2017-2018 Assessment Cycle MCOBA_Small Business Development Center

Mission (due 12/4/17)

University Mission

The University of Louisiana at Lafayette offers an exceptional education informed by diverse worldviews grounded in tradition, heritage, and culture. We develop leaders and innovators who advance knowledge, cultivate aesthetic sensibility, and improve the human condition.

University Values

We strive to create a community of leaders and innovators in an environment that fosters a desire to advance and disseminate knowledge. We support the mission of the university by actualizing our core values of equity, integrity, intellectual curiosity, creativity, tradition, transparency, respect, collaboration, pluralism, and sustainability.

University Vision

We strive to be included in the top 25% of our peer institutions by 2020, improving our national and international status and recognition.

College / VP and Program / Department Mission

Mission of College or VP-area

Provide the mission for the College or VP-area in the space provided. If none is available, write "None Available in 2017-2018."

Mission: The B. I. Moody III College of Business Administration is a vibrant learning community in a culturally rich region. We foster intellectual curiosity, creativity, and innovation to produce a seasoned gumbo of successful professionals, scholars, and global citizens.

Vision: The vision of the B. I. Moody III College of Business Administration is to be recognized as a leader in developing ethically responsible professionals and scholars who positively impact our Acadiana region, Louisiana, and the global community.

Values:

Community: We establish and maintain meaningful relationships to create value for our university and stakeholders.

Discovery: We foster intellectual curiosity, creativity, and innovation.

Excellence: We are committed to teaching, research, and service with quality and distinction.

Integrity: We demonstrate ethical, socially responsible, and professional behavior.

Relevance: We provide relevant curricula in an ever changing business environment.

Respect: We promote mutual understanding and collegiality that embraces diverse perspectives.

Mission of Program / Department

Provide the program / department mission in the space provided. The mission statement should concisely define the purpose, functions, and key constituents. If none is available, write "None Available in 2017-2018."

Develop and diversify the Louisiana economy by the facilitation of the formation and growth of small businesses throughout the eight-parish service area of the Louisiana Small Business Development Center at University of Louisiana at Lafayette. This is accomplished by providing individual business consulting services, needs-based entrepreneurial training programs, and business information and research resources to existing and potential entrepreneurs. The Center also serves as a point-of-contact for local, regional, state, and federal economic development agencies.

Attachment (optional)

Upload any documents which support the program / department assessment process.

Assessment Plan (due 12/4/17)

Assessment Plan (Goals / Objectives, Assessment Measures and Criteria for Success)

Assessment List

Goal/Objective	Client companies of LSBDC will create jobs.(Imported)					
Legends	PO - Program Ob	PO - Program Objective (academic units);				
Standards/Outcomes						
Assessment Measures						
	Assessment Measure	Criterion	Attachments			
	Direct - Job Target (Other)	Job creation by client companies of SBDC is verified by direct contacts with clients on a frequent basis, usually weekly or monthly, until typical project completion. Assessment timeline assessed by SBDC Director and compared to goals on a weekly basis with staff. The 2017-18 goal for the number of				

Goal/Objective	The LSBDC at UL Lafayette provides a vast array of technical assistance to small businesses and aspiring entrepreneurs through training. Based on client needs, local business trends and individual business requirements, the LSBDC modifies services to meet the evolving needs of the small business community.(Imported)			
Legends	PO - Program Obje	ective (academic units);		
Standards/Outcomes				
Assessment Measures	Assessment	Criterion	Attachments	
	Measure			
	Direct - Training Attendees (Other)	The LSBDC will host training events throughout the region to educate small business owners and those interested in starting a small business. Business topics range from start-up assistance, marketing and management expertise. The training goal is 750 attendees.		

Goal/Objective	Clients of the SBDC will start businesses.(Imported)
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Legends	PO - Program Objective (academic units);		
Standards/Outcomes			
Assessment Measures			
	Assessment Measure	Criterion	Attachments
	Direct - Business Starts (Other)	New companies started by SBDC clients is verified by direct contact with clients and reviewed on a weekly basis by SBDC Director and staff. This goal is monitored by SBDC Director and staff on a weekly basis. The goals are secured by remaining in close contact with clients on a weekly basis through the duration of project. The goal for Fiscal Year 2017 -18 is 17 business starts.	

