THE BOC AWARDS 2014

Celebrating Entrepreneurship

Business Outreach Center Network
Dear Partners and Friends,

Thank you for joining us for the BOC Awards 2014, Celebrating Entrepreneurship! This year, we are celebrating 18 years of supporting local businesses in our community which are the lifeblood of our economy. The 14 entrepreneurs receiving BOC Awards today exemplify the passion for excellence, commitment to community, and motivation to overcome obstacles that all small business owners require to succeed, and we are proud to recognize their achievements.

Nancy Carin
Executive Director
### Impact Investors
- Aetna
- JPMorgan Chase

### Social Investor
- Capital One
- Goldman Sachs

### Community Investor
- Citi Community Development
- NYC Economic Development Corp.
- PNC Bank

### Equity Investors
- City National Bank
- Con Edison
- The Driscoll Group
- Spring Bank

### Crowdfunders
- CMP / Chinatown BOC
- IdleAir
- N. Cheng & Co., P.C.
- National Development Council
- Tri-State Biodiesel
- VEDC

### Friends
- All Boroughs LLC
- Barden Contracting Services, LLC
- BNP Paribas
- Champagnie Dawkins
- Claire Bruten Paul
- COJO of Flatbush
- Consortium for Worker Education
- Crown Heights Young Entrepreneurs
- ESC Cabling
- Epic Beauty
- Foresight Consulting
- GLI PRO
- Kevin Brady
- Leslie Winter
- Liddabit Sweets
- M&T Bank
- Michael Mueller
- NYC Small Business Services
- Pia Car Limo
- Terrance Baker
Kirsten E. Gillibrand  
New York

UNITED STATES SENATOR

November 14, 2014

Dear Friends,

It is a privilege to send greetings to everyone attending the 2014 Business Outreach Center Network Awards. I would like to congratulate the award winners. The BOC Network’s dedication to the development and growth of small businesses through its microenterprise programs has helped thousands of people realize their dream of entrepreneurship in New York City.

Through developmental, technical and financial assistance the BOC Network is able to facilitate and empower small business growth, they have worked one-on-one with more than 23,000 clients. Small business owners and entrepreneurs are vital to the growth and economic development of New York and I would like to thank the Business Outreach Center Network for providing such great resources to our community.

I send my best wishes for a wonderful event and much future success.

Sincerely,

Kirsten Gillibrand  
United States Senator
United States Senate
WASHINGTON, DC 20510-3203

November 14, 2014

Business Outreach Center Network, Inc.
85 South Oxford Street
Brooklyn, NY 11217

Dear Friends,

Please accept my salutations and congratulations as you gather to celebrate Business Outreach Center Network’s “BOC Awards 2014—Celebrating Entrepreneurship”. I am thankful for this opportunity to acknowledge the exemplary work of the Business Outreach Center Network, its leadership, staff, and this evening’s honorees on this momentous occasion.

For eighteen years, the Business Outreach Center Network has dedicated its resources to encouraged economic growth in many underserved areas across New York and the Tri-State area. By fostering an environment that builds community wealth, employment opportunities and economically empowers individuals, BOC Network has contributed to the improvement of New Yorkers economic viability. For over a decade, BOC Network has provided one-on-one technical assistance to their clients and successfully acquired over $40 million dollars for small businesses throughout the Tri-state area. Through the hard work of the Business Outreach Center’s Network, New York City and its surrounding communities have achieved their goal of economic stability and growth for thousands of New York businesses.

I would like to recognize the BOC Network’s clients from around the Tri-State area for their exemplary dedication to entrepreneurship and commitment to business development. As part of the BOC Network, each member has contributed to the growth and prosperity of new business development and increased economic security. Furthermore, I would like to take this opportunity to congratulate tonight’s honorees for their dedication and commitment to help entrepreneurs achieve their full potential.

Again, congratulations and thank you on behalf of all New Yorkers for the hard work to encourage business development in New York. I know that the Business Outreach Center Network will continue to serve New Yorkers for many more years to come. Best wishes for a wonderful evening.

Sincerely,

Charles E. Schumer
United States Senator
November 14, 2014

Dear Friends:

I am pleased to join with the Business Outreach Center Network and welcome everyone to the BOC Awards 2014.

New York has always been filled with great opportunities for entrepreneurs, and all of our residents, no matter their backgrounds, should have the chance to harness the vast potential our city holds. Since its founding, the BOC Network has enriched the economic vitality of our neighborhoods by providing those in underserved communities with guidance and resources to start and develop small businesses. The BOC Network’s Business Outreach Centers located throughout the five boroughs offer valuable financial, marketing, and management services to address the challenges faced by local enterprises and plan for their growth and development. With its commitment to empower New Yorkers and give them the tools for success, the BOC Network has contributed to a more equitable future for our city, and I look forward to the ways its staff, partners, and supporters will strengthen our business community in the years to come.

