

Atlas Customers
Clients in My Default Center
[System Board]

Run Feb 19, 2021 01:00:31 PM
As **Ed Huttenhower**

Customers Center Is (=) 20 Northern RI 30 Southern RI 70 State Office

Sessions Date Last Year
Jan 1, 2020 - Dec 31, 2020

Sessions Session Type Is (=) Initial Follow On Sessions Program Is (=) SBDC Growth Hub CARES Act

Filter Overridden.

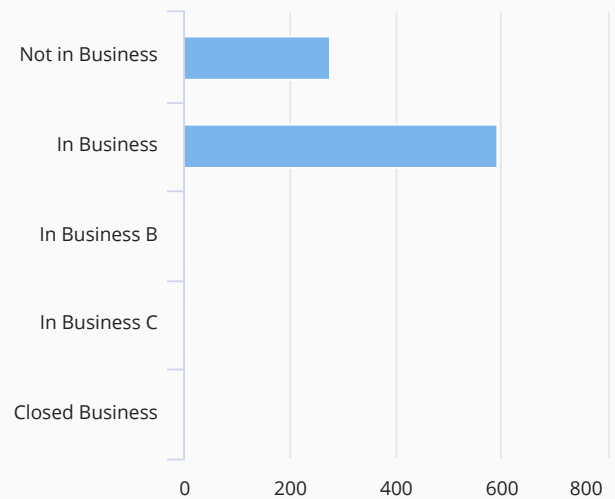
All Clients: Preventure & Existing Businesses

Demographics

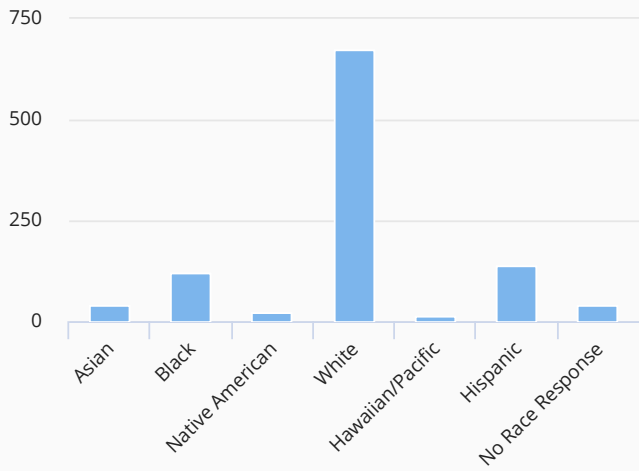
Consulting & Impact

Clients	873
Contact Hours	3,330.11
Prep/Research Hours	2,119.99
Total Contact + Prep Hours	5,450.10
Avg Hours per Client	6.2
Business Starts	18
Jobs Created	121
Capital Formation	\$24.61m
Capital per Client	\$28,190
Sales Growth	\$2.15m
Sales Growth per Client	\$2,463

Business Status

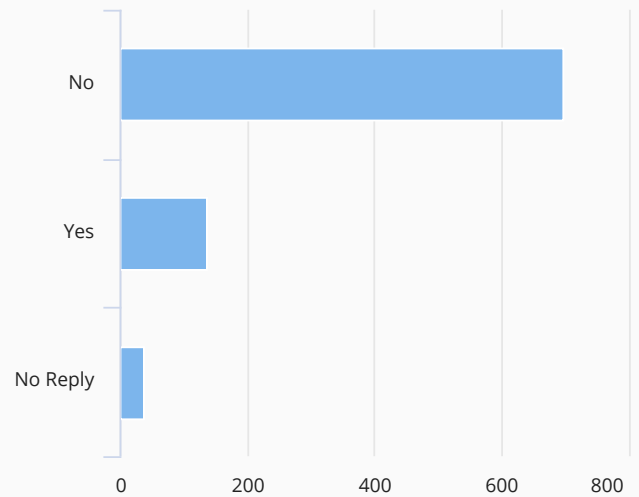


Client Race



* A client may be reported under multiple races/ethnicity, similar to U.S. Census Bureau

