

# Hello,

# *I'm Danielle Baughman!*

"RCI gave me resources I could trust, which helped build my confidence to do both engineering and construction.. "



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## How early did you see examples of success?

Within a few months of joining the BizFit 2 program, Proshare received its first commercial construction contracts for the Pittsburgh International Airport project. In addition, the business had made connections that may not have been made, and Proshare is currently executing other contracts throughout the City of Pittsburgh.





## What would you change about your business journey if you could go back?

It's hard to say what I would change because the areas that didn't work for Proshare's business allowed for us to tweak what we are doing to better suit our customers needs. It's a continuous journey to keep up with the changes of construction and technology.





## At what point did you look at your business and consider it a success?

When I received Proshare's first contract, it was proof that there was no going back, and I could implement my business development strategy over and over to increase business.





## What is the position of your business now versus before working with Riverside Center for Innovation?

Luckily, I found RCI prior to having any contracts and they helped my business get setup for success and mitigate some of the hurdles new business owners may have if they don't have the experienced resources.

I was originally wasn't going to jump right into construction, but RCI gave me resources I could trust, which helped build my confidence to do both engineering and construction.





## What is one short-term goal (12 months or less) you have for your business? Why is this goal important to you? ?

I plan on tapping into the Oil and Gas industry. It is where I spent most of my career as a chemical engineer, and it's what I am passionate about.

I have spent years implementing ESG projects and helping companies mitigate emissions concerns, and would love to get back into that type of work. Now that Proshare has a solid foundation, we are ready to move back into this space.





## How does your business look different now vs. when you first started??

Proshare is an Engineering, Procurement, and Construction firm that manages projects for clients in the utilities, oil and gas, commercial construction, chemicals, and government industries.

Originally Proshare was going to be a consulting firm that implements LEAN and six sigma principles to help large corporations reduce schedule and budget.

We still utilize these principles in our business today, but due to the MSA process of large companies, it is more difficult to land these types of projects. But we enjoy EPC work as well and are good at it.





## How do you set your business apart from others in your industry?

Our experience of executing a variety of projects and understanding of new technologies can help us bridge the gap between teams of all ages.

We believe collaboration is the best approach to successfully executing a project, and we do our best to make sure everyone on the team has a seat at the table.







## What model or fellow entrepreneur do you follow and/or admire, and why?

Melanie Borden – she helped me with Proshare’s branding and marketing strategy.

It really all comes down to knowing yourself and knowing that you have a good product that can help make sure everyone goes home safe every night.





# What makes a good leader?

Empathy.





## What routines do you follow each day?

I do a morning routine almost every day, as well as a lot of yoga :)





How can we find you and support your business?

(Include website and social media links)

<https://www.proshareservices.com/>

<https://www.linkedin.com/in/danielle-baughman-560817100/>

<https://www.linkedin.com/company/71432413/admin/feed/posts/>

<https://www.facebook.com/proshareservices>

[https://www.instagram.com/proshare\\_services/?hl=en](https://www.instagram.com/proshare_services/?hl=en)