On behalf of the City of New York, congratulations to the outstanding entrepreneurs being honored today. Please accept my best wishes for a wonderful afternoon and continued success.

Sincerely,

Bill de Blasio
Mayor
Business Outreach Center Network’s mission is to improve the economic prospects of traditionally underserved groups, with a focus on low- and moderate-income entrepreneurs and their communities, and thereby create genuinely brighter futures.

At the heart of our mission is the belief that whatever their differences, people and communities share a common goal: to achieve economic stability and growth. Working in partnership with culturally diverse individuals and organizations in support of this shared goal is the hallmark of BOC.
Robert E. Cornegy, Jr.

36th District Council

Robert E. Cornegy, Jr. chairs the Council’s Committee on Small Business and is the lead sponsor of Avonte’s Law, a bill designed to improve school safety by increasing the number of audible alarms on public school doors. Cornegy also serves central Brooklyn as the District Leader of the 56th Assembly District and president of the Vanguard Independent Democratic Association (V.I.D.A.). In the City Council, Cornegy is a member of the Committees on Civil Service & Labor, Finance, Health, Housing & Buildings, and Public Safety. Cornegy is the son of the late Reverend Dr. Robert E. Cornegy, Sr., pastor of Mount Calvary Baptist Church in Bedford Stuyvesant. He lives in Bedford Stuyvesant with his wife, Michelle. They are the proud parents of six children.
President and Board Chair  
D. Leslie Winter

Treasurer  
Gregory J. Libertiny  
Theorem Inc.

Kevin Brady  
The Wicks Group of Companies LLC

Eileen V. Thorton  
Citibank, NA, Commercial Banking

Michael Mueller  
Pillsbury Winthrop Shaw Pittman LLP

Tameeka Smith  
Aetna

Nancy Carin  
Business Outreach Center

Member Directors

Dennis Reeder  
Washington Heights and Inwood Development, Corp.

Steven Gomez  
Greater Newark Enterprises Corporation
• Create local community **wealth**
• Economically **empower** individuals
• Create **jobs**
• Deliver more disposable income, and needed goods and services to the **local** community

• Support Collaborative **resource-sharing**

**OBJECTIVES**

The services provided to our business by the BOC Network have been invaluable to us and have allowed our green fuel business to continue to expand and create jobs and opportunities for New Yorkers.

-Brent Baker
-CEO, Tri-State Biodiesel
The Business Outreach Center Network ensures that small businesses and entrepreneurs in low-income neighborhoods have a chance to succeed at the critical moment by providing business counseling, training and mentoring coupled with flexible microenterprise financing.

Since our inception in 1996, we have provided one-on-one technical assistance to more than 23,000 clients and have been successful in facilitating over $43 million dollars for small businesses.
| Aetna-sponsored Healthy Choices, Brighter Futures |
| BOC Bronx Business Incubator |
| Business American-Style Workshops |
| Child Care Business Development Project |
| CWE Jobs to Build On |
| Microenterprise Development Services |
| NYC Industrial Business Solutions |
| NYC SBS Immigrant Business Initiative |
| NYC Technology Coalition |
| NYS Entrepreneurial Assistance Program |
| OCS Community Economic Development Programs |
| ORR Microenterprise Development for Home-Based Child Care |
| ORR Refugee Individual Development Account Program |
| SBA-sponsored Hurricane Sandy Disaster Relief Collaborative Program |
| SBA-sponsored Program for Investment in Microenterprise |
| SBA-sponsored Women’s Business Center Community Development Financial Institution |
| ESDC Small Business Revolving Loan Fund |
| Goldman Sachs 10,000 Small Businesses/Surdna Foundation |
| Mobilization Loan Fund |
| NYC EDC Capital Access Revolving Loan Guarantee Program |
| NYC EDC Kick Start Loan Program |
| NYC EDC Money Matters Program for Construction Contractors |
| NYC SBS Up Front Capital Loan Program |
| SBA Microloan Program |
BOC Network helps business owners with:

- one-on-one business counseling
- workshops
- training
- business plan development
- financial management assistance
- pricing strategies
- business regulations
- pro-bono legal services
- access to microfinance and mainstream sources of capital
- start-up grants for low-income entrepreneurs
- management assistance
- and more.
New York is more a melting pot than ever before, and the growth of our economy is built on the *success of small businesses* founded by both Americans and immigrants.

BOC Network implements special projects targeted to immigrant and refugee business owners to help them establish a successful life here. **Over 70%** of BOC clients are immigrants representing the diversity of our communities. Our programs help immigrants start and expand small business.

Much needed short- and long-term entrepreneurial training, one-on-one business counseling, and access to micro-loans and grants are delivered by culturally appropriate staff in the languages of the communities served.

Our staff includes speakers of Spanish, Chinese (Mandarin and Cantonese), Russian, French, Creole, Tibetan, Nepali, Hindi, Arabic, and several African languages.
BOC Network 2013-2014 Highlights

• BOC Network centers throughout NYC provided individual assistance to more than 1,500 new clients.

