

P. MICHAEL STURLA, CHAIRMAN  
414 MAIN CAPITOL BUILDING  
P.O. BOX 202096  
HARRISBURG, PENNSYLVANIA 17120-2096  
(717) 787-3555  
FAX: (717) 705-1923



HOUSE DEMOCRATIC POLICY COMMITTEE

WEBSITE: [www.pahouse.com/policycommittee](http://www.pahouse.com/policycommittee)  
EMAIL: [policy@pahouse.net](mailto:policy@pahouse.net)  
@PADemPolicy

**House of Representatives**  
COMMONWEALTH OF PENNSYLVANIA

**HOUSE DEMOCRATIC POLICY COMMITTEE HEARING**

**Topic: Women In Business**

**Andrew Carnegie Free Library & Music Hall – Carnegie, PA**

**October 15, 2020**

**AGENDA**

- 10:00 a.m. Welcome and Opening Remarks
- 10:10 a.m. Terrell Martin  
Executive Director for Business One-Stop Shop  
Pennsylvania Department of Community and Economic Development
- 10:20 a.m. *Questions & Answers*
- 10:40 a.m. Panel of Local Businessowners:
- Eva Trout  
Artist and Owner, Firebox Art Studio
  - Tammy Bellotti  
Travel Agent and Owner, Magical Moments Vacations
  - Marianne Skiba  
Emmy-Winning Makeup Artist and Owner, Glam Earth
  - Tiffany Battaglini  
Insurance Agent and Agency Owner, Erie Insurance
  - Kanak Iyer  
Owner, Kanakadhara Financial Enterprises, LLC
- 11:10 a.m. *Questions & Answers*
- 11:30 a.m. Closing Remarks

# PENNSYLVANIA BUSINESS ONE-STOP SHOP

## THE GO-TO RESOURCE FOR PENNSYLVANIA BUSINESSES



The Pennsylvania Business One-Stop Shop is equipped with knowledge, information, and resources for businesses both large and small. Serving as the first point of contact for Pennsylvania business development concerns, our team helps connect and guide businesses through all stages of development — from planning and startup to operating and expanding.

### HOW CAN WE HELP?

#### ✓ PLANNING

- Writing a Business Plan
- Naming Your Business
- Choosing a Business Structure
- Finding Business Advice

#### ✓ REGISTERING

- Local Registrations, Permits, & Zoning
- Special Registrations

#### ✓ OPERATING

- Hiring Workers
- State Taxes & Permits

#### ✓ GROWING

- Government Contracting
- Diverse Business Resources
- State Funding

### CONTACT US

PA Department of Community & Economic Development

Toll-free: 1.833.722.6778

[business.pa.gov](http://business.pa.gov)

### ENTREPRENEUR'S GUIDE

Not sure if you're ready to start a business? Check out our Entrepreneur's Guide, which is written for new and first-time entrepreneurs. This guide focuses on planning for your new business, the development of your business plan, and resources to help you get started. Download it today at [business.pa.gov](http://business.pa.gov).



10/31/2019



# BUSINESS REGISTRATION OVERVIEW



For a personalized business registration checklist,  
visit [business.pa.gov/register.html](https://business.pa.gov/register.html).

- 1. Confirm requirements with your financial institution and insurance company.
- 2. Check for special registrations, if applicable.
- 3. Confirm your professional licensure is current.\*  
*\*Only applicable to Professional LLCs or Professional Corporations. All other business structures, skip to the next step.*
- 4. Check with the local municipality concerning taxes, zoning requirements, local licenses and permits, and any other regulations.\*  
*\*It is important to complete this step before proceeding with your business registration.*
- 5. Register your business structure.\*  
*\*Make sure you have verified the business name you wish to use is available.*
- 6. Register your Fictitious Name.\*  
*\*Only required if operating under a name that is not the Legal Name of the business or sole proprietor.*
- 7. Apply for a federal Employer Identification Number (FEIN).\*  
*\*If you already have an FEIN, skip to the next step.*
- 8. Register for state tax and employer accounts.\*  
*\*Employers must comply with Act 32 on Local Earned Income Tax and report employee information to the Pennsylvania Department of Labor & Industry.*



Want a personalized step-by-step guide to registering your business?  
Just answer a few questions at [business.pa.gov/register.html](https://business.pa.gov/register.html).

The logo features the letters 'PA' in white inside a green shape that resembles the state of Pennsylvania. To the right of this icon, the words 'Business' and 'One-Stop Shop' are stacked vertically in a bold, white, sans-serif font.

**PA Business**  
**One-Stop Shop**

THE GO-TO RESOURCE FOR  
PENNSYLVANIA BUSINESSES





## PLAN

The Pennsylvania Business One-Stop Shop is equipped with knowledge, information, and resources for businesses both large and small.

### ABOUT US

Serving as the first point of contact for Pennsylvania business development concerns, our team helps connect and guide businesses through all stages of development — from planning and startup to operating and expanding. Whether you're an aspiring entrepreneur or existing business, we provide complete, customer-focused service backed by firsthand knowledge and experience.

