

Atlas Sessions Impact

Owner **Jim Laipply** 

Run Jul 15, 2019 09:56:50 PM
As **Jim Laipply**

Customers **Center** Any Customers **County (OH)** Any Sessions **Date** Last **Federal FY** Sessions **Staff ID** Any
Oct 1, 2017 - Sep 30, 2018

Sessions **Session Type** Is (=) Initial Follow On Sessions **Program** Any Sessions **Business Status Segment** Any

Business Consulting

Performance Metrics

Clients	7,673
Contact Hours	28,602.21
Prep/Research Hours	24,895.14
Total Contact + Prep Hours	53,497.15
Avg Hours per Client	7.0
Business Starts	726
Jobs Created	2,818
Capital Formation	\$147,122,013
Sales Growth	\$320,076,523
Jobs Retained Sum	7,830
Percent of Clients Reporting Impact	22.1%

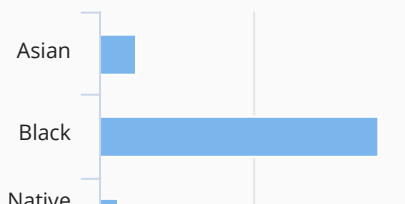
LONG TERM CLIENTS -

Performance

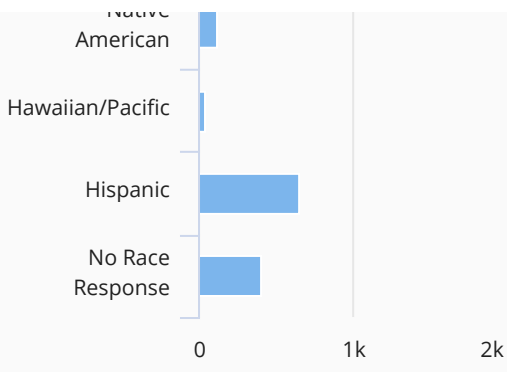
Sessions **Σ Contact and Prep Hours Sum** At Least (≥) 4.00

Clients	3,242
Contact Hours	23,359.56
Prep/Research Hours	22,257.50
Total Contact + Prep Hours	45,616.90
Avg Hours per Client	14.1
Business Starts	515
Jobs Created	2,131
Capital Formation	\$118.61m
Sales Growth	\$230.19m
Jobs Retained Sum	5,784
Percent of Clients Reporting Impact	34.5%

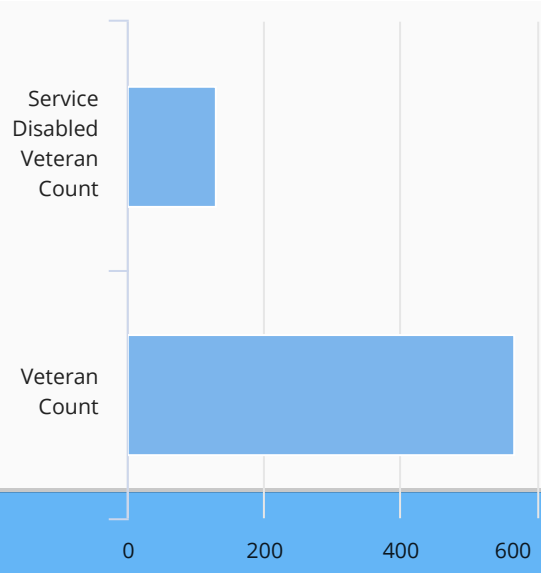
Client Race & Ethnicity



Veteran Status

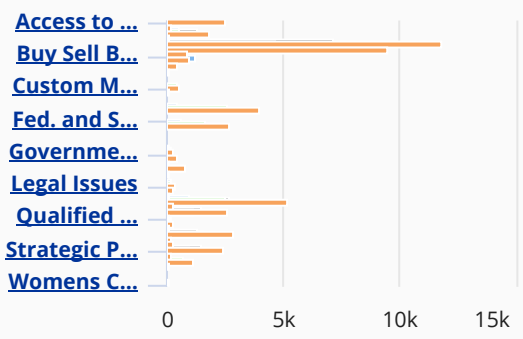


* Clients may be counted under more than one race similar to the U.S. Census Bureau
 * Hispanic ethnicity is not normally displayed with race data



