

Rep. Lloyd Smucker

16th District Summary

Bucks • Chester • Lancaster

July 1, 2016 – June 30, 2017

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

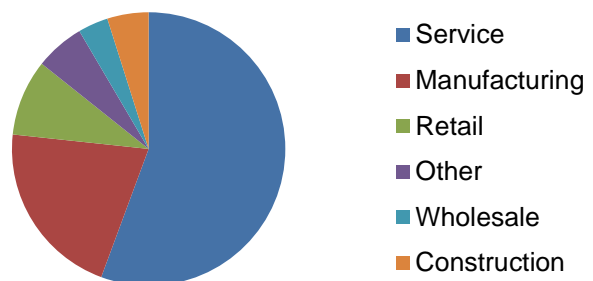
FY 2017

Entrepreneurs Consulted.....	550
Women- and Jointly-Owned.....	69%
Veterans.....	9%
Minorities.....	18%
Total Consulting Hours Provided.....	8,508

RESULTS

Businesses Started	40
Jobs Saved	395
Jobs Created	111
Client-Obtained Financing	\$24,042,937
Assets Preserved	\$0

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 | @PASsmallBusiness

DISTRICT CONTACTS

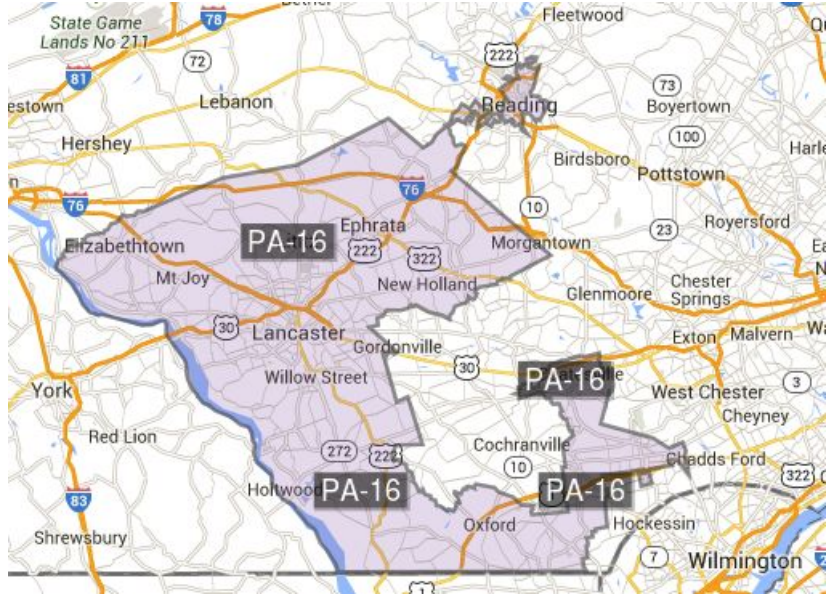
Kutztown University SBDC
 Ernie Post, Director
 (484) 646-4003
www.kutztownsbdc.org

Pennsylvania SBDC Network
 Christian Conroy
 State Director
 (215) 898-1219
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The eighteen college and university-hosted Pennsylvania SBDCs deliver hands-on, specialized assistance to small businesses and entrepreneurs.

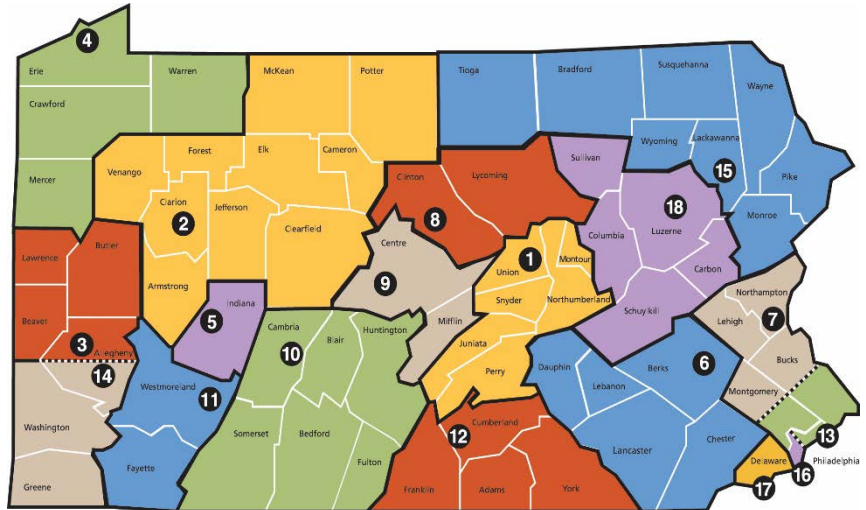
Through providing information, education and no-cost consulting services, the SBDC is ready to help entrepreneurs and small business owners grow their businesses.

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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