Goal/Objective	Assist consulting clients through Long-Term Business Consulting.(Imported)					
Legends	PO - Program Ob	PO - Program Objective (academic units);				
Standards/Outcomes						
Assessment Measures						
	Assessment Measure	Criterion	Attachments			
	Direct - Long- Term Clients (Other)	The number of consulting clients assisted through Long- Term Business consulting is verified by direct contact with clients on a frequent basis, usually weekly or monthly, until project completion. Assessment timeline is determined by SBDC Director and compared to goals on a weekly basis with staff. Long-term counseling target is 75 clients. Long- term counseling hours is constituted by 5 or more hours of counseling and preparation work.				
	Measure Direct - Long- Term Clients	The number of consulting clients assisted through Long- Term Business consulting is verified by direct contact with clients on a frequent basis, usually weekly or monthly, until project completion. Assessment timeline is determined by SBDC Director and compared to goals on a weekly basis with staff. Long-term counseling target is 75 clients. Long- term counseling hours is constituted by 5 or more hours of	Attachm			

Goal/Objective	The LSBDC Center assists business owners and budding entrepreneurs will counseling services in the areas of start-up assistance, access to capital, regulatory compliance, business plan development, and expansion.(Imported)
Legends	PO - Program Objective (academic units);
Standards/Outcomes	
Assessment Measures	

Assessment Measure	Criterion	Attachments
Direct - Clients Counseled (Other)	Increase the ratio of high to low impact clients and establish a 55% in-business client average for the network. The2017-18 goal for clients counseled is 350.	

Goal/Objective	Client companies of the LSBDC will secure capital to start, acquire, and expand a business.(Imported)				
Legends	PO - Program Objective (academic units);				
Standards/Outcomes					
Assessment Measures					
	Assessment Measure	Criterion	Attachments		
	Direct - Capital Infusion (Other)	Capital infusion by client companies is tracked and verified by clients which includes loans, owner's equity, or any other form of capital. The 2017-2018 goal is \$6,500,000.			

Program / Department Assessment Narrative

The primary purpose of assessment is to use data to inform decisions and improve programs (student learning) and departments (operations); this is an on-going process of defining goals and expectations, collecting results, analyzing data, comparing current and past results and initiatives, and making decisions based on these reflections. In the space below, describe the program's or department's overall plan for improving student learning and/or operations (the "assessment plan"). Consider the following:

- 1) What strategies exist to assess the outcomes?
- 2) What does the program/department expect to achieve with the goals and objectives identified above?
- 3) How might prior or current initiatives (improvements) influence the anticipated outcomes this year?
- 4) What is the plan for using data to improve student learning and/or operations?
- 5) How will data be shared within the Program/Department (and, where appropriate, the College/VP-area)?

Assessment Process

The overall plan for improving the performance of the LSBDC at UL Lafayette is to use the metrics outlined in the assessment in comparison with the goals that have been set by the funders of the program. The data and outcome is used to measure the following:

- (1) To ensure that Service Center is mapping respective programmatic and operational activities back to the current LSBDC Network Strategic Plan,
- (2) To ensure that Service Center is following programmatic and operational protocols as per the current LSBDC Network's Policies and Procedures Manual (PPM),
- (3) To prepare Service Center for the annual SBA Louisiana District Office Programmatic Review,
- (4) To prepare the Service Center for the SBA Headquarters' Biennial Programmatic Review,

- (5) To close the loop in the America's SBDC Accreditation Standards for quality and continuous improvement, and
- (6) Identify and share Best Practices throughout the LSBDC Network

Results & Improvements (due 9/15/18)

Results and Improvement Narratives

Goal/Objective

Assessment List Findings for the Assessment Measure level for Client companies of LSBDC will create jobs.(Imported)

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Legends	PO - Program O	bjective (academic units);			
Standards/Outcomes					
Assessment					
Measures		T			
	Assessment Measure	Criterion			
	Direct - Job	Job creation by client co			
	Target (Other)	clients on a frequent bas completion. Assessment to goals on a weekly bas jobs to be created by LS	timeline assessed sis with staff. The 20	by SBDC Director	and compared
		Jobs to be created by Lo	DDC cherits is 00.		
Assessment Findings					
	Assessment Measure	Criterion	Summary	Attachments of the Assessments	Improvemen Narratives
	Direct - Job Target (Other)	Has the criterion Job creation by client companies of SBDC is verified by direct contacts with clients on a frequent basis, usually weekly or monthly, until typical project completion. Assessment timeline assessed by SBDC Director and	LSBDC clients created 207.5 jobs from the active clients cases served during the 2017- 2018 fiscal year. The goal for the 2017-2018 fiscal year was 60 and center achieve		

parish region in order to

achieve this goal.