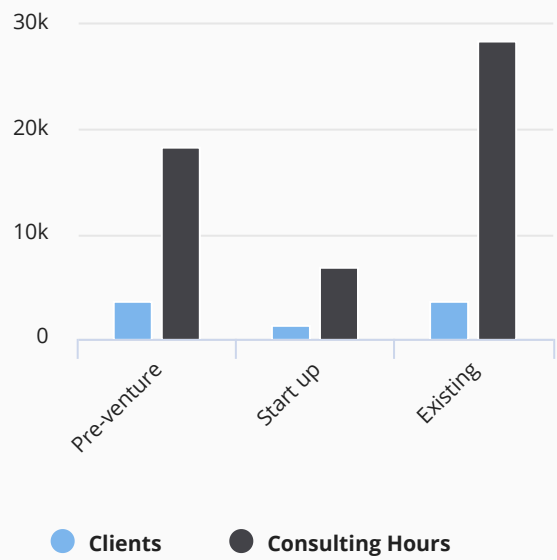
Areas of Consulting

Drill to Consulting Area Detail



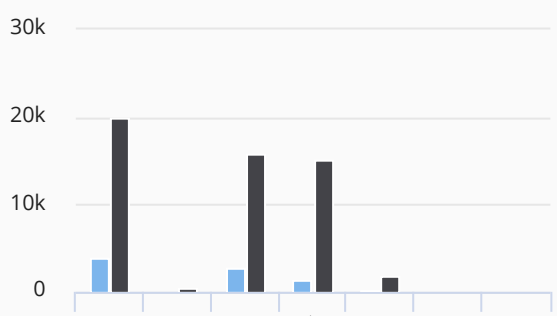
- Clients
- Contact Hours
- Preparation/Research Hours
- Total Contact + Prep Hours

Business Segmentation at Time of Session

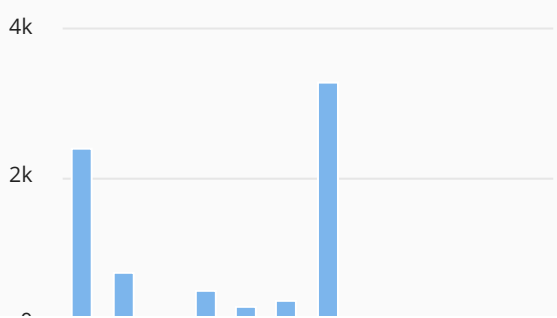


Pre-venture clients are not yet in business
 Start-up clients are in business less than 1 year
 Existing Businesses Are Older than 1 year and have positive sales growth

Business Segmentation - Based on Client Profile



Business Organization



Pre-Venture
No Response
Start-Up
Existing Healthy
Existing Declining
Closed Business
Sold Business

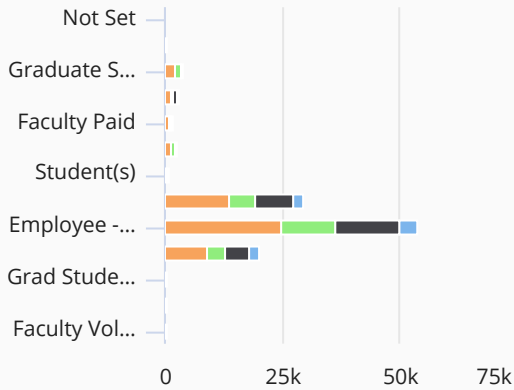
● Clients ● Consulting Hours

Pre-venture clients are not yet in business
Start-up clients are in business less than 1 year
Existing Businesses Are Older than 1 year and have positive sales growth

0
Not Set
Partnership
Undecided
LLC
Limited Partnership
Non Profit Corporation

Pre-venture clients are not yet in business
Start-up clients are in business less than 1 year
Existing Businesses Are Older than 1 year and have positive sales growth

