

# 2020

## National Impact



**SCORE** is a uniquely American organization that synthesizes two historic national ideals: entrepreneurial spirit and volunteerism.

Since 1964, SCORE has provided expert volunteer mentoring to more than 11 million entrepreneurs and small business owners. As the nation's largest network of volunteer business mentors, SCORE is committed to helping any person succeed in their small business endeavor.

**\$259.84** SCORE's cost to help create one business

**\$156.97** SCORE's cost to help create one job

**\$67.35** Amount SCORE clients return to the Federal Treasury for every federal dollar appropriated to SCORE

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**45,027**  
New Businesses Started

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**74,535**  
Non-owner Jobs Created

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**119,562**  
Total Jobs Created

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Who We Are:  
**Over 10,000**  
**Volunteers**  
serving clients in over  
1,500 communities

SCORE volunteers donated  
3,980,987 hours of service in 2020

SCORE helps a diverse range of American Small Businesses and Entrepreneurs.  
**Of SCORE'S 2020 client base...**

**60%** were women

**46%** were minorities

**9%** were veterans

**Research Methodology:** The SCORE Foundation engaged Pricewaterhouse Coopers to conduct research into the economic impact that SCORE's 10,000+ volunteers had on the US Economy in 2020. Pricewaterhouse Coopers conducted a census survey of all SCORE mentoring clients and 22,765 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 2020 SCORE clients.

# 2020



## 0255 Ventura County SCORE

### Impact on the community:

**98** New  
Businesses  
Started

**144** Total Jobs  
Created

**3,875** Total  
Chapter  
Services

(Total mentoring sessions provided + total workshop attendees)

Number Chapter Volunteers: **58**

SCORE is of notable value to  
entrepreneurs and small businesses:

**85%** of clients would recommend SCORE to  
family and friends

**82%** of 'in business' clients were still in  
business at the end of 2020

**75%** of clients confirmed SCORE helped them  
with their business

### Strengthening America's Economy:

SCORE is a direct and effective catalyst for businesses and job creation. Small businesses need mentoring and educational support to be successful. SCORE is the most effective source of small business mentoring in the U.S.

Small business  
clients who receive  
3+ hours of  
mentoring  
report higher  
revenues and  
increased business  
growth.

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