



DUQUESNE UNIVERSITY SMALL BUSINESS DEVELOPMENT CENTER

LAUNCH. INNOVATE. THRIVE.



WHO WE ARE

Duquesne University Small Business Development Center, funded by the Small Business Administration, offers no-cost consulting to small businesses in Southwestern Pennsylvania.

Mission

Our mission is to empower entrepreneurs and small business owners with the knowledge they need to start, grow, and prosper.

Vision

Our vision is to turn dreams into successful and sustainable businesses.



Small Business Development Center
Duquesne University

Helping businesses start, grow, and prosper.

OUR TEAM



DEAN MCFARLIN
Dean and Professor of Management
Palumbo Donahue School of Business



DOUGLAS HARDING
Senior Business Consultant



LISA WALKER
Business Services Manager



RICHARD LONGO
Director



DONALD LODGE
Senior Business Consultant



TYLER BENNINGER
Video Production & Content Specialist



JOHN HIGGINS
Marketing, Training & Informatics Manager



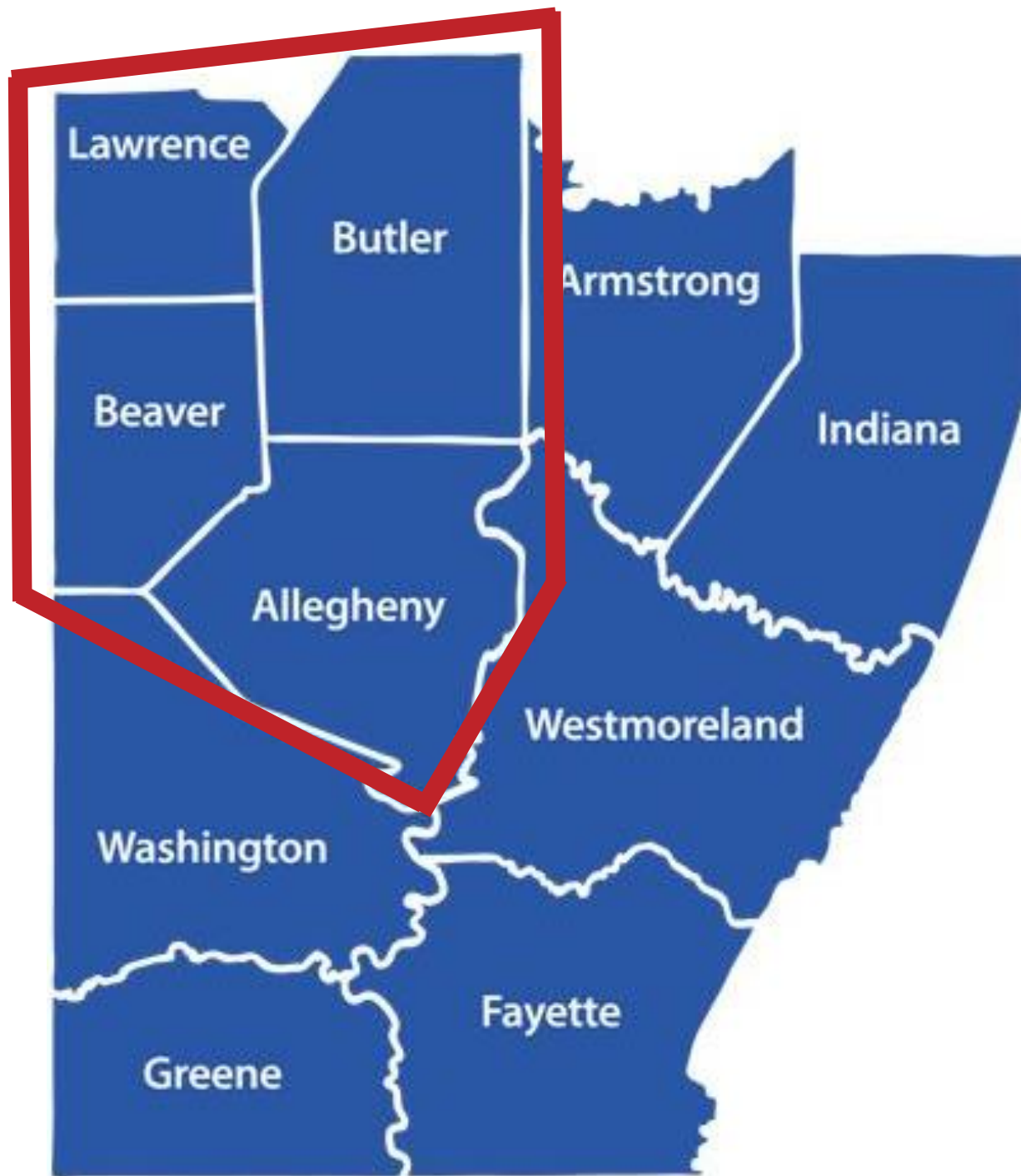
ALLISON HOWARD
Business Consultant



DENIS OLSON
Business Consultant



Sarah Matta
Business Consultant



AREAS WE SERVE

Main Office

- **Pittsburgh/Allegheny County**

600 Forbes Ave, Rockwell Hall 108

Pittsburgh PA, 15282

- **Outreach Offices**

Beaver County Chamber of Commerce

Butler County Community Development Corporation

Lawrence County Regional Chamber of Commerce

Moon/Pittsburgh Airport Area Chamber of Commerce

Washington County Peters Chamber of Commerce

Wexford/North Regional Chamber of Commerce

S B D C
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Helping businesses start, grow, and prosper.



OUR SERVICES

Business Consulting

- Buy-Sell, Valuation & Succession Planning
- Funding Assistance
- Growth Strategies/Marketing (SEO, Social Media, Website)
- International Trade
- Startup Assistance
- Technology Commercialization

Educational Programs

- Dolphin Tank
- Opportunity Knocks
- First Step: Business Essentials
- Get Your Website Reviewed