• Assisted entrepreneurs in accessing 166 loans and microequity grants totaling over $3.7 million dollars, to facilitate business start-up and expansion.

• Provided valuable information and training through 364 seminars and workshops with 4,050 attendees.

• Over 74% of BOC clients are women, minority, and immigrants including 54% women, 14% Asian, 39% Black/African American, 23% Hispanic.

“If not for BOC Network many small business owners (the heart of New York) would not be able to start, much less survive and succeed. It is integral to a community to have a grass roots hands-on community organization to speak for the small business owners.”

-Fabiola Santos-Gaerlan Owner, Honeydew Drop Family of Childcare Services
STARTING YOUR BUSINESS?

Join the largest community of entrepreneurs in the Bronx

THRIVING COMMUNITY

SUPPORT & EVENTS

MODERN FACILITIES

“The people and services in this incubator help me tremendously. I honestly don’t think Mass Ideation would be on the trajectory it is on had I not chosen to base my business here.”

Miguel Sanchez, CEO, Mass Ideation
Access to Capital

BOC Network has facilitated more than $40 million in financing for small businesses, ranging from $500 equity grants to loans of $400,000 and more.

BOC business counselors facilitate loans and grants through both alternative and traditional sources.

BOC counselors work closely with the banking community, microenterprise and economic development lenders to match clients with the best source of financing to meet their needs and circumstances.

BOC members, Greater Newark Enterprises Corporation, Washington Heights and Inwood Development Corporation and affiliate BOC Capital Corp. make direct loans to client entrepreneurs for working capital, equipment, and order-based production.

Graduates of Money Matters, BOC Capital’s financial education workshop for construction contractors, in partnership with NYCEDC.
BROOKLYN BOC/Business Outreach Center Network, Inc.
85 South Oxford Street, 2nd Floor, Brooklyn, NY 11217
Tel. 718.624.9115 email: northbrooklyn@bocnet.org

CHINATOWN, MANHATTAN BOC/CMP
70 Mulberry Street 3rd Floor, New York, NY 10013
Tel. 212.571.1690 email: chinatown@bocnet.org

QUEENS BOC/Business Outreach Center Network, Inc.
96-11 40th Road, Ground Floor, Corona, NY 11368
Tel. 718.205.3773 email: queens@bocnet.org

STATEN ISLAND BOC/West Brighton Community Local Development Corp.
705 Forest Avenue, 2nd Floor, Staten Island, NY 10310
Tel. 718.816.4775 email: statenisland@bocnet.org

UPPER MANHATTAN BOC/Washington Heights & Inwood Development Corp.
57 Wadsworth Avenue, New York, NY 10033
Tel. 212.795.1600 email: uppermanhattan@bocnet.org

NEWARK BOC/Greater Newark Enterprises Corporation
60 Park Place, 18th Floor, Newark, NJ 07101
Tel.: (973)242-5562 email: greaternewark@bocnet.org

INDUSTRIAL AREAS
QUEENS WEST INDUSTRIAL AREA
BROOKLYN EAST INDUSTRIAL AREA
MANHATTAN INDUSTRIAL AREA

CHILD CARE BUSINESS DEVELOPMENT TRAINING SITES
BEDFORD STUYVESANT
WILLIAMSBURG/BUSHWICK
CORONA
FAR ROCKAWAY
WASHINGTON HEIGHTS/HARLEM

COMMUNITY PARTNERS
CROWN HEIGHTS YOUNG ENTREPRENEURS
WOMEN’S ENTERPRISE DEVELOPMENT CENTER, Westchester
Jorge I. Montalvo

Special Policy Advisor to the New York Secretary of State; Director, New York State Office for New Americans.

Jorge Montalvo has distinguished himself as one of the most entrepreneurial thinkers in public service. He created the New York State Office for New Americans. The Office’s recently opened Opportunity Centers - 27 in total - have been heralded as the model for immigrant integration policy in this country. In their first year alone, the Centers have served more than 34,000 immigrants with immigrant integration services.
Council Member Julissa Ferreras
21st City Council District

The only child of immigrants from the Dominican Republic, Council Member Julissa Ferreras is committed to the rights of New York’s large and growing immigrant community. With her election to the 21st Council District in 2009, Council Member Ferreras became the first Latina elected to political office in Queens. After being re-elected for a second term in 2014, she was appointed by Council Speaker Melissa Mark-Viverito to serve as the first woman and first person of color to Chair the City Council’s Committee on Finance.

As a lead member of the Council’s Budget Negotiating Team, Council Member Ferreras works alongside Speaker Mark-Viverito to determine the Council’s priorities, as it relates to restoring cuts and asking for funding in the Mayor’s spending plan each year, and ensure each borough in the City receives equal representation.
Maria Torres-Springer
Commissioner, NYC Department of Small Business Services

Maria Torres-Springer has a demonstrated record of expanding small business opportunities, with a history of building relationships with community, government and private businesses to support economic development projects throughout New York City.

