

## Small Business Finance Workshop Returns in April

For the second year in a row, the WDCDC will host a small business financing workshop on Thursday, April 12, 2012, 6 p.m., at Hosanna House in the

**“In order for any bank to consider giving you a loan, you need to have a business plan....Now mine is 21 pages, and having it has opened up a lot of opportunities.”**

2nd floor dining room.

One of last year's attendees, Leslie Parr found a location and started a day care business this past year.

Reflecting on her journey, she said, “Before getting in contact with Dollar Bank at the workshop, I didn't know a thing about business plans. In order for any bank to consider giving you a loan, you need to have a business plan....Now mine is 21 pages, and having it has opened up a lot of opportunities, including getting a loan at 3% interest to fund new technology as well as increase recruiting.”

This event is free for existing and start-up businesses in the Wilkinsburg area. The purpose of the workshop is to provide an ‘insider’ look at how commercial loan applications are underwritten and to share resources that will help businesses prepare for successful loan applications. Ms. Parr confirmed that “The Dollar Bank representatives were great to communicate with and helped me without pushing their own loans or programs.”



Mr. Ray Garofalo, Dollar Bank's Assistant Vice President for Community Development, will return this year along

with John T. Quinn, Dollar Bank's Loan and Business Banking Representative, Becky MacBlane of the Regional Development Funding Corporation, and John Dobransky of the Small Business Development Center at the University of Pittsburgh Center for Entrepreneurial Excellence.

To register for this event or learn more, please contact us at 412-727-7855 or info@wilkinsburgcdc.org. We look forward to working with you!



A session in last year's financing workshop.

## WDCDC Supports 125th Anniversary Planning

With Wilkinsburg's 125<sup>th</sup> Anniversary approaching, planning is under way for this momentous celebration. The WDCDC has provided administrative support for these planning efforts. We are pleased to

provide meeting space at our office. If you are interested in becoming involved in a committee please contact us at 412-727-7855 or info@wilkinsburgcdc.org.



**You can help by sending a tax deductible contribution to:**

**WDCDC**  
**1001 Wood St.**  
**Wilkinsburg, PA 15221**  
**\*\*\*or donate online at\*\*\***  
**www.wilkinsburgcdc.org**

### WDCDC CALENDAR

|               |             |  |
|---------------|-------------|--|
| 3/1 (Thurs.)  | 8:30-10.M.  | Business District Safety Meeting                     |
| 3/1 (Thurs.)  | 6-7:30 P.M. | WDCDC Design Committee                               |
| 3/23 (Thurs.) | 9-10 A.M.   | Wilkinsburg 125th Planning Committee                 |
| 3/30 (Fri.)   |             | Youth Grant Application deadline                     |
| 3/31 (Sat.)   | 9-11 A.M.   | WDCDC Board Meeting, School District Admin. Building |

All meetings take place in the WDCDC Office, 1001 Wood St., unless noted.