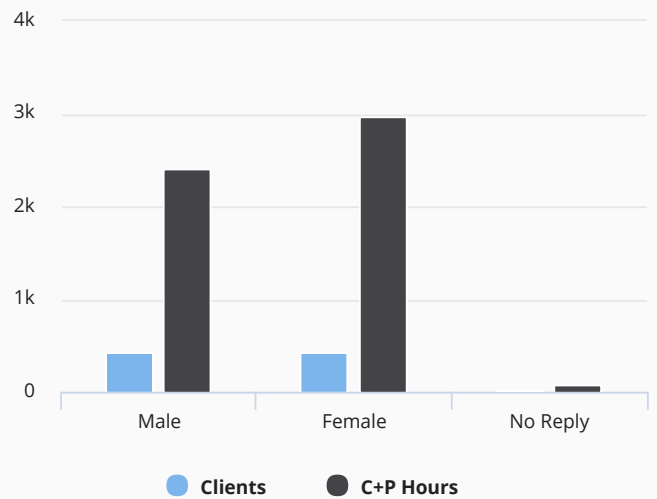
Hispanic Ethnicity



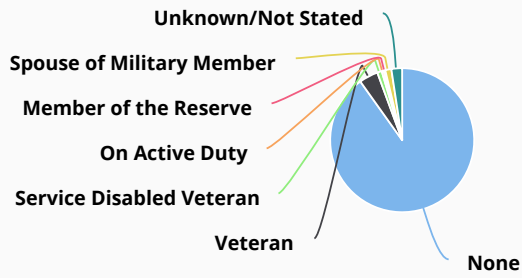
Client Metrics

F/T Employees	1,869
P/T Employees	1,171
Total Employees	3,040
Avg # of Employees per Client	3.5
Online Clients	161
Minority Clients	266
Annual Sales	\$274.49m
Annual Profit & Loss	\$4.31b
Exporters	12
Export Sales	\$2.87m

Gender



Veterans



Military

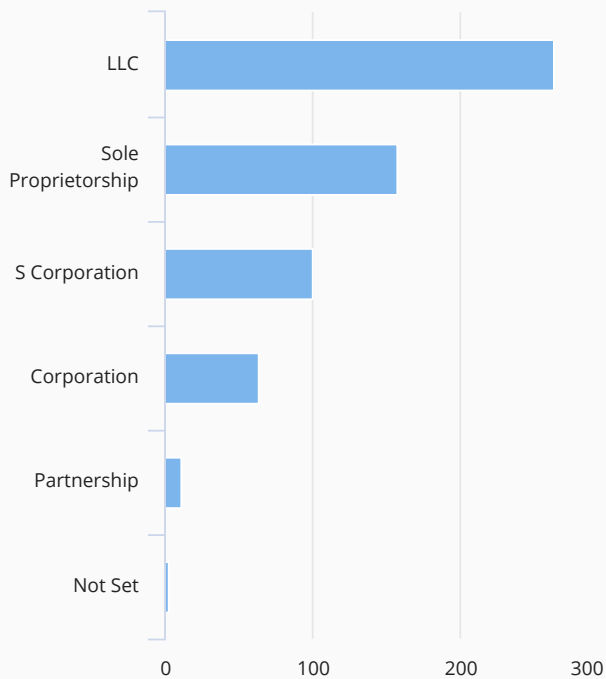
Customers
Military Status UNUSED Is Not (≠) Not Military



