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FOR IMMEDIATE RELEASE

Pennsylvania SBDC and U.S. Commercial Service Renew Strategic Partnership MOU for Fifth Year

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

PHILADELPHIA, PA – The [Pennsylvania Small Business Development Centers](#) (SBDC) and the U.S. Commercial Service of the [U.S. Department of Commerce's International Trade Administration](#) renewed their Memorandum of Understanding (MOU) to continue to increase awareness in the Pennsylvania business community about exporting and the tools and resources the organizations provide to help them succeed.



From Left: Joseph Hanley, Mid-Atlantic Regional Director, U.S. Commercial Service; Christian Conroy, State Director, Pennsylvania SBDC.

(MORE)

“The Pennsylvania SBDC has been a great partner in our efforts to strengthen the Pennsylvania economy and support local jobs through expanding U.S. exports,” said U.S. Commercial Service Mid-Atlantic Regional Director Joseph Hanley. “Renewing this MOU provides for continued collaboration to ensure Pennsylvania’s small companies have every opportunity to grow stronger here at home by taking advantage of existing and emerging business opportunities around the world.”

“This past calendar year, the Pennsylvania SBDC was able to help companies grow their international sales by more than \$100 million dollars,” said Pennsylvania SBDC State Director Christian Conroy. “Our partnership with the Commercial Service is an important resource for our statewide team of certified international trade consultants to assist business owners and entrepreneurs in taking advantage of exporting opportunities available to grow or sustain their business.”

Pennsylvania SBDC International Team at MOU Signing



From Left: Kathleen DeLeo, Wilkes University SBDC; Tony Palamone, Indiana University of Pennsylvania SBDC; Gonzalo Manchego, Duquesne University SBDC; Vickie Gyenes, St. Vincent College SBDC; Lindsey Gilkes, University of Pittsburgh SBDC; Martin Brill, Kutztown University SBDC; Joseph Hanley, U.S. Commercial Service; Christian Conroy, Pennsylvania SBDC Lead Office; Robin Burtner, Shippensburg University SBDC; Donna Simpson, The University of Scranton SBDC; Laurie Sterner, Kutztown University SBDC; Miranda Mease, Clarion University SBDC; Lenin Agudo, Widener University SBDC; James Kunkel, St. Vincent College SBDC. Not pictured: Reed Byrum, Bucknell University SBDC; Brent Rondon, Duquesne University SBDC; Mary McKinney, Duquesne University SBDC; Jill Newcomer, Gannon University SBDC; Cora Landis, Lehigh University SBDC; Brenda Holdren, Lock Haven University SBDC; Mary Beth Zingone, Lehigh University SBDC; Maria Spencer, Penn State SBDC; Darlene Atta, Temple University SBDC.

(MORE)

Since signing the original MOU agreement in 2012, the Pennsylvania SBDCs and U.S. Commercial Service's network of worldwide offices have worked together on marketing, educational programs and events leveraging both entities' expertise to help make U.S. businesses—and particularly small and medium-sized, Pennsylvania based firms—more export savvy. Joint activities have included building awareness through outreach at trade shows, export seminars, and trade education events.

Upcoming international business education events and trade shows hosted by the Pennsylvania SBDC and U.S. Commercial Service include:

- [Trade Winds – Latin America](#), September 6-13, 2016 (Chile, Mexico, Bolivia, Paraguay, Peru, Argentina, and Uruguay)
- [ExportTech: Fast track to Developing Strategies for International Sales](#), Fall 2016 (Philadelphia, PA)
- [Export University 2016-2017](#), Fall 2016 (Philadelphia, PA)

Companies interested in exploring these opportunities should contact one of the 18 SBDCs in Pennsylvania by visiting www.pasbdc.org/centers.

In 2010, President Obama announced the National Export Initiative (NEI) with the goal of doubling U.S. exports by the end of 2014. The partnership between the Commercial Service and the Pennsylvania SBDC supports this goal by educating small- and medium-sized companies about the benefits of exporting and expanding their exports into new markets, and on the public and private sector resources available to assist them. The Pennsylvania SBDC is among several of the U.S. Commercial Service's Strategic Partners who have connected more than 1,500 companies to federal export assistance.

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. The Pennsylvania SBDC Lead Office is headquartered at the Wharton School at the University of Pennsylvania. For more information on the Pennsylvania SBDC services and impact, please visit www.pasbdc.org.

About U.S. Commercial Service

The U.S. Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration. U.S. Commercial Service staff provides exporters direct access to overseas markets through its global network of offices in more than 100 U.S. cities and in US Embassies and Consulates in 75 countries.

Visit www.export.gov to learn more.

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