Partnering with the SBDC was a **smart move**. We were able to **maximize our profits** and meet the high demand for soap during the pandemic.

- Jennifer and Andy Morsell
  Mountain Madness Soap Co.
  Coeur d’Alene
NORTH IDAHO ‘21 RESULTS

JOBS AND SALES GROWTH

- 21 new business
- 169 jobs created
- $4M capital raised
- $10M increase sales of client businesses
- $61M revenue of businesses served

TIME INVESTED

- 798 clients served
- 3,057 counseling hours
- 37 trainings held
- 419 training attendees

TOTAL IMPACT

- 1,280 jobs created, retained and supported
- $36M in labor income
- $56M in value added
- $12M in state tax revenue
- $4M in federal tax revenue
- $190M in total output

14X RETURN ON INVESTMENT