

## Greater Reading Entrepreneurial Support Alliance (GRESA)

Services Offered	Kutztown University Latino Business Resource Center (LBRC)	The Greater Berks Development Fund (GBDF)	Berks County Latino Chamber of Commerce (BCLCC)	SCORE	Micro+	Berks Economic Partnership (BEP)	Kutztown University Small Business Development Center (KUSBDC)	Ben Franklin Technology Partners	Community First Fund (CFF)
<b>Net revenue of typical client served:</b>									
Between \$0 to \$100,000 per year	Yes			Yes	Yes				Yes
Between \$100,001 to \$150,000 per year			Yes				Yes		
Between \$150,001 to \$250,000 per year	Yes						Yes		
Between \$250,001 to \$500,000 per year						Yes		Yes	
Exceeds \$500,000 per year.		Yes					Yes	Yes	
Other, please specify.			Varies Greatly				Yes		
<b>Typical stage of business of client served:</b>									
<b>Conception Stage</b> (Entrepreneur determines the feasibility of the new business)	Yes			Yes	Yes				
<b>Start-up stage</b> (Business launched, cash is tight, narrow market niches with inconsistent sales)	Yes		Yes	Yes	Yes			Yes	Yes
<b>Early stage</b> (business has customers but struggles to find competitive advantage, all activities are focused on increasing sales also at attracting & retaining talented management)					Yes	Yes		Yes	Yes
<b>Growth Stage</b> (business attempts to meet demands of increased sales & expanding markets)		Yes		Yes	Yes	Yes	Yes	Yes	Yes
<b>Rapid growth</b> (business is outpacing industry growth rates)									
<b>Maturing stage</b> (established markets, faces increased competition)			Yes			Yes		Yes	
<b>Innovation or decline Stage</b> (business needs to innovate or loses market share)				Yes				Yes	
<b>Implementing an Exit Strategy / Selling the Business</b> (business owner is in the process of selling the business)									
<b>Typical industry of client consulted:</b>									
Agriculture		Yes						Yes	
Manufacturing, R&D		Yes	Yes			Yes	Yes	Yes	
Retail, Sales	Yes			Yes	Yes		Yes		Yes
Professional Services (Legal, accounting, financial)					Yes	Yes	Yes		
Services (business supplies, personal services)	Yes	Yes	Yes	Yes	Yes				Yes
Online	Yes							Yes	
Construction, building, remodeling, landscaping	Yes								Yes
Real Estate	Yes					Yes			Yes
Transportation, Travel									
Publishing, newspapers									
Other, please specify							Consulting Services	Advanced Technology	
<b>Primary services provided:</b>									
Environmental assistance			Yes				Yes		
One to one business consulting / counseling	Yes		Yes	Yes	Yes	Yes	Yes	Yes	Yes
International marketing	Yes		Yes			Yes	Yes		
Financing		Yes			Yes			Yes	Yes
Live workshops / seminars	Yes		Yes	Yes	Yes		Yes		Yes
Bilingual (spanish & english) consulting, workshops / seminars	Yes		Yes		Yes		Yes		Yes
Minority procurement certification assistance (MBE & MWBE)	Yes		Yes		Yes		Yes		
Government marketing	Yes		Yes			Yes	Yes		
Technology commercialization assistance				Yes		Yes	Yes	Yes	
Group business consulting / counseling	Yes		Yes				Yes		
Online workshops / seminars	Yes		Yes				Yes		
Other, please specify			Market research, support and plan development				KUSBDC provides online certificates on small business development	Enterprise-wide solutions for clients	
<b>Additional information about the organization</b>	LBRC offers for FREE, the Largest collection of online learning Courses in Spanish		We have the unique ability and talent to improve the market mix of any small business	Our group consists of professionals from all walks of life. Some are retired, some are not.		BEP is the lead marketing agency and primary point of contact for all economic development inquiries relating to Greater Reading	The KUSBDC provides FREE consulting services.	BFTP/NEP has achieved the following results: 2007 Cumulative New Jobs Created 1,395 13,043 Existing Jobs Retained 630 20,253 New Companies Started 13 379 New Products and Processes Developed 71 769	Community First Fund envisions a future where opportunities for economic prosperity are available to everyone in the communities we serve