

Impact - Key Mission Metrics

Over the years, SFBI's accomplishments have resulted in high-impact returns to the community. To date, SFBI has helped launch and grow over 125 businesses and created over 1,000 jobs with revenues for client companies and affiliates have exceeded \$160 million. After graduation SFBI client companies continue to thrive, diversify the local economy and increase tax revenues in the community.

Client Program 2014-15 – June FYE

- 17 Resident Clients & 4 Affiliate Clients: 21 Clients
- New companies accepted as clients: 3
- 142 employees
- 21 new full time jobs created
- Annual revenue generation - \$8,480,176
- Annual Salaries to workers: \$4,929,980
- Annual Investment in Clients: \$2,606,270

A mixed-use Incubator that builds diversity in the local economy:

- Clients and Affiliates in five or more different industry segments: Construction; Manufacturing; Information; Professional, Scientific & Technical Services; and Healthcare & Social Assistance.
- Average 25% of all SFBI clients past and present classified as creative arts, cultural or design enterprises

Return on investment of Public Moneys by SFBI Clients:

Estimated Taxes Paid City of Santa Fe FY 2014-15: \$533,010
Estimated Total taxes paid – \$821,989

Estimated Total Economic Impact FY 2014-15 of SFBI Clients: \$24,226,086

SFBI Recent Graduates

- Average Number of Graduates per year: 4
- Total Revenues - \$20 million
- Property on Tax rolls - \$15 million
- Salaries - \$11 million
- Purchases - \$2 million
- Of the 125 total number of companies served since 1997, over 100 are still in business or have merged or been sold to existing companies

Entrepreneurial Community Programs 2014-15

- 6 Co-working companies
- 4 Co-located Partner Organizations
- Participants in Events & Workshops: trainings, meetings, networking – 6,500
- Requests for assistance fielded – 275
- Individualized assistance for non SFBI clients – 81 (20% moved to more formal relationship with SFBI)