



# 2020 SNAPSHOT

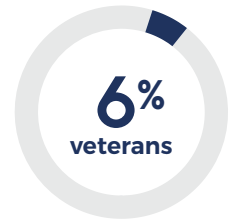
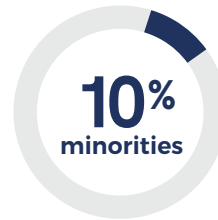
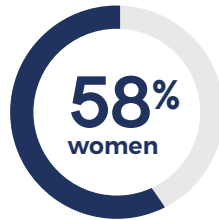
Find West Virginia's page in America's SBDC annual report online at [sbdimpact.org/wv](https://sbdimpact.org/wv)



Your business. Our passion.



**2,371**  
CLIENTS SERVED



**7,500**  
COACHING  
HOURS DELIVERED

**97**  
TRAINING  
EVENTS

**10**  
CERTIFIED  
BUSINESS ADVISORS

**568**  
JOBS CREATED/  
RETAINED

**4,384**  
TRAINING  
ATTENDEES

**3**  
CERTIFIED GLOBAL  
BUSINESS PROFESSIONALS

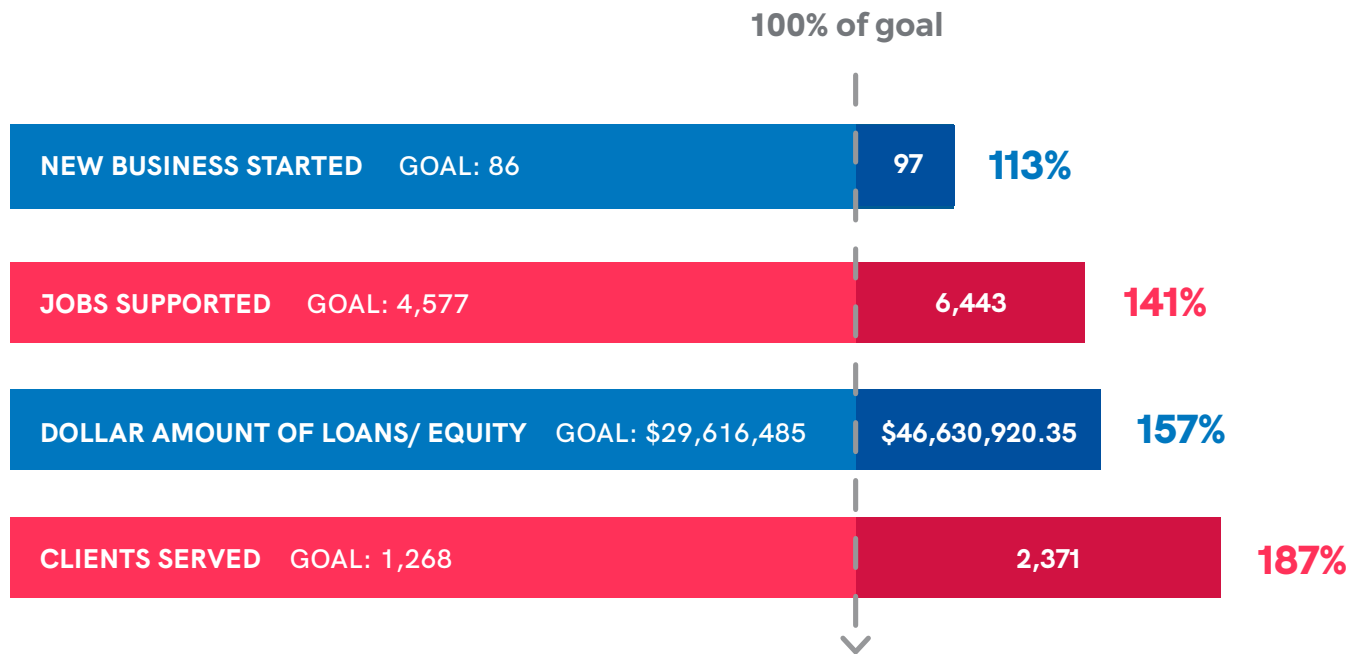
**97**  
NEW BUSINESSES  
STARTED

**\$46.6M**  
IN CAPITAL FUNDING  
OBTAINED FOR CLIENTS

**\$3.9M**  
INCREASE IN  
CLIENT SALES

## PROGRAM IMPACT

### Performance Exceeded Goals By...



WV SBDC Performance Compared to our 2020 Goals

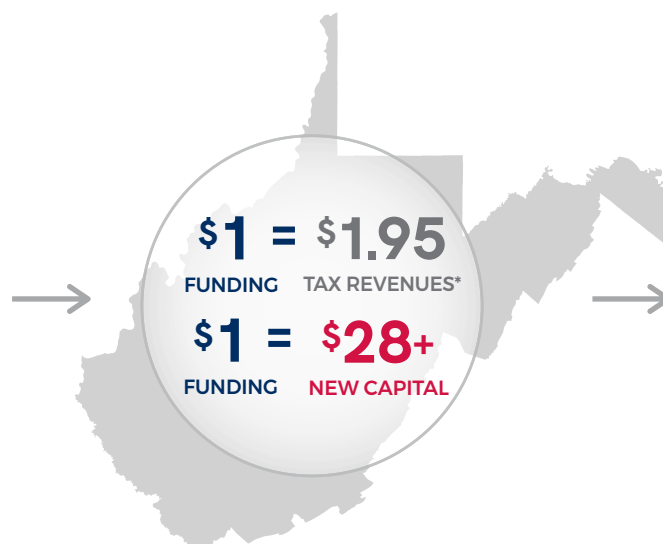
### Return On Investment

#### INVESTMENTS

Federal funding  
**\$750,000**

State investment  
**\$777,335**

Local support  
**\$137,495**



#### RESULTS

Capital funding  
received by clients  
**\$46.6M**

Increase in sales  
**\$3.9M**

Jobs created  
or retained  
**568**

\*2020 Chrisman analysis, based on 2018-2019 data

# PERFORMANCE



U.S. Small Business  
Administration

## Million Dollar Club

Business Coaches whose assistance resulted in \$1 million–\$1.9 million of capital access.



**\$1.8M**

DOUG SPAULDING



**\$1.6M**

AMBER WILSON



**\$1.4M**

TODD CRUMP

## Multi-Million Dollar Club

Business Coaches whose assistance resulted in \$2 million or more of capital access.



**\$12.1M**

SUSIE HIGGINS



**\$10.5M**

MARY HOTT



**\$6.1M**

SHANNON MITCHELL



**\$5.9M**

MARSA MYERS



**\$3.1M**

SHARON STRATTON



**\$3.1M**

FRANK GOLDSBOROUGH

### COVID-19 Response & Recovery Highlights



**1,464**

CLIENTS RECEIVING  
DISASTER-RELATED  
COUNSELING



**\$18.8M**

DISASTER-RELATED  
CAPITAL FUNDING  
APPROVED



### SBDC Provided Record Levels of Business Assistance

CLIENTS COUNSELED