Consulting by Type of Staff

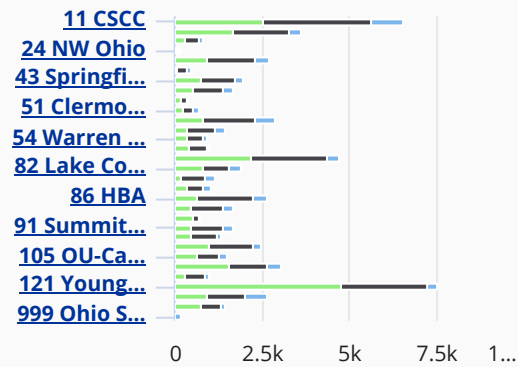


● Clients ● Contact Hours
● Preparation/Research Hours
● Total Contact + Prep Hours

Cross Center Consulting

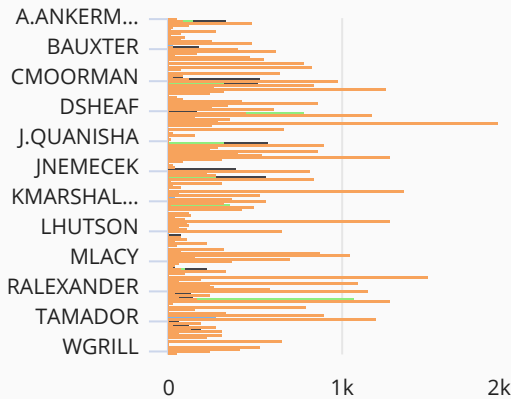
By Staff Center by Client Center

Drill to Center



● Clients ● Contact Hours
● Preparation/Research Hours

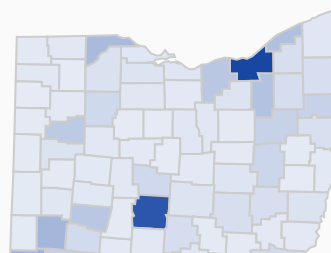
My Center Clients by Staff

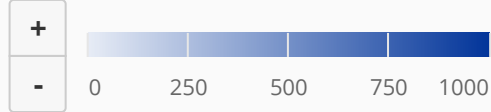
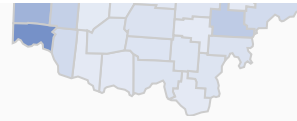


● Clients ● Contact Hours
● Preparation/Research Hours
● Total Contact + Prep Hours

Client Count by County

Number of clients by county

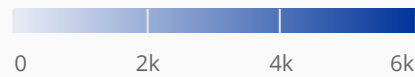
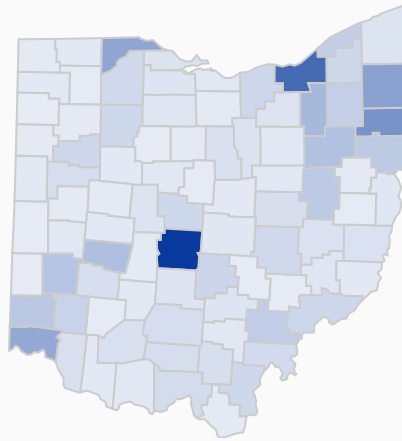




This is a great tool to ensure coverage of your service territory.

Consulting Hours By County

Consulting Hours



Business Type	Customer Count (Distinct)
Not Set	1,970
11 Agriculture, Forestry, Fishing and Hunting	157
21 Mining	1
22 Utilities	17
23 Construction	362
31 Manufacturing	692
42 Wholesale Trade	112
44 Retail Trade	790
48 Transportation and Warehousing	150
51 Information	78
52 Finance and Insurance	60
53 Real Estate and Rental and Leasing	106
54 Professional, Scientific, Technical Services	509
55 Management of Companies and Enterprises	39
56 Administrative and Support	92
61 Educational Services	185
62 Health Care and Social Assistance	363
71 Arts, Entertainment, and Recreation	398
Total	7,673

Business Type

Customer Count (Distinct)