More recently, Ms. Torres-Springer served as the Executive Vice President and Chief of Staff at the New York City Economic Development Corporation, where she oversaw the development and implementation of more than 100 initiatives designed to support innovation and entrepreneurship across all industries.

Ms. Torres-Springer has continually proven her commitment to creating a dynamic city economy that works for all New Yorkers.
Council Member Peter Koo
20th City Council District

Council Member Koo immigrated to America from Hong Kong in 1971. He worked minimum wage jobs to put himself through the University of New Mexico - College of Pharmacy, where he earned a Bachelor’s of Science degree. As a local businessman and a community activist, Council Member Peter Koo has tirelessly fought for the needs of the residents who live in his home community and has become one of Flushing’s foremost community activists.

Council Member Koo was elected to the New York City Council in November 2009. He has affectionately been called the “Mayor” of Flushing, because of his involvement in civics, his accessibility to the public, and for his generous philanthropic endeavors.
Deputy Borough President of Brooklyn Diana Reyna
Brooklyn Borough President's Office

Since 2001, Diana Reyna has demonstrated an outstanding commitment to her community through government service and advocacy as New York City Councilmember for twelve years. During her tenure she has garnered citywide attention for her tireless efforts powerfully and successfully championing for her district on issues like affordable housing, improving education, expanding youth and senior services.

As Deputy Borough President of Brooklyn, Diana Reyna joins Brooklyn Borough President Eric Adams to build sustainable communities focused on jobs; maintaining industrial and manufacturing economies and keeping neighborhoods affordable, safe and secure to continue to work together for a better Brooklyn.
Adam Friedman
Director, The Pratt Center for Community Development

Adam Friedman is one of New York’s leading experts in building sustainable communities, promoting urban manufacturing and encouraging sustainable business practices. The Pratt Center is a department within Pratt Institute, and provides economic development, urban planning and other professional services in New York’s low income communities to build a more just, equitable and sustainable city.

Mr. Friedman has more than 30 years of experience in both economic development and planning. He teaches urban planning at Pratt Institute and is a member of the Board of Directors of the Brooklyn Navy Yard and founding member of the Urban Manufacturing Alliance which has grown to more than 50 cities.
Cristina Shapiro
Vice President, Goldman Sachs

Cristina Shapiro is a Vice President in the Urban Investment group in Goldman Sachs Bank. Cristina joined UIG in 2011 and leads the Access to Capital program for small businesses that is part of the 10,000 Small Businesses Initiative. She also leads transactions with a focus on social innovation such as the Hurricane Sandy Emergency Loan Fund and the Utah High Quality Preschool Social Impact Loan.

Ms. Shapiro has over 15 years of experience in marketing, small business and economic development. Prior to joining Goldman Sachs, she was Assistant Commissioner at the NYC Department of Small Business Services, overseeing the suite of services to help businesses start, operate and expand.
Eileen V. Thornton
Senior Vice President in Business Banking, Citibank

Eileen V. Thornton is responsible for developing new business opportunities and increasing the utilization of Citibank’s specialized lending programs that help our business and professional clientele access capital. During her career of more than 25 years at Citibank, she has served small to mid-size businesses in the capacity of Branch Banker, Relationship Manager, Credit Officer and Area Manager.

Ms. Thornton is passionate about delivering solutions to businesses in a wide array of industries that include: medical/dental practices, wholesalers, importers, manufacturers and a variety of NYC based service businesses. She serves on two not-for-profit boards, active within the business community: Business Outreach Center Network, Inc. and Southwest Brooklyn Industrial Development Corp.
Jennifer King & Liz Gutman

“We love what we do, and we believe that you can taste the difference.”

Liddabit Sweets @ Industry City
220 36th Street
Brooklyn, NY

In recognition of your determination and excellence as a creative entrepreneur and for your commitment to quality, sustainability and social impact.

Artisan Food Entrepreneurship
Jennifer King & Liz Gutman

“We love what we do, and we believe that you can taste the difference.”

Liz Gutman and Jennifer King epitomize the rising tide of small food manufacturing in New York City and are proud to be part of Brooklyn’s artisanal food movement. They share a passion for quality handmade products, using as many local and seasonal ingredients as possible to create fresh, delectable, responsibly made sweets. They also share a commitment to business excellence, to their employees and to their community.

Their story began in 2008, when the business partners met in culinary school at the International Culinary Institute. There they developed an interest in starting a business together. Looking around the city for inspiration, the would-be entrepreneurs identified the under-exploited candy market. Liddabit Sweets soon moved from idea to reality with a stand at the Brooklyn Flea, selling handmade candy bars, caramels and lollipops. Today, Liddabit Sweets sells to over 50 stores and employs a total of eleven people between their commercial kitchen and retail space, at Industry City in Brooklyn, and their kiosk at Chelsea Market in Manhattan.

