

Rep. Mike Kelly

3rd District Summary

Armstrong • Butler • Clarion • Crawford • Erie • Lawrence • Mercer

January 1, 2016 – December 31, 2016

The Pennsylvania SBDCs depend on continued federal and state funding to offer its services to constituents of the 3rd 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 3rd district.

At a Glance: Pennsylvania SBDC Network 2016 Impact

Entrepreneurs Consulted: 8,815

Total Consulting Hours: 92,968

Financing Obtained:
\$188,846,317

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

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

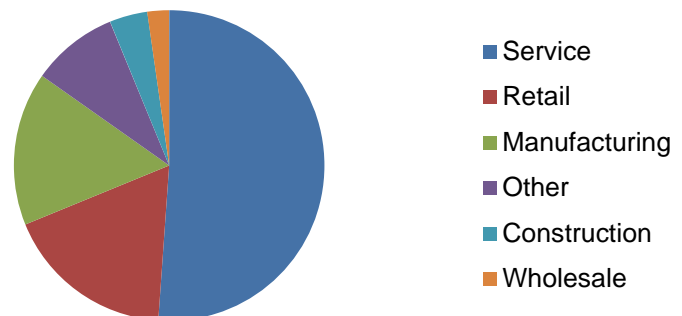
Since 1980, the Pennsylvania Small Business Development Centers (SBDC) have helped grow the economy of the Commonwealth by providing entrepreneurs with the education, information and tools necessary to build successful businesses.

SERVICES SUMMARY	2016
Entrepreneurs Consulted.....	625
Women- and Jointly-Owned.....	67%
Veterans.....	9%
Minorities.....	6%
Total Consulting Hours Provided.....	7,308

RESULTS

Businesses Started	68
Jobs Saved	448
Jobs Created	154
Client-Obtained Financing	\$19,063,481
Assets Preserved	\$2,812,845

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

Clarion University SBDC

Cindy Nellis, Director
(814) 393-2060
web.clarion.edu/sbdc

Duquesne University SBDC

Mary McKinney, Director
(412) 396-6233
www.sbdc.duq.edu

Gannon University SBDC

Margaret Horne, Director
(814) 871-7232
www.sbdcgannon.org

Pennsylvania SBDC Network

Christian Conroy
State Director
(215) 898-1219
www.pasbdc.org

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

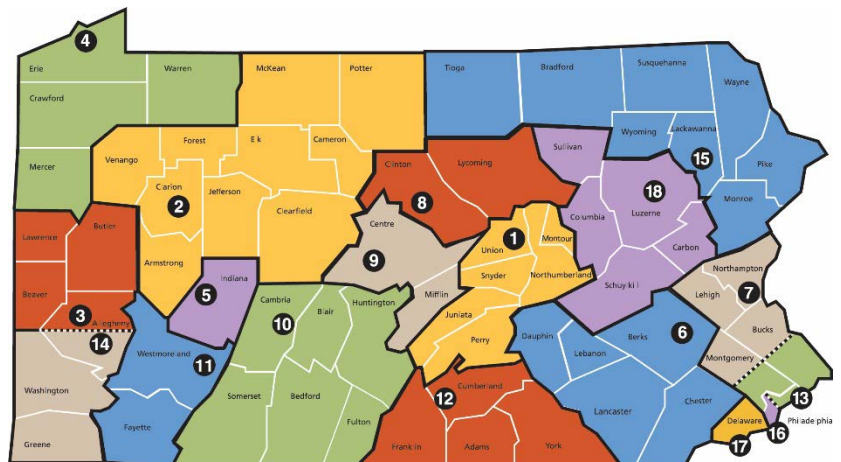
Through providing information, education and no-cost consulting services, the SBDC is ready to help entrepreneurs and small business owners grow their businesses.

DISTRICT PROFILE



County	Population	# of Small Businesses	% Small Businesses
Armstrong	68,941	4,566	99.98
Butler	183,862	15,992	99.93
Clarion	39,988	3,596	100.00
Crawford	88,765	7,586	99.97
Erie	280,566	20,280	99.95
Lawrence	91,108	6,904	99.97
Mercer	116,638	9,173	99.92

SBDC LOCATIONS MAP



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



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

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