



Rep. Matthew Cartwright

17th District Summary

Carbon • Lackawanna • Luzerne • Monroe • Northampton • Schuylkill

July 1, 2016 – June 30, 2017

The Pennsylvania SBDCs depend on continued federal and state funding to offer its services to constituents of the 17th 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 17th district.

At a Glance: Pennsylvania SBDC Network FY2017 Impact

Entrepreneurs Consulted: 8,361

Total Consulting Hours: 89,979

Financing Obtained by SBDC
Clients: \$211,651,760

Increase in Domestic Sales by SBDC
Clients: \$190,505,628

Increase in International Sales by
SBDC Clients: \$38,829,155

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.

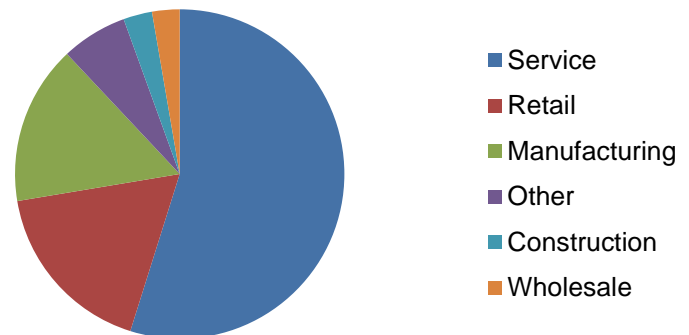
SERVICES SUMMARY FY 2017

| | |
|--------------------------------------|-------|
| Entrepreneurs Consulted..... | 922 |
| Women- and Jointly-Owned..... | 68% |
| Veterans..... | 7% |
| Minorities..... | 13% |
| Total Consulting Hours Provided..... | 8,094 |

RESULTS

| | |
|---------------------------------|--------------|
| Businesses Started | 63 |
| Jobs Saved | 244 |
| Jobs Created | 289 |
| Client-Obtained Financing | \$11,781,299 |
| Assets Preserved | \$1,112,055 |

CLIENT INDUSTRIES



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

DISTRICT CONTACTS

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

University of Scranton SBDC
Lisa Hall-Zielinski, Director
(570) 941-7588
www.scrantonsbdc.com

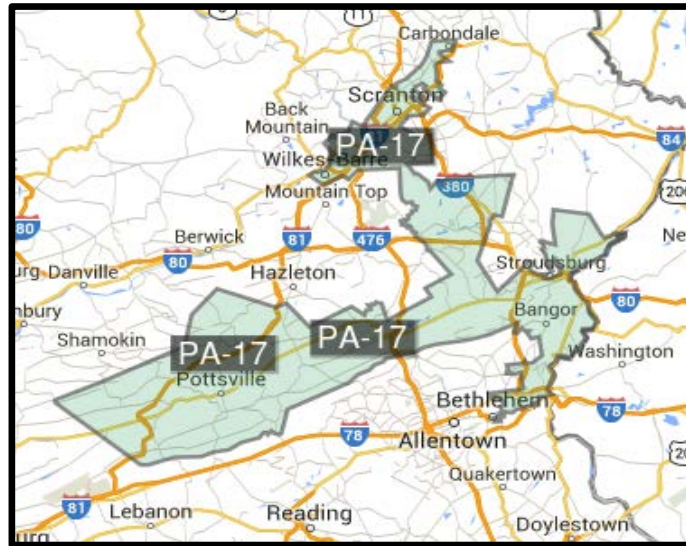
Wilkes University SBDC
Dorothy Lane, Director
(570) 408-4340
www.wilkes.edu/sbdc

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 small businesses and entrepreneurs.

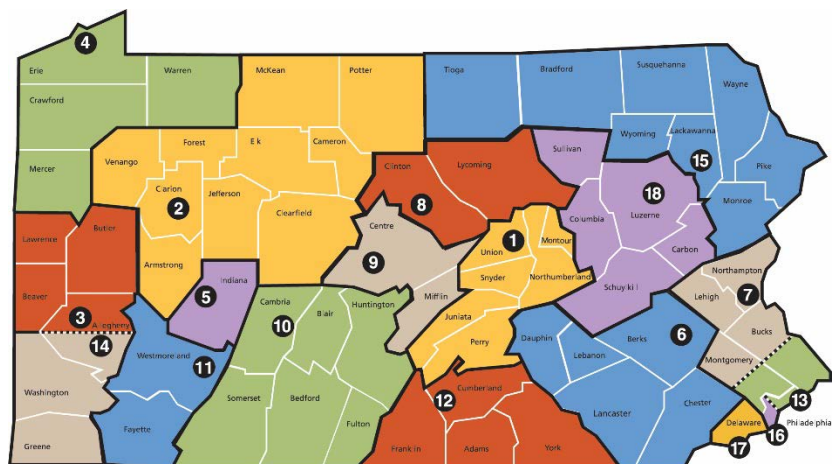
Through providing information, education and no-cost consulting services, the SBDC is ready to help entrepreneurs and small business owners grow their businesses.

DISTRICT PROFILE



| County | Population | # of Small Businesses | % Small Businesses |
|-------------|------------|-----------------------|--------------------|
| Carbon | 65,249 | 4,374 | 99.93 |
| Lackawanna | 214,437 | 16,714 | 99.89 |
| Luzerne | 320,918 | 23,555 | 99.92 |
| Monroe | 169,842 | 13,499 | 99.94 |
| Northampton | 297,735 | 22,892 | 99.93 |
| Schuylkill | 148,289 | 9,655 | 99.93 |

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