





*Making western
Pennsylvania
a thriving region
for all.*



Who We Are

At Bridgeway Capital, we believe that entrepreneurs are vital to regional economic growth. Western Pennsylvania's base of entrepreneurs is the foundation for job growth and the welfare of our community.

We focus on igniting growth, expanding entrepreneurial capacity, and sustaining vital services in order to create a thriving region for all.

How do we help small businesses succeed?

We provide the capital and education opportunities necessary to create new businesses and new jobs. Capital and business know-how are essential to starting or expanding a business, so we provide flexible, uniquely tailored products that focus on growing the number of entrepreneurs and the size of their businesses.

How can we improve the western Pennsylvania region?

- Increase financing for businesses and other organizations to ignite economic growth.
- Provide access to training opportunities, education and skill development for entrepreneurs.
- Improve awareness about economic growth and our mission to revitalize western Pennsylvania.



**We serve
15 counties:**

- Allegheny
- Armstrong
- Beaver
- Butler
- Clarion
- Crawford
- Erie
- Fayette
- Greene
- Indiana
- Lawrence
- Mercer
- Washington
- Westmoreland
- Venango



Who We Are

Located in downtown Pittsburgh, Bridgeway Capital works to reach small businesses where they need it most – with available capital.

As a community development financial institution (CDFI) certified by the U.S. Treasury Department, we are a nonprofit organization committed to effectively growing, innovating and stimulating economic development.

Since 1990, Bridgeway Capital has focused on transforming an entrepreneurial idea into economic impact.

We focus on providing financing and opportunity to businesses to create and retain jobs for low-income people.

We support women-, veteran-, and minority-owned businesses, and work with businesses in a variety of industries.



What We Do

Flexible, available capital is vital to small business growth – that’s why we designed our products to meet needs at various growth stages.

- **Entrepreneur** – up to \$100,000 for start-up and emerging businesses with a sound concept, working business plan, or plans for expansion. We also offer microloans up to \$50,000.
- **Growth** – up to \$500,000 for growing companies across various industries to expand their businesses. We work with banks and other lenders in co-lending or subordinate lending arrangements, maximizing the amount that a company can borrow.
- **SBA 504** – up to \$5 million for healthy, growing businesses. These loans are for renovations or the purchase of real estate or equipment, and provide competitive financing with long-term, fixed rates.

Our borrowers’ stories showcase our impact in very tangible ways...

L&S Machine Company

Rob DiNardi's strong leadership and manufacturing know-how transformed Latrobe-based L&S Machine Company into the lead developer of fuel nozzles for the nuclear industry.

In 2006, Rob reformed the company and focused on Westinghouse's nuclear business and other profitable opportunities, which was an extremely successful strategy. Business boomed, and after purchasing the company's assets, he decided to purchase the facility.

L&S Machine used a 504 loan from Bridgeway Capital for the building purchase, which has enabled the company's growth. To keep thriving, L&S Machine dedicates itself to cultivating a family-friendly atmosphere.

The impact is evident:

- **31 percent growth in sales since 2006**
- **Hired 87 employees and preserved 10 jobs**
- **Employees receive nearly 100 percent paid benefits and have flexible hours**



RedZone Robotics

Now a leading developer of robotic equipment for hazardous environments, RedZone Robotics was forced into bankruptcy before Eric Close and a group of investors purchased it in 2003. Eric quickly realized that RedZone Robotics needed to reposition and recapitalize to support innovations that would significantly impact the industry.

With a growth loan from Bridgeway Capital, the company supported its receivables from municipalities, which ultimately paved the way for larger financing sources.

Located in Lawrenceville in The Chocolate Factory, RedZone Robotics is now a thriving company that utilizes cutting-edge technology focused on automated inspection and rehabilitation of underground pipe systems.

The changes have made a lasting impression:

- **Grew from 17 to 61 employees in two years**
- **Recently received \$7 million in venture financing**
- **Attracts and retains local talent while working in a variety of large metropolitan areas**



A Home Away From Home Christian Day Care

Seeing firsthand the daily childcare struggles for single mothers and low-income families motivated Lucretia McGee to start her own business – A Home Away from Home Christian Day Care.

Starting in her own home, Lucretia moved her business two times to accommodate growing demand in East Liberty. Now the business is ready to move a third time to accommodate more than 90 enrolled children and 21 employees.

Lucretia approached Bridgeway Capital and the Urban Redevelopment Authority of Pittsburgh for financing to purchase a new building. The building will double her space while reducing monthly costs.

The new location will have significant benefits:

- A kitchen, plenty of bathrooms, and many rooms for the kids to play in and learn
- Double the capacity for enrolled children and 7 new employees
- Childcare for more than 150 families over the next few years

“I’m a visionary,” said Lucretia. “But I need financing to turn the vision into a reality. This building will impact many children and families across East Liberty.”



