

CALIFORNIA'S SMALL BUSINESS DEVELOPMENT CENTERS

www.californiasbdc.org



EMPOWERING

BUSINESS COMMUNITIES

California's Small Business Development Center (SBDC) Network is one of the state's primary resource partners for small business development. Our consortium of 42 service centers and administrative lead centers play a leading role in driving the state economy by providing small businesses and entrepreneurs with confidential, no-cost, one-on-one advising and expert training and establishing a wide mesh network of technical assistance. Our network is equipped to help business owners access capital, develop business and financial models, create and implement marketing strategies, connect to global markets, and grow their business online, among many other services. We are proud to count ourselves as part of a family of resource providers in the State of California that enable business owners to make the next big leap with their firms.

The CA SBDC Network is funded primarily by the U.S. Small Business Administration and with a 1:1 match requirement and a strong focus on collaboration, we seek to leverage our federal resources by connecting to local economic development programs and helping to open doors to additional federal grant opportunities.

California's SBDC gets the job done as the state's largest and most effective small business assistance program.

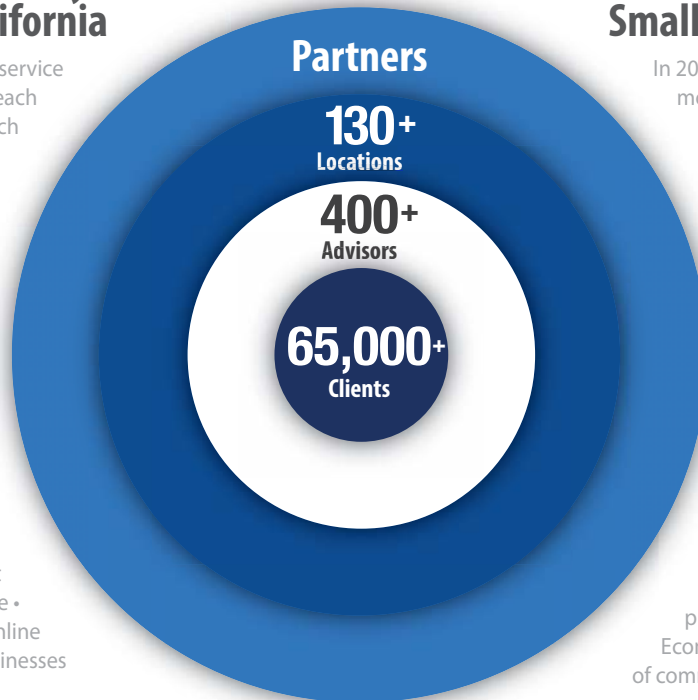
A Partner with Extensive Networks

Servicing Every Area of California

Through six lead centers and 42 service centers and more than 90 outreach centers, the CA SBDC has a wide reach to the California small business community.

Specializing in the Core Areas of Business

Our SBDC advisors, many of whom are current and former business owners, possess an incredible array of knowledge and expertise in: Business Planning • Financing • Marketing • Human Resources • Operations Management • Government Procurement • Export Assistance • Technology Commercialization • Online Businesses



Essential for Small Businesses

In 2014, the CA SBDC advised and trained more than 60,000 clients through its core small business and specialty programs.

Leveraging Resources

CA SBDC is comprised of a consortium of member institutions and public and private partners, including: Governor's Office of Business and Economic Development • California State Board of Equalization • California Seismic Commission • UC Regents • California State Universities (CSU) • California Community Colleges • Major private universities • California's cities • Economic development agencies • Chambers of commerce • Banks • Private partners

California SBDC's Continuing Focus on Other Key Interests

- Business Continuity
- Disaster Preparedness
Emergency Readiness
- Infrastructure Development
- Broadband Access
- High Speed Rail Procurement
- Certification and Contract Qualification
- Export and Trade Delegation Assistance
- Layoff Aversion, ETP and Workforce Development
- Youth and Encore Entrepreneurship
- Technology Commercialization and Innovation
- Advanced Manufacturing
- Minority Business Development
- Veterans

DRIVING

LOCAL ECONOMIC DEVELOPMENT

California's SBDC is the state's proven, cost-effective, and accredited network focused on small businesses. The program consistently demonstrates impactful small business results and investments to the state and the nation including: new jobs created, businesses created, capital infusion, and products exported. SBDC clients include minorities, women and veteran business owners, driving regional economic growth across the state.

