

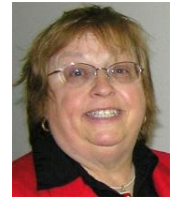
## SCORE Central PA June 2011 Newsletter

**FACT: There are 27.2 million small businesses in America.**

More than half of America's population own or work for a small business. Sixty to Eighty percent of new jobs in this country come from small business. How you start, manage, finance, contract or deal with other business needs can and will determine whether or not your business will grow. SCORE encourages all business owners to get advice, learn from workshops and interactions with business advisors. **Knowledge promotes Success!**

Source: SBA

### Spotlight



**Bernadette Barth**

Women Entrepreneurship presenter:

Barth, a licensed Ohio PE, graduated from the University of Toledo in Civil Engineering with a full scholarship. She was certified as an ACI inspector for nearly two decades. Her working experience included: City of Toledo, engineering and administration positions; a Professional Engineer who prepared plans for street renovations, building inspections, building codes for family home remodeling and oversaw demolition contractors; as a member of the Board of Zoning Appeals, Barth appeared in court cases involving environmental issues.

Ms. Barth's last 14 years, prior to her move to State College, was as Production Administrator and Project Manager for the Ohio Department of Transportation (ODOT). She oversaw several multi-million dollar projects including the \$300 million plus skyway at the Maumee River Crossing. She supervised over 40 employees in some projects. During her years at ODOT, she was a public speaker on numerous occasions in schools working with women and minorities in encouraging construction related careers, emphasizing math and science skill development.

Bernadette Barth is a member of the University of Toledo, Department of Civil Engineering, Industrial Advisory Board and past president of Cleanwater, Inc, a "Water Quality Testing in High Schools," to cleanup waterways in the Toledo area. Ms. Barth and her husband Lou moved to State College in 2011, both joined SCORE to continue their community sharing involvement.

Tuesday, June 21<sup>st</sup> - 9:30am-Noon

### • Women Entrepreneurship Workshop

The Women Entrepreneurship workshop will be a resource program which will include opportunities for discussion, interaction and networking. According to organizer, Bernadette Barth, "We will focus on female owned business issues, marketing and business planning and financial matters facing women in today's economy."

The workshop will review:

- The definition of small business
- Types of business
- Skills necessary to succeed in small businesses
- Starting or maintaining your business in a very regulated world
- The importance of a marketing-business plan
- Financing your business
- Finding/getting support for your business
- Managing cash flow

The workshop will also include a free CD with a variety of business tips and information. Pre-register is required. To register go on-line at:

<http://scorecpa.org/beyondthebasicsworkshopregistration.html>

The workshop is free to SCORE clients. There is a workshop fee for non-SCORE clients. The charge is discounted if you pay on line. Information and registration can be found on the address previously noted.

Barth noted that she has talked to three financial institution reps who work with females and are willing to work with attendees of SCORE Central PA Chapter's Women Entrepreneurship workshop. She also said that the Chapter has made contact with the U.S. Small Business Administration office-Women's Business Center rep, who will also do follow-up assistance with those who attend the workshop.

Ms. Barth concluded by saying, "SCORE Central PA wants women to leave our workshop with tools that can help them be successful in their business, whether it is as a start-up or as an existing business."

Central PA SCORE Business Improvement Workshops 9:30am-Noon, at the Nittany Bank near Nittany Mall in State College, PA. Note: No Business Basics or Beyond the Basics Workshops will be held during the months of July and August.

[Register on line.](#)

Reminder: [Business Basics Workshop](#), June 14<sup>th</sup> 9:30am-Noon Nittany Bank near the Nittany Mall in State College PA  
A comprehensive introduction to Small Business matters includes 6 exercises to help start-up and existing businesses review their business goals and objectives. Past attendees highly rated this workshop. Workshop attendees must sign up to receive a CD packed with helpful business resources, including a mock business plan, resources from the Commonwealth of PA and the SBA and other business tools to improve your business grow and success.

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## **Business Tip – Organizations to Help You Grow Your Business**

Besides SCORE Central Pennsylvania, there are many opportunities for start-up and existing businesses to gain vital information to best serve their business needs. We recommend that you check out SCORE.ORG, our national website for online resources. The United States Small Business Administration (SBA) has other partners besides SCORE that can help you with information. Below are those within our SCORE Chapter service area in Pennsylvania.

