



## Rep. Lloyd Smucker

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

Bucks • Chester • Lancaster

#### January 1, 2015 – December 31, 2016

The Pennsylvania SBDCs depend on continued federal and state funding to offer its services to constituents of the 16<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 16<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

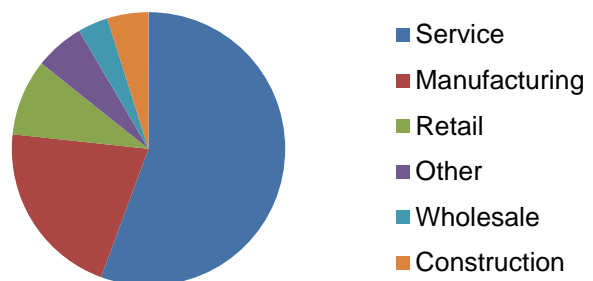
Since 1980, the Pennsylvania Small Business Development Centers (SBDC) have helped grow the economy of the Commonwealth by providing entrepreneurs with the education, information and tools necessary to build successful businesses.

SERVICES SUMMARY	2016
Entrepreneurs Consulted.....	<b>570</b>
Women- and Jointly-Owned.....	<b>64%</b>
Veterans.....	<b>5%</b>
Minorities.....	<b>19%</b>
Total Consulting Hours Provided.....	<b>8,472</b>

#### RESULTS

Businesses Started .....	<b>38</b>
Jobs Saved .....	<b>397</b>
Jobs Created .....	<b>108</b>
Client-Obtained Financing .....	<b>\$25,466,430</b>
Assets Preserved .....	<b>\$196,245</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) | @PASsmallBusiness

## DISTRICT CONTACTS

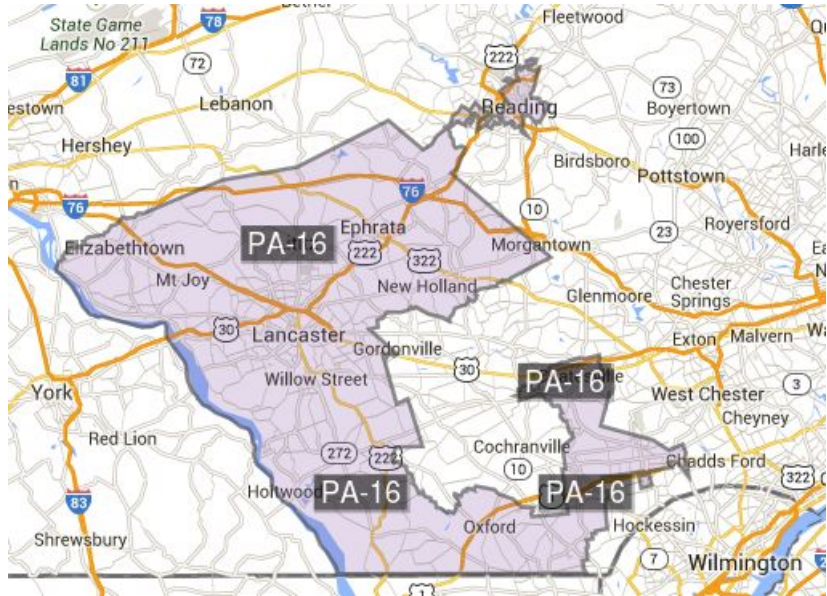
**Kutztown University SBDC**  
Ernie Post, Director  
(484) 646-4003  
www.kutztownsbdc.org

**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.

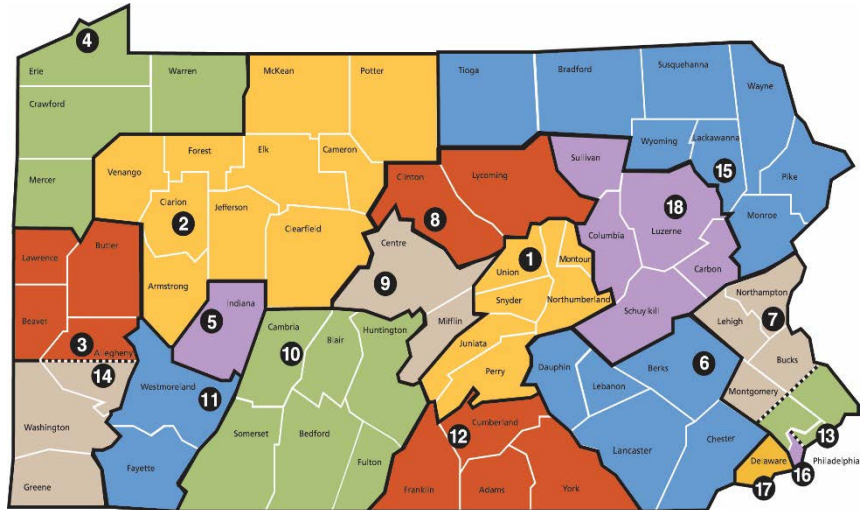
Through providing information, education and no-cost consulting services, the SBDC is ready to help entrepreneurs and small business owners grow their businesses.

## DISTRICT PROFILE



County	Population	# of Small Businesses	% Small Businesses
Berks	625,249	67,505	99.97
Chester	81,642	6,380	99.95
Lancaster	519,445	49,880	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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