

Linda C. Feltman

lcf8@psu.edu

Penn State SBDC office c/o Happy Valley Launch Box
224 S. Allen
State College, PA 16801
Cell 814-880-9288 or 814-867-4411 – desk

PENN STATE EXPERIENCE:

Coordinator: Global Entrepreneurship Week and Business Consultant, Student Entrepreneurship Small Business Development Center August 2014 – present

- Consult with student entrepreneurs
- Present to e-ship related classes
- Invited judge and mentor at various campus business competitions
- Coordinate and supervise graduate and undergraduate students interns and grad assists
- Manage, coordinate and implement November GEW event: planning and branding 12 months
- Identify, collaborate and help implement e-ship based programs with Penn State colleges

Senior Business Consultant Small Business Development Center April 2002-August 2014

- Assist Centre and Mifflin County small businesses in a variety of capacities, including developing marketing and public relations plans including crafting news releases, writing business plans and assembling an entire set of proforma financial spreadsheets for purposes that include seeking commercial funding
- Supervise undergraduate and graduate students working directly with businesses, in internship and similar situations
- Regularly present to various Penn State classes on business related topics
- Work with student entrepreneurs from various colleges on many aspects of business planning
- Interact with professors and students on various projects related to entrepreneurship
- Coordinator for Penn State's response to International event: Global Entrepreneurship Week
- Efficiently work with critical management information system databases, tracking SBA deliverables per PA SBDC guidelines
- Design and deliver training seminars; audience size six to 100
- Recipient of Outreach Vice President's Award for Engagement February 2011
- Recipient of Pennsylvania Business Central Top 100 Business People January 2014

Faculty Associate College of Communications Jan. 2005-present

- Instruct senior seminar: Communications 493 *Entrepreneurship in the Information Age*
- Recipient of College of Communications Dean's Excellence Award for Outstanding Faculty Associate for academic year 2008-2009 and 2015-2016

Business Analyst I Small Business Development Center April 1999- April 2002

- Responsible for efficiently serving client base from office. Other duties as assigned

Other current or recently held positions include:

Business Consultant, USDA TAA program through University of MN May 2011-June 2013

- Worked in coastal Maine with Lobstermen on writing a business plan to secure FSA grant

Faculty Advisor (volunteer) October 2009- present

- Happy Valley Communications, a student run public relations firm and Global Entrepreneurship Week Club, a student org for showcasing events during Penn State GEW

Instructor: Strong Woman® fitness program certified instructor May 09-August 2016

Columnist: *Pennsylvania* magazine

Jan. 1992-current

- Have traveled the state extensively, visiting all 67 counties minimum of three times since inception of column. www.pa-mag.com

EXPERIENCE PRIOR TO PENN STATE EMPLOYMENT:

Small Business Owner

Rest and Repast

August 1982-June 2000

- In 1982 launched Rest & Repast Bed & Breakfast Reservations to fulfill a lodging shortage during peak Penn State weekends. Grew to a year-round business with two employees
- Sold business subsequent to accepting position at Penn State SBDC

General Manager

Blatek Inc.

August 1979-March 1988

- Managed small high tech firm from startup stages through first eight years
- Secured Army ordnance contracts, including multiple orders for nose cones for 22 mm anti-tank rockets from a Norwegian firm who had contracts to build weaponry for Israeli Army
- Left position to pursue own business

Assistant Sales Manager

Linden Laboratories, Inc

May 1977- March 1979

EDUCATION:

The Pennsylvania State University, University Park, PA

Fall 1973-May 1976

- B.A./ Advertising

University Of Manchester, Manchester, England

March-August 1976

- Participated in one of the first Penn State study abroad programs. Following completion of program, backpacked through Europe for three months before returning to states

Université de Montréal, Montréal, Quebec, Canada

Fall 1972-Spring 1973

- Curriculum, taught in French, included: Linguistics, Translation, Russian and Spanish

College of Dupage, Glen Ellyn, IL

Fall 1970-May 1972

- Associate degree: Business Management with Spanish, French and Russian Minors
- Selected in 2016 as a COD Distinguished Alumni

PUBLICATIONS PRIOR TO PENN STATE EMPLOYMENT:

- Highways and Byways, Bed and Breakfasts in Pennsylvania, copyright 1988, updated version published in 1989. Self-published both editions.
- Bed & Breakfasts and Unique Inns of Pennsylvania, copyright 1991, Published by Crystal Springs, Inc., Photographer: Bruce Muncy, Author: Linda C. Feltman
- *Keystone Gazette*, weekly newspaper, columnist 1990-92

COMMUNITY SERVICE:

- Facilitate gift drive for residents of youth shelter through Outreach, Women of Color. Dec 2008 – 2014
- Spearheaded annual drive for personal care items for the Congleska Woman's Center. Pine Ridge Reservation of Lakota Sioux, South Dakota 2000 –2009
- Advisory Council member for Delta, SCASD High School: 2001/02, 2004/05, 2006/07, 2008/09
- Member of State College Business and Professional Women from 1983- 2001
 - President 89-90.
 - 1995- 1999, Chair of annual fund-raiser, The BPW Silent Auction, held in December to raise monies for local scholarships and The Woman's Resource Center. Since its inception in 1995 through 2001, BPW donated just over \$60,000 to these two causes.