
—Entrepreneurial & Small Business Resources¹

Background Reading:

Free Downloadable Pamphlets: (*

- **Entrepreneur's Guide: Starting and Growing a Business in Pennsylvania**, by PA Department of Community and Economic Development, Center for Entrepreneurial Assistance (2002) (www.inventpa.com/docs/Document/application/pdf/c8390dd5-213e-4cb7-9d20-2e6c74939f97/Entrepreneur.pdf).
- **Starting a Business in Pennsylvania—A Beginner's Guide**, by PA Department of Revenue (2004) (www.revenue.state.pa.us/revenue/lib/revenue/rev-588.pdf).
- **A Guide to Business Registration in Pennsylvania**, by PA Department of State (03/2004) (www.dos.state.pa.us/corps/lib/corps/guide_to_business_guide_in_pa.pdf).

Books:

- J. W. Dicks, **How to Incorporate and Start a Business in Pennsylvania** (Adams Media Corporation, 1997).
- Desiree A. Petrus and Mark Warda, **How to Start a Business in Pennsylvania** (Sphinx Publishing, 1999, 2nd ed.).
- Entrepreneur Magazine's SmallBizBooks.com (www.smallbizbooks.com).

Magazines:

- **Entrepreneur** (www.entrepreneur.com).
- **Inc.** (www.inc.com).

Informational Web Sites:

Commercial:

- **All Business** (www.AllBusiness.com) (“...AllBusiness.com helps entrepreneurs, small and growing businesses, consultants and business professionals save time and money by addressing real-world business questions and presenting practical solutions. The site offers resources including how-to articles, business forms, contracts and agreements, expert advice, blogs, business news, business directory listings, product comparisons, business guides, a small business association and more.”).
- **Business Owner's Toolkit**, by CCH (www.toolkit.cch.com) (“Thousands of pages of information and tools to help you start, run and grow a successful small business.”).
- **Entrepreneur.com** (www.entrepreneur.com).

Non-Profit:

- PBS, “**Small Business School**” (<http://smallbusinessschool.org>).

¹ Included here are various business networking and education resources located mainly in the Greater Philadelphia Region. **Please check the respective web sites for event schedules and other information (including possible changes to any of the information I've included here).** To make this list as useful as possible, I'd appreciate hearing about other resources that ought to be included (as well as any corrections).

* Opening these files requires the Adobe® Reader® software. If you don't already have the free Adobe® Reader® installed on your PC, go to Adobe's web site (www.adobe.com) and follow the links and instructions at that site.

Portals:

- **ABusinessResource**, “Small Business” page (www.abusinessresource.com/Business_Resources/Small_Business/).

Other:

- Judith Kautz (ed.), **Small Business Notes** (www.smallbusinessnotes.com), including: “Pennsylvania Business Resources” (www.smallbusinessnotes.com/stategovernment/pennsylvania.html).
- MyMoney.gov, “**Starting a Small Business**” page (www.mymoney.gov).
- US Census Bureau, “**Statistics about Business Size (including Small Business) from the U.S. Census Bureau**” (www.census.gov/epcd/www/smallbus.html).

Government

Federal:

- **US Small Business Administration** (www.sba.gov)
- **US Internal Revenue Service**, “Small Business and Self-Employed One-Stop Resource” (www.irs.gov/businesses/small/index.html).

New Jersey:

- **NJ Business page** (www.state.nj.us/Business.shtml).

Pennsylvania:

- **PA Department of State**, “Pennsylvania Open for Business” (www.paopen4business.state.pa.us).

Business Organizations

Advice & Resources:

- **Chambers of Commerce.** *Among other benefits, chambers of commerce generally organize various networking and educational events on a regular basis that are also open to non-members. Join a local chamber of commerce and similar organizations to get listed in directories, attend educational programs, and meet people at networking events.*
 - **Chamber of Commerce Southern New Jersey**, Voorhees, NJ (www.chambersnj.com).
 - **Delaware County of Chamber of Commerce**, Media, PA (www.delcochamber.org). *Resources include the Small Business Advisory Team (SBAT), a group of Small Business Committee volunteers that provides members with 5 hours free assistance, guidance and mentoring on all kinds of business-related issues or concerns for growing an existing business.*
 - **Eastern Montgomery County Chamber of Commerce**, Jenkintown, PA (www.emccc.org).
 - **German American Chamber of Commerce—Philadelphia**, Philadelphia, PA (www.gaccphiladelphia.com). *One of several international chambers of commerce in the Philadelphia area.*
 - **Greater Philadelphia Chamber of Commerce**, Philadelphia, PA (www.gpcc.com).
 - **King of Prussia Chamber of Commerce at Valley Forge**, King of Prussia, PA (www.kingofprussia.com/KingofPrussiaChamber/index.asp).
 - **Main Line Chamber of Commerce**, Wayne, PA (www.mlcc.org).
 - **North Penn Chamber of Commerce**, Lansdale, PA (www.northpenn.org).