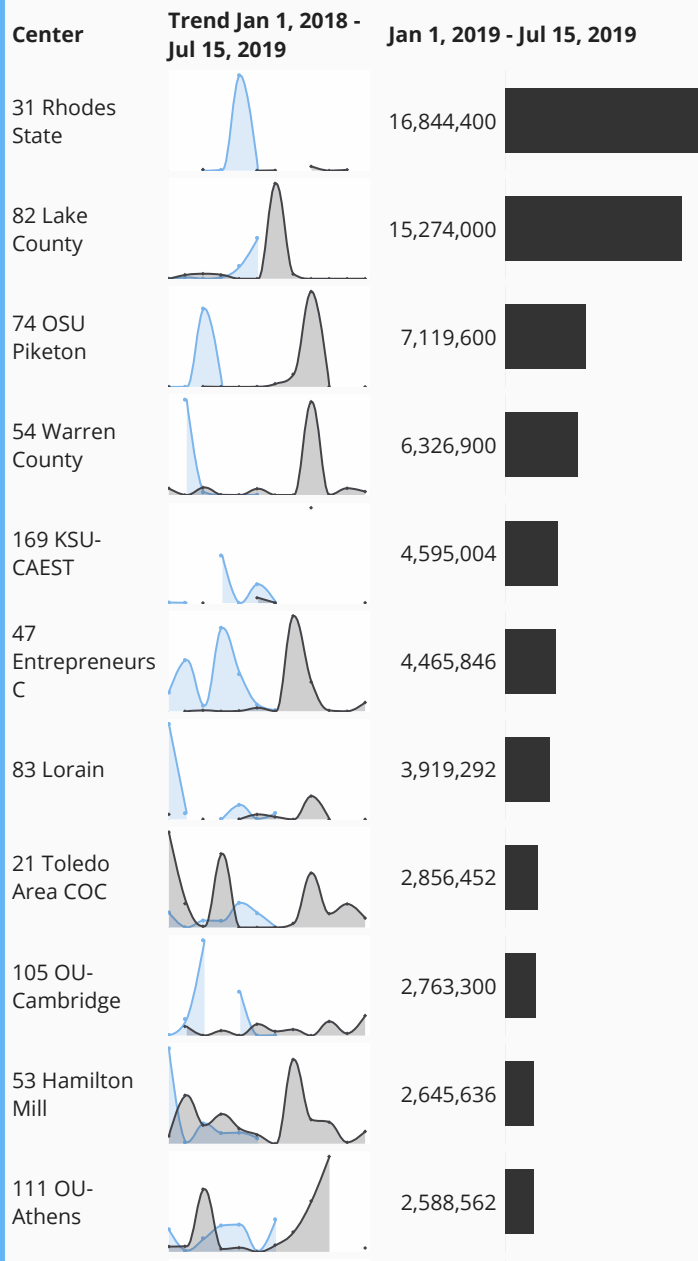
72 Accommodation and Food Services	551
81 Other Services (except Public Administration)	1,037
92 Public Administration	4
Total	7,673

