

1-1-08 thru 12-31-08 (as of 3-31-09)	TOTAL CLIENTS	LONG-TERM COUNSELING CLIENTS			EXTENDED ENGAGEMENT CLIENTS			TRAINING		NEW BUSINESS START-UPS			CAPITAL FORMATION		
		5+ TOTAL COUNSELING HOURS (Contact + Prep) IN THE CALENDAR YEAR			5+ CONTACT HOURS 10-1-2005 THRU 12-31-2008			ACTUAL EVENTS	ACTUAL ATTENDEES	ACTUAL	GOAL	% of GOAL	ACTUAL	GOAL	% of GOAL
SBDC	ACTUAL	ACTUAL	GOAL	% of GOAL	ACTUAL	GOAL	% of GOAL	ACTUAL EVENTS	ACTUAL ATTENDEES	ACTUAL	GOAL	% of GOAL	ACTUAL	GOAL	% of GOAL
Alexandria	288	77	65	118%	119	60	198%	6	222	22	14	157%	\$ 3,901,750	\$ 6,985,000	56%
Central	158	26	25	104%	33	32	103%	24	389	9	15	60%	\$ 2,286,907	\$ 1,287,000	178%
Richmond	155	40	41	98%	78	22	355%	64	376	23	10	230%	\$ 3,964,250	\$ 7,377,000	54%
Hampton	460	59	65	91%	47	60	78%	99	1259	41	31	132%	\$ 3,106,955	\$ 3,593,000	86%
Harrisonburg	185	17	28	61%	31	15	207%	41	484	16	10	160%	\$ 2,032,248	\$ 1,333,000	152%
Blue Ridge	51	7	9	78%	3	5	60%	15	141	4	5	80%	\$ 1,182,400	\$ 150,000	788%
Middletown	143	8			8			51	561				\$ 1,885,469		
Warrenton	104	3	18	100%	6	20	95%	21	177	44	18	244%	\$ 629,135	\$ 3,100,000	89%
Culpeper	36	7			5			9	48				\$ 256,300		
Lynchburg	194	30	41	73%	36	24	150%	26	229	18	15	120%	\$ 1,677,298	\$ 2,536,000	66%
Farmville	85	30			16			8	176	13			\$ 814,050		
South Boston	69	8			8			7	56	2			\$ 152,000		
Martinsville	128	81	200	103%	103	140	159%			17	60	85%	\$ 1,943,000	\$ 20,000,000	42%
Petersburg	152	49			42			27	292	5			\$ 3,898,881		
Danville	108	38			54			1	53	14			\$ 1,601,500		
Big Stone Gap	113	32	36	89%	60	22	273%	14	137	8	5	160%	\$ 2,409,750	\$ 2,000,000	120%
Mason SBDC - Fairfax	98	25	38	66%	25	20	125%	41	427	3	20	15%	\$ 41,000	\$ 5,069,000	1%
Mason SBDC - Arlington	37	8	20	40%	4	15	27%				40	0%		\$ 600,000	0%
Loudoun	387	26	25	104%	33	19	174%	62	1957	30	24	125%	\$ 1,265,650	\$ 1,000,000	127%
S. Fairfax	211	28	30	93%	42	24	175%	76	1211	13	10	130%	\$ 3,563,641	\$ 1,708,000	209%
Radford	178	64	103	62%	93	75	124%	29	246	13	33	39%	\$ 4,482,367	\$ 4,000,000	112%
Roanoke	223	30	52	58%	47	48	98%	24	388	21	15	140%	\$ 5,238,700	\$ 4,000,000	131%
Fredericksburg	209	94			79			21	142						
Warsaw	68	22	86	135%	21	48	208%	6	77	17	35	49%	\$ 7,734,002	\$ 5,870,000	132%
Richlands	91	23	47	49%	37	27	137%	22	727	5	25	20%	\$ 14,301,500	\$ 2,000,000	715%
Abingdon	176	30	29	103%	26	15	173%	10	267	29	20	145%	\$ 4,178,600	\$ 2,300,000	182%
Crossroads	175	84	27	311%	75	15	500%	7	56	26	10	260%	\$ 21,114,720	\$ 833,000	2535%
<b>Overall**</b>						161									
<b>TOTALS</b>	<b>4282</b>	<b>946</b>	<b>985</b>	<b>96%</b>	<b>1131</b>	<b>867</b>	<b>130%</b>	<b>711</b>	<b>10098</b>	<b>393</b>	<b>415</b>	<b>95%</b>	<b>\$93,662,073</b>	<b>\$ 75,741,000</b>	<b>124%</b>