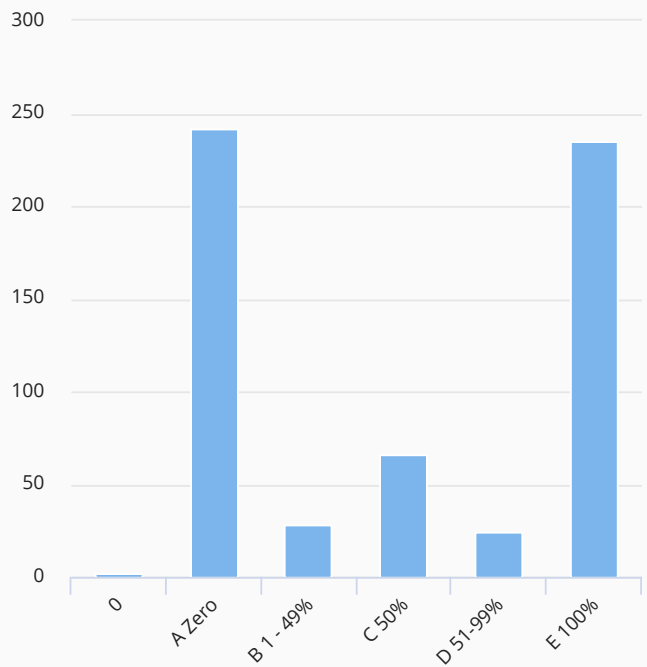
Existing Business Clients

Customers
Business Status Is Not (≠) Not in Business

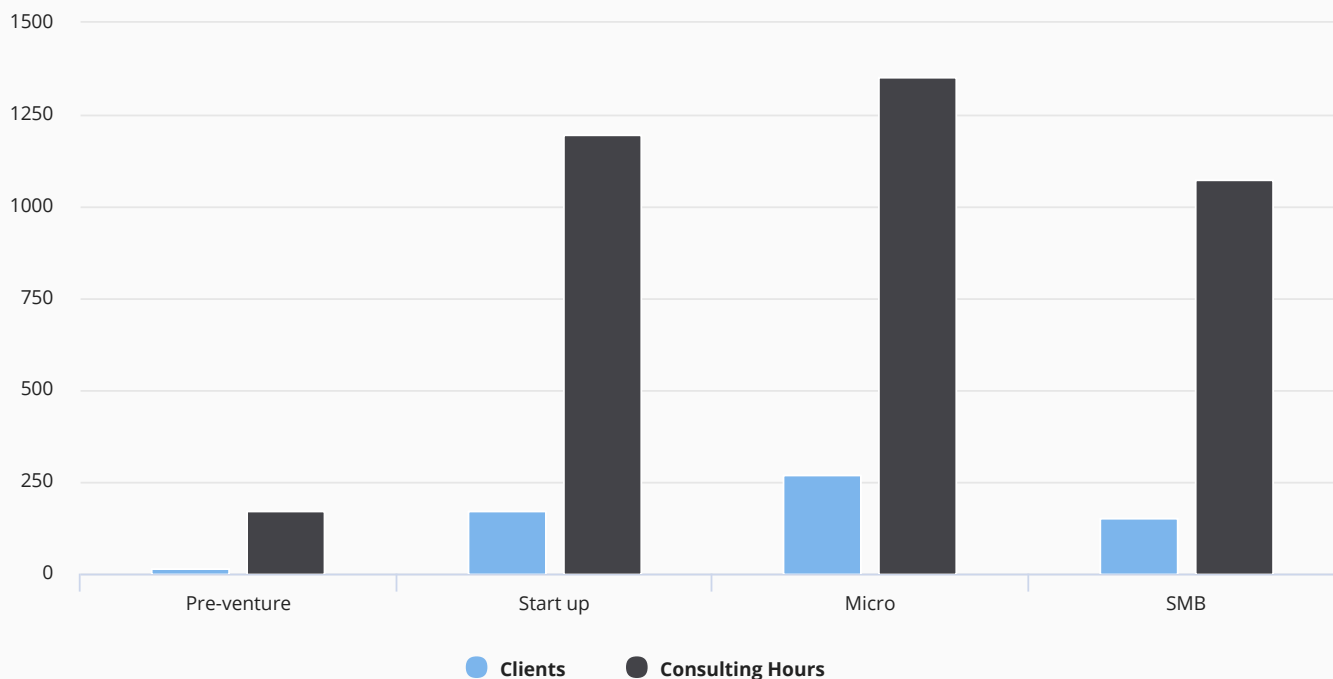
Business Organization with 5 Year Trend



Woman Owned Firms



Business Segmentation at Time of Session

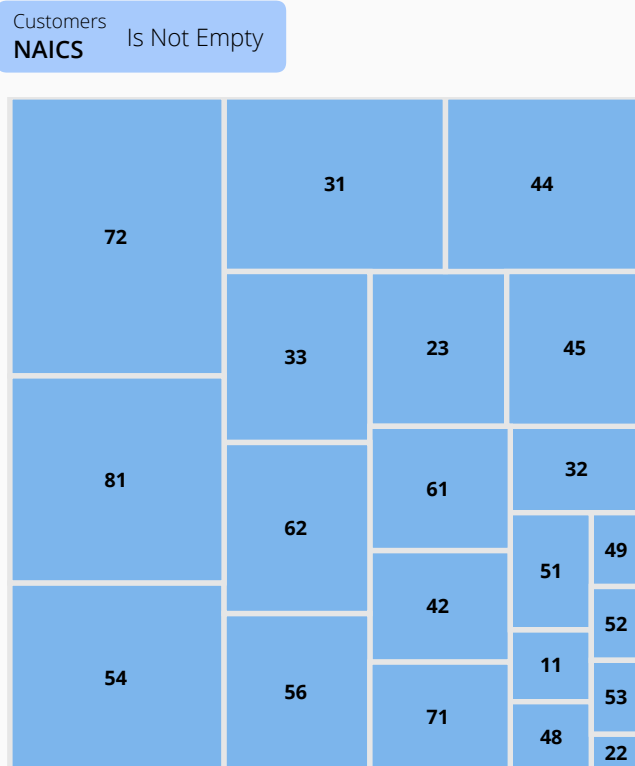


Pre-venture clients are not yet in business
 Start-up clients are less than 3 years old
 Micro business clients are 3+ years and less than 10 employees
 Small & Medium size (SMB) clients are 3+ years and 10+ employees

Type of Business

Business Type	Clients
Not Set	2
11 Agriculture, Forestry, Fishing and Hunting	21
21 Mining	1
22 Utilities	2
23 Construction	36
31 Manufacturing	47
42 Wholesale Trade	13
44 Retail Trade	83
48 Transportation and Warehousing	13
51 Information	4
52 Finance and Insurance	5
53 Real Estate and Rental and Leasing	13
54 Professional, Scientific, Technical Services	50
55 Management of Companies and Enterprises	1
56 Administrative and Support	4
61 Educational Services	20
62 Health Care and Social Assistance	43
71 Arts, Entertainment, and Recreation	56
72 Accommodation and Food Services	78
81 Other Services (except Public Administration)	105
Total	597

By NAIC Code Levels



Firms by Age of Business

Age of Business Concern	Clients	Employees	Annual Sales
	2	1	
A New Business < 1 Year	49	87	1,259,486
B 1 to 3 Years	126	584	16,301,007
C 4 to 5 Years	139	521	35,791,786
D 6 to 10 Years	66	232	21,261,683
E 11 to 20 Years	105	619	50,448,304
F 21 to 50 Years	101	847	139,795,361
G 51 Plus Years	9	149	9,634,620
Total	597	3,040	274,492,247