

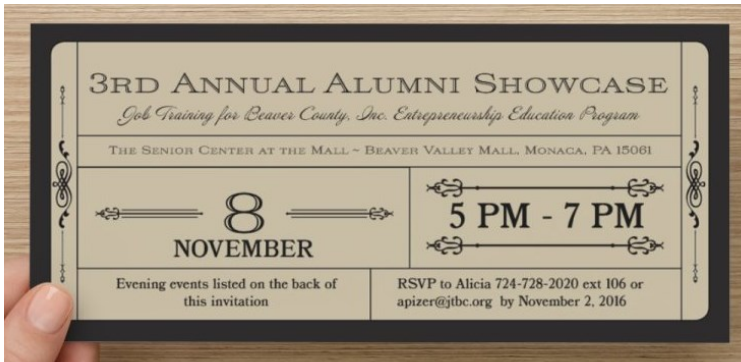
# ENTREPRENEUR NEWS



Job Training for Beaver County, Inc.

Fall 2016

## 3rd Annual Alumni Showcase Scheduled for November 8th



Time is running out to RSVP for our 3<sup>rd</sup> Annual Entrepreneurship Program Alumni Showcase! This year's event will celebrate the hundreds of alumni who have completed the program since it began in 2009.

A panel of small business professionals will include; Sophia Pappan from Strassburger, McKenna, Gutnick & Gefsky, Maria Gaziani from Penn State Extension, Trish Digliodo from Paramount Co-Op, and Dorothy Clear owner of

Clear Organization. Please join us November 8<sup>th</sup> from 5:00 pm—7:00 pm at the Senior Center at the Mall for an evening of celebration, networking and food. RSVP to Alicia by November 2<sup>nd</sup> at 724.728.2020 x106 or [apizer@jtbc.org](mailto:apizer@jtbc.org).

## Santa's Coming!

*JTBC's Entrepreneurship Program will sponsor its first ever Small Business Holiday Pop-Up Shop on Saturday, November 26<sup>th</sup> from 9:00 am—3:00 pm at the Senior Center at the Mall. This event will not only provide a great opportunity for our alumni and other local entrepreneurs to market their goods during the holiday shopping season, but also supports Small Business Saturday 2016. Please plan to visit our shop to support small business.*



## Job Training for Beaver County, Inc.

presents

### Certificate of Completion

to

Beaver County Resident

for

### Entrepreneurship Education Program

Rick Riley, Executive Director

March 2016

#### In This Issue

- Alumni Showcase Event
- Did you know . . .
- Small Business Saturday
- Alumni Spotlight
- Entrepreneur Community Events
- Community Partner spotlight
- Calendar of Events
- Motivational Moment

## Alumni Spotlight

Dr. Laura Stapleton completed our Entrepreneurship Education Program in 2015, and now owns two businesses. The first, a non-profit organization called the BLAST Foundation, is a shelter for at-risk teens and domestic violence victims. Her second business venture, a limited liability company (LLC), is a holistic wellness resort currently underdevelopment.



Laura credits the program for helping her acquire the information and networking opportunities necessary to start and grow her businesses. In fact, she plans to collaborate with other program participants turned business owners to sell their products and services at her resort.

The encouragement and inspirational quotes helped her to stay focused on her goals. According to Laura, the most important thing she learned in the classes was “we can all grow and expand our business while helping each other out”.

When asked what her goal is for her company, she replied, “I see my business fully developed and a making six figure income within the next five years.” We love to hear such positive goals!

“This was, and continues to be, an excellent program for anyone really motivated to build their own business. I believe when someone with a strong vision and dream applies the information learned in these classes, they can achieve their goal of not only starting a business, but developing it into a profitable venture over time. I encourage everyone to learn as much as possible from the instructors, and stay connected with the alumni, as we never outgrow the need for other people to help us advance and grow our business. The connections I made from this program not only provided a network of other business owners, but good life long friendships.”

## The 3rd Entrepreneur Conference 2.0: Growing Momentum to 2025 “Thinking Globally, Connecting Locally”



JTBC Entrepreneurship Coordinator Alicia Pizer attended the *3rd Annual Entrepreneur 2.0: Growing Momentum to 2025 Conference* October 14th sponsored by the Franklin Center, Penn State Extension, Hoyt Center for the Arts, and Blueprint Communities. It was a day full of interesting speakers, networking opportunities, and of course, a light luncheon provided by Far-aone Brothers, a local small business.

One of the conference highlights was a presentation by Patty Horvatich, Pittsburgh Regional Alliance Vice President of Business Investment. Patty discussed the Shell cracker plant and how its presence will effect the local economy.

Frank Augustine, Jr. from Augustine’s Pizza, a longtime family business in the New Castle area, also shared his family’s success story of a small pizza shop which expanded to selling frozen pizzas in grocery stores throughout the region and providing pizzas to PNC Park and Heinz field. Frank’s story also included the heart-wrenching account of how a fire completely destroyed the original family restaurant business and production facility. He stated although they are not near where they were prior to the fire, they continue to recover and are even expanding into production and packaging of frozen pizzas for other small companies. This is a great example of how competition doesn’t have to be a battle, but can be a cooperation of efforts to build a better economy.

