



Small Business Development Center Bucknell University



Helping businesses start, grow, and prosper.

The mission of the Bucknell University Small Business Development Center is to provide education, business advice, research studies, and technical assistance to help small businesses succeed. The Bucknell SBDC works with over 300 clients annually to enhance their knowledge of business management through individual counseling and educational seminars. For over 30 years it has been helping entrepreneurs turn ideas into businesses; small firms expand; and providing the information every business person needs to make critical decisions.

Bucknell's SBDC offers **business consulting free of charge** to clients in Juniata, Montour, Northumberland, Perry, Snyder and Union counties and is part of a statewide network of eighteen centers. It is funded by the U.S. Small Business Administration, the Pennsylvania Department of Community and Economic Development, and Bucknell University. Staff consultants, Bucknell faculty, staff, and student interns provide consulting services such as:

- Business plan development
- Energy efficiency
- Environmental compliance assistance
- Accessing sources of capital
- Accounting and record keeping
- Business startup procedures
- Marketing and sales
- Financial analysis and projections

*In the past five years Bucknell's SBDC has contributed its expertise to the **startup of over 100 companies** and its clients have accessed over **\$23 million in capital**.*

Bucknell is the host of the PASBDC network's **Engineering Development Services**. As the first SBDC in the nation to be hosted by a College of Engineering, it is unique among SBDCs in providing direct assistance to clients throughout the state in these areas:

- New Product Development
- Research Investigations
- Intellectual Property Consultation
- Computer Aided Design & Analysis
- Prototyping and Machining
- Engineering Laboratory Projects

*In 2009 alone Bucknell SBDC clients launched **five innovative new products to market**.*

Educational seminars are conducted by knowledgeable SBDC staff consultants and world-renowned experts. These are offered at low cost and include topics such as:

- Understanding Financial Statements
- Marketing and Networking Strategies
- Introduction to Federal Income Tax
- Doing Business with Government
- Diversity in the Workplace
- Emergency Planning

*Small business owners who receive assistance from the SBDC survive at a **35% greater rate** than those who do not: **80% of clients are in business 8 years after receiving assistance**.*

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