

Small Business Success Awards 2004

New Jersey City University SBDC

Winner: Mana Somalingam

Business: PC Tech Learning Center, LLC

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Jersey City

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After several months of restructuring financials and preparing a business plan New Jersey City University SBDC consultant Al Izzi helped Mana Somalingam (Soma) to close a SBA loan of \$450,000 from Independence Bank in Jersey City. The loan closed in September 2004 and will enable PC Tech to fund the expansion of the school's curriculum with the addition of new programs for training medical assistants and office support specialists, upgrade computer training equipment and facilities and renovate office space.

The funding will also enable Soma to add an additional 10 to 15 positions over the next two years at PC Tech. PC Tech offers career training in Office Administration, Medical Billing and Help Desk/Tech Support. Also, individual courses are offered for Microsoft's MCSE Certification, A+ Certification and Network Certification. The school is a Microsoft Partner at the Gold Level and has received National Accreditation from the Accrediting Council of Continuing Education and Training. Since its founding, PC Tech has trained over 500 students and has, through its full time job placement service, maintained a job placement rate of over 75 percent.

PC Tech started in 1997 and under Soma's leadership it has steadily increased sales from \$300,000 to over \$2,000,000 projected for this year. Depending on class schedules, PC Tech typically employs between 25 and 30 full and part-time workers at any one time.



Hopper congratulates Mana Somalingam (Soma) of PC Tech Learning Center in Jersey City. In addition to Soma's associate (center), New Jersey City University SBDC Director Barbara O'Neal and consultant Al Izzi worked with Soma.