

## A few of the most popular Entrepreneurship placements available through The Philadelphia Center:

**Duross and Langel; Intern:** Duross and Langel produces the highest quality all-natural handmade soaps and body products. Their motto is "good clean fun" and the experience of shopping in their store is a feast for the senses. They feature eye popping colorful big blocks of soap + super concentrated, low sulfate, dye-free body and hair products. The intern will have the opportunity to learn every aspect of the small business entrepreneurial experience. The student will be exposed to everything from sales and marketing our business to design and execution of product labels, our website and advertisement. Students will learn to deal with vendors, making orders, lab, production schedules, etc... They will have the opportunity to work on inventory spreadsheets, sales analysis, bill paying, tax issues (sales, income and payroll), and income projection. The intern will also learn about the products, their formulation and prescribing for individual clients -- not just what we do but why we do it this way.

**Lux Spa and Fitness; PR and Marketing Intern:** Lux Spa and Fitness is a high end hotel spa located in the Independence Park area of Philadelphia. Lux is a full service spa providing hair, makeup, massage, facial, and skin care, fitness, and pool services. The student may be responsible for marketing plans, advertising outlines, local marketing, press releases, event planning, local media relation, front desk, management, and assisting manager/therapist. The student will have direct contact with manager and owner with marketing and public relations projects. The ideal intern will be responsible, creative, organized, motivated, passionate, and reliable.

**Philadelphia Commercial Development Corporation; Intern:** Philadelphia Commercial Development Corporation's (PCDC) mission is to revitalize neighborhoods and to assist small businesses. Our efforts are directed towards promoting entrepreneurial development, increasing employment and improving the economy and quality of life in Philadelphia's neighborhoods. PCDC opens doors to economic advancement by building partnerships and fostering viable development projects and enterprises. We bring together business owners, business associations, developers, community residents, financial institutions, and the Philadelphia Government to create an attractive atmosphere for public and private investment in neighborhood commercial areas. In addition, we provide a range of important financial and managerial services, including direct loans to small businesses and minority contractors. During its 30 year history, PCDC has arranged financing through its Loan Programs in excess of \$300,000 for more than 2,300 businesses. Of this total, PCDC has approved over \$74,000 in direct loans. The clients receiving assistance have created and retained jobs for low-to-moderate income individuals. The Commercial Area Specialist (CAS) Assistant will work on a variety of projects, providing constructive assistance in helping local merchants within the targeted commercial corridors. Services provided will include and not be exclusive to instruction for site improvements, storefront facade program assessments, beginning training to assist with real estate development, and more.

**Sustainable Business Network of Greater Philadelphia; Programming Intern:** We are SBN, the Sustainable Business Network of Greater Philadelphia, a nonprofit network of local triple-bottom-line businesses and social entrepreneurs. We are local business people, professionals, social entrepreneurs, investors, not-for-profit leaders, and government representatives who are committed to building a more socially, environmentally, and

financially sustainable local economy. We are a founding member of North America's Business Alliance for Local Living Economies (BALLE) ("bah-lee"), a national alliance of local business networks in North America who are building living economies in their regions. A living economy supports both community life and natural life, while sustaining long-term economic viability. Interns may have the opportunity to identify entrepreneurs who share SBNs values, process membership applications, assist with preparation for monthly SBN networking events, attend committee meetings, promote events, coordinate mailings, assist with fundraising, and assist with special events. Ideal candidates will have a passion for business, building the local economy, and social entrepreneurship. Background in business, economics, anthropology, communications, entrepreneurship, green business practices welcomed. Interns should be dedicated to social justice, creative problem solvers, be self-motivated, and possess strong communication and writing skills.

**Temple University Small Business Development Center; Special Projects Intern:** Temple Small Business Development Center is an outreach center of the Fox School of Business and Management at Temple University. The Temple SBDC offers a variety of services including consulting and coaching, hands-on training, market research, advertising and design, legal advice, and more. Students may have the opportunity to conduct market research for clients, complete economic development research projects, and assist small businesses. The student will be in charge of a major project and will manage it from start to finish. The ideal intern will be an independent worker, flexible, and will have an interest in economic development, entrepreneurship, and small business.

**U.S. Commerce Department; Trade Intern:** The U.S. Commercial Service is the trade promotion unit of the International Trade Administration; U.S. Commercial Service trade specialists in 107 U.S. cities and in more than 80 countries work with U.S. companies to help them get started in exporting or increase their sales to new global markets. The mission of the Commercial Service is to support U.S. commercial interests in the United States and help small and medium sized companies export American made goods and services around the world. Our commitment is to: promote the export of U.S. goods and services, strengthen the U.S. economy, maintain job security, and create jobs; protect and advocate for U.S. business interests abroad; assist U.S. firms in realizing their export potential by providing counseling, overseas market information, international contacts, and trade promotion vehicles; support the export promotion efforts of other public and private organizations by partnering with others to create a full service export development infrastructure. International trade interns become involved in the daily operational aspects of a high activity office and work closely with an international trade specialist. They assist the specialist by completing research projects, providing market analysis, and coordinating event development, as well as performing other light clerical and administrative support duties. Interns also will learn to use and market the U.S. Commercial Service's commercial information databases. The system's highly detailed economic trend and market analysis helps exporters identify and assess their potential overseas markets. Interns also will have the opportunity to develop export marketing and sales strategies by identifying established channels of distribution to penetrate new world markets. Numerous opportunities will be available to interact with area businesses, foreign visitors, U.S. Foreign Service Officers, and U.S. Embassies and Consulates. Our internship mission is to train the next generation of American international businessmen and women to become our clients or our colleagues.

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