Educational Programming
Attending an in-person or online “FirstStep” workshop is the best way to learn more about starting your business. These workshops are offered regularly by every SBDC in Pennsylvania or can be taken on-demand at www.pasbdc.org.

Online Learning
Can’t make it to one of our in-person workshops? The Pennsylvania SBDC maintains a listing of online tutorials and trainings that cover topics such as marketing, taxes, technology and international trade. Most tutorials are self-paced, available at no-cost and can be accessed 24/7 online.

Research & Analysis
The Pennsylvania SBDC maintains multiple subscriptions to industry-leading databases and research tools available to assist client businesses. Whether it is running a competitive market report or financial model, the SBDC can be your trusted research partner.

Referrals & Partner Network
As an SBDC client, you can gain access to a network of state-wide resources to assist your business during its start-up and growth. Examples of preferred partners include micro-enterprise organizations, local economic development organizations and other organizations that provide cooperative services and training.
Whether you are considering pursuing entrepreneurship, actively starting your business, or have owned a business for less than two years, SBDC start-up services can assist entrepreneurs at any stage in their business launch.

CONCEPT
— You have an idea for a business venture, and are still considering whether to pursue entrepreneurship.
— The SBDC will provide you with the information, resources and training to help you decide if owning your own business is right for you.
— At this stage, you will also review the unique lifestyle characteristics associated with being a business owner.

PRE-LAUNCH
— During this stage, you are actively pursuing starting your business and already have a solid business concept that you are working to make operational.
— Establishing a relationship with the SBDC will give you the feedback and advice needed to finalize your business plan, market analysis and business financing.
— Targeted areas such as environmental management or technology commercialization may also be discussed depending on your business concept.

START-UP
— You currently operate a business in existence for two years or less and are looking for additional assistance to take your business to the next level.
— The SBDC can provide you with resources to help in your understanding of marketing, management operations, financial management, legal and HR issues.
— Timely training, research and one-on-one consulting will help your business become more sustainable and resilient.

Deciding — In person and online “First Step” courses help explore if opening a new business or buying an existing business or franchise is right for you.

Moving Forward — SBDC consultants provide guidance on all aspects of your business launch, including your business plan, feasibility and financial analyses.

Acquiring Capital — Receive referrals to investors and banks, review financial management practices, and discuss loan package preparation.

Gaining Market Research — Utilize SBDC research tools to obtain market reports, financial models and industry metrics to help launch your business.

Targeting Your Market — Refine your industry analysis, identify your customer base and research your competitors.

Certifying Your Business — Learn what opportunities are available for women-, minority- or veteran-owned businesses along with certification requirements.

Considering the Environment — Learn how environmental regulations may apply to your proposed business, consider strategic compliance options, and incorporate sustainable business practices.

Gaining a Trusted Referral — The SBDC maintains a partner network with local, regional and national organizations to help you connect with trusted professionals.

Opening Your Business — Your local SBDC can help you with your grand opening or ribbon cutting event.

THE SBDC CAN GET YOU STARTED

SBDC
Pennsylvania
Small Business Development Centers
Helping businesses start, grow, and prosper.

WHAT TO EXPECT>>

Consulting Assistance Provided at No Charge
Because the SBDC program is supported by funding from the U.S. Small Business Administration (SBA), the Pennsylvania Department of Community & Economic Development (DCED), host institutions and other funders, consulting is provided to you at no charge. However, SBDC capacity is limited and business consultants are only able to work with a set number of clients at any one time.

Personalized Approach
After attending the “First Step” course, you can request a meeting with an SBDC consultant who will work to understand your needs, access SBDC services, and develop a customized work plan. SBDC consultants do not do the work for you, they provide guidance, information, advice and resources that you, the business owner, need to successfully manage and grow your business.

Confidentiality of Information Provided
All SBDC representatives agree to abide by the Pennsylvania SBDC’s Code of Professional Conduct. Information you provide will be held in strictest confidence and will not be released to any parties outside of the Pennsylvania SBDC network without your prior approval.

Non-Disclosure of Trade Secrets
Sensitive trade secrets pertaining to unique facts of your business will not be used to benefit another client of the SBDC or any SBDC representative. SBDC clients understand that it is their responsibility to inform the SBDC of any such trade secrets.

Assistance, Guidance and Education
The SBDC program is an educational program. The SBDC will work with you on your specific issues to help build your management skills and knowledge. It is your responsibility to accept and implement recommendations. The SBDC will not negotiate on your behalf, write your business plan or act as an employee of your business.

Professional Advice
SBDC staff are experienced business management advisors. Many possess first-hand business experience and hold advanced degrees in business management, law, engineering and have helped thousands of small business owners launch and grow their businesses.

Since 1990, the Pennsylvania SBDCs have helped entrepreneurs:
- Start more than 30,000 new businesses
- Obtain over $2.5 billion in start-up and expansion capital
- Create over 140,000 new jobs
- Generate more than $796 million in new tax revenue

What can we do for you?

Funded in part by