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Small Business Institute Graduates Help Businesses Grow

SCRANTON, PA, January 3, 2007—Area small business was strengthened this past December, as twelve entrepreneurs graduated from the Small Business Institute. The Small Business Institute, sponsored by Fidelity Deposit and Discount Bank, The University of Scranton Small Business Development Center (SBDC), and MetroAction, Inc., the community development arm of The Greater Scranton Chamber of Commerce was created to help small businesses start out on the right foot.

The Institute, held weekly at The University of Scranton is a 12-week program designed help entrepreneurs put all the pieces together to make sound business decisions, learn to complete a comprehensive business plan and gain better performance in their business. Sessions included market research, management and legal structure, marketing, budgeting, cash flow, financial statements, financing, deal-making and business growth.

The Small Business Institute is a partnership between The University of Scranton's Small Business Development Center and Metro Action, the community development arm of the Chamber. The SBDC is part of a network of 16 SBDCs in Pennsylvania, and covers an 8-county area of northeastern Pennsylvania. It provides free and confidential management consulting services to help businesses develop the planning, management and financial skills necessary for business. The SBDCs one-on-one consulting programs provide practical, up-to-date business information including business plan development, home-based businesses, market research and public relations, among others. All consulting is provided free of charge by skilled professionals.

MetroAction provides funding to businesses that might not otherwise get funding. Their mission is to promote community growth by funding businesses supporting job creation and community stability. Over the past seven years, MetroAction has provided more than \$2 million to more than 150 businesses throughout northeastern Pennsylvania.

The next semester of The Small Business Institute is scheduled to begin in early February. The sessions will be held on Wednesday evenings. For more information or to register contact Christina Hitchcock, 570.342.7711, email chitchcock@scrantonchamber.com.

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