

# SUCCESS STORY

**2bn contracting**  
**Theresa Ortiz, founding principal**  
243 Wagner Road  
Evans City, PA 16033-9359  
<https://www.2b-n.com>



**Small Business  
Development Center  
Duquesne University**

**Duquesne University SBDC**  
108 Rockwell Hall  
600 Forbes Avenue  
Pittsburgh, PA 15282  
412.396.1633  
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**Industry:**  
Construction project  
management plus metal  
working

**Year Founded:**  
2021

**Consultant:**  
Don Lodge

**Special Interest Group:**

Rural Development  
Underserved Communities  
Accelerators + Incubators  
Export  
Millennials/Gen-Z  
Tech Development  
Covid-19 Response  
Disaster Recovery  
Veterans  
Women-owned  
Special Populations

**SBDC Assistance:**  
Starting a New Business  
Certification process assistance

**Additional Partners:**

**Client Impact Stat:**

**Quote From Client:**

“The SBDC was a key recourse in helping me by being a sounding board, as well as pointing me to the right resources I did not know even existed. This has been a great partnership and I am really glad I had Don there with me.

-Theresa Ortiz, founding principal



## A Profession Becomes a Woman-owned Business!

Theresa Ortiz has worked in commercial construction for over 20 years, including 12 years as a project manager. She witnessed first-hand the need that construction companies had for woman- and minority-owned suppliers and subcontractors. And she saw the obvious business opportunity for herself. Theresa always wanted to be a key player and help others be the best version of themselves, so she started the process of creating her consulting and contracting business.

Theresa worked with her SBDC consultant step-by-step, starting from scratch by registering a new LLC in 2021. She carefully planned the transition from an employed project manager to a new business owner. Theresa and her husband had done side work for many years – metal fabrication – which they wanted to continue. So they had to estimate their family budget during Theresa’s transition to support themselves and their two children. They anticipated a lean period that could last for six months until her business was up and running. Did they need to borrow money or could they make it? They could!

Theresa knew there was demand – prospective clients were waiting for her certifications. But it would take nine months to obtain the valuable certifications that they wanted. She worked diligently to obtain certifications as a Disadvantaged Business Enterprise (DBE), a Women’s Business Enterprise (WBENC), and a Women Owned Small Business (WOSB). She had the certifications by September.

Our consultant served as a sounding board, helping her accept risks, encouraging her, and working through the certification processes. He also referred her to resources and training events to help her make accounting and legal services decisions.

Clients were happy to hear about the certifications. She is being sought out for projects. Sales this year are projected to be \$500,000. Theresa has hired a professional partner and is looking for administrative help so she can devote time to business development. 2bn contracting is looking forward to a bright future.