

# THE SBDC HELPS BUILD RESILIENT BUSINESSES >>

## Business Continuity Planning

Every business owner should have a plan in place just in case the unthinkable emergency or business interruption happens. Contact your local SBDC to help you develop a plan specifically tailored for your business.

## Disruption Recovery

The Pennsylvania SBDCs have experience helping small businesses secure Federal and State disaster loans and provide post-disaster consulting to assist business owners in their recovery efforts.

## SBA Disaster Loans

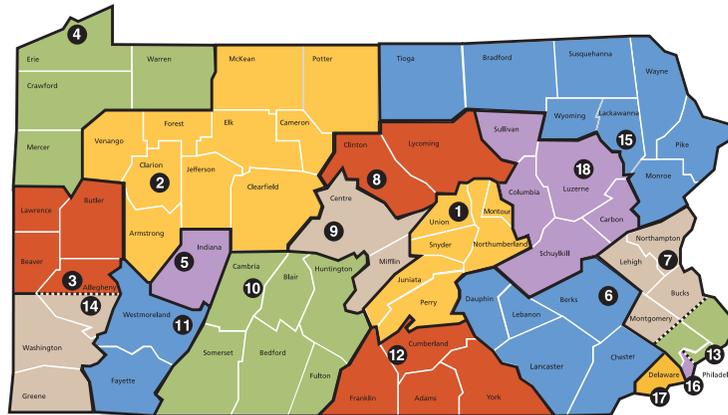
SBA provides loans to homeowners, renters, businesses and most private, non-profit organizations to repair or replace real estate, personal property, equipment and business assets that have been damaged in a disaster.

To learn more, visit [www.pasbdc.org/continuity](http://www.pasbdc.org/continuity)

## OTHER RESOURCES

The following websites have templates, checklists, and other tutorials to help your business build its continuity plan and prepare for future business interruptions:

- [www.pasbdc.org/continuity](http://www.pasbdc.org/continuity)
- [www.fema.gov](http://www.fema.gov)
- [www.prepmybusiness.org](http://www.prepmybusiness.org)
- [www.ready.gov/business](http://www.ready.gov/business)
- [www.readyrating.org](http://www.readyrating.org)
- [www.pema.pa.gov](http://www.pema.pa.gov)



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| <p><b>1</b> <b>Bucknell University SBDC</b><br/>(570) 577-1249<br/><a href="http://www.bucknell.edu/sbdc">www.bucknell.edu/sbdc</a></p> <p><b>2</b> <b>Clarion University SBDC</b><br/>(814) 393-2060<br/><a href="http://www.clarion.edu/sbdc">www.clarion.edu/sbdc</a></p> <p><b>3</b> <b>Duquesne University SBDC</b><br/>(412) 396-1633<br/><a href="http://www.sbdc.duq.edu">www.sbdc.duq.edu</a></p> <p><b>4</b> <b>Gannon University SBDC</b><br/>(814) 871-7232<br/><a href="http://www.sbdcgannon.org">www.sbdcgannon.org</a></p> <p><b>5</b> <b>Indiana University of Pennsylvania SBDC</b><br/>(724) 357-7915<br/><a href="http://www.iup.edu/business/sbdc">www.iup.edu/business/sbdc</a></p> <p><b>6</b> <b>Kutztown University SBDC</b><br/>(484) 646-4003<br/><a href="http://www.kutztownsbdc.org">www.kutztownsbdc.org</a></p> <p><b>7</b> <b>Lehigh University SBDC</b><br/>(610) 758-3980<br/><a href="http://www.lehigh.edu/sbdc">www.lehigh.edu/sbdc</a></p> <p><b>8</b> <b>Lock Haven University SBDC</b><br/>(570) 484-2589<br/><a href="http://www.lhup.edu/sbdc/">www.lhup.edu/sbdc/</a></p> <p><b>9</b> <b>Penn State SBDC</b><br/>(814) 863-4293<br/><a href="http://www.sbdc.psu.edu">www.sbdc.psu.edu</a></p> | <p><b>10</b> <b>Saint Francis University SBDC</b><br/>(814) 472-3200<br/><a href="http://www.francis.edu/sbdc">www.francis.edu/sbdc</a></p> <p><b>11</b> <b>Saint Vincent College SBDC</b><br/>(724) 537-4572<br/><a href="http://www.stvincent.edu/sbdc">www.stvincent.edu/sbdc</a></p> <p><b>12</b> <b>Shippensburg University SBDC</b><br/>(717) 477-1935<br/><a href="http://www.ship.edu/sbdc">www.ship.edu/sbdc</a></p> <p><b>13</b> <b>Temple University SBDC</b><br/>(215) 204-7282<br/><a href="http://www.temple.edu/sbdc">www.temple.edu/sbdc</a></p> <p><b>14</b> <b>University of Pittsburgh SBDC</b><br/>(412) 648-1542<br/><a href="http://www.sbdc.pitt.edu">www.sbdc.pitt.edu</a></p> <p><b>15</b> <b>University of Scranton SBDC</b><br/>(570) 941-7588<br/><a href="http://www.scrantonsbdc.com">www.scrantonsbdc.com</a></p> <p><b>16</b> <b>Wharton (University of Pennsylvania) SBDC</b><br/>(215) 898-4861<br/><a href="http://www.whartonsbdc.wharton.upenn.edu">www.whartonsbdc.wharton.upenn.edu</a></p> <p><b>17</b> <b>Widener University SBDC</b><br/>(610) 619-8490<br/><a href="http://www.widenersbdc.org">www.widenersbdc.org</a></p> <p><b>18</b> <b>Wilkes University SBDC</b><br/>(570) 408-4340<br/><a href="http://www.wilkes.edu/sbdc">www.wilkes.edu/sbdc</a></p> |
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To find your local SBDC, visit [www.pasbdc.org/centers](http://www.pasbdc.org/centers)

