

## **Marcia J. McGavisk**

Director of Capital Acquisition, Pennsylvania SBDC

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Marcia joined Pennsylvania Small Business Development Center (PASBDC) in December of 2018, as Director of Capital Acquisition. As part of the Pennsylvania SBDC Lead Office, she is responsible for oversight of capital formation goals and training consultants to assess the credit worthiness of borrowers for banks. As a result of the pandemic, Marcia utilized her extensive SBA experience to guide consultants and clients through SBA EIDL, SBA PPP loan programs along with State programs as they became available. In addition to working with directors and consultants across the network, Marcia spends part of her time assisting aspiring start-up businesses, growing businesses and some troubled businesses. Because so many entrepreneurs require the assistance of SBA, Marcia continues to stay up to date on all SBA SOPs and program rule requirements. From a former small business owner, Marcia then became a commercial SBA lender for a traditional bank more than 30 years ago. She spent the entire 30 plus years as a dedicated SBA specialist with 13 years as an SBA 7(a) program manager for a large regional bank. She joined Seedcopa in 2012 to manage the credit and operations functions at Seedcopa, a CDC providing SBA 504 loans to borrowers and SBA 7a Lender Service Provider services to banks. In addition to her degree in Finance, she has a minor in English and Spanish from Albright College. Marcia has gained considerable credit training and commercial lending training through numerous courses and training offered by RMA, SBA, and previous employers. Marcia continues her professional SBA training through industry seminars, SBA conferences, and SBA District Office training events.