

Entrepreneurial Development Management Information System Workgroup

Topic 4: February 21, 2012



Agenda

- Review 2/7 Meeting Minutes
- Impact Measurements
- Partner Collaboration
- Next Week's Agenda

Topics / Walkthrough

Impact Measurements & Calculations

❑ SBA Impact Measurements

- ❑ **Jobs Created** - Difference between current fiscal year last session and previous fiscal year last session total employee number. Any business reporting losing employees (where a the difference is negative), 0 jobs created will be used for that business.
- ❑ **Jobs Retained** – The lesser of total number of employees from the last session of last fiscal year or the total number of employees from the last session of the current fiscal year. Business must have a session in both the current and last fiscal year.
- ❑ **Business Starts** - Any change from 'No' to 'Yes' on the Client Business Indicator on any active session in the current fiscal year will result in a "Business Start" for the quarter when that change took place.
- ❑ **Capital Infusion** – The aggregate amount of total amount of SBA loans, total amount of non-SBA loans, and the amount of equity capital received per business.

Impact Measurements & Calculations

- ❑ What's the best way to report this data...Self-reported (Survey) or Calculation?
- ❑ What benefits or drawbacks do you see with either of these options?
- ❑ Many different survey mechanisms are used throughout the network, is it possible to use one single survey for all partners?
- ❑ Are there any other impact measurements missing that should be presented to the Hill?

Impact Measurements by Funding Source

Client #	Session Number	FY / Quarter	Funding Source	# of Employees	Session Length
123	1	2011 / Q3	Veteran Assistance	1	1
123	2	2012 / Q1	Jobs Act	1	2
123	3	2012 / Q1	Core	5	1
123	4	2012 / Q1	Core	5	1
123	5	2012 / Q1	Jobs Act	8	4
123	6	2012 / Q1	Jobs Act	11	1
				Jobs Created = 10	

Jobs Created by Funding Source = (Total Funding Source Session Length/Total Session Hours) * Total Jobs Created

Example: Jobs Created by Jobs Act Fund \$ = (7/10) * 10 ---> 7 Jobs

Partner Collaboration

- ❑ Congress has the need to know if and how SBDC's, SCORE and WBC's collaborate together.
 - ❑ Does this collaboration exist – if so how and where?
 - ❑ What is the best way to report this back to Congress?

Next Week's Agenda – Mar 6

- ❑ Single Centralized Unique Client Identifier