



Linking Services to Success in Siskiyou County, CA Since 1997

Our Mission is to increase the economic well-being of people and communities through business development and local wealth creation. **JEDI** provides personalized business counseling at no cost, and offers a variety of business and financial management classes and workshops for a nominal fee to those who wish to start a business or improve their current one.

Achievements in the past 12 years

- **4,200 entrepreneurs served**
- **1,350 jobs created for business owners and other community members**
- **JEDI attracted investments of \$4.2 million in grants for Siskiyou County entrepreneurship**

JEDI Clients Satisfied in 2008

- **97% of respondents said they are likely to recommend JEDI to others**
- **91% of respondents said the services they received met their expectations**

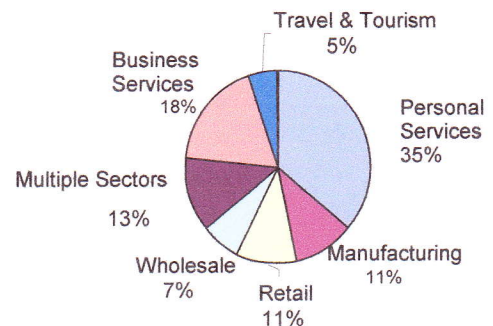
2008 Economic Development Achievements

- **171 Siskiyou County entrepreneurs received intensive business development services as JEDI clients**— JEDI provided 345 Siskiyou County residents with business development training and technical assistance
- **78% of JEDI clients surveyed had started, expanded, and sustained their businesses within 1 year**
- **31 new businesses started in 2008**—66% of entrepreneurs who came to JEDI with no business started within 1 year
- **94% of owners who came to JEDI for assistance with an existing businesses were still in business more than a year after receiving services**—average business age is 7.5 years, median in 3.5 years
- **Business owners created 98 jobs** for themselves and other community members (an average of a half-time paid employee per business). Employees earned an average of \$15.00/hour—well above minimum wage.
- **\$6,901,607 total revenue generated by JEDI clients' businesses** (April 2008-March 2009) strengthened the local economy through owners' and employees' purchase of goods and services as well as business and tax contributions
- **Nearly 50% of owners increased business revenue by 50% after working with JEDI an average of 1.5 years**

Snapshot of Clients in 2008	At Entry
% Women Served	80%
% Low Income	74%
% with Poverty Level Income	23%
% Minorities Served	20%
% Disabled Served	11%
% Pre-Business Clients	69%
% Clients with Start-up Businesses	12%
% Clients with On-going Businesses	18%

JEDI Business Sectors 2008

(n=57 businesses)



Local Wealth Creation Achievements in 2008

- **126 low-wealth individuals improved economic security** through financial education and technical assistance
- **64 business owners own business assets**
- **52% of owners say business income improves household circumstances**

How We Were Funded in 2008

(Funding source (\$)/Total income (\$548,000))

Earned Income	1%
Private Funding	33%
Federal Funding	4%
State Funding	61%