Additional presenters included Anne Flynn Schlicht, Chatham University Center for Women’s Entrepreneurship Director, Ketaki Desai, Executive Director of eCenter@LindenPointe, and Maria Gaziani, Agricultural Entrepreneurship Educator from Penn State Cooperative Extension. All three women gave extraordinary presentations that encouraged audience participation.

Alicia is already looking forward to the next year’s conference! Anyone interested more information about next year’s event can contact Sandy Curry at the Franklin Center at 724-378-2882, or via email at [scurry@franklincenter.org](mailto:scurry@franklincenter.org) or Janice Hassen at 724-654-8370, or via email at [jma2@psu.edu](mailto:jma2@psu.edu).

# Community Partner Spotlight

## About Paramount Co-Op...

Trish and Marcos Digliodo purchased the former Divine Redeemer Catholic Church and school in 2015, and have spent most of the past year renovating and updating the building to once again bring education and new hope to the community. Their goal is to provide a co-working space plus an incubator program to budding entrepreneurs who need specific resources and training to get their business ideas off the ground, grow their existing small business.



There are two types of membership available. Traditional members pay a monthly fee for full use of the space and access to workshops, seminars, etc. A **Kick Start Membership**, funded by a grant from the Community Development Program of Beaver County, provides assistance to eligible county residents as they learn and open their business. With this program, Trish and Marcos hope to help up to 20 entrepreneurs each month.

The building is a large facility that has parts still under renovation but the vision of Trish and Marcos is one that will eventually invite the whole community to use the building for weddings and community events. Please stop in to say hello!

---

## Kick Start Membership

### Our Kick Start Membership was designed to facilitate the growth of your business.

Whether you are embarking on the journey to start a new business, or simply looking for ways to increase revenue for your existing business, our Kick Start Membership will provide all of the tools you need to succeed.

#### ***Kick Start can provide:***

- ◆ Working space in Paramount Co-Op for 4 days each month
- ◆ Choose your workdays: M-F / 9 am to 5 pm access
- ◆ A seat in every business seminar and speaker series
- ◆ An invitation to community networking events
- ◆ An assigned mentor to assist you every step of your business journey
- ◆ The opportunity to be part of an amazing community of entrepreneurs

All memberships include wireless internet, use of conference room, kitchenette, access to printer/fax/scanner, off-street parking and the local community.

Take a tour and see how Paramount can help you get started and grow! Contact them at:

233 Merchant Street, Ambridge, PA 15003

724-385-0862

[www.paparamount.com](http://www.paparamount.com)

## CALENDAR OF EVENTS

November 8th 5:00 pm—7:00 pm

Entrepreneurship Education Program Alumni Showcase

November 17th 1:30 pm —3:30 pm

QuickBooks workshop at CCBC Chippewa Campus

November 26th 9:00 am—3:00 pm

Pop-Up Sale at the Senior Center at the Mall

Early December—TBD

Small Business Immersion Mini Workshops

Find and LIKE us on Facebook!

<https://www.facebook.com/Job-Training-for-Beaver-County>



*Did you know.....*

Among the 5.4 million U.S. firms with paid employees, 481,981, or 8.9 percent, had been in business for less than two years in 2014, according to findings from the U.S. Census Bureau's inaugural [Annual Survey of Entrepreneurs](#).

*64% of consumers have made purchases decisions based on social media content - Buzzfeed.com*

*70 % of small businesses are owned and operated by a single person.—Buzzfeed.com*



### **MOTIVATIONAL MOMENT**

**“Our goals can only be reached through a vehicle of a plan, in which we must fervently believe, and upon which we must vigorously act. There is no other route to success.”**

**~ Pablo Picasso**

### **Contact Us**

**Give us a call for more information about our Entrepreneurship Education Series.**

**Job Training for  
Beaver County, Inc.  
PA CareerLink Beaver County  
285 Beaver Valley Mall, Route 18  
Monaca, PA 15061  
(724) 728-2020, ext. 106  
[apizer@jtbc.org](mailto:apizer@jtbc.org)  
Visit us on the web at  
[www.jtbc.org](http://www.jtbc.org)**

### **Job Training for Beaver County the place for progress**

Since 2009, Job Training for Beaver County, Inc (JTBC) has received Federal Community Development Block Grant funding through the Community Development Program of Beaver County to operate the Entrepreneurship Education for Potential Business Owners Program for low to moderate income Beaver County residents.

JTBC is a nonprofit organization which, under the direction of the Southwest Corner Workforce Investment Board, provides employment and training services for Beaver County's economically disadvantaged youth, public assistance recipients, adults, and dislocated workers, as well as services to employers. As a recipient of Federal Workforce Investment Act funds, JTBC is a PA CareerLink® Beaver County partner.

Equal Opportunity Employer

Auxiliary aids and services available upon request to individuals with disabilities