



JOHNSON COUNTY COMMUNITY COLLEGE

CY 2018 Kansas SBDC FACT SHEET



SERVICES IMPACT

- 59** New Business Start-Ups
- 456** Consulting Cases
- 4,846** Consulting Case Hours
- 142** Training Seminars
- 1201** Seminar Attendees
- 6,312** Outreach Training Hours
- 294** Community Relations Events
- 420** Requests for Information

AREAS OF ASSISTANCE

- Strategic growth planning
- Cash flow & financial analysis
- Buying or selling a business
- Marketing plan & sales process
- Exporting
- Government contracting
- Technology commercialization

ECONOMIC IMPACT

Jobs supported by JCCC Kansas SBDC clients: **1,159**

Increased sales by JCCC Kansas SBDC clients: **\$59,129,050**

Capital obtained by JCCC Kansas SBDC clients: **\$9,010,976**

State revenue generated by JCCC Kansas SBDC clients: **\$5,482,181**

Federal revenue generated by JCCC Kansas SBDC clients: **\$19,540,126**

For every dollar invested in the the JCCC SBDC through local, state and Federal funds, Kansas small businesses returned \$50.50 in income tax and sales tax revenue to the government.

WHAT OUR CLIENTS ARE SAYING ABOUT



“ There were many times when I was at a ‘Y’ in the road...and my Kansas SBDC Advisor listened, asked questions, and helped me think through whether I should turn left or right. The Kansas SBDC has been, and continues to be, a huge help to me in my business growth.

- **Laura Schmidt** // *Owner, notes to self, llc*

“ The greatest attribute that the Kansas SBDC brought to us was the insight to consider and review...key business elements for a long term growth strategy. We now have an annual review of each of these key business elements to determine what the goals are for each, analysis to determine if they are working for us, and a list of potential changes we may need to make based on the current business environment. We have a much longer outlook than we did when we first started the business.

- **Jon Roberts** // *Owner, Custom Storefronts Inc.*

“ Through the Kansas SBDC, my business received hours of research assistance that ultimately provided market data, competitive analysis, SEO research, GIS and so much more. With the help of the Kansas SBDC, we were able to define a scalable sales process with real data. Now, growth is up, and profitability is the best ever in the history of the company.

- **Steve Waddell** // *Owner, CTe Learning*

“ I am so thankful to know there is a valuable and easily accessible program in the Kansas SBDC to help small business owners like myself. The Kansas SBDC services were extremely beneficial since I had little in startup capital and was trying to make every penny count. More people need to know about the great services of the Kansas SBDC. It is exactly what my business needed and should be added to everyone's business plan.

- **Vanessa Westmoreland** // *Owner, Midwest Travel Buddy*

“ The Kansas SBDC provided me with resource lists of experts and specialists. By identifying issues before they became problems, the Kansas SBDC has helped us avoid costly and sometimes irreversible mistakes.

- **Cindy Singer** // *Owner, Enhanced Homecare LLC*

“ This is an amazing program. Many really great things have come out of my work with the Kansas SBDC, including changes I have made in my business that will pay dividends for years . . . With the help of the Kansas SBDC, I feel like I can improve and implement any aspect of my business.

- **Jason Wright** // *Owner, Jason Wright Electric*