Assessment List Findings for the Assessment Measure level for The LSBDC at UL Lafayette provides a vast array of technical assistance to small businesses and aspiring entrepreneurs through training. Based on client needs, local business trends and individual business requirements, the LSBDC modifies services to meet the evolving needs of the small business community.(Imported)

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Goal/Objective	The LSBDC at UL Lafayette provides a vast array of technical assistance to small businesses and aspiring entrepreneurs through training. Based on client needs, local business trends and individual business requirements, the LSBDC modifies services to meet the evolving needs of the small business community.(Imported)				
Legends	PO - Program C	bjective (academic ι	units);		
Standards/Outcomes					
Assessment Measures					
	Assessment Measure	Criterion			
	Direct - Trainin Attendees (Oth	ner) small business Business topic	s owners and t es range from s		
Assessment Findings	Assessment Measure	Criterion	Summary	Attachments of the Assessments	Improvement Narratives
	Direct - Training Attendees (Other)	Has the criterion The LSBDC will host training events throughout the region to educate small business owners and those interested in starting a small business. Business topics range from start- up assistance, marketing and management expertise. The training goal is 750 attendees.	The 207- 2018 fiscal year for achieving 750 attendees was not met. The number of training attendees was 432 at 58% of goal.		- Professional development/training: The LSBDC will work to actively train a business consultant to take on 30% workload of handling training and will be accomplished by a professional development plan and mentoring opportunities with other center training coordinators. Additionally, the LSBDC will work with other resources such as economic development organizations, chambers of commerce, and private organizations in the eight

been met yet? Not met

Assessment List Findings for the Assessment Measure level for Clients of the SBDC will start businesses.(Imported)

Goal/Objective	Clients of the SBDC will start businesses.(Imported)				
Legends	PO - Program Objective (academic units);				
Standards/Outcomes					
Assessment Measures					
	Assessment Measure	Criterion			
	Direct - Business Starts (Other)	New companies started clients and reviewed or goal is monitored by SE are secured by remaini through the duration of business starts.	n a weekly basis by BDC Director and si ng in close contact	SBDC Director ar taff on a weekly ba with clients on a w	nd staff. This asis. The goals reekly basis
Assessment Findings				1	1.
	Assessment Measure	Criterion	Summary	Attachments of the Assessments	Improvemen Narratives
	Direct - Business Starts (Other)	Has the criterion New companies started by SBDC clients is verified by direct contact with clients and reviewed on a weekly basis by SBDC Director and staff. This goal is monitored by SBDC Director and staff on a weekly basis. The goals are secured by remaining in close contact with clients on a weekly basis through the duration of project. The goal for Fiscal Year 2017 -18 is 17 business starts. been met yet?	The LSBDC Center created 19 new businesses in the 2017-2018 fiscal year. The goal for the fiscal year was 17 and the center achieved this goal at 112%.		

Assessment List Findings for the Assessment Measure level for Assist consulting clients through Long-Term Business Consulting.(Imported)

Goal/Objective	Assist consulting clients through Long-Term Business Consulting.(Imported)
Legends	PO - Program Objective (academic units);

Standards/Outcomes						
Assessment Measures						
	Assessment Measure	Criterion				
	Direct - Long- Term Clients (Other) The number of consulting clients assisted through Long-Term Busine consulting is verified by direct contact with clients on a frequent basis usually weekly or monthly, until project completion. Assessment time determined by SBDC Director and compared to goals on a weekly basis with staff. Long-term counseling target is 75 clients. Long-term counseling target is 75 clients. Long-term counseling and preparation					
Assessment Findings						
	Assessment Measure	Criterion	Summary	Attachments of the Assessments	Improvement Narratives	
	Direct - Long- Term Clients (Other)	Has the criterion The number of consulting clients assisted through Long-Term Business consulting is verified by direct contact with clients on a frequent basis, usually weekly or monthly, until project completion. Assessment timeline is determined by SBDC Director and compared to goals on a weekly basis with staff. Long-term counseling target is 75 clients. Long-term counseling hours is constituted by 5 or more hours of counseling and preparation work. been met yet? Met	The LSBDC Center served 106 Long-Term Client cases. The goal for this fiscal year was 75 and the center achieved this goal by 141%. Long-Term counseling hours typically correlate with impact generated by the client and constitutes more than 5 hours of counseling and preparation.			

