



**Small Business  
Development Center  
Gannon University**

*Helping businesses  
start, grow, and prosper.*

**Business Owners**

Jeffrey Scott  
(814) 230-3066

**County:** Warren

**Industry:** Full Service  
Restaurant

**Year Founded:** 2020

**SBDC Assistance:** Business  
plan, financial projections,  
forecasting, market research,  
advice on financing

**Consultant:** Jacob Jones

**Additional Partners:**

**Gannon University SBDC**  
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## Bringing a Local Legend Back to Life

Small towns often have well known secrets to the residents who live there, particularly when it comes to dining. One such gem is Scottie's Pittsfield Inn owned by Jeffrey Scott, an entrepreneur with a passion for fine dining and creating an unforgettable atmosphere.

Jeffrey had frequented the restaurant over many years before it came up for sale. Once it did, he reached out to the Gannon University Small Business Development Center to learn what encompassed purchasing a business. Shortly thereafter, he met with Business Consultant Jacob Jones who outlined the process and steps for business acquisition.

Gannon SBDC assisted with drafting a business plan, market research, pricing strategies, financial planning, marketing, and business operations. In late 2019, with the help of the Gannon University SBDC, Jeffrey secured \$200,000 in financing to make his dream of restaurant ownership a reality and reopened the treasured local dining establishment.

Shortly before the grand opening of the restaurant in March 2020, Jeffrey took action to postpone the opening due to Covid-19. Not to be deterred Jeffrey begins thinking of ways to provide great food and the comfort it brings the community. New marketing materials and channels were set up quickly to showcase an innovate menu. In just two months since postponement of the grand opening, Scottie's Pittsfield Inn has become a local favorite for curbside pickup. After developing a new way to operate Jeffrey stated, "Without the help of you and the SBDC, I wouldn't be where I am today!"

Jeffrey hopes to have open dining services in the coming months and spread the joy of great food to all of Warren County.

Success Story