

April 21, 2015

«Prefix» «First_Name» «Last_name»
«Title»
«Organization»
«Organization_2»
«Address»
«Address_2»
«City», «State» «Zip»

Dear «Salutation»,

The first quarter of 2015 has passed and as we head into spring, everyone (including small business owners!) are looking forward to warmer weather. Despite record cold temperatures this winter, the Pennsylvania SBDC has been hard at work assisting business owners statewide to start and grow their companies.

Impacts of the SBDC's work during the first quarter (January 1 – March 31, 2015) show progress toward meeting key metrics that contribute back to the Pennsylvania economy, growing the tax base and spurring job growth. Specifically, these impacts include tracking and measuring business starts and purchases, domestic sales increases, capital acquired, jobs created or saved (impacted), and total hours of business consulting.

As you can see on the attached sheet, businesses who worked with the SBDC this past quarter started or purchased 82 businesses, saw sales increases of more than \$8 Million, and acquired capital in the amount of more than \$24 Million. So far this year, SBDC business consultants have logged more than 18,000 consulting hours leading to 545 jobs created or saved right here in Pennsylvania.

We will continue to keep you updated each quarter on how small business is growing here in Pennsylvania, and we encourage you to contact your local SBDC if you know any business owners who would like to take their company to the next level.

Lastly, please do not hesitate to contact me should you have any further questions regarding the Pennsylvania SBDC program.

Sincerely,



Christian Conroy