Small Business Development Center
Shippensburg University

Serving Adams, Cumberland, Franklin and York Counties
January 1, 2022–December 31, 2022

Services Summary

620 Clients
3,965 Consulting Hours
11 Educational Events
58 New Businesses Started

Most Popular Consulting Topics

<table>
<thead>
<tr>
<th>Topic</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Start-up Assistance</td>
<td>600</td>
</tr>
<tr>
<td>Business Plan</td>
<td>450</td>
</tr>
<tr>
<td>Marketing Sales</td>
<td>350</td>
</tr>
<tr>
<td>Management</td>
<td>250</td>
</tr>
<tr>
<td>Financing/Capital</td>
<td>150</td>
</tr>
<tr>
<td>Human Resources</td>
<td>75</td>
</tr>
<tr>
<td>Buy/Sell Business</td>
<td>50</td>
</tr>
</tbody>
</table>

Type of Business

- Technical Services
- Retail
- Other
- Food Service
- Manufacturing
- Construction

Client Profile

- Female
- Minority
- Veteran
- Hispanic

Client Outcomes

- $10.4 MIL In Capital Formation
- 2,158 Jobs Supported
- 195 Jobs Created
- 2 Businesses Purchased

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