

## ***Small Business Success is Our Business***

The Northeastern California Small Business Development Center (NEC SBDC) program is the leader in providing business owners and entrepreneurs with the tools and guidance needed to be successful.

Direct and personalized help is provided to entrepreneurs through professional expert consulting supplemented by low-cost or FREE seminars and conferences. These services are delivered throughout Northeastern California via an extensive network of six Small Business Development Service Centers and 26 outreach locations.

The SBDCs provide comprehensive business guidance on best practices for small businesses, business plan development, start-up basics, financing, procurement, contracting opportunities, regulatory compliance, money management, international trade, and manufacturing operations. Several SBDCs offer help in multiple languages or target specific populations, such as veterans, women, rural communities and/or under-represented ethnic groups.

## ***In the 2016 Calendar Year, the NEC SBDC:***

- ▶ Advised **1,819** clients.
- ▶ Provided **9,740** hours of consulting.
- ▶ Held **237** business management training sessions.
- ▶ Instructed **2,266** training session attendees.
- ▶ Created **149** new businesses.
- ▶ Helped create **698** jobs and retain **213** jobs.
- ▶ Helped clients increase sales by **\$15,371,237**.
- ▶ Facilitated **99** small business loans for a total of **\$20,279,288** and new owner equity investment of **\$17,405,416** for a total capital infusion of **\$37,684,704**.

## ***Addressing Small Business Needs In a Challenging Economy***

The California SBDC Network is part of a national delivery system that assists more than 1.3 million business owners annually. The SBDC was established by the U.S. Small Business Administration (SBA) and operates throughout the U.S. with 63 regional Lead Centers overseeing operations in more than 1,100 SBDC service centers.

## **LEAD CENTER:**

***CSU, Chico***  
(530) 898-5443  
[www.necsbdc.org](http://www.necsbdc.org)

## **SERVICE CENTERS:**

***Butte Community College***  
(916) 895-9017  
[www.bcsbdc.org](http://www.bcsbdc.org)

***Capital Region***  
(916) 319-4268  
[www.capitalregionsbdc.com](http://www.capitalregionsbdc.com)

***San Joaquin Delta College***  
(209) 954-5089  
[www.sbdc.deltacollege.edu](http://www.sbdc.deltacollege.edu)

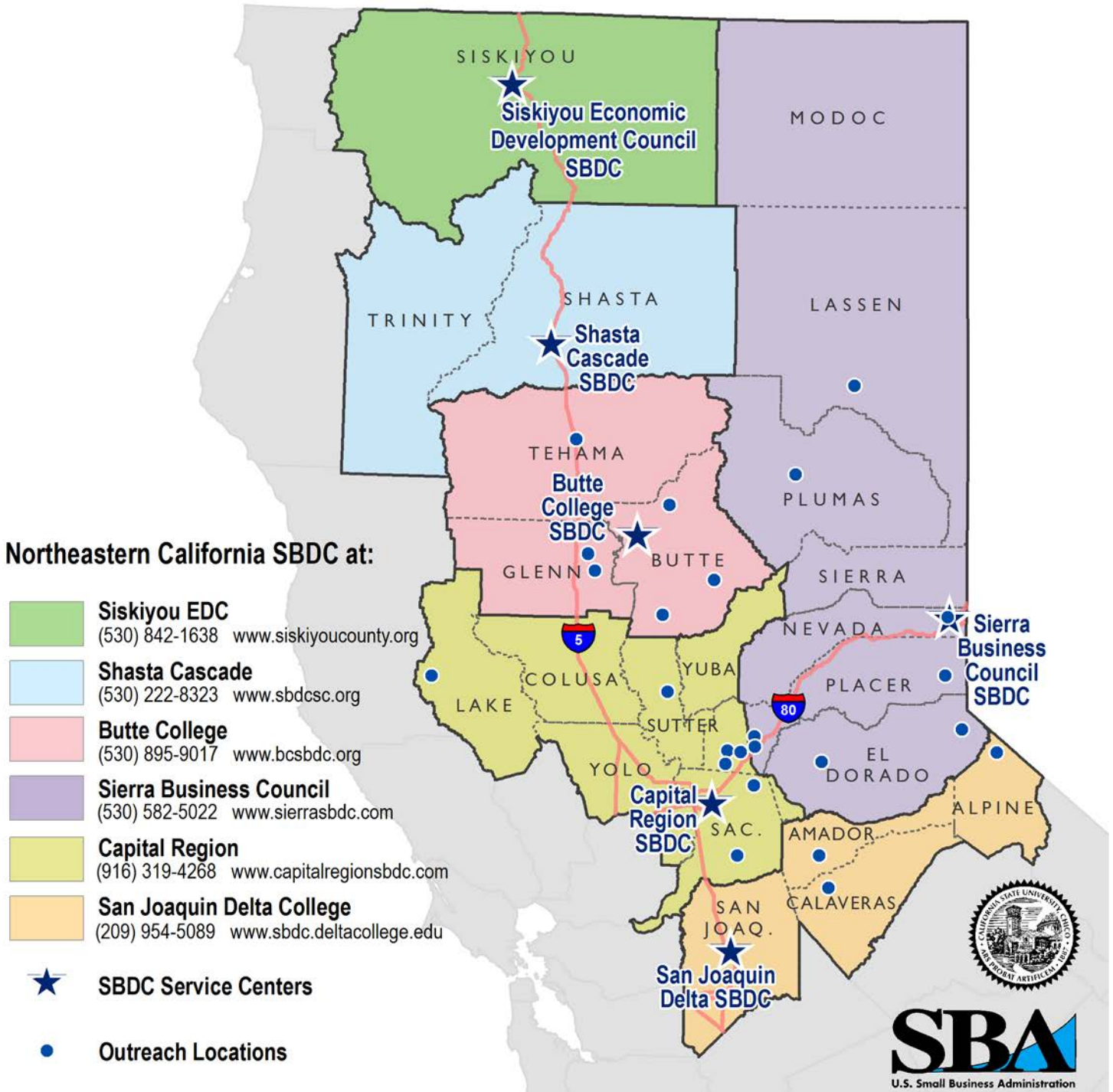
***Shasta Cascade***  
(530) 222-8323  
[www.sbdsc.org](http://www.sbdsc.org)

***Sierra Business Council***  
(530) 582-5022  
[www.sierrasbdc.com](http://www.sierrasbdc.com)

***Siskiyou Economic Development Council***  
(530) 842-1638  
[www.siskiyoucounty.org](http://www.siskiyoucounty.org)

# The Northeastern California SBDC Network

Small businesses in Northeastern California face a challenging economic climate and other problems specific to this region including difficulties in market access to capital, to name a few. NEC SBDC provides new and existing entrepreneurs with the information, skill development and professional consulting designed to help regional small businesses succeed.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.