

CONTACT

Kelly Cofrancisco

(215) 746-6474

kcofran@wharton.upenn.edu

May 27, 2014

FOR IMMEDIATE RELEASE

Pennsylvania SBDC Releases 2013 Services Summary
Impact of Government Sequestration Felt Statewide on SBDC Services

PHILADELPHIA, PA – The [Pennsylvania Small Business Development Centers](#) (SBDC) have released the cumulative results of the 18 center network’s activities across the Commonwealth in 2013. The results show that the reduced federal funds for the program because of sequestration directly affected SBDC services delivered statewide to small business owners in Pennsylvania.

The number of aspiring entrepreneurs and small business owners who received no-fee, expert, confidential business management advice fell to 10,966 statewide, which was approximately 1,000 less than 2012 totaling 109,736 hours of consulting. The number of educational programs, 671, and program attendees, 12,091, also showed decreases when compared to 2012.

“Automatic, across-the-board spending cuts to federal funding took a toll on our program last year forcing us to work with reduced resources, directly impacting services to Pennsylvania’s small business owners,” said Pennsylvania SBDC State Director Christian Conroy. “The steady client count and increases in both client obtained financing and government contracts shows both the demand and results of SBDC services remains strong.”

Highlights from the 2013 services summary include:

2013 Pennsylvania SBDC Services Summary	Results
Entrepreneurs/Businesses Consulted	10,966
Total Consulting Hours Provided	109,736
Educational Workshops & Seminars	671
Educational Event Attendees	12,091
Client-Obtained Investment	\$138,784,171
Client Government Contracts	\$305,078,985
Assets Preserved	\$58,431,175

(MORE)

SBDC Locations

- Bucknell University
- Clarion University
- Duquesne University
- Gannon University
- Indiana University of Pennsylvania
- Kutztown University of Pennsylvania
- Lehigh University
- Lock Haven University
- Penn State University
- Saint Francis University
- Saint Vincent College
- Shippensburg University
- Temple University
- University of Pittsburgh
- University of Scranton
- The Wharton School, University of Pennsylvania
- Widener University
- Wilkes University

The Pennsylvania SBDC maintains that stable federal funding for the SBDC program at the national level is what is needed to best serve entrepreneurs and small businesses in Pennsylvania and nationwide. In a show of support, eight members of Pennsylvania's Congressional delegation have signed on to on to a [national "Dear Colleague" letter in support of America's SBDC Network](#) for \$115 million in funding for the SBDC program in FY 2015. Funds from the national allocation are deployed to each state's SBDC program, comprising a network of more than 1,000 locations assuring local businesses have the resources they need to survive and thrive.

Another challenge in 2013 facing the Pennsylvania SBDC network and other SBDCs nationwide was the loss of one-time dedicated funds through the Small Business Jobs Act of 2010. In Pennsylvania, these funds were targeted specifically to helping start-up companies in the early stages of their business venture start and grow successfully. Facing diminished resources, the SBDC will not be able to continue to dedicate as much time and services to assisting aspiring entrepreneurs, because it is a long-term activity and the SBDCs need to meet short term impact deliverables. The SBDC anticipates that without additional funding, services for start-ups will be scaled back.

Additional outcomes of the 2013 services summary are as follows:

CONSULTING TOPICS: Business plan development was the most requested SBDC service in 2013, followed by start-up assistance, ranking third was marketing, sales and customer relations.

BUSINESS SIZES: 57 percent of small businesses who worked with the Pennsylvania SBDC had between one and five employees in 2013 and 15 percent had six to ten employees.

CLIENT INDUSTRIES: In 2013, 55 percent of small firms who were assisted by the Pennsylvania SBDC were operating in the service industry. The second largest group served was manufacturers at 15 percent. Retail companies made up 14 percent, followed by companies in the 'other' category at seven percent, construction at four percent, and lastly wholesalers represented four percent of SBDC clients in 2012.

Out of these industries, the top ten business sectors serviced (sorted by NAICS code) were:

1. Professional, Scientific and Technical Services
2. Accommodation and Food Services
3. Other Services (except Public Administration)
4. Metal Products Manufacturing
5. Health Care and Social Assistance
6. Food Manufacturing
7. Motor Vehicles & Parts Dealers
8. Construction
9. Waste Management & Remediation Services
10. Sporting Goods, Hobby, Musical Instruments, and Book Stores

To view the full Pennsylvania SBDC 2013 services summary infographic, visit <http://pasbdc.org/results/services-summary>.

To read more about the Pennsylvania SBDC's data integrity process, visit <http://pasbdc.org/about-us/about-the-sbdc/data-integrity>.

###

About Pennsylvania Small Business Development Centers (SBDC)

The Pennsylvania SBDC network is the only statewide, nationally accredited program that provides high quality one-on-one consulting, training and information resources to empower new and existing businesses. SBDC consultants work with entrepreneurs in confidential, individualized sessions to help them with a range of business issues including testing a new business proposition, shaping a business plan, investigating funding opportunities, and much more. The SBDC program is a public/private partnership with the U.S. Small Business Administration, the Pennsylvania Department of Community and Economic Development and 18 universities and colleges across the Commonwealth. For more information on the Pennsylvania SBDC services and impact, please visit www.pasbdc.org.