



The **SCORE** FOUNDATION

SCORE Helps Create New Businesses

- **SCORE** clients started a total of 68,452 new businesses in 2009. Based on **SCORE's** current appropriation of \$7M, the cost of **SCORE** to help create one business is \$102 and the cost to help create a job is \$229.
- **SCORE** is the most cost effective catalyst for economic growth.

SCORE Helps Small Businesses Succeed & Contribute to the US Economy

- Businesses mentored by **SCORE** grossed \$38 billion in 2009 revenue, with an average of \$314,000 per business and a median revenue of \$16,000.
- These same businesses project their 2010 growth to a cumulative revenue of \$53 billion with a median revenue growing to \$55,000.
- For every “federal” dollar appropriated to **SCORE**, **SCORE** clients paid \$107.48 on average in federal taxes.
- Estimated taxes paid by **SCORE** clients: \$752,400,000.

SCORE Helps Small Businesses Remain Viable and Save Jobs

- At least 90% of **SCORE's** “In-Business” clients (those already in business in 2009) remained in business in 2010.
- **SCORE** helped 16,510 small businesses save jobs.

SCORE Helps Small Businesses Create Jobs

- **SCORE** clients created 30,603 jobs in 2009.
- These same clients project a total job growth in 2010 of 155,810 Full Time Equivalent employees.

SCORE Helps Veterans

- 11.8% of small businesses that **SCORE** helped in 2009 are veterans.

HIGHLIGHTS

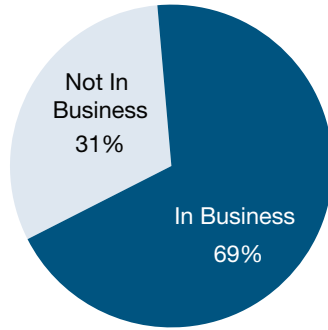
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SCORE Advises At All Points of the Business Life Cycle

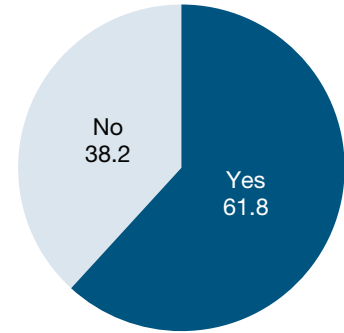
RESEARCH METHODOLOGY

The SCORE Foundation engaged Gallup to conduct research into the economic impact of the small business mentoring work SCORE's 13,000 volunteers had on the US economy in 2009.

Gallup conducted a census survey of all SCORE mentoring clients. 10,831 responded via telephone and web from April 28-June 28, 2010. Total client revenue, business creation, and job creation numbers were calculated via straight line extrapolation from the survey respondents to the total number of 2009 SCORE clients.



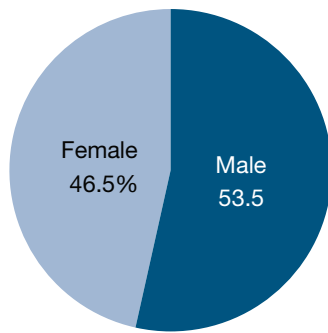
Business stage prior to **SCORE** Mentoring



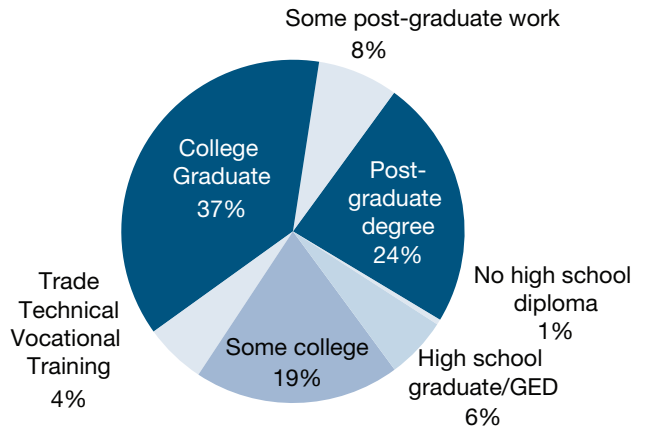
As a result of the mentoring you received from **SCORE**, have you changed any of your current business practices or strategies?

Environment and Scale of SCORE's Work

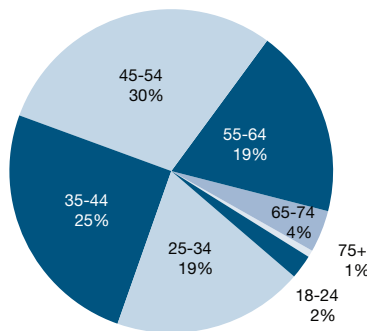
SCORE mentored 176,860 new aspiring and current small business owners in 2009, a 2.3% increase from 2008. **SCORE** clients are located across the entire US and represent a variety of backgrounds and education levels:



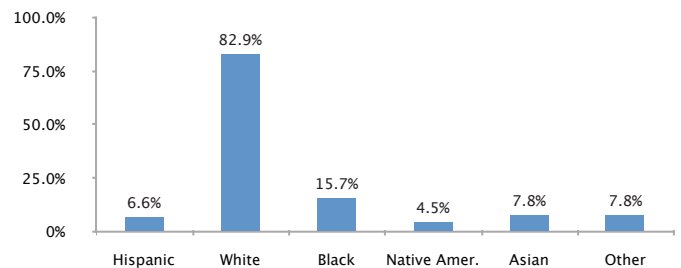
Gender



Highest Level of Education



Age



Percent Reporting Each Race / Ethnicity