

High School Entrepreneur Uses Degree to Grow Business —By Laurie Yarger

While most students complete their college degree and then enter the business world, Todd R. Schorle, '02, was not like most students. One of the first graduates of Penn State Berks with a bachelor's degree in Business, Schorle put his degree to work to grow TS Tech Enterprises, Inc., the business he began in 1996 while a junior at Governor Mifflin High School.

Schorle and had always enjoyed taking things apart to see how they work. TS Tech began with Schorle and a few friends rebuilding computers in his father's garage. Through hard work and dedication, Schorle took TS Tech from high school venture to successful computer and technological resource to small businesses in the dental and medical industries. Its service area includes eastern Pennsylvania, southern New Jersey, Delaware, and northern Maryland.

"I believe my parents' drive to succeed and hard work ethic has influenced who I am today," he states. In addition to the guidance he received from his parents, Robert and Susanne Schorle, he attributes much of his success to his Penn State education.

When choosing a college, Schorle found that Penn State Berks provided an excellent academic reputation and a convenient location, allowing Schorle to begin his college career while maintaining and growing his business.

"It only seemed natural to stay in the area because of the business," he explains.

While attending Penn State Berks, he lived with his parents and commuted to campus. He joked that he had his own office before ever having a place of his own to live.

Despite juggling college courses and a growing business, Schorle found time to get to know people on campus. He developed a close group of friends in the residence halls and maintains relationships with a few of his professors.

"Mitch Zimmer was a dynamic professor and really had a passion for teaching his students," he remembers. Zimmer is an Assistant Professor of Business.

Schorle graduated from Penn State Berks in 2002 with a bachelor's degree in Business, with a focus on Marketing. With his studies completed, he had more time to focus on his business.

"My main goal was to come out of college debt free, having this degree as something to fall back on just in case the business did not succeed," he explains.

When asked how his Penn State degree prepared him for the future, Schorle states, "I would not be as successful without my degree from Penn State. I can attribute

my strong writing, math, and communication skills to courses I took at Penn State. In fact, just the other week, I went through my old course notebooks to resolve a situation with the business."

He went on to say, "To get the most out of education, your priorities must be in line." Schorle enjoys learning and plans to continue his education to refine his current skills and knowledge.

When he isn't working, Schorle participates in both a local management group and a sales group that meet on a regular basis to discuss business issues and sales strategies. He also enjoys flying, and is currently studying for his Instrument Flight Rules license. But his favorite past time is spending time with his wife, Melissa, a 2001 graduate of James Madison University in Virginia.

"Getting married, finding my wife, and building the relationship we have has to be my proudest accomplishment," he states.

The couple met four years ago at a Berks County Chamber of Commerce marketing event, and they were married in April 2006.

What does the future hold for Schorle? TS Tech is now entering its tenth year in business.

"The main focus of our business is our customers," explains Schorle. "I wish to do one thing and do it well. I like to be loyal to our customers and have them value us and trust us for the lifetime of their business." He added that he plans to expand the business by focusing on customer satisfaction and quality. ■

