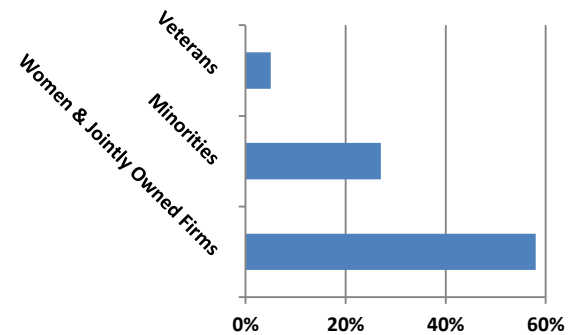


Small Business Jobs Act

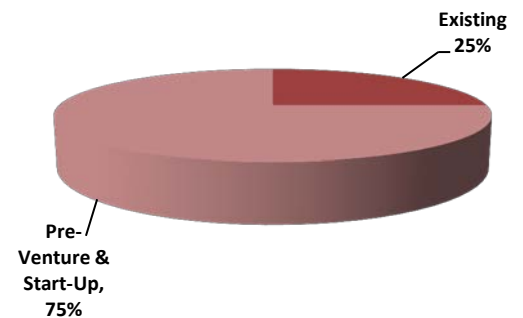
Services Summary | January 1 – December 31, 2012

Entrepreneurs Consulted	1,675
Consulting Clients	1,568
Non-clients Assisted	107
Total Consulting Hours Provided	13,698
Hours for Consulting Clients	13,645
Professional Staff Hours	10,715
Student Project Hours.....	2,930
Hours for Non-clients.....	53
Jobs Created	328
Businesses Started	137
Businesses Bought	12
Educational Workshops & Seminars	125
Educational Event Attendees	2,265
Client-Obtained Investment	\$10,397,785
Assets Preserved	\$18,541,625

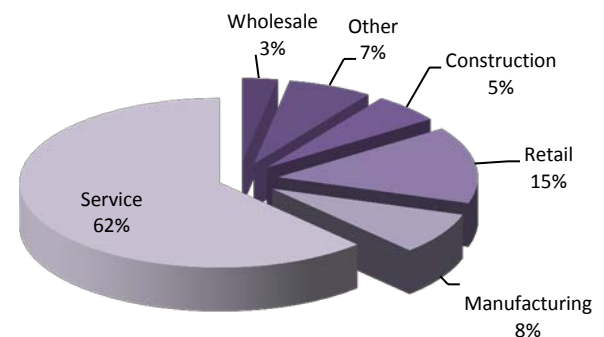
DEMOGRAPHICS



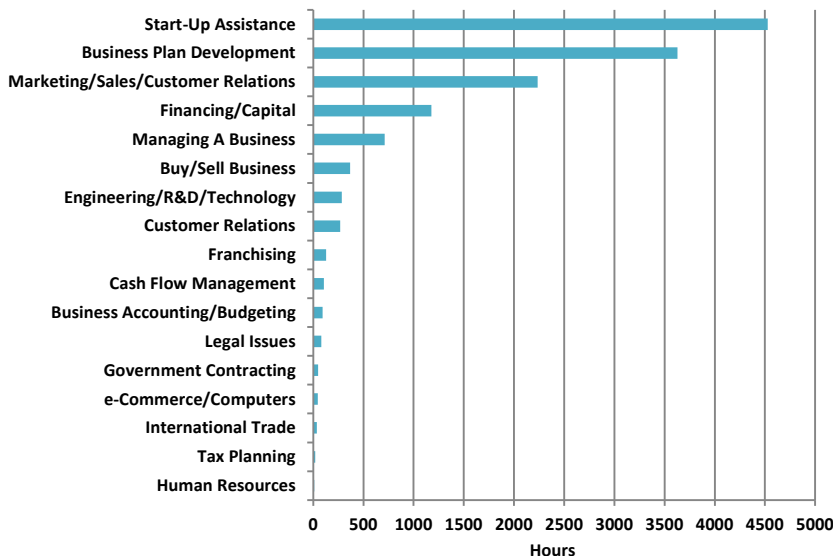
AGE OF CLIENT BUSINESSES



CLIENT INDUSTRIES



CONSULTING TOPICS



Small Business Jobs Act funding was used to specifically assist pre-venture and start-up companies in existence for 2 years or less. These funds allowed Pennsylvania SBDCs to offer "First Step" workshops at no cost at all 18 centers in their network. As such, the data shows that start-up assistance and business plan development were the most requested consulting topics for the reporting period. Because of this funding, more than \$8 million in investment was recorded by Pennsylvania SBDC clients.