Liddabit Sweets and its owners have also been widely acclaimed, by everything from Zagat’s “30 Under 30 New York City 2013,” which celebrated Ms. Gutman as an up-and-coming culinary star, to a multipage spread in Oprah Magazine, featuring their partnership and products. The partners also co-authored the Liddabit Sweets Candy Cookbook, which gained recognition as a 2013 IACP Cookbook Award finalist.

BOC met Ms. King in 2011 and became a resource for business and financial technical assistance in support of the business’s growth. And, when the partners were ready to build-out their space at Industry City in Sunset Park, BOC connected them with South Brooklyn Industrial Development Corporation, which directed them to financing through the NYC Food Manufacturers Growth Fund to finance their expansion.

The partners both express their love for the creativity that entrepreneurship offers and embrace the challenges that come with being independent business owners. “You always have to be ready for anything,” shares Liz. They also make it a priority to give back and make a difference, by supporting local charities, theaters, schools, and other worthy causes. Ms. Gutman, Ms. King and their valued employees represent the promise of manufacturing for the City of New York.
David Harari
Strength of Character in the Face of Hurricane Sandy

GLI PRO
2691 West 15th Street
Brooklyn, NY

In recognition of your achievement in business, your integrity as an entrepreneur and for your success in rebuilding in the aftermath of Hurricane Sandy.
Brooklyn native David Harari has been an entrepreneur for over three decades. To him, business is another form of family, representing opportunities for Mr. Harari to demonstrate his generosity of spirit. His strong values of family, integrity and hard work were tested in the aftermath of Hurricane Sandy, when his business, GLI PRO, was devastated by rising flood waters, which inundated its warehouse full of professional sound equipment.

The business, based in Coney Island, was among thousands which were severely impacted by the storm. Five feet of water destroyed his inventory, IT systems, paper files and furniture, sparing nothing. But that didn’t stop Mr. Harari, who has long been motivated by an ethic of doing right by others.

Feeling a strong sense of responsibility to his employees, suppliers and business partners, and to honor his commitments, as well as to rebuild his business and recoup its losses, he worked for nine grueling months, putting in twelve hour days—many in severe cold and in dark conditions— to make GLI PRO fully operational once again.

During this time, he often thought back to his father’s words, “Before you eat, pay what you owe.”

Throughout the recovery, Mr. Harari saw the best in people, confirming his mantra that “there is more to business than money.”

And throughout the recovery BOC worked closely with Mr. Harari to secure financing from the city, helping with the paperwork, and to ensure that he was continually updated about opportunities to access supplies and resources at reduced costs. As a result of this help, Harari gained the low-interest recovery loans and grants he would need to rebuild. “Kevin [Chu, BOC Industrial Business Account Manager] never got tired of listening. [It’s] good for your spirit to know someone cares,” Mr. Harari says, “because it gives you the strength to push and go forward.”

Over the years, Mr. Harari has combined his entrepreneurial bent with a passion for music and electronics to build GLI PRO, one of the original trendsetters in the DJ Industry. Mr. Harari is proud of his reputation and his longevity (same business, same name, same phone). He is fuelled by the dynamic spirit that marks many entrepreneurs, and by the care that marks many of the best in New York City, creating businesses and communities that last.
Hamzeh Alwawi

“If you are faithful and good, you will persevere.”

Princess Beauty Supply
2710 Mermaid Avenue
Brooklyn, NY
Hamzeh Alwawi’s is a story of fighting against the odds and winning. It’s a story, in other words, of what it takes to succeed in the face of disaster. When he reopened Princess Beauty Supply after Hurricane Sandy, Mr. Alwawi was working every shift at his retail store, seven days a week, only locking the door for fifteen minutes each day to go home for a quick break. Just five months earlier, five feet of water had destroyed his Coney Island business - and any inventory that hadn’t been destroyed had been looted. Sand and debris choked the ruined plumbing and had badly damaged the electrical and security systems, and the front gate.

But it is Mr. Alwawi’s belief that if you are faithful and good, you will persevere.

And persevere he did, by picking himself up and rebuilding the business, even after learning, immediately after Sandy, that he didn’t qualify for federal or city disaster loans.

Rooting for him was a base of loyal customers, which he had developed, since opening the store in 2009, three years after he had immigrated from Jordan. In fact, Mr. Alwawi believes that his strongest asset as a businessman is the bond he forms with his customers and community. “To me, the most important thing is the relationship we have with our customers. We know everyone. When I stand outside my store, everybody says hi to me. It’s important to be part of the community.”

He also credits BOC with helping to put him on his feet again and grow his store back after the storm. He expressed his appreciation for his BOC business counselor, Christine Silletti, who guided him in managing cash flow, alternative financing and with referrals to other professional assistance, saying, she “supported me all the time, with the loans, the store design, the help with the attorney, even making me decorate the store during the holidays.” Above all, he added, “she made me laugh when things were difficult. “

“BOC had faith in me.”

