



Building Bridges for Business through  
Access, Information & Partnerships



*Pittsburgh, PA – May 3, 2011*

*Entrepreneurs attend Small Business Works Seminar in East Liberty. Allegheny County Executive Dan Onorato and Mayor Luke Ravenstahl kick off the event.*

**Building Bridges for Business** partnered with Allegheny County, The City of Pittsburgh, The Small Business Administration, and Duquesne University's – Small Business Development Center to host Small Business Works at the Kingsley Association in East Liberty. County Executive Dan Onorato and Mayor Luke Ravenstahl kicked off the event. Mr. Onorato discussed the importance of small business growth to our region's economy. Mayor Luke Ravenstahl shared information on several programs available throughout the region. Ed Gainey motivated the crowd and served as the emcee for the event.

Deborah Hickman, the keynote speaker, captivated the audience with her story. Deborah started working as a part-time cashier at Giant Eagle. Today she is an independent owner and operator of the Giant Eagle in the East Hills. Her message to the audience was to follow your dreams and to never give up.

**Building Bridges for Business** will host several other *Small Business Works* events throughout Allegheny County. Every event will provide access to education and the region's amazing business resources. Additional *Small Business Works* events will be held in June 2011 at Google Pittsburgh focusing on Young Entrepreneurs and in the Fall focusing on Welcome to Oz - How being green can benefit you and your business. Details and additional photos for the April 2011 Small Business Works event are located on [www.buildingbridgesforbusiness.org](http://www.buildingbridgesforbusiness.org). Building Bridges sponsors include The Pittsburgh Technology Council, The Pittsburgh Business Times, Comcast Business Class, Blacktie Pittsburgh, CRMstermind, My Office Assistant, SI business Associates, Virtual Assist USA, Minute Man Press, Solutions for Networks, Cold Cyprus, Louis Plung, and CLeveled.

The event was a huge success; **Building Bridges for Business** really gets the concept of

providing resources that small business owners can implement in the short term. Debbie Hickman did a wonderful job, her story really inspired us. Jireh Mobile

Networking is the building of mutually beneficial relationships that support your goals. The Small Business Works Event held on April 28th was just that. It brought together key individuals who shared their knowledge, experience and expertise on developing and making your local business a success. These people were there to help and guide you. I could not think of a better investment in my time or energy. I was delighted to be able to attend and gain so many professional contacts. Suzanne Mauro, AICI Producer "Style Everyday with Suz" PCTV Pittsburgh, Division of SuzMedia, LLC

Congratulations on a well-done inaugural event! As a Western PA -based children's multimedia programming and Production Company, we were able to meet and build new bridges with local suppliers of services we had not known about previously, from mobile app creators to magazine publishers. Your keynote speaker, Deborah Hickman, was a perfect choice and delivered a great story and message. Thanks to your organizers, sponsors and our hosts, the Kingsley Association, for presenting an important event that was diverse and rich in helpful networking and information. Susan Brozek Scott President & CEO Afterschool Buddy, Inc. Educate. Entertain. Explore. Excite!III

"InterGroup Communications attended the Building Bridges for Business event with the intent to secure new business. What we found were highly motivated, energized individuals who had wonderful ideas for businesses or who had already begun start-up businesses. Instead of being so focused on securing immediate business, we easily shifted our focus and welcomed the opportunity to support and encourage these wonderful ideas and dreams. Out of that effort, we know new business will eventually materialize for InterGroup. The attendees were exceptional people who were focused and determined." Sharon Liotus, Principal, InterGroup Communications

You did an amazing job with the event and it really turned out well. The speaker was really inspiring and just the right person for the target audience—I heard so many people say how she touched them with her words: commitment, persistence and hard work. Liz Dewitt SALT

Congratulations on a great event! I found the vendors you chose to participate were very relevant and helpful-not something you typically find at similar events! Ashley Moss – Hello Productions

Linda Handley

Building Bridges for Business

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