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 loansto 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

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
- www.fema.gov
- www.prepmybusiness.org
- www.ready.gov/business
- www.readyrating.org
- www.pema.pa.gov

Protect your business through Business Continuity Planning
**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 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 provided disaster loans and disaster training

**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 on all aspects of operating a successful business. >>[www.pasbdc.org/services](http://www.pasbdc.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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**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 chains are not interrupted. Failure to implement a preparedness program may result in 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.

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**Small Business Development Centers**

Helping businesses start, grow, and prosper.