

Small Business Development Center
Penn State

Helping businesses start, grow, and prosper.

Brungo Family Dentistry Expands

Dr. Ronald Brungo and his wife Maura, both dentists, started their State College dental practice in April of 2001 after moving to the area. They leased a 1035 sq. ft. facility in downtown State College and by 2005, their business had grown to where they needed more space. Their lease was up for renewal, at which time Ron came into the SBDC to discuss options about expanding.

Ron looked at the possibility of building his own facility, partnering with other businesses, and a number of variations to these scenarios. He wanted to stay in the Centre Region area, but land is limited and very expensive for one dental office to build a separate facility. Did he want to be a landlord, owning a building and being responsible to rent out other spaces? Did he want to be in partnership with others? After looking at the alternatives and reviewing financial projections with the SBDC consultant and his accountant, he decided to look for a facility in which to locate his business.

In January of 2007, the SBDC received an email indicating that he had found a location and was ready to develop financial projections to see if moving to this location was feasible. His new office would be over twice as large as his existing office space and would double the number of treatment rooms available. Over the next few months, Ron and the SBDC worked on obtaining estimates and developing financial projections. In addition, the SBDC reviewed the proposed lease with Dr. Brungo and detailed questions to ask the landlord. The facility has the ability to be converted to a condominium, which was a positive factor in Dr. Brungo's decision on this location. After numerous emails back and forth about issues and costs, the financial projections were completed and ready to present to the bank. Within a short time, Ron received loan approval and contractors were engaged to complete his new, expanded office space.

Brungo Family Dentistry's new facility has 2400 sq. ft. and has space for up to six treatment rooms. In addition, the business purchased equipment to expand the practice to include orthodontics. Dr. Brungo has added new technology to the practice and will be offering more services and more hours to serve the growing practice.

"With the help of the SBDC, I was able to see the reality of the project. I couldn't have done the project without the SBDC and Nittany Bank. They helped me to see the project through to completion" said Dr. Brungo.



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- Dr. Ronald Brungo

Dr. Ronald A. Brungo, DMD
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Industry: Dentistry

Year Founded: 1993

SBDC Assistance: Financial projections, business planning, financing options

Additional Partners: Nittany Bank

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