Attributable Impact

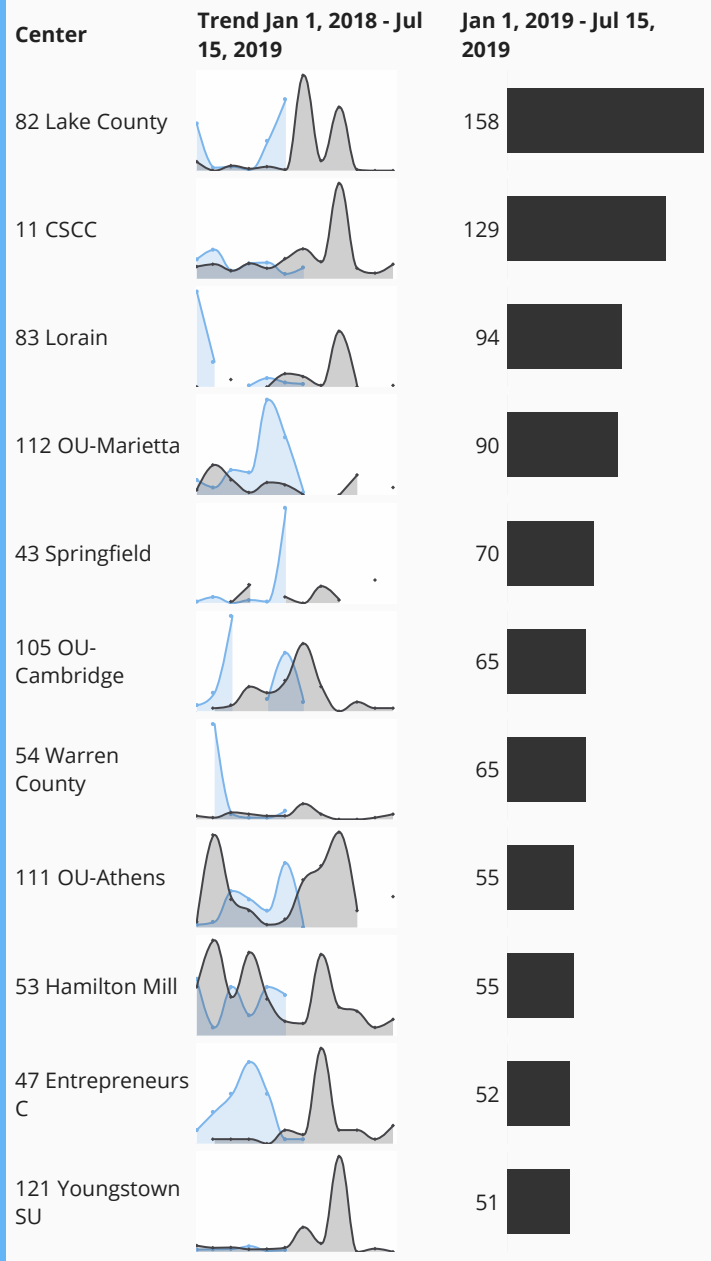
As a result of or in part due to our assistance