Assessment List Findings for the Assessment Measure level for The LSBDC Center assists business owners and budding entrepreneurs will counseling services in the areas of start-up assistance, access to capital, regulatory compliance, business plan development, and expansion.(Imported)

Goal/Objective	The LSBDC Center assists business owners and budding entrepreneurs will counseling services in the areas of start-up assistance, access to capital, regulatory compliance, business plan development, and expansion.(Imported)						
Legends	PO - Program Objective (academic units);						
Standards/Outcomes							
Assessment Measures							
	Assessment Measure		Criterion				
	Direct - Clients Counseled (Other)		Increase the ratio of high to low impact clients and establish a 55% inbusiness client average for the network. The2017-18 goal for clients counseled is 350.				
Assessment Findings	Assessment Measure	Criteri	ion	Summary	Attachments of the Assessments	Improvement Narratives	
	Direct - Clients Counseled (Other)	Has the criterion Increase the ratio of high to low impact clients and establish a 55% inbusiness client average for the network. The2017-18 goal for clients counseled is 350. been met yet? Met		The LSBDC Center counseled 450 business owners and individuals interested in starting, expanding, or acquiring a business. The 2017-2018 goal for clients counseled was 450 and the center achieved this goal at 129%.			

Assessment List Findings for the Assessment Measure level for Client companies of the LSBDC will secure capital to start, acquire, and expand a business.(Imported)

Goal/Objective	Client companies of the LSBDC will secure capital to start, acquire, and expand a business.(Imported)		
Legends	PO - Program Objective (academic units);		
Standards/Outcomes			
Assessment Measures			
	Assessment Measure	Criterion	
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		2017-2018 goal is \$6,500,000.					
Assessment Findings							
-	Assessment Measure	Criterion	Summary	Attachments of the Assessments	Improvement Narratives		
	Direct - Capital Infusion (Other)	Has the criterion Capital infusion by client companies is tracked and verified by clients which includes loans, owner's equity, or any other form of capital. The 2017- 2018 goal is \$6,500,000. been met yet? Met	The LSBDC has achieved \$6,898,711 in capitalization for the 2017-2018 fiscal year. The goal for the year was \$6,500,000 and the center achieved this goal at 106%.				

Reflection (Due 9/15/18)

Reflection

The primary purpose of assessment is to use data to inform decisions and improve programs and operations; this is an on-going process of defining goals and expectations, collecting results, analyzing data, comparing current and past results and initiatives, and making decisions based on these reflections. Recalling this purpose, respond to the questions below.

1) How were assessment results shared in the program / department?

Please select all that apply. If "other", please use the text box to elaborate.

Distributed via email

Presented formally at staff / department / committee meetings (selected)

Discussed informally (selected)

Other (explain in text box below) (selected)

All data is captured in an electronic data base which all staff and personnel have access to and can track and monitor progress throughout the fiscal year. The LSBDC Center is required to maintain complete and accurate records and supporting documentation to facilitate a thorough program examination. All significant client counseling, training and other activities must be fully documented.

2) How frequently were assessment results shared?

Frequently (>4 times per cycle) (selected)
Periodically (2-4 times per cycle)
Once per cycle
Results were not shared this cycle

3) With whom were assessment results shared?

Please select all that apply.

Department Head

Dean / Asst. or Assoc. Dean (selected)

Departmental assessment committee

Other faculty / staff (selected)

4) Consider the impact of prior applied changes. Specifically, compare current results to previous results to evaluate the impact of a previously reported change. Demonstrate how the use of results improved student learning and/or operations.

For the SBDC to improve quality and performance, the SBDC utilizes a system to document its work performance and outcomes in order to drive continuous quality improvement. This includes the ability to report on the performance indicators set forth and the results measurement. The results are a measurement of what we have accomplished and how it maps back to the strategic plan of what guides the center at the beginning of each fiscal year.

5) Over the past three assessment cycles, what has been the overall impact of "closing the loop"? Provide examples of improvements in student learning, program quality, or department operations that are directly linked to assessment data and follow-up analysis.

The overall impact of the assessment cycles has helped to establish methods for monitoring performance associated with this process, and actions to be taken when indicators for key services as defined are not being delivered in a manner that meets requirements.

Attachments (optional)

Upload any documents which support the program / department assessment process.