



## Small Business Development Centers

Helping businesses start, grow, and prosper.

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**FOR IMMEDIATE RELEASE**

## Pennsylvania SBDC Joins USTDA Making Global Local Initiative

PHILADELPHIA, PA – The Pennsylvania Small Business Development Centers (SBDC) have joined with the U.S. Trade and Development Agency (USTDA) to become a partner in their *Making Global Local* initiative. The aim of this program is to increase the number of U.S. businesses that are benefitting from the Agency's programs in order to expand their exports to emerging markets and create high-paying jobs in their communities. To accomplish this goal, USTDA is forging new and innovative partnerships with business development and trade promotion organizations across the country.

The hallmark of USTDA assistance is establishing links between U.S. companies and foreign project sponsors, bringing proven private sector solutions to development challenges abroad. Last year alone, USTDA supported 50 reverse trade missions to the United States that connected more than 600 foreign delegates with over 1,000 U.S. company representatives across the country.

“We are pleased to partner with the USTDA to promote their exporting programs for small businesses,” said Pennsylvania SBDC state director Christian Conroy “SBDCs across Pennsylvania are already working with entrepreneurs to grow their international business, but they will now thrive from additional opportunities afforded with this partnership.”

In 2011, The Pennsylvania SBDC network grew its clients’ international trade sales by \$23.8 million reporting a total of \$142.5 million in export sales. The network also logged 5,392 hours of consulting time on international trade issues in 2011. In addition, a total of 24 export-based educational events were attended by 352 individuals.

Through 18 SBDC locations across Pennsylvania, small businesses and entrepreneurs are able to work with an international trade consultant to help them identify the best foreign markets for their company's products or services in addition to specific trade leads. Companies may also receive assistance with importing products to the U.S.

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### About Pennsylvania Small Business Development Centers (SBDC)

*The Pennsylvania Small Business Development Centers (SBDC) supports the economic development of Pennsylvania by providing entrepreneurs and small businesses with individual consultation, comprehensive education and information necessary to help their businesses start, grow, and prosper. SBDCs deliver consulting services and educational programs through a network of [18 locations](#) across Pennsylvania. SBDC consultants work with entrepreneurs in confidential, one-to-one sessions to help them with issues including new business development, shaping a business plan, investigating funding opportunities, and much more. For more information on the Pennsylvania SBDC services and impact, please visit [www.pasbdc.org](http://www.pasbdc.org).*

#### 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