



# Wilkinsburg Community Development Corporation

[www.wilkinsburgcdc.org](http://www.wilkinsburgcdc.org)

## Small Business Financing Workshop Offers Tools for Success

The Wilkinsburg Community Development Corporation (WCDC) hosted a small business financing workshop in May at Hosanna House. The free event was open to existing and start-up businesses in the Wilkinsburg area.

A packed room included 10 participants, four presenters and three representatives of the WCDC. The workshop provided an “insider” look at how commercial loan applications are underwritten. The purpose was to provide financing resources to businesses and help them prepare for successful loan applications.

Presenters included John T. Quinn and Ray Garofalo from Dollar Bank; Rebecca MacBlane, Regional Development Funding Corporation; and John Dobransky, Small Business Development Center, University of Pittsburgh Center for Entrepreneurial Excellence.

Among the attendees was Leslie Parr, who that day had just signed a lease to open a day-care center at 906 Wood Street. A retired school teacher, she plans to serve about 70 children. “I came here looking for ways to finance my equipment needs,” she said. “I hope to have my business open on June 1st.”

Another participant was long-time Wilkinsburg resident Shawn McAtee. She has been looking for suitable space for about 18 months to start a shared office space environment. Not a business incubator, her business plan is to provide professional services in a shared arrangement.

The workshop is one of many programs the WCDC has initiated to help revitalize the Wilkinsburg business corridor. Additional information on these resources is available through the WCDC office at our office. If you're interested in more programs like this, we'd love to hear from you!



J. T. Quinn—Business Banking, Dollar Bank



Ray Garofalo—Community Development, Dollar Bank



Rebecca MacBlane—ED, Regional Development Funding Corp.



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