- QuickBooks Beginner & Advanced
- The Formula for Social Media Success
- Go Global



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STARTUP ASSISTANCE

- Idea Validation
- Business Registration, Obtaining Licenses & Permits
- Business Plan & Financial Projections
- Market Research, Competitive Analysis
- Grand Opening, Press Release, Publicity

OUR IMPACT



**BUSINESS
STARTS**

245

(2018-2023)

"The Duquesne University SBDC has had a profound impact on the success to date of Advanced Optronics."

I can confidently say that this would not have been possible without their help."

Advanced Optronics

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FUNDING ASSISTANCE

- Business Plan & Financial Projections
- Crowdfunding
- SBA Loan Programs
- SBIR & STTR Grant Programs
- Seller Financing
- Private Equity

OUR IMPACT



FUNDING
ASSISTANCE

\$72m

(2018-2023)

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HOW WE HELP

HENNEMUTH METAL FABRICATORS



OAKDALE, PA



GROWTH STRATEGY



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GROWTH/MARKETING

- Marketing Plan
- Search Engine Optimization & Keyword Analysis
- Social Media Content Development
- Video Production
- Website Review

"I have received valuable business advice that has helped me run my business properly and has given me unprecedented resources to support my business growth and development."

Maxx Cole Spa & Salon

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HOW WE HELP VISION PARTYING



PORTAGE, PA



SOCIAL MEDIA



WOMAN-OWNED BUSINESS



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TECH COMMERCIALIZATION

CENTER OF EXCELLENCE

- Fundraising & Pitch Development
- Idea Validation & Customer Discovery
- Business Planning
- Business Model Generation
- SBIR & STTR Grants
- Prototyping & Product Launch
- Intellectual Property Management
- Talent Acquisition & Team Building
- Growth & Scaling Strategies
- Networking and Introductions

