



Rep. Glenn Thompson

5th District Summary

Cameron • Centre • Clarion • Clearfield • Clinton • Crawford • Elk • Erie • Forest •
Huntington • Jefferson • McKean • Potter • Tioga • Venango • Warren

January 1, 2016 – December 31, 2016

The Pennsylvania SBDCs depend on continued federal and state funding to offer its services to constituents of the 5th district.

Independent research finds that Pennsylvania SBDC clients generate **\$6.56 in tax revenue for every \$1 of federal funding** the SBDC receives. Below are the most recent results for the 5th 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

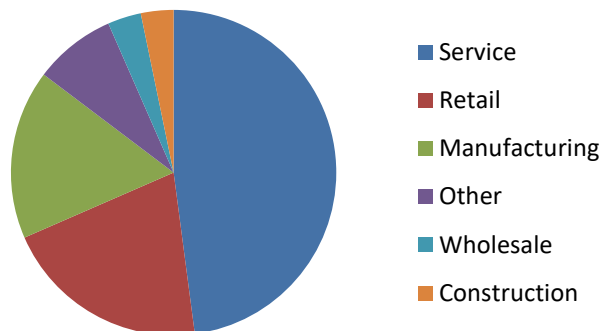
Since 1980, the Pennsylvania Small Business Development Centers (SBDC) have helped grow the economy of the Commonwealth by providing entrepreneurs with the education, information and tools necessary to build successful businesses.

| SERVICES SUMMARY | 2016 |
|--------------------------------------|--------|
| Entrepreneurs Consulted..... | 1,311 |
| Women- and Jointly-Owned..... | 66% |
| Veterans..... | 9% |
| Minorities..... | 9% |
| Total Consulting Hours Provided..... | 14,334 |

RESULTS

| | |
|---------------------------------|--------------|
| Businesses Started | 120 |
| Jobs Saved | 464 |
| Jobs Created | 325 |
| Client-Obtained Financing | \$33,350,991 |
| Assets Preserved | \$8,634,780 |

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

Gannon University SBDC
Margaret Horne, Director
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Penn State SBDC
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University of Scranton SBDC
Lisa Hall-Zielinski, Director
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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.



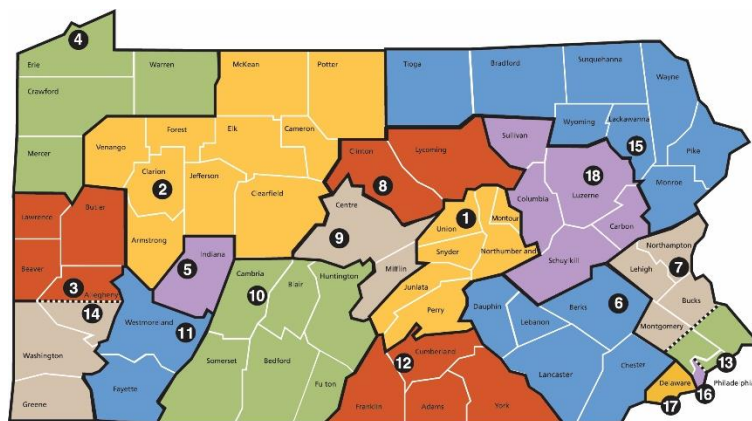
The Pennsylvania SBDC is an accredited affiliate of the Association of Small Business Development Centers.

DISTRICT PROFILE



| County | Population | # of Small Businesses | % Small Businesses |
|------------|------------|-----------------------|--------------------|
| Cameron | 5,085 | 376 | 100.00 |
| Centre | 153,990 | 12,328 | 99.98 |
| Clarion | 39,988 | 3,596 | 100.00 |
| Clearfield | 81,642 | 6,380 | 99.95 |
| Clinton | 39,238 | 2,613 | 99.96 |
| Crawford | 88,765 | 7,586 | 99.97 |
| Elk | 31,946 | 2,578 | 99.92 |
| Erie | 280,566 | 20,280 | 99.95 |
| Forest | 7,716 | 411 | 100.00 |
| Huntingdon | 45,913 | 3,452 | 100.00 |
| Jefferson | 45,200 | 4,247 | 100.00 |
| McKean | 43,450 | 3,312 | 99.97 |
| Potter | 17,457 | 1,702 | 99.94 |
| Tioga | 41,981 | 3,517 | 100.00 |
| Venango | 54,984 | 4,152 | 99.95 |
| Warren | 41,815 | 3,106 | 99.84 |

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

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