clients, who qualified for a program called MEO, to Maine SBDC for assistance in launching their own small businesses.
- **September:** The stories of 13 Maine small business owners were captured in a new book produced by Maine SBDC, called Self Employment Savvy. An online version of Savvy is also available at [www.mainesbdc.org](http://www.mainesbdc.org)
- **October:** Maine SBDC staff partnered in hosting a Matchmaker Event where optimistic representatives from over 300 small businesses converged in South Portland in pursuit of lucrative government contracts.
- **November:** Maine SBDC certified business counselor Gordon Platt was named Small Business Advocate of the Year for York County.
- **December:** In an evaluation of economic development programs in Maine, Maine SBDC obtained one of the most favorable ratings among 46 economic development programs in Maine: OPEGA-GREEN.

## Maine SBDC C/Y 2006 Revenues & Expenditure Snapshot<sup>4</sup>

### Revenue



### Expenditures



4. Excludes USM cost share and other in-kind contributions of \$259,065. Various program and project years normalized to calendar year format.