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- **Midlantic Business Alliance** (Broomall, PA) (www.mba-inc.org). *Benefits include general networking and educational events and also business networking groups in various local counties.*
- **Philadelphia Development Partnership** (www.pdp-inc.org) (“Our mission is to provide small business owners and new entrepreneurs with the support and tools they need to thrive: small loans, access to other credit and capital sources, training and technical assistance, and—above all—a network of peers, service providers, consultants, and potential customers.”).
- **SBDCs**—Pennsylvania Small Business Development Centers (www.pasbdc.org). *Backed by the United States Small Business Administration (www.sba.gov) and housed at various universities, SBDCs offer free and low-cost education and consulting for new businesses.*
- **SCORE**—Service Corps of Retired Executives (www.score.org). *Check out SCORE as soon as you start thinking about going into business for yourself. Aside from the many resources at its web site, SCORE is a volunteer network of highly qualified business advisers who will consult with you at no cost.*

Advocacy:

- **NFIB**—National Federation of Independent Businesses (www.nfib.org).
- **SBEA**—Small Business Exporters Association (www.sbea.org).

Entrepreneurial Business Funding:

- **Ben Franklin Technology Partners** (Philadelphia, PA) (www.sep.benfranklin.org). *For starters, attend one of BFTP's “seed capital briefings,” held several times a year at various locations in the Greater Philadelphia region. See the web site for more details and further information. And whether or not you're interested in applying for business funding, BFTP's briefings and information are a good introduction to the entrepreneurial process.*
- **Diamond State Ventures** (Pennsylvania and Delaware) (www.dsventures.net). *“Diamond State Ventures (DSV) is an early-stage business cultivator that encourages and assists entrepreneurs with innovative ideas or commercially viable technologies to start and grow their companies into successful, sustainable technology businesses. DSV mentors and develops entrepreneurs as they prove their business models and refine their venture presentations. “Members of the Diamond State Ventures steering committee put each entrepreneur through a thorough scrub session(s) to analyze their business models and improve their presentations. DSV Venture Forums are attended by members of our region's venture capital community, along with bankers, private investors, and others interested in assisting these privately held emerging businesses. Participating early-stage companies are headquartered in the Mid-Atlantic region; most are post-revenue.”*
- **Early Stage East** (Delaware) (www.earlystageeast.org). *According to the web site, a “premier opportunity to meet the leaders in venture capital, entrepreneurial development and emerging businesses.”*
- **Greater Philadelphia Venture Group** (www.gpvg.com).
- **Innovation Philadelphia** (www.IPphila.com).
- **Private Investors Forum** (Philadelphia, PA) (www.privateinvestorsforum.com). *“The Private Investors Forum (PIF) is a non-profit organization of accredited private investors dedicated to providing education and stimulating investment in the Greater Philadelphia Region, including New Jersey, Delaware and Maryland. PIF accomplishes this mission by hosting quarterly educational meetings for accredited private investors, the establishment of the PIF Due Diligence Fund and the Annual Angel Venture Fair.”*
- **The Entrepreneurs' Network**. *Bi-monthly breakfast meetings, most recently at the Radnor Hotel in Villanova, PA. Self-described as a venue for “serial and aspiring entrepreneurs and accredited angel*

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investors.” *“Incidentally, think of us if you need a CEO, CFO, COO, senior marketing or sales people. We have an incredible talent pool of people who are not looking for payroll positions. They are looking for opportunities to invest and to follow their money as leaders or members of leadership teams in new ventures.”* For more information, and to be included in the mailing list, contact Richard J. Anthony, Sr. (TheSOLNET@aol.com) (610.225.0277). Note that he prefers to limit attendance based on the following “three criteria: (1) no job seekers, (2) a willingness to share experience and network, and (3) only approved service providers (attorneys, accountants, business brokers and M&A specialists) - in other words, people who can direct deals and refer accredited angel investors to us.”

Science and Technology:

- **Association of Information Technology Professionals** (www.aitp.org).
- **Chemical Consultants Network** (Bala Cynwyd, PA) (www.chemconsultants.org).
Includes monthly networking and educational dinner meetings.
- **Drexel University, Laurence A. Baiada Center For Entrepreneurship in Technology** (Philadelphia, PA) (www.lebow.drexel.edu/baiada).
- **Eastern Technology Council** (www.techcouncil.org).
Among other things, the ETC publishes *Technology Times*, a monthly newspaper that can be picked up free of charge at many locations around the region.
- **GetContactX** (www.getcontactx.com) (“GetContactX is a professional organization representing a broad spectrum of technology-oriented companies, individuals and those who provide services to them. Participation in GetContactX provides you with access to a broad network of businesses, people, valuable programs and services.”).
- **Licensing Executives Society** (www.usa-canada.les.org). *Includes local chapters with regular meetings in Philadelphia and New Jersey.*
- **Network of Women in Computer Technology** (www.nwct-phila.org).
- **Pennsylvania Biotech Association** (www.pabiotech.org).
- **Philadelphia Area New Media Association** (www.panma.org).
- **Regional Biotechnology Council - Central Bucks** (www.rbccb.org) (www.sep.benfranklin.org/resources/rbcevents.html).