**64%**

FY2020: 2,355  
FY2019: 1,438

ASK ME LINE INQUIRIES



**105%**

FY2020: 962  
FY2019: 470

TRAINING ATTENDEES

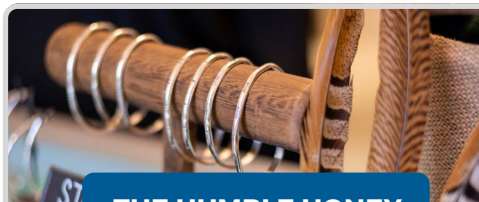


**1,960%**

FY2020: 3,290  
FY2019: 231

### West Virginia's business community is resilient.

Here are two WV SBDC  
clients who pivoted for  
success amidst the  
COVID-19 pandemic.



#### THE HUMBLE HONEY

Jewelry crafter works around  
pandemic by relocating business  
from storefront to online

[wvsbdc.com/humblehoney](https://wvsbdc.com/humblehoney)



#### CHARLOTTE'S CAFE

Café owners dish up new  
customer services in response  
to pandemic

[wvsbdc.com/charlottescafe](https://wvsbdc.com/charlottescafe)



## PROGRAM HIGHLIGHTS

### Innovation Technology Program

It was an impactful and exciting first year as the In-Tech program relaunched and integrated into the WV entrepreneurial ecosystem as an integral component for clients and stakeholders.

**15**

OUTREACH  
EVENTS/WORKSHOPS

**301**

TRAINING  
PARTICIPANTS

### WV Entrepreneurship & Innovation Investment Fund Results

**13 SBIR/STTR  
Phase Zero Awards**  
granted for **\$32,500**

**3 SBIR/STTR  
Phase 1 Awards**  
granted for **\$198,249**

These state funds matched/  
leveraged \$323,248 in  
federal SBIR/STTR funds

**2 SBIR/STTR  
Phase 2 Awards**  
granted for **\$400,000**

These state funds matched/  
leveraged \$3,659,578 in  
federal SBIR/STTR funds.

### In-Tech Success Story

This program has assisted some of West Virginia's most innovative and inspiring entrepreneurs and served as a catalyst for growth. Learn how Iconic Air won the \$700,000 SBIR Phase II contract with the U.S. Air Force.

[wvsbdc.com/iconicair](http://wvsbdc.com/iconicair)



ICONIC AIR



Learn more about the West Virginia Small  
Business Development Center and find  
additional success stories at [wvsbdc.com](http://wvsbdc.com).



 888-WVA-SBDC

 [askme@wv.gov](mailto:askme@wv.gov)

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