HOW WE HELP STRATEGY MILLING



LEETSDALE, PA



TECHNOLOGY



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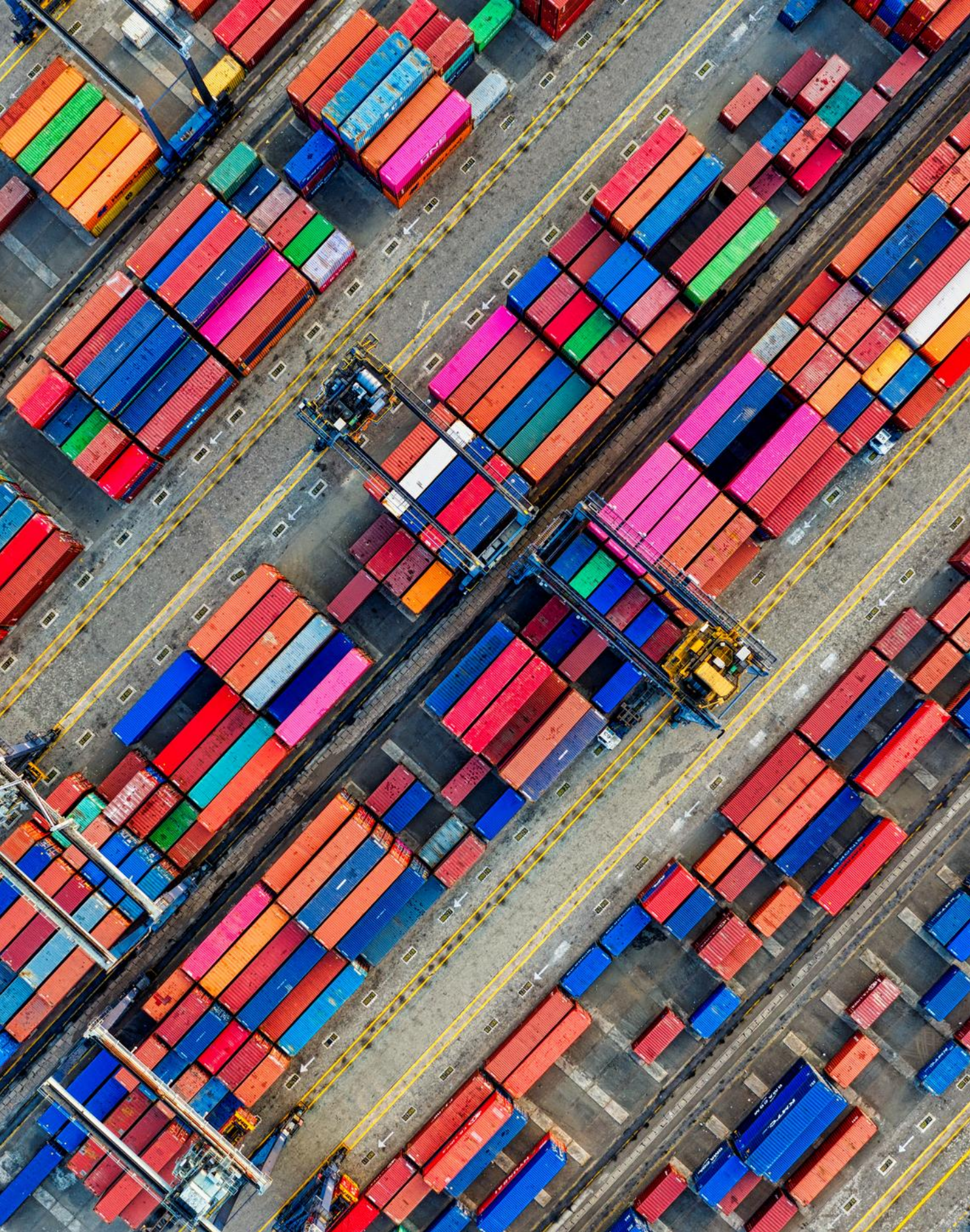
VALUATION & SUCCESSION PLANNING

- Benchmark Analysis
- Business Expense Deductions
- Exit Strategies
- Succession Planning



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Duquesne University

Helping businesses start, grow, and prosper.



INTERNATIONAL TRADE

- Asia, Europe, & Africa
- Export Trade and Compliance
- Market Entry
- Network Building
- Supply Chain Management
- Go Global Program

"The SBDC has been big, I would say it has been very fundamental to giving me the tools to succeed."

My consultant has been invaluable with his different outlook and pointing me to experts when I have a question say about something say like shipping internationally"

JOYTRAVEL

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SEMINARS/WEBINARS

- Dolphin Tank
- Opportunity Knocks
- First Step: Business Essentials
- Get Your Website Reviewed
- QuickBooks Beginner & Advanced
- Mastering the Art of Networking
- The Formula for Social Media Success

OUR IMPACT



EDUCATIONAL
PROGRAMS

400



ATTENDEES

8,298

(2018-2023)

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OUR IMPACT 2018-2023



**BUSINESS
STARTS**

245



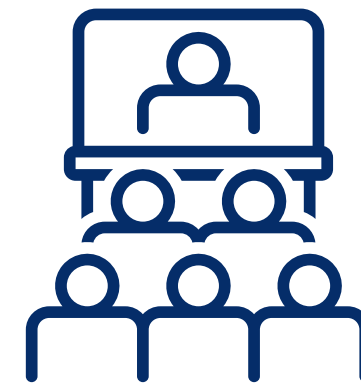
**FUNDING
ASSISTANCE**

\$72m



**CONSULTING
HOURS**

24,022



**EDUCATIONAL
PROGRAMS**

400



ATTENDEES

8,298

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RESOURCES

- SBDC Biz **Blog**
- Monthly Small Biz **Newsletter** - Join our newsletter!
- Tutorials for Businesses - Subscribe to our **YouTube** Channel!
- **Templates** (Business Plan, Financial Projections)
- **Social Media** Best Practices
- Quarterly **Networking** Event

BECOME A CLIENT/REFER A CLIENT!

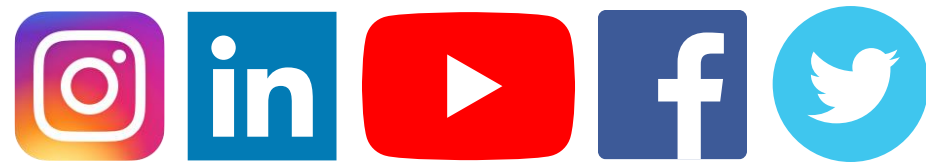
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FOLLOW US ON SOCIAL MEDIA!

@DuquesneSBDC



#LaunchInnovateThrive