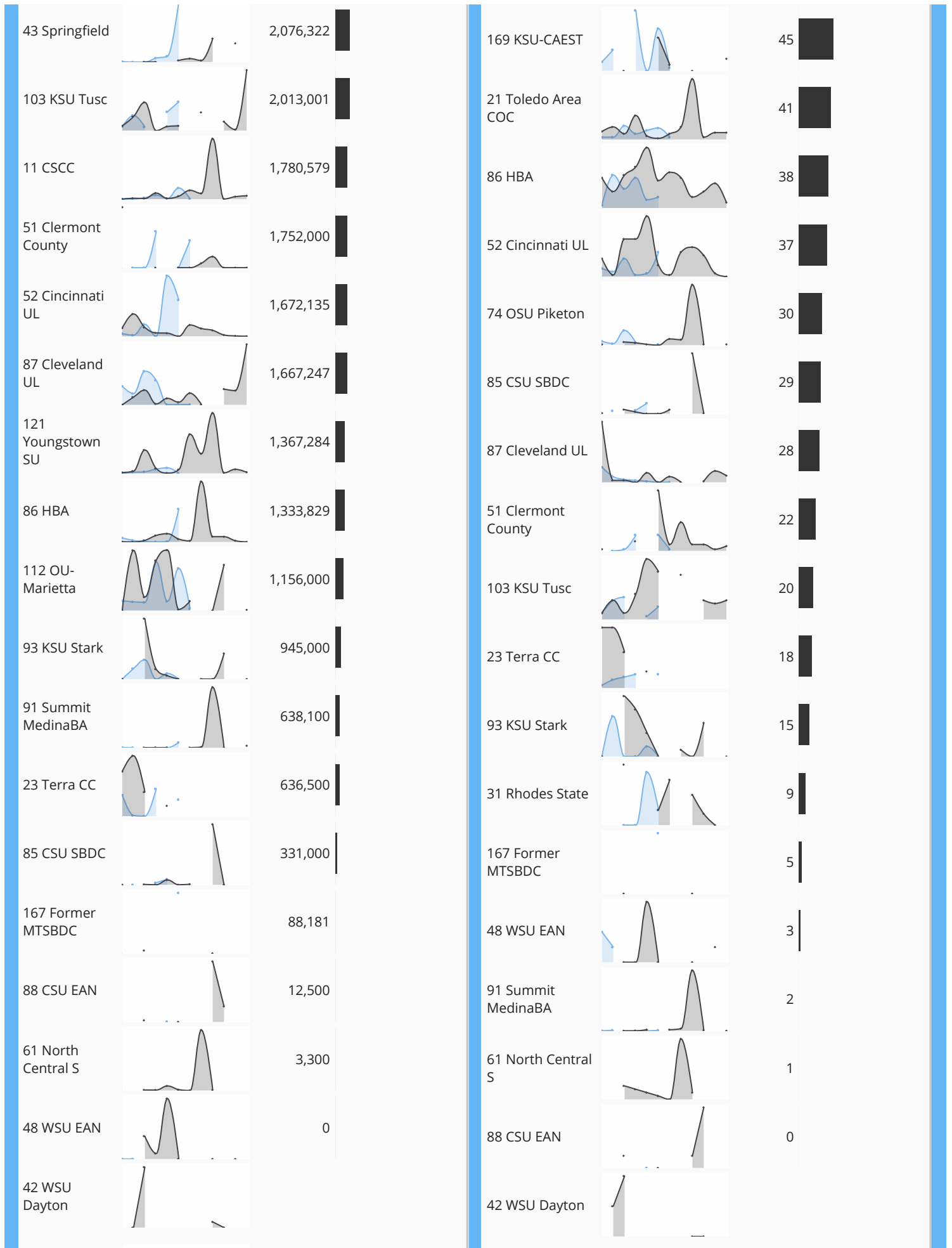
Sessions
Verified Any

Capital Formation



Jobs Created





162 VACANT

999 Ohio
SBDC Lead

28 Toledo EAN

18 CSCC EAN

151 VACANT

161 Former
MTSBDC

92 VACANT

98 EAN -
Akron

24 NW Ohio

28 Toledo EAN

18 CSCC EAN

999 Ohio SBDC
Lead

98 EAN - Akron

162 VACANT

92 VACANT

151 VACANT

161 Former
MTSBDC

24 NW Ohio

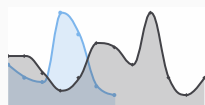
Business Starts

Center

Trend Jan 1, 2018 - Jul 15, 2019

Jan 1, 2019 - Jul 15, 2019

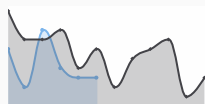
11 CSCC



70



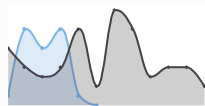
53 Hamilton Mill



26



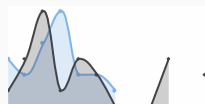
86 HBA



24