### **SBA-helping your business grow**

SCORE Central PA serves a four county service area. We in SBA's Pittsburgh District Office service area. It is located at 411 Seventh Avenue, Suite 1450, Pittsburgh, PA 15219. Telephone 412-395-6560; Fax 412-395-6562; Website <[sba.gov/pa/pitt](http://sba.gov/pa/pitt)>  
SBA's District Offices are responsible for providing businesses with the tools for enhancing and growing their businesses. SBA's District Offices also oversee the delivery of SBA's programs. Carl Knoblock is the Pittsburgh District Director (Western PA).

### **Small Business Development Centers**

There are 8 SBDC offices serving SBA Western PA District. Within our service area: Clarion University, Penn State University, and St. Francis University. SBDCs are partnerships primarily between the government and colleges/universities administered by the Small Business Administration and aims at giving educational services for small business owners and aspiring entrepreneurs. To find an SBDC near you go to <[asbdc-us.org](http://asbdc-us.org)>.

### **Women's Business Centers** <[sba.gov/content/womens-business-centers](http://sba.gov/content/womens-business-centers)>

Established in 1979, the SBA Women's Business Ownership has fostered the participation of women entrepreneurs in the economy. There are 4 Women Business Centers in Pennsylvania. They are located in Greensburg, Lancaster and two in Philadelphia. For more information: <[sba.gov/about-offices-content/1/2895/resources/13729](http://sba.gov/about-offices-content/1/2895/resources/13729)>

### **Veterans Business Outreach Centers** <[sba.gov/content/veterans-business-outreach-centers](http://sba.gov/content/veterans-business-outreach-centers)>

The Veterans Business Outreach Program is designed to provide entrepreneurial development services such as business training, counseling and mentoring, and referrals for eligible veterans owning or considering starting a small business. The SBA has 16 organizations participating in this cooperative agreement and serving as Veterans Business Outreach Centers (VBOC). They provide information centers in a variety of program services. Centers that serve Central PA is in Region III, Hampton Roads Veterans Business Outreach Center, Old Dominion University. For more information: <[hrvboc.com](http://hrvboc.com)>.

### **U.S. Export Assistance Centers**

Is your small business ready to go global? It may be an easier step than you think. Advances in technology can make worldwide commerce achievable for many small businesses, depending on the goods or services you offer. If you're ready to explore the possibilities and challenges of exporting, U.S. Export Assistance Centers provide the help you need. These centers are located in major metropolitan areas throughout the United States. Each U.S. Export Assistance Center is staffed by professionals from the SBA, the U.S. Department of Commerce, the U.S. Export-Import Bank, and other public and private organizations. For more information and the closest office to service Central PA is **Cleveland**. Territory served: Ohio, Kentucky, Western New York, Western Pennsylvania, West Virginia. Patrick Hayes, Regional Manager, Export Solutions Group, Office of International Trade, 600 Superior Avenue, Suite 700, Cleveland, Ohio 44114, Tel : 216-522-4731. Fax: 216-522-2235, Email: [patrick.hayes@sba.gov](mailto:patrick.hayes@sba.gov)

### **Procurement & Technical Assistance Centers**

Doing business with the government is a big step to growing your business. Here at SBA, we want you to have the resources you need. Procurement Technical Assistance Centers (PTACs) provide local, in-person counseling and training services for you, the small business owner. They are designed to provide technical assistance to businesses that want to sell products and services to federal, state, and/or local governments. PTAC services are available either free of charge, or at a nominal cost. For more information and the closest office for Central PA: The Southern Alleghenies Planning & Development Commission PTAC, #3 Sheraton Drive, Altoona, PA 16601-9343, Phone: 814-949-6528, Fax: 814-949-6505, Website: <http://www.sapdc.org/HelpingBusinesses/tabid/93/Default.aspx>

Chapter #618 serves Centre, Clearfield, Huntingdon, and Mifflin Counties. Its members and clients are accepted without regard to age, ancestry, color, disability or handicap, national origin, race, religious creed, sex, sexual orientation, or veteran status. SCORE CPA 2820 East College Avenue, Suite E, State College, PA 16801 Phone/Fax/24/7 Answering Machine 814-234-9415 (Centre County). Other offices: Clearfield 814-765-8987, Huntingdon County 814-643-3126 and Mifflin County 717-228-6713 SCORE CPA Newsletter is free to anyone interested in business development issues. Tell a friend. Give us your comments. Send them to SCORECPA.ORG or email us at [scorecentralpennsylvania@scorecpa.org](mailto:scorecentralpennsylvania@scorecpa.org) Page 2 of 2, June 2011, SCORE Central PA Newsletter