California SBDC 2014 Economic Impact



920

NEW BUSINESSES CREATED



5,435

NEW JOBS CREATED



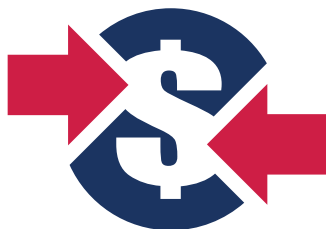
\$343,664,562

INCREASE IN SALES FOR
SBDC CLIENTS



78,373

HOURS OF 1:1 ADVISING WITH
BUSINESS OWNERS



\$535,540,334

IN CAPITAL INFUSION
(LOANS AND EQUITY)



3,190

JOBS RETAINED

CLIENT SUCCESS



"The Cal Poly SBDC taught me that a business is a business and not just a product. My first two years working on Z Living Systems was spent working out of my backyard and was strictly dedicated to product development. Working with the SBDC, I realized that I couldn't be a perfectionist -- I just had to launch." -Robert Zacks

Z Living System, San Luis Obispo, CA



Through the help of the Orange County SBDC, Gorilla Stationers was able to increase sales, obtain the "Woman Owned Small Business Certification" and gained access to capital of \$795,000.

Gorilla Stationers, Huntington Beach, CA



In just 18 months, it's a Deal Rentals' sales have tripled; the partners expect similar growth next year. Using a growing roster of over 100 independent dealers, they now serve customers in Los Angeles, Orange, San Diego and San Bernardino counties.

It's A Deal Rentals, Redondo Beach, CA

California Small Business Development Center Network Service Areas

NORTHERN CALIFORNIA NETWORK

NORCALSBDC.ORG
(707) 826-3919

Aptos – Central Coast SBDC
(831) 479-6136

Berkley-Tech Futures Group
(415) 494-7232

Eureka – North Coast SBDC
(707) 445-9720

Fairfield – Solano SBDC
(707) 864-3382

Fort Bragg – Mendocino SBDC
(707) 964-7571

San Jose - Hispanic Satellite SBDC
(408) 248-4800

Napa – Napa - Sonoma SBDC
(707) 253-3210

Oakland – Alameda County SBDC
(510) 208-0410

Pleasant Hill – Contra Costa SBDC
(925) 602-6840

San Francisco – San Francisco SBDC
(415) 937-7232

San Jose – Silicon Valley SBDC
(408) 248-4800

San Mateo – San Mateo SBDC
(650) 574-6402

San Rafael – Marin SBDC
(415) 755-1100

Santa Rosa- Napa-Sonoma SBDC
(707) 595-0060

Ukiah- Mendocino SBDC
(707) 467-5931

NORTHEASTERN CALIFORNIA NETWORK

NECSBDC.ORG
(530) 898-5443

Chico – NEC SBDC at Butte College
(530) 895-9017

Mt Shasta- NEC SBDC at JEDI **NEW!**
(530) 926-6670

Redding – NEC SBDC Shasta Cascade **NEW!**
(530) 222-8323

Sacramento – NEC SBDC Capital Region **NEW!**
(916) 319-4268

Stockton – SBDC at San Joaquin Delta College
(209) 954-5089

Truckee- SBDC at Sierra Business Council **NEW!**
(530) 582-5022

UC MERCED NETWORK

SBDC.UCMERCED.EDU
(559) 241-7406

Bakersfield – CSU Bakersfield SBDC
(661) 654-2856

Fresno – Fresno State SBDC Fresno/Madera
(559) 347-3903

Modesto/Merced – The Alliance SBDC
(209) 567-4910

Salinas – CSU Monterey Bay SBDC
(831) 422-6239

San Luis Obispo – Cal Poly SBDC for Innovation
(805) 756-5171

Visalia – Fresno State SBDC Tulare/Kings
(559) 625-3051

ORANGE COUNTY/INLAND EMPIRE NETWORK

LEADSBD.C.ORG
(657) 278-2719

Aliso Viejo – LaunchPad SBDC
(949) 330-6565

Palm Springs – Coachella Valley SBDC
(760) 340-1575

Riverside – Inland Empire SBDC
(951) 781-2345

Riverside – TriTech SBDC
(951) 571-6480

Santa Ana – Orange County SBDC
(714) 564-5200

LOS ANGELES NETWORK

SMALLBIZLA.ORG
(562) 938-5020

Beverly Hills- Beverly Hills Chamber Outreach Center **NEW!**
(800) 794-1402

Camarillo – SBDC at EDC-Ventura County
(805) 384-1800

Hawthorne – SBDC at El Camino College
(310) 973-3177

La Verne – SBDC at University of La Verne
(909) 448-1567

Long Beach – SBDC at Long Beach City College
(562) 938-5100

Los Angeles – SBDC at Pacific Coast Regional
(213) 674-2696

Los Angeles – Bixel Exchange Emerging
Technology Center at Los Angeles Area
Chamber of Commerce
(213) 580-7587

