

Long-Term Program Outcomes

Results from Ventures' 2016 Outcomes Survey

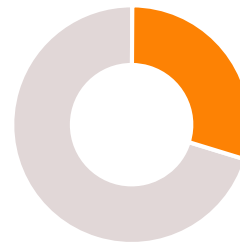
In Fiscal Year 2016, Ventures designed and implemented a survey to measure clients' long-term outcomes after graduating from our 8-week Business Development Training (BDT). A random sample of 300 clients were taken from 2014 and 2012, to measure outcomes two and four years after graduation, respectively. The survey had a 24% response rate.

Business Outcomes

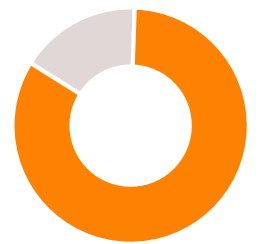
At 83%, business survival rates for Ventures graduates were higher than the national average.

Ventures clients may start our program at any stage of their business development. Of clients who began the BDT with just a business idea, 30% launched their business within 2 years of graduating. 83% of clients who were already operating a business were still in business 2 years later. This rate is 3 points higher than the national business survival rate of 80%.¹

30% Business Start Rate



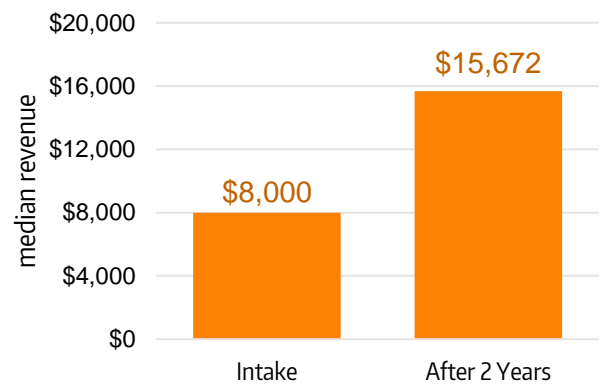
83% Business Survival Rate



Business revenue increased 96% within two years of completing the BDT.

The BDT helps clients answer the question, "How will I make money from my business?" Within two years of graduating, median business revenues nearly doubled: increasing from \$8,000 to \$15,672. Current business revenues ranged from \$1,200-\$90,000. 74% of clients report that their business income met or somewhat met their expectations.

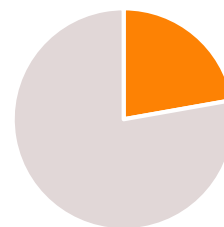
Median business revenue nearly doubled over two years.



One in five businesses hired employees.

After two years, 22% of businesses had paid employees. On average, client businesses hired 2 employees, extending the impact of Ventures' services into the broader community and economy.

22% hired employees



2 employees on average



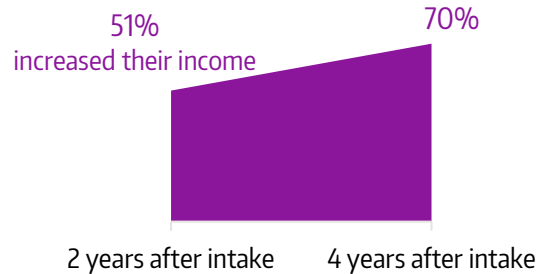
¹ Bureau of Labor Statistics: http://www.bls.gov/bdm/entrepreneurship/bdm_chart3.htm

Outcomes for Individuals & Households

Household income increased 19% in two years.

Clients who entered Ventures program in 2014 increased household incomes from \$24,624 to \$29,400 within two years, a 19% increase. Overall, 51% of graduates had increased their income within 2 years. After 4 years, 70% had increased their income.

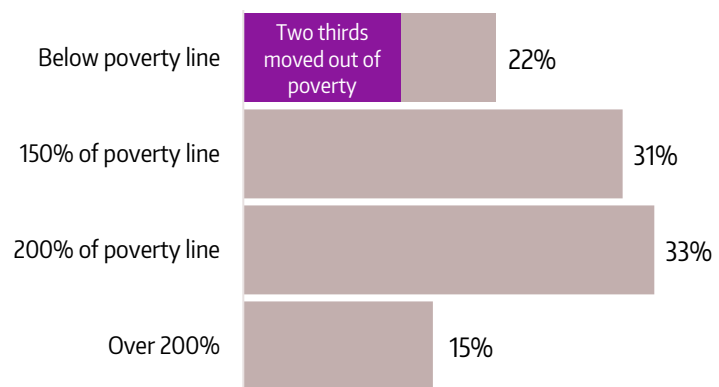
Percent of clients who increased their household income.



Two thirds of clients who were in poverty at intake moved out of poverty within two years.

One in five clients (22%) were living below the Federal poverty line when they began the BDT. For a household of two (the median household size of Ventures clients), that means living on less than \$16,020 per year. Of clients who started below the poverty line, 63% moved out of poverty within 2 years of completing the BDT.

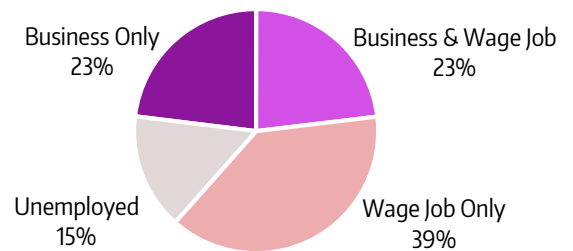
Federal poverty level at intake



Unemployment fell by 50% for graduates of the BDT.

At entry, 31% of clients were unemployed: they had neither a wage job nor were they operating a business. After two years, unemployment had fallen to 15%. Of those who were employed two years later, nearly half were working at their own business in some capacity, either as their sole employment or in combination with a wage job. 39% were only working a wage job and not at their business.

85% were employed or operating a business after 2 years.



Ventures' training contributed to clients' success at wage jobs.

Some graduates of our program decide that entrepreneurship is not the right choice for them. For graduates who chose a wage job instead of self-employment, 90% said the skills and confidence they gained from Ventures' training helped them succeed in their current job. Of those, the majority are currently employed full-time.

90% apply Ventures' training to their wage job.