While small businesses are vitally important to the region, other organizations contribute to community growth – all part of a thriving regional economy.

Alternative Education

Education is the core of community growth, so we offer financing to charter schools and other alternative education providers.

Nonprofits

As nonprofits look for new ways to achieve their mission, Bridgeway Capital and its partners provide financing, technical assistance and real estate consulting through the Beyond Bricks and Mortar program.

Minority and Women Contractors

In order to submit successful bids on jobs, contractors need bonding and financing. We support programs that focus on minority and women contractors and offer financing to suit their needs.

Green Buildings

Energy efficiency is essential to promote sustainable development for generations to come. We offer financing for businesses interested in creating “green” buildings to achieve Leadership in Energy and Environmental Design (LEED®) certification.

Propel

Jeremy Resnick believed in a school system that could motivate children from low-income areas to succeed. He started Propel in 2003 with 180 children in a single school in Homestead, located in a basement at the former Homestead Hospital.



Within a year, the school's value was evident as it grew in popularity, numbers, and higher test scores. Propel needed to expand, so Bridgeway Capital helped finance new facilities.

Today, Propel has become the largest, fastest-expanding set of charter schools in Pennsylvania. Located in Homestead, McKeesport, Turtle Creek and Montour,

Propel is impacting students on a daily basis:



- Quality education at five locations for nearly 1500 students, with another 1500 on the waiting list
- Large gain on state test scores, including higher proficiency in math and reading
- Opened its first high school for the 2008/2009 year in Homestead

Strength Inc.

Reverend Marcus Harvey's passion to help others overcome their drug and alcohol addictions led him to create Strength Inc., a nonprofit resource and referral center in Wilkinsburg with programs that include education for inmates, housing for homeless men and recovering addicts, job readiness programs, and much more – completely free of charge.

As the organization grew, Rev. Harvey was presented with an opportunity to purchase a former church. Bridgeway Capital and others helped with the purchase, which has provided additional space for Strength Inc. and a spiritual healing program for its clients.

Today, Strength Inc. continues to transform the community with its efforts:

- Serves an average of 1,500 clients at its facilities
- Shares space with an alternative school that promotes emotional and social wellness, as well as academic achievement
- Offers a way for members of the community to become re-engaged through counseling and education





Educating Entrepreneurs

Entrepreneurs need more than just financing to succeed – that is why we connect borrowers with education opportunities to help them reduce financial risk and improve operations.

We offer the following:

- **Business Education** – we connect our small business borrowers with opportunities for training and capacity-building in the areas of financial management, business planning, and strategic marketing to help them increase their skills, promote growth, and become more successful small business owners.
- **Monthly E-Newsletters** – dedicated to the small business owner, we provide relevant advice on business topics and education opportunities through two newsletters – *ImpactU* and *Education & Training*.
- **Educational Seminars** – in partnership with local Small Business Development Centers and other organizations, we promote programs that support entrepreneurs with education and networking opportunities. We also provide incentives for our borrowers to attend.

Through these efforts, Bridgeway Capital increases our borrowers' chance of success and contributes to the growth of the economy.

Deli on Butler

Following the advice of his father, Gary Gigliotti went into restaurant management for 20 years, but dreamed of owning his own business. When his father passed away in 2006, Gary realized it was time for a life change.

A prime location became available in Lawrenceville, and Gary received financing from Bridgeway Capital and Allegheny Valley Bank for start-up costs.

Today, Deli on Butler is a true family affair:

- Friends and family designed the interior of the store and the logo, and also work in the restaurant
- The staff knows patrons by name, which is part of the comfortable atmosphere
- The Deli already has best-selling sandwiches – fittingly named after people in Gary's family

“

*This Deli is a dream come true,”
said Gary.*

*“I couldn't have done this without
Bridgeway Capital's help.*

”





Connect



Financing and business education are essential to small business success – but we must improve awareness about small business’s direct impact on economic growth.

How can we do this?

We need your support.

- **Stay connected** and learn about small business efforts across western Pennsylvania. We offer a quarterly newsletter, *Bridgeway Capital News*, to keep you informed of our efforts. Sign up and learn more at our website: bridgewaycapital.org
- **Refer businesses** that need capital to start up or expand – we’ll do everything we can to provide financing, education opportunities, or direction.
- **Support entrepreneurs** with your business – shop at local small businesses, network with small business owners, and talk about their efforts in your community.

We look forward to working with you!



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Bridgeway Capital played a pivotal role for RedZone Robotics and helped us attract other financing sources to extend the assets of our business,” said Eric. “We couldn’t have done it without your help.

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“

I never planned for an organization of this magnitude,” said Reverend Harvey. “I felt the call on my life, and when you feel that call, there’s nothing more important than going after it.

”



*From
Ideas
to Impact*



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