



## Rep. Glenn Thompson

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

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

### July 1, 2016 – June 30, 2017

The Pennsylvania SBDCs depend on continued federal and state funding to offer its services to constituents of the 5<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 5<sup>th</sup> 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

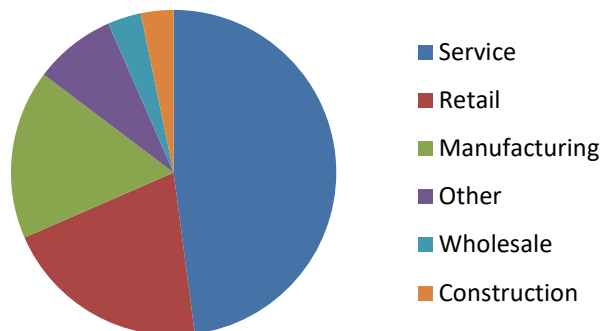
|                               |       |
|-------------------------------|-------|
| Entrepreneurs Consulted.....  | 1,233 |
| Women- and Jointly-Owned..... | 68%   |
| Veterans.....                 | 10%   |
| Minorities.....               | 8%    |

Total Consulting Hours Provided..... 15,851

### RESULTS

|                                 |              |
|---------------------------------|--------------|
| Businesses Started .....        | 118          |
| Jobs Saved .....                | 571          |
| Jobs Created .....              | 344          |
| Client-Obtained Financing ..... | \$47,698,839 |
| Assets Preserved .....          | \$8,242,290  |

### 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

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

Gannon University SBDC  
Margaret Horne, Director  
(814) 871-7232  
www.sbdcgannon.org

Lock Haven University SBDC  
Timothy Keohane, Director  
(570) 484-2589  
www.lhup.edu/sbdc

Penn State SBDC  
Heather Fennessey, Director  
(814) 863-4293  
www.sbdc.psu.edu

Saint Francis University SBDC  
Barry Surma, Director  
(814) 472-3200  
www.francis.edu/sbdc

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

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.



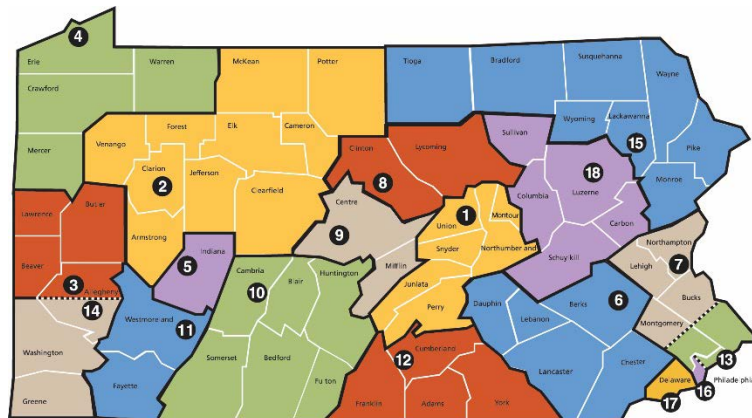
The Pennsylvania SBDC is an accredited affiliate of the Association of Small Business Development Centers.

## 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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