BOC Capital’s $10,000 loan also allowed him to make repairs and purchase additional inventory, “It kept the store going and gave me a basis to grow back.” A few months later, he was able to hire his first post-storm employee and this year he has been able to move to new space double the size, and, incredibly, now has four employees.
Brian Leventhal & John Stires

“We greatly enjoy giving back, and view it not just as a privilege but as a responsibility.”

Brooklyn Winery
213 North 8th Street
Brooklyn, NY

Business Excellence

In recognition of your vision and success in creating a unique business combining tradition and innovation in artisanal wines, and for your support of local entrepreneurs.
Brian Leventhal & John Stires

“We greatly enjoy giving back, and view it not just as a privilege but as a responsibility.”

Proud to be part of the economic engine of Brooklyn, Brian Leventhal and John Stires, owners of Brooklyn Winery, are model entrepreneurs with a community conscience. Inspired to bring a winery to the Brooklyn marketplace, they established the business in 2009 as an urban winery which handcrafts signature small-batch wines, paired with a wine bar and non-traditional event space. Their observation that New Yorkers have a thirst for all things local helped inform their winning vision.

The founders also actively mentor budding entrepreneurs, providing insight and guidance into the competitive NYC food and wine industry. “We hope to bring a sense of potential and possibility to New York entrepreneurs,” said Mr. Leventhal, “by acting as both a sounding board and experienced guides.”

Mr. Leventhal and Mr. Stires previously worked together at an internet startup. While there, they began making their own wines along with a group of co-workers. After realizing how much fun winemaking could be, and with several years’ winemaking experience to build on, they quit their jobs to open the business.

Brooklyn Winery was a success from the start, initially offering tastings to locals and focusing on the art and craft of small-batch wine and food. Taking the next step, the owners realized that the winery itself was a compelling and beautiful event space. As a result, in 2011, the business secured a loan from BOC Capital that acted as seed money to renovate an existing open-air courtyard into a glass-enclosed celebration area with a vertical garden, equipment and amenities extending its use year round.

Brooklyn Winery is responsible for creating over 40 jobs in the community, and its event space is booked for events over a year in advance. The dedication of the two owners permeates every aspect of Brooklyn Winery, from the wines they craft to the service they and their team provide.

Business Excellence

BROOKLYN AWARDEE
Nancy Nix & Carolyn Aston-Reese

From a family garage to commercial storefront

Wicked Stitches
840 Castleton Avenue
Staten Island, NY

In recognition of your success in growing a creative business and for your dedication to customers and the community.
From a family garage to commercial storefront

When Carolyn Aston-Reese and Nancy Nix created Wicked Stitches, they chose entrepreneurship in their home borough of Staten Island over a return to corporate life. Together, they launched Wicked Stitches in 2004, a personalized gift and embroidery business that allows Ms. Aston-Reese and Ms. Nix to both tap into their unique strengths and work closely with their customers to create beautiful gifts for all occasions. They are particularly proud that their business involves customers in the creative process.

In the early years, Wicked Stitches was operated out of Ms. Nix’s garage, taking online orders through its website. Although they were living out the entrepreneurial dream – for a full ten years they shivered through the winters, sweated through the summers, and never had enough room for the business they were running, especially as it grew. Finally, this year, the two moved into their first official retail location on Castleton Avenue with great success.

It was the growing demand that Wicked Stitches was enjoying that led the partners to seek guidance from Staten Island BOC in their search for larger space. It was a big step to make the decision to open a retail space. Having taken the plunge, Ms. Aston-Reese and Ms. Nix are now thrilled with their new store which showcases their products. Customers now have the opportunity to come in and discuss their ideas with Ms. Aston-Reese and Ms. Nix in person, resulting in gifts that demonstrate the thought and care that went into them.

Wicked Stitches also collaborates with local vendors on everything from monogramming baby clothing for nearby boutiques to securing larger contracts with high schools and colleges that want to show spirit and support a local business in their community. This networking has introduced them to the incredibly vibrant entrepreneurial spirit alive in their community, which they are thrilled to be part of, and has welcomed them with open arms.
Jennifer Ahmed

“I am the woman who puts square pegs into round holes.”

Pia Car Limo
1131 Coney Island Avenue
Brooklyn, NY

In recognition of your commitment to environmental sustainability and for your support of the local transportation industry.

Entrepreneurship & Community Impact

BROOKLYN AWARDEE
Jennifer Ahmed is a strong and determined entrepreneur, dedicated to her own business, as well as to the needs of immigrants who make their livelihood as livery drivers in New York.

