

# SCORE

BY JENNIFER HETRICK, Content Coordinator



SCORE, with the name changing in 2018 to better reflect the geographical scope of our clients, communities served, and supporting partners. At the same time, requests for our help have increased commensurate with the business opportunities along Route 422.

### What is your coverage area reach?

The SCORE TriCounty Chapter is based in Pottstown; it serves Western Montgomery, Northern Chester, and Eastern Berks counties. Collegeville Borough and Upper Providence Township lie on the border between the TriCounty and Montgomery County SCORE Chapters. There are more than 350 chapters nationwide with approximately 10,000 advisor mentors. SCORE's national headquarters in



**What is your name and role with SCORE in our region? When did it join the community?** Tom Gosse, SCORE Volunteer Advisor. Our network

began nationally in 1964, with our name as an acronym for Service Corps of Retired Executives. Our TriCounty Chapter opened in 1991 as Pottstown



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Herndon, Virginia, is funded, in part, through a cooperative agreement with the Small Business Administration.

**Tell us about the work your organization does.** We provide free, confidential, expert business counseling. Our volunteers specialize in mentoring individuals who are considering starting a business, as well as owners and managers who are already in business. Each year, between 15 and 30 Collegeville area residents will ask SCORE for help starting or improving a local small business. Counseling sessions often include the discussion of business start-ups, business plans, capital sources, marketing and sales, buying or selling a business, human resources, recordkeeping, and technology. Our advice and mentoring is tailored to the individual needs of our clients. We will remain with a client as long as necessary and are often called back years later. With over 10,000 members nationwide, any mentor-advisor can call upon another SCORE advisor with specific experience in a particular business or situation. In addition to our mentor members, we maintain strong ties to local subject matter experts.

Although major shifts in 2020 have limited our new, start-up clients, we at SCORE have been busy helping business owners and lenders navigate the CARES Act changes and requirements passed by Congress in March.

Additionally, SCORE conducts low-cost

workshops and seminars on current topics of interest to our local entrepreneurs and business community throughout each year. We also support local chambers of commerce and community business organizations in their business recruitment and retention efforts. Our mentors are also often invited to supplement high school and college business curriculums with real-world situations and problem-solving. In any community, SCORE fills the gap between community organizations and small businesses with specific expertise, local knowledge, time, and energy.

**Are there any misconceptions you often have to clear?** As you can imagine, it is hard for people to believe that our help is free and that we, as mentor advisors, are not paid and cannot accept payment of any kind, including gratuity from our supporting partners.

**Is there anything else you would like to share?** At SCORE, we are on the frontline fighting to keep Main Street America in business. If you believe that you can help a small business with your experience, advice, and mentoring, please think about joining us. You can learn more about us and talk with an advisor via email at [tricounty@scorevolunteer.org](mailto:tricounty@scorevolunteer.org), or call 610-327-2673.

**IF YOU KNOW a local nonprofit worth nominating, please send contact information for it to [jkovalski@bestversionmedia.com](mailto:jkovalski@bestversionmedia.com).**



**"I have been working with SCORE since 2017, when I opened my pilates studio in Collegeville. Being a business owner can be quite overwhelming at times, and I have counted on Tom's help on various occasions. SCORE has been a great resource for me, providing ideas and suggestions that I otherwise might have overlooked."** — CARLA OLIVA

**"My experience with SCORE was absolutely amazing!! My husband and I were looking to purchase a small business in Collegeville and needed knowledge on how to do so. The SCORE advisors were a great help; they were available whenever I needed them. They provided me with the knowledge and tools I needed to proceed to buy my business. I would recommend their services to anyone."** — COURTNEY HILBERT

**"As the Executive Director of The Perk Valley Chamber of Commerce, I have worked with TriCounty SCORE for years. Their mentoring and educational workshops in support of our local small business community is second to none."** — RENEE BLOMSTROM

