



Rep. Ryan Costello

6th District Summary

Berks • Chester • Lehigh • Montgomery

January 1, 2016 – December 31, 2016

The Pennsylvania SBDCs depend on continued federal and state funding to offer its services to constituents of the 6th district. Independent research finds that Pennsylvania SBDC clients generate **\$3.09 in tax revenue for every \$1 of federal funding** the SBDC receives. Below are the most recent results for the 6th district.

**At a Glance:
Pennsylvania SBDC
Network FY2016 Impact**

Entrepreneurs Consulted: 8,815

Total Consulting Hours: 92,968

Financing Obtained by SBDC
Clients: \$188,846,317

Increase in Domestic Sales by SBDC
Clients: \$191,765,397

Increase in International Sales by
SBDC Clients: \$36,893,992

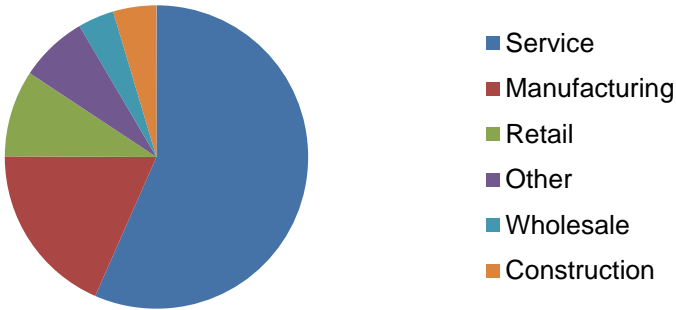
Since 1980, the Pennsylvania Small Business Development Centers (SBDC) have helped grow the economy of the Commonwealth by providing entrepreneurs with the education, information and tools necessary to build successful businesses.

SERVICES SUMMARY	2016
Entrepreneurs Consulted.....	709
Women- and Jointly-Owned.....	65%
Veterans.....	9%
Minorities.....	26%
Total Consulting Hours Provided.....	11,542

RESULTS

Businesses Started	49
Jobs Saved	375
Jobs Created	122
Client-Obtained Financing	\$23,339,666
Assets Preserved	\$457,905

CLIENT INDUSTRIES



Small Business Development Centers
Helping businesses start, grow, and prosper.

Pennsylvania SBDC Lead Office
3819-33 Chestnut Street, Suite 325 | Philadelphia, PA 19104
(215) 898-1219 | www.pasbdc.org | @PASmallBusiness

DISTRICT CONTACTS

Kutztown University SBDC
Ernie Post, Director
(484) 646-4003
www.kutztownsbdc.org

Lehigh University SBDC
James Fischer, Director
(610) 758-3980
www.lehigh.edu/sbdc

Temple University SBDC
Eustace Kangaju, Director
(215) 204-7282
www.temple.edu/sbdc

Pennsylvania SBDC Lead Office
Christian Conroy
State Director
(215) 898-1219
www.pasbdc.org

The eighteen college and university-hosted Pennsylvania SBDCs deliver hands-on, specialized assistance to aspiring small businesses owners and entrepreneurs.

Through providing information, education and no-cost consulting services, the SBDC is ready to help entrepreneurs and small business owners grow their businesses.



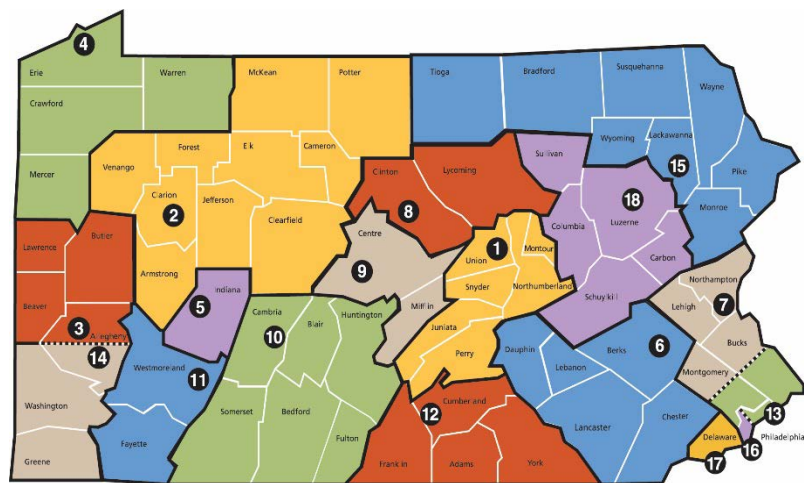
The Pennsylvania SBDC is an accredited affiliate of the Association of Small Business Development Centers.

DISTRICT PROFILE



County	Population	# of Small Businesses	% Small Businesses
Berks	411,442	31,914	99.94%
Chester	153,990	12,328	99.98%
Lehigh	349,497	29,385	99.89%
Montgomery	81,642	6,380	99.95%

SBDC LOCATIONS MAP



- | | | | | | |
|-------------|-------------|---------------|------------------|----------------|-------------|
| 1. Bucknell | 4. Gannon | 7. Lehigh | 10. St. Francis | 13. Wharton | 16. Temple |
| 2. Clarion | 5. Indiana | 8. Lock Haven | 11. St. Vincent | 14. Pittsburgh | 17. Widener |
| 3. Duquesne | 6. Kutztown | 9. Penn State | 12. Shippensburg | 15. Scranton | 18. Wilkes |

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