

Lenin Agudo, MBA, CGBP

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Biography



Lenin is a high-performance motivator with experience in small business growth, government administration, and community and economic development.

As Director of Widener University Small Business Development Center (SBDC), he is responsible for the performance of 3 technical assistance programs: *Apex Accelerator*, funded by the United States Defense Logistics Agency; the *Small Business Environmental Management Assistance Program*, funded by the Pennsylvania Department of Environmental Protection and the *Small Business Development Center* program, funded by the

United States Small Business Administration and the Pennsylvania Department of Community and Economic Development.

Lenin also serves as a board director for Tompkins Community Bank; Community First Fund, a Pennsylvania based CDFI; and as a board trustee for the Wyomissing Foundation.

Under Lenin's leadership, Widener SBDC has been awarded the 2019 United States Small Business Administration Excellence and Innovation Award; recognized for creating two centers of excellence (CoE) to support economic recovery efforts during the pandemic - The CoE Latino and CoE Health and Life Science; designated SAP NEXT GEN LAB/HUB for design thinking and analytics, becoming one of thirteen universities in the USA to achieve this designation and the only SBDC in the country. He is particularly proud of his clients' success. For the fourth consecutive year, his clients have been presented with the *Small Business of the Year Award* by the U.S. Small Business Administration (SBA).

As former community and economic development director for the 5th largest city in PA, business consultant, trainer and small business owner, Lenin has over 14 years of experience in loan packaging, real estate development, financing, business model generation, and value proposition design.

Lenin graduated from Pace University with a Bachelor of Business Administration degree in International Management, holds a Master of Business Administration from Kutztown University, a postgraduate certificate in Economic Development and Growth from the University of Pennsylvania's Fels Institute of Government and an Executive Education Certificate in Leadership and Organizational Performance from the Kennedy School at Harvard University.

Lenin is a Certified Business Advisor from Growth Wheel; a Certified Program Facilitator from a Strategyzer; and a Certified Global Business Professional (CGBP) from the National Association of Small Business International Trade Educators (NASBITE). He enjoys life with his wife Gabriela Raful and lives vicariously through his sons Julian and Camilo.