

The **SCORE** FOUNDATION



SCORE clients started **58,637** new businesses

- SCORE's cost to help create one business is **\$119**.
- At least **91%** of SCORE's 2010 clients remained in business in 2011.

SCORE clients created **71,449** jobs.

- SCORE's cost to help create one job is **\$98**.
- SCORE helped **11,045** small businesses save an estimated **17,629** jobs.

For every dollar appropriated to SCORE, clients paid **\$548.79** on average in federal taxes

- Estimated taxes paid by SCORE clients: **\$3.8 billion**.
- Businesses mentored by SCORE grossed **\$19.4 billion** in 2010 revenue, with an average of **\$185,737** per business.

SCORE Helps **Underserved** Groups

Of SCORE's 2010 clients:

- **47.4%** are women
- **46.3%** are minorities
- **11.9%** are veterans

HIGHLIGHTS

- SCORE clients started **58,637** new businesses
- SCORE clients created **71,449** jobs
- **91%** of SCORE's clients in 2010 remained in business
- **11.9%** veteran clients
- \$1 appropriated to SCORE = **\$548.79** in federal taxes
- SCORE clients paid **\$3.842 billion** in federal taxes

RESEARCH

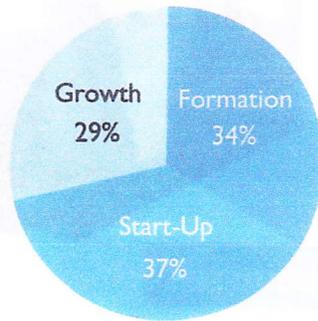
RESEARCH METHODOLOGY

The SCORE Foundation engaged Gallup to conduct research into the economic impact of the small business mentoring work that SCORE's 13,000 volunteers had on the US economy in 2010.

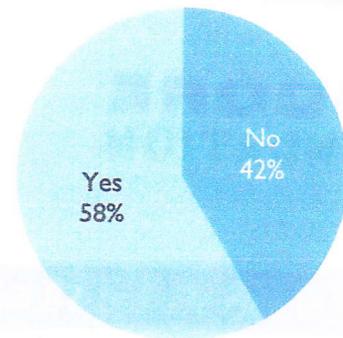
Gallup conducted a census survey of all SCORE mentoring clients. 6,107 responded via telephone and web. Total client revenue, business creation, and job creation numbers were calculated via straight line extrapolation from the survey respondents to the total number of 2010 SCORE clients.

This survey was made possible thanks to the generous support of Constant Contact.

SCORE Advises at All Points of the Business Life Cycle



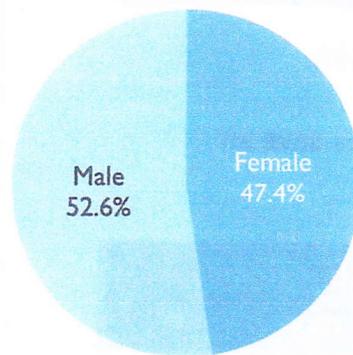
Business stage prior to SCORE Mentoring



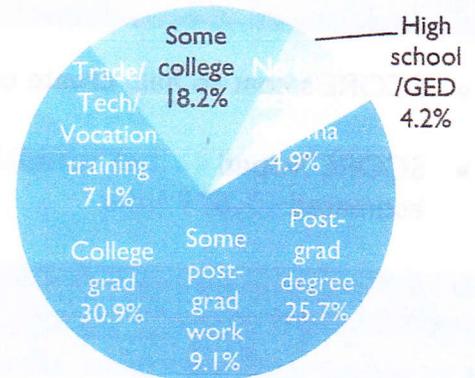
Changed business practices or strategies as a result of SCORE mentoring

Additional SCORE Client Statistics

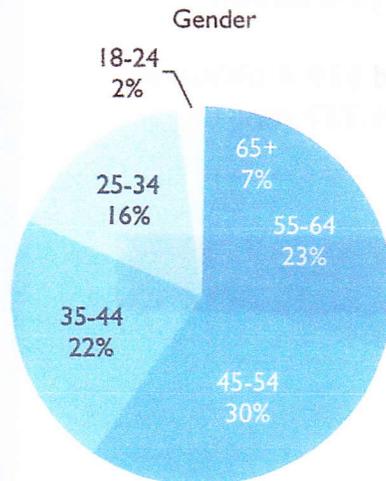
SCORE mentored 159,841 aspiring and existing small business owners in 2010. These clients are located across the US and represent a variety of backgrounds and education levels:



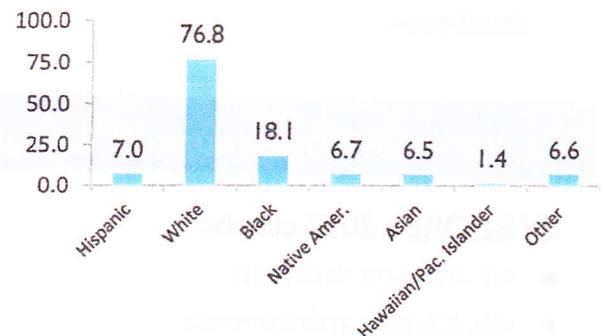
Gender



Highest Level of Education



Age



Percent Reporting Each Race / Ethnicity

WHO – WHAT – HOW – WHERE

SCORE (Counselors to America's Small Business) is an association of volunteers who are sponsored by the United States Small Business Administration. We are men and women who have or had successful careers in management, ownership and operation of our own businesses, and are retired or still actively employed.

We provide **FREE** counseling to owners and managers of small businesses and to people who would like to go into business in the future. We also counsel persons wishing to buy or sell a business. Clients may visit us as frequently as they want. There is never a charge for this service.

Our counselors are business consultants with a wide range of backgrounds, working as volunteers. As volunteers, it is our pleasure to assist persons needing counsel and advice from those who have had many years of experience in the business sector. SCORE counsels in finance, business management, accounting, record keeping, marketing and sales promotion. We also provide expertise in special areas of retailing, manufacturing, sales and service businesses.

We are located in the Retail Alliance Building, 838 Granby Street, Norfolk, VA 23510. Counseling is available in this office by appointment every Tuesday, 9:00 am to 2:00 pm, and Wednesday from 11:30 am to 2:30 pm by calling **(757) 455-9338**.

In addition, counseling, by appointment, is available in the offices of the Department of Economic Development, City of Virginia Beach, 222 Central Park Avenue, Suite 1000, on Thursday from 8:30 am to 11:00 am (last appointment). Appointments for the Virginia Beach location may be made by calling **(757) 455-9338**.

Parking for both offices is available free of charge.

For more information, SCORE has websites at www.score.org and www.scorehr.org