



Small Business Development Center
Clarion University

Helping businesses start, grow, and prosper.

NEWSLETTER

web.clarion.edu/sbdc/

[Clarion SBDC Blog](#)



Spring 2011

Woman-Owned Business Enjoys Expansion

Dixon Contracting & Supply Expands: Woman-owned power player, Dixon Contracting & Supply, recently expanded in Clearfield County yet again. Brenda Dixon, sole proprietor, opened Dixon Contracting & Supply in April of 1996. The company is a distributor of geotextile material, inlets, piping, and manholes. The main customers for Dixon Contracting include HRI Inc., Glenn O. Hawbaker Inc., New Enterprise Stone & Lime, Charles J. Merlo Inc., JC Lee Construction and Supply.

Brenda first contacted Corry Riley from the Clarion University Small Business Development Center in January 2006 for assistance expanding her business. The Clarion University SBDC assisted Brenda with a business plan, market research, and financial analysis to build a new building according to very specific specifications and purchase the necessary equipment to begin offering inlets as a new product offering.

In mid-2006 Dixon Contracting received \$400,000 in funding to complete one phase of their expansion. In 2007 additional funding of more than \$600,000 was obtained for the phase 2 expansions. Finally in 2010, with continued financial analysis assistance from the SBDC, Dixon Contracting obtained an additional \$1,000,000 for the final expansion phase.

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[Nancy Weaver](#)

2011 Student Business Plan Competition

The Office of the Chancellor of the Pennsylvania State System of Higher Education is looking for System students who are interested in starting a new business. Funding is available through a PA Department of Community and Economic Development (DCED) Keystone Innovation Grant to support students in their business development efforts through May 31, 2012. [Read more and apply](#)



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Marcellus Shale Coalition Launches Marcellus Quarterly

Marcellus Quarterly (MQ) is published by The Marcellus Shale Coalition. MQ is published four times per year covering industry trends and issues surrounding responsible shale gas development. [Read the first issue](#)



[Read Our Blog](#)

Natural Gas: A Workhorse in Waiting for Pennsylvania

Here in Pennsylvania, natural gas continues to be deployed across all four sectors of our economy: residential, commercial, industrial and transportation. As it relates to this final sector, Pennsylvania ranks in the top 10 nationally in the use of natural gas to power our vehicles, and over the past 10 years, natural gas has increasingly been used as a source of clean electricity for residents of the Commonwealth. [Read Full Story](#)



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Inc Magazine's Best Industries For 2011

Ready to start your own business? Inc crunched the data and compiled the statistics to find the most promising industries for start-ups in 2011. To read this informative article go to: [Best Industries 2011](#)

Coupon

For \$10 off any SBDC Event

Present with Registration Form. Offer expires 12/31/2011

Helpful Small Business Articles

[An Easier Way to Apply for Loans](#)

[Naming A Business](#)

[SBA Publications Online](#)

[PASBDC Clean Technology Resource Center Webinars](#)

[The SBA Blog](#)

[Try SmartBrief Industry Newsletters for Free](#)

Education Corner

The Clarion University SBDC offers a variety of educational programs for start-up and existing businesses

First-Step: Starting a Small Business

A Workshop designed to give you a head-start with your new business

Armstrong Education Trust: Kittanning: Saturdays 9:00 am to 12:00 noon [May 14](#) [June 11](#) [July 16](#) [August 13](#) [September 17](#) [October 8](#) [November 12](#) [December 10](#)

Cameron County Chamber of Commerce: Emporium: Wednesdays 9:00 am to 12:00 noon [August 10](#) [October 12](#) [December 14](#)

Small Business Development Center: Clarion: Saturdays 8:45 am to 12:00 noon [May 7](#) [June 4](#) [July 9](#) [September 10](#) [November 5](#)

Holiday Inn Express: Cranberry: Saturdays 8:45 am to 12:00 noon [August 6](#) [October 1](#) [December 3](#)

Best Western: DuBois: Saturdays 8:30 am to 12:00 noon [May 21](#) [June 25](#) [July 23](#) [August 20](#) [September 17](#) * [October 8](#) [November 19](#) [December 10](#) ***Held at the Hampton Inn**

McKean County 911 Center: Smethport: Wednesdays [May 11](#) [June 8](#)

McKean County CareerLink: Bradford: Wednesdays 12:00 noon to 3:30 pm [July 13](#) [August 10](#) [September 14](#) [October 12](#) [November 9](#) [December 14](#)

Potter County Education Council: Coudersport: Tuesdays 8:30 am to 12:00 noon [July 12](#) [September 13](#) [November 8](#)

Business Skills Workshops

Workshops designed to give you skills to better operate your small business

[Workplace Fraud: How to Spot it and How to Stop it: Oil City](#)
Thursday, May 19: 2:00 pm to 4:00 pm

[EClub Central: Analyzing Your Financial Statements: DuBois](#)
Wednesday, May 25: 5:00 pm to 7:00 pm

[QuickBooks 2010 Advanced: Clarion](#)
Thursday, June 16: 9:00 am to 4:00 pm

[EClub Northwest: Making Your Website a Business Tool: Oil City](#)
Tuesday, June 21: 9:00 am to 11:00 am

[EClub Northwest: The Truth About Credit Card Processing: Oil City](#)
Tuesday, August 16: 9:00 am to 11:00 am

[QuickBooks 2010 Level I: Clarion \(Two Sessions\)](#)
Tuesday, October 11 and Thursday, October 13: 6:00 pm to 9:00 pm

[QuickBooks 2010 Level II: Clarion \(Two Sessions\)](#)
Tuesday, October 25 and Thursday, October 27: 6:00 pm to 9:00 pm

Looking for Space to Hold Your Event?

If you are looking to hold an event, our new office building has conference room space available for rent. It holds 30+ people, 15 computers, projection equipment and screens, and a kitchen area to prepare refreshments. Contact Cindy Nellis at cnellis@clarion.edu or telephone (814) 393-2060 for additional information.