SBDC TARGETED SERVICES

Environmental Management
The Environmental Management Assistance Program (EMAP) provides confidential environmental management, regulatory compliance, pollution prevention and energy efficiency assistance to businesses. In addition to advice on permit and compliance requirements, EMAP consultants can also help your business align environmental considerations with strategic business management practices.

www.pasbdc.org/environmental or (877) ASK-EMAP

NEW MARKETS
International Business
Export services including international market analysis, development of trade leads, and creation of marketing materials are offered by certified international trade consultants. Your firm also has access to state and federal trade organizations who can offer your business representation at trade missions around the world.

www.pasbdc.org/international

Government Marketing
Procurement technical assistance is provided to businesses in Southeastern Pennsylvania to help them sell their goods and services to the federal, state and local government. Your business will learn how to register with government databases, find contracts through the Pennsylvania SBDC’s Bid Match service, and gain feedback on developing government proposals.

www.pasbdc.org/government

Online Business
Is your business looking to grow or expand its online presence? Business consultants can provide your company with a comprehensive website analysis and help develop your online marketing strategy. Training on website optimization and the latest eCommerce technology will help you gain the knowledge you need to attract new customers online.

www.pasbdc.org/online

TECHNOLOGY & RESEARCH
Technology Commercialization
If your business is looking to bring new technologies to market, the SBDCs can assist with business development, early stage product feasibility and commercialization. In addition, help is available to identify and apply for commercialization funding such as the SBIR/STTR grant programs.

www.pasbdc.org/technology

Research & Analysis
The 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.

www.pasbdc.org/research

Looking to Start, Grow or Sustain your Business?

Pennsylvania Small Business Development Centers Lead Office
The Wharton School, University of Pennsylvania
3819-33 Chestnut Street, Suite 325
Philadelphia, PA 19104-3238
(215) 898-1219 | www.pasbdc.org

Funding support and resources are provided by the Commonwealth of Pennsylvania through the Department of Community & Economic Development (DCED) through a cooperative agreement with the U.S. Small Business Administration (SBA) and in part through support from the host institutions. All services are extended to the public on a non-discriminatory basis. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. ©2014 Pennsylvania Small Business Development Centers. All rights reserved.
“I didn’t have a strong business background. I had a vision in my heart of what I wanted the business to be, but I needed to see the financial picture. My SBDC consultants helped me learn about and organize the information I needed.”

Craig Eslep
84 Alpaca’s Fiber Mill
Eighty Four, PA

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
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. If you are just starting, you will attend a “first step” course before meeting with an SBDC consultant.

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.

NEW BUSINESS SERVICES

Deciding – In person and online workshops 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 analysis and environmental regulatory requirements.

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

GROWTH SERVICES

Utilizing Technology – Grow your online presence through software training, e-Commerce, social media and website optimization.

Expanding Your Market – Explore new markets domestically, abroad, online or with the government while reviewing marketing strategy and research.

Growing Your Exports – Learn what it takes to sell internationally through market research and analysis, locating new supply channels, and diversifying operations.

CONTINUITY SERVICES

Planning Strategically – Map out options for resiliency, expansion or sale, exit and succession strategies, and business valuation.

Increasing Efficiency – Boost productivity through smart greening strategies to reduce waste, energy use and your regulatory burden.

Operating with Confidence – Prepare to tackle management and human resources issues or find trusted tax and legal assistance.

WHAT WE OFFER >>

Consulting
Confidential, no-fee consulting services are available to existing businesses or prospective entrepreneurs. This individualized approach emphasizes education and guidance in all aspects of operating a successful business.

www.pasbdc.org/services

Educational Programs
Courses, workshops and conferences, both in-person and on-line, and some bi-lingual, provide critical business and management education to entrepreneurs. Subject matter experts deliver programming on a wide variety of relevant business topics.

www.pasbdc.org/events

Information
Access to information is essential to developing and maintaining a competitive advantage. The SBDC maintains multiple subscriptions to industry-leading databases and research tools available to assist client businesses. In addition, a variety of online resources matched with a strong referral and partner network, help business owners thrive.

www.pasbdc.org/resources

Since 1990, the Pennsylvania SBDCs have helped entrepreneurs:

- Start more than 30,000 new businesses
- Obtain over $3 billion in start-up and expansion capital
- Increase sales by more than $13 billion
- Win over $3 billion in government contracts
- Grow international markets with more than $1.6 billion in export sales
- Create over 150,000 new jobs
- Generate more than $796 million in new tax revenue

Funded in part by:

Pennsylvania SBDCs are An Accredited Member of:

U.S. Small Business Administration

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