### Pennsylvania Small Business Development Centers Lead Office

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Protect your business through

# Business Continuity Planning





Up to 40 percent of businesses affected by a natural or man-made disaster never reopen.

(Source: Insurance Information Institute)

## BUSINESS CONTINUITY PLANNING HELPS YOUR BOTTOM LINE >>

- Customers expect delivery of products or services on time. If there is a significant delay, and you can't fulfill your orders, customers may go to a competitor.
- Larger businesses are asking their suppliers about preparedness. They want to be sure that their supply chain is not interrupted. Failure to implement a preparedness program risks losing business to competitors who can demonstrate they have a plan.
- Insurance is only a partial solution. It generally does not cover all losses and it will not replace customers.
- Many disasters, natural or man-made, may overwhelm the resources of even the largest public agencies, and they may not be able to reach every facility in time. Are you prepared to recover on your own?
- News travels fast, and perceptions often differ from reality. Businesses need to reach out to customers and other stakeholders quickly during business interruptions to keep them informed, and to set expectations.

## HOW WE CAN HELP >>

Pennsylvania SBDC Business Continuity & Survival services available to small businesses include confidential, no-fee consulting on topics such as:

- Creating, updating and refining business continuity plans
- Acquiring capital, before and after the event
- Using cloud-based alternatives for critical business operations, tools and infrastructure
- Developing mobile-ready strategies to prepare for employees working off-site when needed
- Expanding strategically through new markets online, abroad or with the government
- Finding ways to maintain connectivity during a business disruption
- Building an online presence including ecommerce to diversify sales streams
- Reviewing ways to optimize online performance through SEO and other website enhancements
- Discussing all available resources to your business including local, state and federal partners who provide disaster loans, and disaster training



## Small Business Development Centers

*Helping businesses start, grow, and prosper.*

## WHAT WE OFFER >>

### Consulting

Confidential consulting services are available to existing businesses or aspiring entrepreneurs at no charge. This individualized approach emphasizes education and guidance in all aspects of operating a successful business. >> [www.pasbc.org/services](http://www.pasbc.org/services)

### Educational Programs

Courses, workshops and conferences, both in-person and online, and some bilingual, provide critical business and management education to entrepreneurs. Subject matter experts deliver programming on a wide variety of relevant business topics. >> [www.pasbdc.org/events](http://www.pasbdc.org/events)

### Information

Access to information is essential to developing and maintaining a competitive advantage. The SBDC has multiple subscriptions to industry-leading databases and research tools available to assist client businesses. In addition, a variety of online resources matched with a strong referral and partner network, help business owners thrive. >> [www.pasbdc.org/resources](http://www.pasbdc.org/resources)

### Since 1990, the Pennsylvania SBDCs have helped entrepreneurs:

- Start more than **30,000** new businesses
- Obtain over **\$3 billion** in start-up and expansion capital
- Increase sales by more than **\$13 billion**
- Win over **\$3 billion** in government contracts
- Grow international markets with more than **\$1.6 billion** in export sales
- Create over **150,000** new jobs
- Generate more than **\$796 million** in new tax revenue

## What can we do for you?



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