



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 195 businesses and created over 1,800 jobs with the impact of client companies and affiliates have exceeded \$300 million. After graduation SFBI client companies continue to thrive, diversify the local economy and increase tax revenues in the community.

Client Program 2018-19 – June FYE

- FYE: 19 Resident Clients & 15 Affiliate Clients: 34 Clients
- New companies accepted as clients during year: 23
- Number of Graduating Clients during year: 8
- FYE: 68 Full-time employees/contractors; 36 part-time employees/contractors
- New jobs created during year: 83 - 60 new full-time jobs & 46 part time
- FYE: 42 High wage jobs, increase of 7 over 2017-18
- Annual Salaries to Client Workers: \$4,423,129
- Annual Revenue of Client Businesses: \$ 9,420,149
- Annual Investment in Client Businesses: \$5,222,598

Economic Impact 2018-19 Direct, Indirect & Induced by SFBI & Clients Estimated

- Jobs created: 139
- Payroll: \$6,579,404
- Revenues: \$14,460,871
- Investments: \$8,071,210
- Total Economic Impact SFBI Clients (Revenues + Investment): \$22,478,081

Entrepreneurial Community Programs 2018-19

- Other Program Participants (co-working, launch pad, pre-incubation, other): 24
- Co-located Partner Organizations: 3
- Participants hosted in events, workshops, trainings, meetings, networking: 7,681

SFBI Recent Graduates – last 5 Years

- Average Number of Graduates per year: 9
- Total Revenues - \$26 million
- Property on Tax rolls - \$17 million
- Salaries - \$13 million
- Purchases - \$2.9 million

SFBI Businesses Served Statistics

- Total number of businesses served since 1997: 195
- Total still in business (including merged or sold): 136 (74%)
- Total still in business Santa Fe area: 107 (79%)
- Total still in business in New Mexico outside Santa Fe: 20 (15%)