



## Rep. Scott Perry

### 4<sup>th</sup> District Summary

Adams • Cumberland • Dauphin • York

#### January 1, 2016 – December 31, 2016

The Pennsylvania SBDCs depend on continued federal and state funding to offer its services to constituents of the 4<sup>th</sup> 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 4<sup>th</sup> district.

### At a Glance: Pennsylvania SBDC Network 2016 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

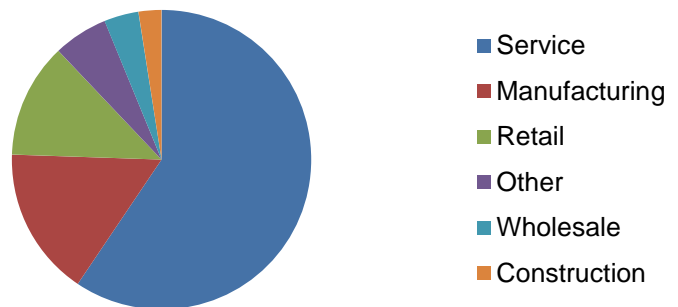
Since 1980, the Pennsylvania Small Business Development Centers (SBDC) have helped grow the economy of the Commonwealth by providing entrepreneurs with the education, information and tools necessary to build successful businesses.

SERVICES SUMMARY	2016
Entrepreneurs Consulted.....	<b>419</b>
Women- and Jointly-Owned.....	<b>70%</b>
Veterans.....	<b>9%</b>
Minorities.....	<b>21%</b>
Total Consulting Hours Provided.....	<b>3,324</b>

#### RESULTS

Businesses Started .....	<b>35</b>
Jobs Saved .....	<b>32</b>
Jobs Created .....	<b>127</b>
Client-Obtained Financing .....	<b>\$10,806,332</b>
Assets Preserved .....	<b>\$588,735</b>

#### 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](http://www.pasbdc.org) | @PASmallBusiness

## DISTRICT CONTACTS

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

**Shippensburg University SBDC**  
Michael Unruh, Director  
(717) 477-1935  
www.ship.edu/SBDC

**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.

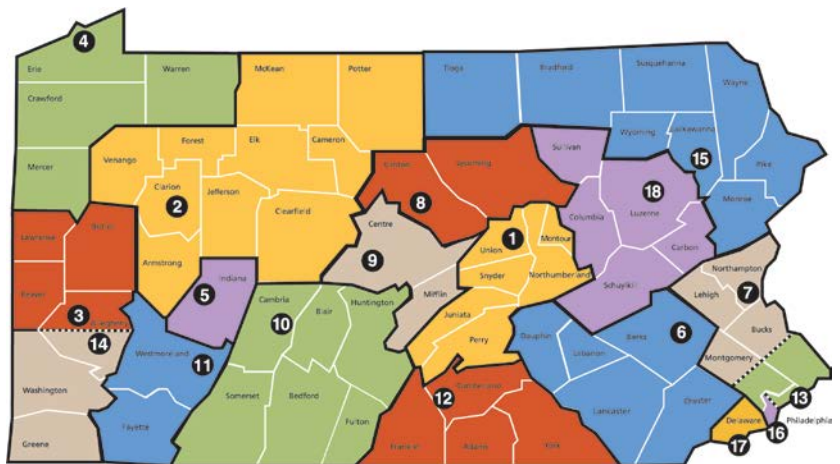
Through providing information, education and no-cost consulting services, the SBDC is ready to help entrepreneurs and small business owners grow their businesses.

## DISTRICT PROFILE



County	Population	# of Small Businesses	% Small Businesses
Adams	101,407	8,314	99.95
Cumberland	235,406	19,898	99.88
Dauphin	268,100	21,484	99.87
York	434,972	33,176	99.94

## 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



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

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