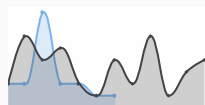
112 OU-Marietta



20



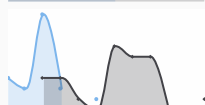
21 Toledo Area COC



18



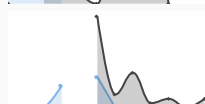
74 OSU Piketon



17

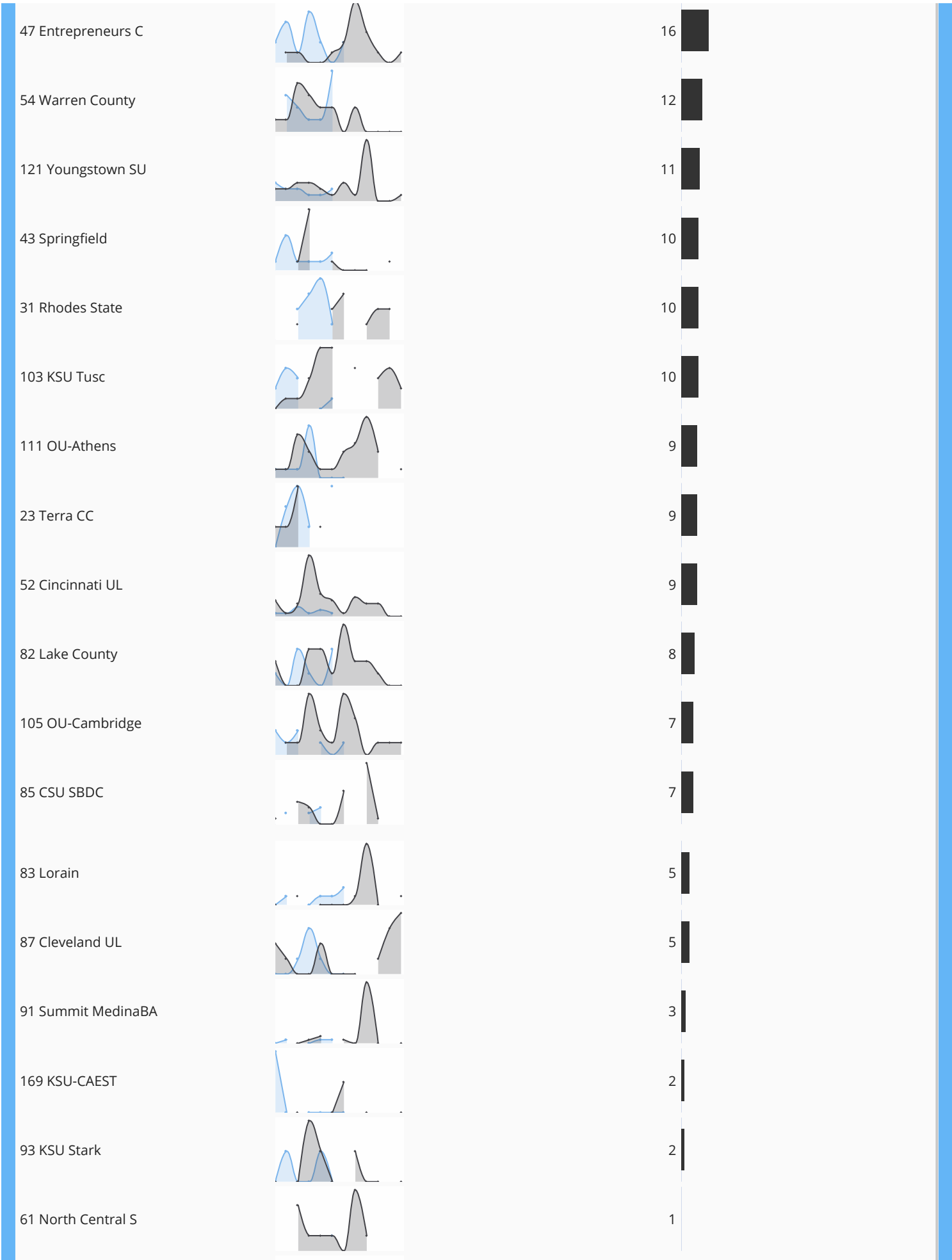


51 Clermont County



16





24 NW Ohio

48 WSU EAN

28 Toledo EAN

167 Former MTSBDC

98 EAN - Akron

999 Ohio SBDC Lead

88 CSU EAN

18 CSCC EAN

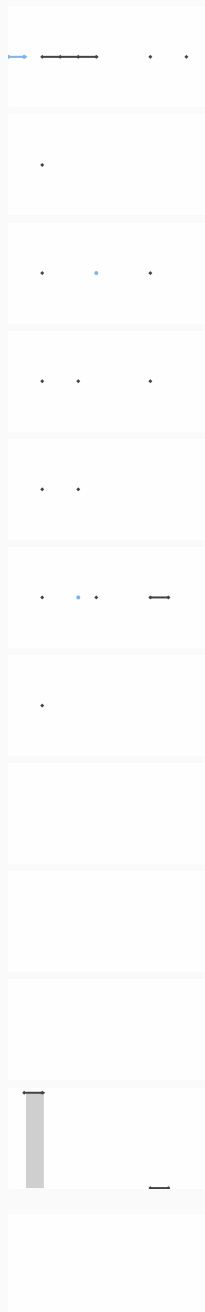
151 VACANT

161 Former MTSBDC

162 VACANT

42 WSU Dayton

92 VACANT



Impact

Σ Loan Obtained Amt. \$ Sum

More than (>) 0

Small Business Loans Quantity

SBA Loans

64

Other Loans

204

SBA Guaranteed Loans

Impact
SBA Loan Type Is Not Empty