Ms. Ahmed has also been transforming her company, Pia Car Limo, into an entirely green fleet with both compressed natural gas and 100% electric vehicles. Pia Car Limo is a family-run business that has been in operation since 2009. The business employs fourteen full-time administrative staff and has a car service base that supports 500 independent drivers.

In the aftermath of Hurricane Sandy, Pia Car Limo’s compressed natural-gas vehicles stayed on the road, making all-important medical transports. Ms. Ahmed is highly involved in her local community. She noticed that the voices of immigrant Pakistani and Bangladeshi groups were missing in important policy conversations, and formed the Asian Base Owners Association (ABOA). The NYC Taxi & Limousine (TLC) Commission has recognized the value of the organization, and has collaborated with Ms. Ahmed to do outreach with Asian taxi drivers. ABOA has translated materials from the TLC to disseminate them among its members. They have hosted events and helped over 3,000 members file applications for the Green Borough Taxi program.

Ms. Ahmed is generous with her drivers and fights for their success. She encourages home ownership and has programs to help her drivers improve their credit and purchase vehicles. As a result of her management, Pia Car Limo was awarded the “Base of Excellence” award for maintaining a three-year spotless record with NYC TLC. Pia Car Limo is the Official Car Service for the Brooklyn Academy of Music and contracts with the Metropolitan Transportation Authority (MTA) among others.

BOC Network was able to help Ms. Ahmed with certification as a Women’s Business Enterprise (WBE) and financing to purchase additional vehicles in order to successfully bid for a contract with the MTA. Ms. Ahmed owns three additional companies, including Five Boroughs Taxi, All Kings Brokerage and Zealestate. “You’ve got to be creative as a business owner, and most importantly, persevere.”
Karen Lai & Annie Lim

“Because we’ve done this, we can do anything.”

The Owl Workshop
129 Mott Street
New York, NY

In recognition of your determination and excellence as a creative entrepreneur and for your outstanding commitment to local production, quality and design.

Creative Entrepreneurship

MANHATTAN AWARDEE
Karen Lai & Annie Lim

“Because we’ve done this, we can do anything.”

Karen Lai and Annie Lim first met while working on the same fashion design team as colleagues. Sharing, in their own words, “a mutual creative urge,” they decided to team up and launch a whimsical infant and toddler product line, with a mission driven by design. To them, infant and child garments offer “creative freedom,” and the ability to reach a range of customers and demographics.

And so began The Owl Workshop, a young, spirited newcomer in New York’s fashion industry. The Owl Workshop’s products, including packaging, are all organic, sourced in the U.S., and assembled in New York City.

They reflect the pride of the owners in the integrity of their brand and the great care they take to make a superior product - from award-winning package design to inspired, hand silk-screened goods. From its home-based beginnings, The Owl Workshop now sells in two full-time markets in Brooklyn and Manhattan, and in seasonal markets throughout the year.

The Lai/Lim partnership is guided by shared inspiration, a commitment to quality and careful planning. For many years, the two ran their company while holding down full-time jobs elsewhere and working late into the night to grow their business. When the partners approached CMP BOC, they received help in everything from business planning and referrals, to legal, accounting, real estate and financing, while the business transitioned from a part-time labor of love to a full-time business structured as an LLC.

Ms. Kim and Ms. Lai consider themselves hugely fortunate. As a sign of their gratitude to the many who supported them, they go out of their way to mentor new designers, openly sharing their experience and lessons learned.

The success of The Owl Workshop is “a dream come true,” shared Ms. Lim.

Creative Entrepreneurship

MANHATTAN

AWARDEE
Iris Burgos
A Model to her Bronx Community with a Mission to Serve Families

Ciditty Kiddies Group Family Daycare
1747 Seward Avenue
Bronx, NY

In recognition of your excellence in entrepreneurship and commitment to providing high-quality child care services to your community.
Iris Burgos was inspired to become an independent child care business owner as a result of her experience in counseling and family assessment. This experience included leadership roles in the homeless shelter system and in programs dedicated to breaking the cycle of homelessness. It was there, at the front lines, that Ms. Burgos saw first-hand the impact that early interventions could have on individual lives and communities. She became determined and relentless in her concern about children’s futures.

Ms. Burgos’ experience in social work has shown her that many children’s problems stem from challenges facing their families, and so she makes parents a priority in her work and many seek her counsel. A mother herself, Ms. Burgos always had a strong support system.

But life did not come easy. She worked hard, went to school during the day and worked in the evening. She understood how difficult it could be to live in the city and raise a family. Moreover, Ms. Burgos realized that she could use the best of her work experience to build business structures that would support her mission to provide much needed high quality child care services to those without means.

Ultimately, Ms. Burgos made the decision to transition from a career in social work, to that of the CEO of Ciditty Kiddies Group Family Daycare. In making the move to entrepreneurship, both Ms. Burgos and daughter, Josette Aguiar, took advantage of the BOC Child Care Means Business training to develop business management skills.

