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.
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

RUSSELL COMBS
Business Consultant

DENIS OLSON
Business Consultant

ALLISON HOWARD
Business Consultant

Sarah Matta
Business Consultant
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
  Washington County Peters Chamber of Commerce
  Wexford/North Regional Chamber of Commerce
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
STARTUP ASSISTANCE

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

OUR IMPACT

"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

BUSINESS STARTS

220
(2017-2022)
FUNDING ASSISTANCE

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

OUR IMPACT

$61m
(2017-2022)
HOW WE HELP

HENNEMUTH METAL FABRICATORS

OAKDALE, PA

GROWTH STRATEGY
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
HOW WE HELP

PORTAGE, PA
SOCIAL MEDIA
WOMAN-OWNED BUSINESS

VISION PARTYING
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
VALUATION & SUCCESSION PLANNING

- Benchmark Analysis
- Business Expense Deductions
- Exit Strategies
- Succession Planning
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
SEMINARS/WEBINARS

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

OUR IMPACT

EDUCATIONAL PROGRAMS | ATTENDEES
---|---
302 | 6,221

(2017-2022)
OUR IMPACT 2017-2022

- BUSINESS STARTS: 220
- FUNDING ASSISTANCE: $61m
- CONSULTING HOURS: 24,569
- EDUCATIONAL PROGRAMS: 302
- ATTENDEES: 6,221
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