January – December 2013

Clients .......................................................... 484
Total Consulting Hours .................................................. 5,347
Businesses Started/Purchased ........................................... 24/2
Jobs Created/Saved .......................................................... 125/48
Financing Obtained ........................................................... $2.5 million
Increase in Sales ............................................................ $4.3 million
Assets Preserved: Businesses Not Started .......................... 33
Seminars ................................................................. 34
Seminar Attendees .......................................................... 847
Information Transfers (excluding website) ............................. 6,970

“I value the service I have received from SBDC. My business has thrived with their help in marketing, accounting, and general resources. I have seen a 100% increase in my slow season by implementing my SBDC representatives concepts.”

GEW Attendees
3,365 Total Attendees

Student attendees 86%
Community attendees 5%
Speakers or judges 3%
SBDC or faculty 2%
Student volunteers 4%

Clients’ Business Status
484 Clients

Pre-venture 62%
Start-up 8%
Established 30%

“[The SBDC Business Consultant] keeps me motivated and on target with what I’m trying to create within my business.”

“Without the SBDC, I would have no idea what I am doing or where to begin to start my own business, but because of [my Business Consultant] and the team at the SBDC, I have people to ask when I get stuck, so a setback doesn’t become the end of the road.”

In the last ten years, the Penn State SBDC has helped launch 274 businesses in Centre and Mifflin counties.

“Excellent theoretical and practical advice for how to approach problem solving.”
Types of Businesses Assisted from January 1, 2013 – December 31, 2013

- Agriculture: 4%
- Accommodations/Food Services: 5%
- Health Care: 4%
- Manufacturing: 19%
- Construction: 3%
- Other (Information, Education Services, Mining, Utilities, Finance): 11%
- Retail: 12%
- Real Estate: 1%
- Transportation and Warehousing: 1%
- Professional, Scientific, and Technical Services: 8%
- Wholesale: 2%
- Other Services: 28%
- Accommodation/Food Services: 5%
- Retail: 12%
- Construction: 3%
- Professional, Scientific, and Technical Services: 8%
- Transportation and Warehousing: 1%
- Other (Information, Education Services, Mining, Utilities, Finance): 11%
- Retail: 12%
- Construction: 3%
- Professional, Scientific, and Technical Services: 8%
- Transportation and Warehousing: 1%
- Other (Information, Education Services, Mining, Utilities, Finance): 11%

Some 2013 Penn State SBDC Client Successes

**State College – State College Eye Care**
*Helped the client buy a business and obtain financing.*

**Lewistown – Bushmen Landscaping @ Home**
*Helped the client with a business expansion, business plan, Quickbooks, and funding acquisition.*

**State College – RxFF Consulting**
*Introduced the client to the steps necessary to commercialize their University research and helped them understand the process of setting up their new business.*

**State College – The Animal Kingdom**
*Worked with the client to analyze the historical performance of an existing business, and developed financial projections that helped obtain financing to purchase it.*

**Spring Mills – Rising Spring Meat Co.**
*Assisted client with a business plan and helped the client locate multiple funding partners.*

**Philipsburg – Bock Industries**
*Helped the client to navigate the process of bringing a new technology to market.*

**Bellefonte – Capperella Furniture**
*Energy assessment resulting in reduced energy costs. Penn State students assisted with the assessment.*