Ciditty Kiddies Group Family Daycare has grown dramatically in the last five years. Together with her daughter—as well as three additional full-time and three part-time employees—Ms. Burgos cares for 32 children at two independent sites in the Bronx. She is proud of the fact that she and her daughter are respected members of their community. Mother and daughter have a shared vision for themselves and the families they impact every day.
Rosa Echeverri

“I’m proud to bring my own culture, beliefs and principles to my community.”

Go Babies! Child Care
25-43 80th Street
Queens, NY

In recognition of your excellence in entrepreneurship and commitment to providing high-quality child care services to your community.
Rosa Echeverri

“I’m proud to bring my own culture, beliefs and principles to my community.”

Originally from Colombia, Rosa Echeverri came to United States in 2010, married and settled in Elmhurst, Queens. With her, she brought elementary school teaching experience from her home country and experience teaching foreign language from Germany.

Ms. Echeverri quickly found her niche in early childhood education and entrepreneurship. From her start working in daycare, she soon decided to open her own business as a home-based family daycare provider. Since then, her business, Go Babies! Child Care, has grown thanks to Ms. Echeverri’s dedication and professionalism. With a reputation for high quality bilingual curriculum and a close connection with families, Go Babies! now cares for twenty-two children and has a long waiting list of families.

Ms. Echeverri credits BOC with supporting her every step of the way. She completed BOC’s 60- hour Child Care Means Business Training, then immediately expanded her business capacity and, within a year, made plans for a second group family daycare, which is now open and thriving. Ms. Echeverri took advantage of all that BOC Network has to offer to advance her business, from training in business management and nutrition to pro bono legal assistance. “All obstacles were easy to manage with BOC Network’s help,” she says enthusiastically.

Ms. Echeverri shares her value for professional development with her staff and supports fellow child care providers by speaking at workshops, hosting site visits to her business and providing personal guidance. With Go Babies! Child Care, Ms. Echeverri is following her calling as an educator and her path as a creative and independent business owner. “I am making money doing the thing I most enjoy in life.”
Anderson Inniss

“I am delighted to share my experiences with those in the minority business community”

Inniss Construction Inc.
147-32 Archer Avenue
Queens, NY

In recognition of your excellence in entrepreneurship and for your support of minority and women-owned businesses in the construction industry.
Anderson Inniss

“I am delighted to share my experiences with those in the minority business community”

Anderson Inniss, owner of Inniss Construction Inc., exemplifies what it means to be a dynamic business owner: a commitment to excellence, learning, sharing and growth. In 2014, Inniss Construction tapped into BOC Capital Corp.’s new loan fund for construction contractors, capitalized by Goldman Sachs and Surdna Foundation.

BOC’s connection with Inniss Construction was forged during BOC’s contractor financial management training, sponsored by NYC Economic Development Corporation and Columbia University. During the training, Mr. Inniss distinguished himself as a business owner who not only sought opportunities to take his general contracting business to the next level, but demonstrated a generosity of spirit in sharing his knowledge and experience. Within weeks, Mr. Inniss gained contract financing for a new government project with a BOC Capital loan.

Mr. Inniss, an accomplished professional, has grown his business with a high value for discipline and quality. He spent over fifteen years in the aviation industry, advancing to management, where he oversaw aircraft maintenance for one of the world’s largest airlines.

Today, Inniss Construction is a certified Minority-Owned Business, which has contracts with city and state agencies, as well as private clients. The business currently has ten full-time workers and contracts with, and supports, mechanical, electrical, plumbing, asbestos and painting subcontractors.

As an entrepreneur and lifelong instructor, Mr. Inniss is committed to giving back by forming mentoring relationships with small construction companies. “I am delighted to share my experiences with those in the minority business community,” said Mr. Inniss, “and hope to motivate and inspire contractors to strike out on their own, being aware of the challenges but also the benefits of entrepreneurship.”

QUEENS SPECIAL ANNOUNCEMENT
Creating a healthier tomorrow
Aetna is proud to support the 2014 BOC Awards.
IMPACT

Business Outreach Center Network

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For a Consultative review contact David Acevedo, PNC Vice President at 917-834-7737

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Congratulations to all of today’s awardees.

Citi Community Development is proud to partner with the Business Outreach Center Network. Over the years, Citi and BOC Network have worked together on a shared mission of supporting entrepreneurship and small business growth.

Learn more at www.citicommunitydevelopment.com

Community Development

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Thank you Business Outreach Center Network for your hard work and dedication.

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on the occasion of

The BOC Awards 2014

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And

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We proudly support

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congratulate this year's honorees.
NDC’s Grow America Fund is proud to support the efforts of Business Outreach Center Network.

A sincere congratulations to BOC Network and 2014 BOC Awardees. We look forward to following your continued success.

At NDC’s Grow America Fund we believe that a healthy and growing small business is the foundation of economic vitality.

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We proudly support the Business Outreach Center Network and congratulate all the 2014 BOC Awardees

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