■ NORTHERN CA NETWORK

■ NORTHEASTERN CA NETWORK

■ UC MERCED NETWORK

■ LOS ANGELES NETWORK

■ ORANGE COUNTY/INLAND EMPIRE NETWORK

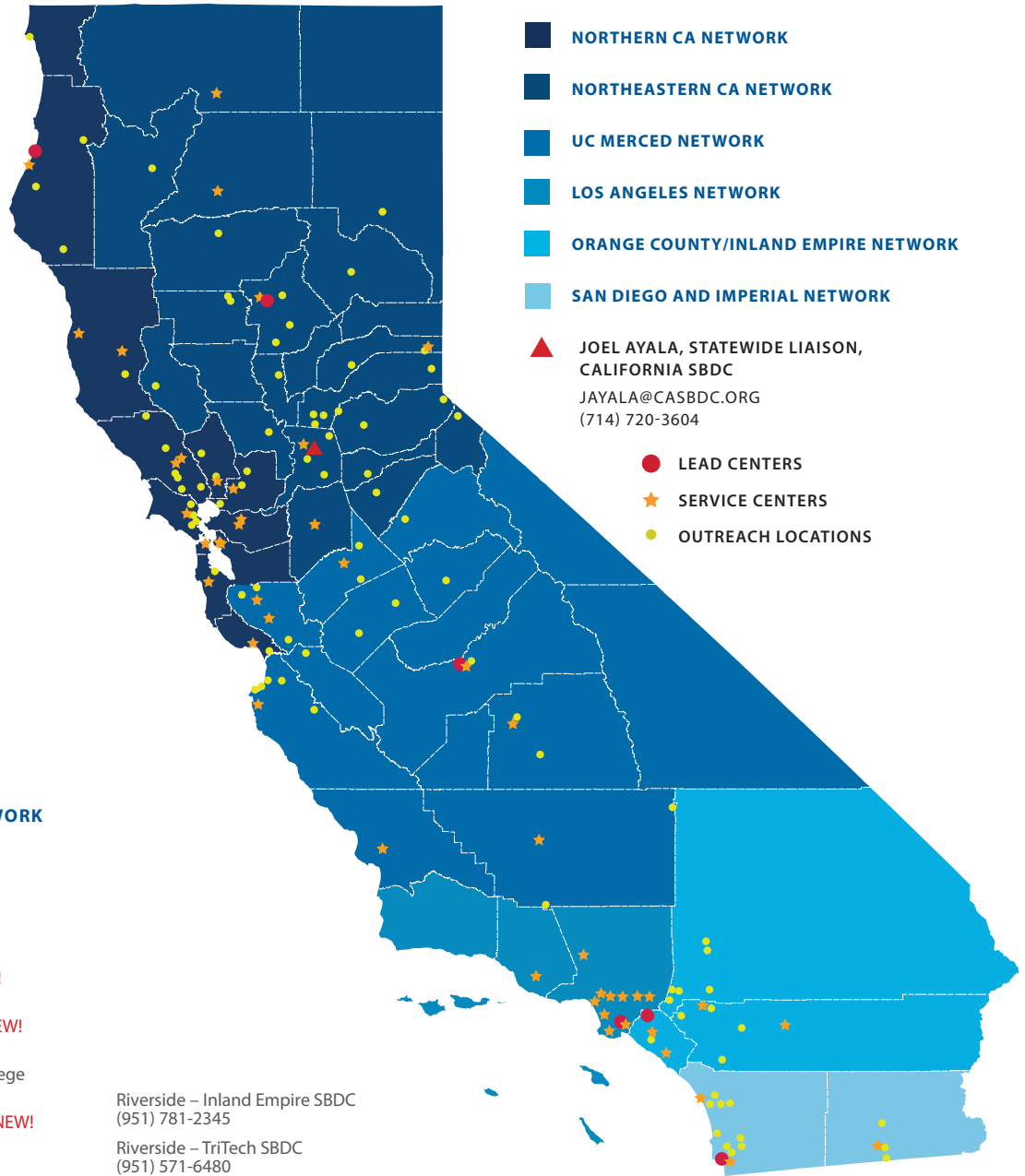
■ SAN DIEGO AND IMPERIAL NETWORK

▲ JOEL AYALA, STATEWIDE LIAISON,
CALIFORNIA SBDC
JAYALA@CASBDC.ORG
(714) 720-3604

● LEAD CENTERS

★ SERVICE CENTERS

● OUTREACH LOCATIONS



Pasadena – SBDC at Pasadena City College
(626) 585-3106

Santa Clarita-SBDC at College of the Canyons
(661)-362-5900

Westchester -Westchester Outreach Center **NEW**
(800)-794-1402

SAN DIEGO AND IMPERIAL NETWORK

//WWW.SDIVSBDC.ORG/
(619) 216-6721

El Centro – Imperial Valley SBDC
(760) 312-9800

Carlsbad – North San Diego SBDC
(760) 795-8740

National City – South San Diego SBDC
(619) 482-6391

