

2017

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.

54,506
New Businesses Started

61,534
Non-owner Jobs Created

\$192.64 SCORE's cost to help create one business

\$170.64 SCORE's cost to help create one job

\$47.32 Amount SCORE clients return to the Federal Treasury for every federal dollar appropriated to SCORE

58% Percentage of in-business clients that increased revenue in 2017

SCORE helps a diverse range of American Small Businesses and Entrepreneurs.

Of SCORE'S 2017 client base...

60% were women

39% were minorities

11% were veterans

Who We Are:

Over 10,000
Volunteers

300+ Chapters

serving over 1,000
communities

Research Methodology: The SCORE Foundation engaged Pricewaterhouse Coopers to conduct research into the economic impact of small business mentoring that SCORE's 10,000 volunteers had on the US Economy in 2017. Pricewaterhouse Coopers conducted a census survey of all SCORE mentoring clients and 25,117 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 2017 SCORE clients. This survey was made possible thanks to the generous support of Constant Contact.

2017

Results By The Numbers



295,034 Mentoring Sessions

250,448 Clients Served in **12,780** Educational Workshops held in local communities

147,519 Online Educational Workshop Attendees

3,501,999
Visits to SCORE.org

45,938
Facebook Fans

39,164
Twitter Followers

SCORE advises clients at all points of the business lifecycle:

43% **Pre-start**
Thinking of starting a business

20% **Start-up**
Acquired or started a business in the last year

35% **In Operation**
Business has been in operation over one year

2% **Transitioning**
Closing or planning to transition out of business

Small Business Clients who Receive 3+ hours of Mentoring Report Higher Revenues and Increased Business Growth.

Data provided by SBA

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