



VALLEY COMMUNITY SBDC

2020 ANNUAL REPORT



*Central CA SBDC Regional
Network*

**CENTRAL CA SMALL BUSINESS
DEVELOPMENT CENTER**

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Dear SBDC Supporters and Friends,

2020 was a challenging year on so many levels. The year started out with hope and promise and ended with the worst pandemic of our lifetimes. The COVID19 pandemic had huge negative impacts on most small businesses, forcing closures, major expenditures and disruptions to operations. For some, it is threatening their very survival. Our SBDC Network of 22 full-time staff and over 140 part-time professional Business Advisors responded to this crisis in a way that can only be described as heroic! By mid-March all SBDC centers in the Network were required to close to the public and our in-person trainings were converted to webinars and face-to-face consulting delivered via online platforms, email or phone. During the critical time from March 1-June 30, our 14-county network served over 3,200 unique clients with 10,500 hours of consulting and helped them secure over \$80 million in critically needed Capital. Another 5,000 phone and email “contacts” provided timely information on EIDL, PPP or other Federal, State and local COVID19-related resources.

Since March, the Network added over 20 new consultants to expand services in rural areas, add 4 new languages and experts in business funding, operations and marketing to help businesses acquire capital, shift operations and connect with new customers. Our Bakersfield office began a weekly webinar series focused on “managing the impacts of the pandemic”

My sincerest “Thank You” to our many SBDC supporters. Stay safe and healthy in 2021!



Kurt Clark, Executive Director
Central CA SBDC Network

and provided updated information on the various governmental programs. All SBDC offices networked with local partners to reach as many struggling businesses as possible with the critical information, resources and support they needed to survive.

The positive impacts of SBDC services provided to local businesses in 2020 was nothing short of remarkable. Nearly 5,000 unique clients received over 20,700 hours of no-cost consulting and collectively attended nearly 42,000 hours of SBDC training. This resulted in our clients securing \$105 million in new Business Capital, retaining over 25,000 local jobs, securing 28 government contracts worth nearly \$30 million, increasing revenue by \$50 million and launching 178 new businesses!

As we begin 2021, the Central CA SBDC Network continues to adjust services in response to the ever-changing needs in our business communities. New programs in International Trade, Cyber Security, Procurement, e-Commerce, Tech Innovation and Post-Pandemic Operations are being added and our professional consultant pool continues expanding in both diversity and expertise. The Central CA SBDC Network is committed to help ensure a diverse, resilient and robust economy returns to Central CA by the end of 2021.

CLIENT COUNSELING

983

Clients Served

SBDC Clients having received counseling assistance and/or training.

1,013

Clients Counseled

SBDC Clients having received confidential, business assistance.

3,814

Counseling Hours

Time spent providing business assistance to SBDC Clients.



ECONOMIC IMPACT



31

**Businesses
Started**



6,293

**Jobs
Supported**

Loans + Equity

\$31,601,548

Sales Increase

\$8,783,795

Govt Contract

\$19,511,444

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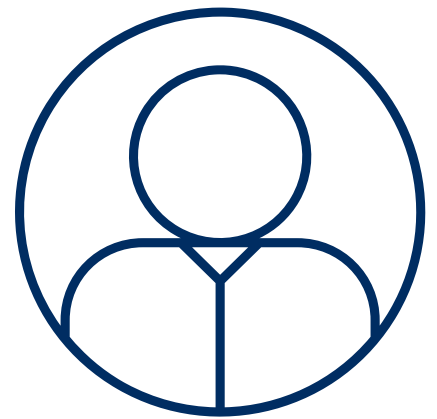
TRAINING EVENTS



60

Training Events

Training Events conducted in-person (pre-pandemic) and online.



771

Attendees

SBDC Clients and non-Clients who attended a training event.