Miscellaneous:

- **Institute of Management Consultants** (www.imcusa.org); includes a Philadelphia Chapter (www.imcphilly.org).
- **Knowledge Management Group, Philadelphia Chapter** (www.kmgphila.org). *“KMG meets on the 2nd Wednesday of every month at a location either in Philadelphia or the suburbs.”* For e-mail announcements about local educational and networking events and online discussion on topics of mutual interest, subscribe to the corresponding Yahoo! Group (<http://groups.yahoo.com/group/KMGphila/>).

Business Networking

These are networking opportunities in which I have been involved myself, so feel free to contact me directly with any questions (610-891-6910).

- **B2B Networking Group** (www.B2BNetworkingGroup.com). Monthly breakfast meetings at Cedarbrook Country Club (Blue Bell, PA); no membership, but there's a \$10 charge for breakfast; pre-registration required. Principal contact: Russell R. Valante (Janney Montgomery Scott LLC) (215-619-3920).
- **Business Development Resources** (www.lawwinter.com/BDR.htm) ("Empowering Small Businesses To Connect - Grow - Prosper"). Bi-monthly breakfast meetings for business education and networking each 2nd and 4th Thursday, 7:00 – 9:00 AM, at the Delaware County Chamber of Commerce building, 602 East Baltimore Pike, Media, PA. Membership is restricted to one member per industry category or professional field. Principal contact: Charlie Seymour (Special Life Moments Photography) (610-499-8884).
- **Entrepreneurs' Forum of Greater Philadelphia** (www.efgp.org). Monthly evening events, free of charge, featuring networking and panels; usually held at the Federal Reserve Building in Philadelphia; no membership, but voluntary sponsorship opportunities.
- **Mid-Atlantic Consultants' Network** (www.maconsultants.com). Monthly breakfast meetings, free of charge, held at Villanova University, Villanova, PA; no membership, but voluntary sponsorship opportunities. As the program generally starts at 7:30 AM, arrive between 7:00 and 7:15 AM for networking. Please go to the web site to print out the parking pass you'll need for parking at Villanova. For e-mail announcements about events and discussion on topics of mutual interest, subscribe to the corresponding Yahoo! Group at: <http://groups.yahoo.com/group/MAConsultants>.
- **Midatlantic Business Alliance** (Broomall, PA) (www.mbainc.org). Among other benefits, MBA runs business networking groups in various local counties. Business networking groups generally meet twice a month for the specific purpose of generating business leads for its members. Within each leads group, membership is restricted to one person per industry or professional field so that members in a given group wouldn't be competing with each other.
- **Professional Business Network** (www.pbnworks.com). Monthly lunch meetings at King of Prussia; open to members and non-members.
- **Tri-County Business Network** (Wayne, PA) (www.tcbn.org). Monthly morning meetings; membership is restricted to one business per industry or professional field.
- **Unit Of 1** (www.unitof1.com) ("Unit of 1 supports small business users - helping them build and run successful companies."). Includes an e-mail discussion list and regular meetings in the Philadelphia area. For e-mail announcements about local networking and educational events and online discussion on topics of mutual interest, subscribe to the corresponding Yahoo! Group at: <http://groups.yahoo.com/group/unitof1/>.

General Business Resources

- **FreeSpeakers.org** (www.freespeakers.org). Promote your business and yourself through speaking engagements (and find free speakers for your own organization).
- **Toastmasters International** (www.toastmasters.org). "Toastmasters is the best way to improve your communication skills. Lose your fears of public speaking and learn skills that will help you be more successful in whatever path you've chosen in life."

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- **Delaware County, PA. Toastmasters Club:** Meets every Wednesday, 7 to 9 PM, at the Delaware County Chamber of Commerce building (www.delcochamber.org). Guests are encouraged to attend as many times as they like to find out what Toastmasters is all about.
- **US Biz Books** (www.usbizbooks.com). *If you're the author of any business books, "[l]et USbizbooks.com, with its extensive media, trade association, corporate and business executive's database, market your book." This web site promises to attract media attention, obtain speaking engagements and business opportunities, and increase readership for business authors. Also search for business books by subject matter.*

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