### MEET THE TEAM

We're more than just a website and a toll-free number. The Pennsylvania Business One-Stop Shop is backed by a team of business consultants and subject matter experts from across state government that have collected and centralized the essential resources, knowledge, and experience necessary to successfully start or grow a business in Pennsylvania.

### TURNING YOUR IDEA INTO A BUSINESS

Pennsylvania is committed to helping aspiring entrepreneurs achieve their business dreams by providing the right training, guidance, and resources to help individuals make informed business decisions as they plan and launch a new venture. Whether you're just starting your business plan, choosing your business structure, or looking for business counseling and advice, we've got you covered. [business.pa.gov/plan.html](https://business.pa.gov/plan.html)

### GETTING BUSINESS ADVICE

There is no substitute for personalized one-on-one assistance, especially when you are planning to start your own business. We can direct you to the right professional resources through the most convenient method for you — whether it's online, over-the-phone, or in-person. Our team can help you find a business mentor, free business counseling, or workshops and trainings for new entrepreneurs and existing businesses. [business.pa.gov/plan.html](https://business.pa.gov/plan.html)

# REGISTER

We can guide you through registering your business in Pennsylvania.

## REGISTERING WITH THE STATE

Before you do business in Pennsylvania, you may need to register with several state government agencies. Which registrations you need to complete will depend on your business' structure, and in some cases, its industry category. Our team can help you navigate the registration process; we also have a step-by-step checklist for your convenience. [business.pa.gov/register.html](https://business.pa.gov/register.html)

## LOCAL REGISTRATIONS, PERMITS, AND ZONING

In addition to state registrations, you might need to obtain local registrations or permits or ensure you're compliant with local zoning requirements. We can connect you to the right local municipal contact in the township, borough, or city where you will be operating. [business.pa.gov/register.html](https://business.pa.gov/register.html)

## SPECIAL REGISTRATIONS AND PROFESSIONAL LICENSING

Depending on the type of business you are starting, you might need to seek additional registrations and licenses with Pennsylvania state government. For example, if your business will provide a professional service, you will need to verify with the licensing body that your professional license is current before registering your business. Contact our team if you're unsure whether you need a special registration or professional license for your business. [business.pa.gov/contact.html](https://business.pa.gov/contact.html)

# OPERATE

We can also help you navigate operating requirements.

## HIRING, STATE TAXES, AND STATE OPERATING PERMITS

Your responsibilities as a business are based on whether you have employees, the products or services you offer, and the type of business you run. We have information on employer requirements and responsibilities, the common types of business taxes, and state operating permits. [business.pa.gov/operate.html](https://business.pa.gov/operate.html)



Fox Meadows Creamery  
Ephrata, PA



AE Works  
Pittsburgh, PA



Amma Jo  
Harrisburg, PA



Yards Brewery  
Philadelphia, PA



West Chester, PA

# GROW

We have resources to help your business reach its full potential.

## GROWING YOUR BUSINESS

Pennsylvania has a wealth of resources to help businesses grow and thrive, including free or low-cost technical and consulting services from business experts across the state. Business growth is the culmination of prudent business decisions made over time and might include diving into new markets, expanding to a new location, purchasing new equipment, and more. Whichever route you choose, we have the resources and the expertise to help you take your business to the next level. [business.pa.gov/grow.html](https://business.pa.gov/grow.html)

## BECOMING A GOVERNMENT SUPPLIER

Federal and state government are significant purchasers of and continually need a wide variety of goods and services. We can connect you directly to the resources that can show you how your business might benefit from becoming a government supplier or vendor and benefit from available procurement opportunities. [business.pa.gov/grow.html](https://business.pa.gov/grow.html)

## SMALL DIVERSE BUSINESSES RESOURCES

If you are a minority-owned, woman-owned, veteran-owned, disabled-owned, or LGBT-owned business, there are many local, state, and federal resources to support your growth. Our team can help you understand the small diverse business certification process, opportunities for small diverse business contractors with state government, and explain the specialized financial programs available for small diverse businesses. [business.pa.gov/grow.html](https://business.pa.gov/grow.html)

# PA PROUD

You often hear that you can't have it all,  
but in Pennsylvania you'll start believing you can.

## SMALL BUSINESSES IN PENNSYLVANIA

Pennsylvania is leading the way for successful businesses and communities with innovation, imagination, and a legendary can-do spirit. Entrepreneurs and small businesses bring the elbow grease and innovation that keeps our economy humming. Pennsylvania's one million small businesses account for more than 99 percent of businesses in the state and employ 2.5 million workers. Their economic impact is evident across a variety of business sectors, ranging from professional services, retail, construction, and health care to manufacturing, education, and beyond.

### PENNSYLVANIA BUSINESS ONE-STOP SHOP

PA Department of Community & Economic Development  
Commonwealth Keystone Building  
400 North Street, 4th Floor  
Harrisburg, PA 17120-0225  
[business.pa.gov/contact.html](https://business.pa.gov/contact.html)  
1.833.722.6778