Puerto Rico Small Business & Technology Development Centers

2019 BUSINESS CONSULTING SERVICES RESULTS

DRIVING ENTREPRENEURS TO GROW, INNOVATE AND EXPORT

AMERICA’S SBDC TECHNOLOGY ACCREDITED PUERTO RICO INTER AMERICAN UNIVERSITY
## 1997 - 2019 Contribution to Economic Development of Puerto Rico

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>(TOTAL)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Jobs Created &amp; Saved</strong></td>
<td>8,038</td>
<td>58,721</td>
</tr>
<tr>
<td><strong>Investment per Job</strong></td>
<td>$2,139</td>
<td>$4,646</td>
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<tr>
<td><strong>Sales Increase &amp; Saved</strong></td>
<td>$108 Millions</td>
<td>$970 Millions</td>
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<tr>
<td><strong>Capital Infusion</strong></td>
<td>$42 Millions</td>
<td>$1.021 Billions</td>
</tr>
<tr>
<td><strong>Client Satisfaction</strong></td>
<td>89%</td>
<td>93%</td>
</tr>
<tr>
<td><strong>Return on Investment per Dollar</strong></td>
<td>$1:$42</td>
<td>$1:$21</td>
</tr>
<tr>
<td><strong>Government Tax Revenues Earned</strong></td>
<td>$11 Millions</td>
<td>$74 Millions</td>
</tr>
</tbody>
</table>

Source: 2018 ASBDC National Economic Impact Report & 2019 Center IC Data

**Counseling & Training Services**

During 2019, the SBTDC delivered **28,135** hours to **3,719** clients; including **1,710** females. The impact obtained included **130** new businesses; facilitated by our **40** certified specialized staff.

**Since 1997**

**$2 Billions** economic impact for Puerto Rico
**BUSINESS SOLUTIONS**

**PLANNING**
- Lean Start-Up
- Business Plan
- Business Resilience & Continuity
- Marketing Plan
- SBA Loan Programs
- Franchising Business Plan
- Entrepreneur Workshops*
- Agribusiness

**EXPORTING**
- International Readiness
- Import-Export Plan
- Export Financing Proposals
- Ex-Im Bank Loan Proposals
- Market Research
- Country Assessment & Profile
- Readiness for Trade Missions
- The Riddle of the Exporter*

**GROWING**
- Business Assessment:
  - SWOT analysis
- Financing Proposals for Funding
- Financial Projections
- Internal Controls Assessment
- Financial Analysis
- Re-structuring Plan
- Global Competitiveness Program
- Strategic Plan
- SBA Federal Contracts
  - Assistance such as HUBZones, 7A, Veterans and Women Owned among others.

**INNOVATING**
- Commercialization Market Research
- Patent Technical Assistance
- Licensing Assessment
- Federal Registration
- Copyright and Trademark
- SBIR & STTR Funding Opportunities

**ENTREPRENEURS ON PORTRAIT:**
- **Maria Meléndez**
  - M&M Manufacturing, Lajas
- **Jorge Morales & Roseline Rodríguez**
  - Farmacia Santoni, Guayanilla
- **Mr. & Mrs. Martínez**
  - Vaquería Martínez, Vega Baja
- **Lourdes Kutbi**
  - PediMed, Bayamón

* Exclusive training program trademarks
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Economic Development Bank
Caguas Municipality
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PO Box 7003
Fajardo, PR 00738
Tel. 787-863-2390 ext. 2360

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Mercedita, PR 00715
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PO Box 5100
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San Juan, PR 00918
Tel. 787-763-5108

INTERNATIONAL TRADE CENTER
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The Hato Rey Center, Suite 1400
San Juan, PR 00918
Tel. 787-763-2665

CENTER FOR INNOVATION AND TECHNOLOGY
268 Ponce de Leon Ave.
The Hato Rey Center, Suite 1400
San Juan, PR 00918
Tel. 787-763-6922

LEAD CENTER - EXECUTIVE OFFICES
268 Ponce de Leon Ave.
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