

Starting a Business

EDUCATIONAL AND SUPPORT SERVICES

ORGANIZATION

1) U.S. Small Business Development Center

Buffalo District Office
130 S. Elmwood Avenue, Suite 540
Buffalo, NY 14202
Phone: 716-551-4301
Fax: 716-551-4418
www.sba.gov

2) Buffalo State Small Business Development Center Buffalo, NY

For Appointment Contact:
Small Business Development Center
Cleveland Hall 206
Buffalo State
1300 Elmwood Avenue
Buffalo, NY 14222
Phone: 716-878-4030
Fax: 716-878-4067
www.buffalostate.edu/sbdc/
Email: smallbus@buffalostate.edu

SERVICES PROVIDED

Offers:

- One on one business plan development
- Provides start-up information
- Provides Loan Information Assistance
- Offers Minority/Women Owned certification
- Holds workshops
- Provides access to small business financing options

Offers:

- Helps you understand the importance of a business plan
- Helps you discover sources of funding
- Aids in preparation for e-commerce
- Aids in identifying avenues for exporting goods and services
- Helps develop marketing plans
- Aids in assessment of an invention's viability
- Assures you can comply with licensing and regulations
- Minority/Women Owned Certification assistance

**3) Niagara Small Business
Development Center**

Niagara County Community College
at Sanborn

Contact: Lynn Oswald, Director
Small Business Development Center
3111 Saunders Settlement
Sanborn, NY 14132
Phone: 716-210-2515
Fax: 716-210-2512
Email: oswald@niagaracc.suny.edu
www.niagarasbdc.org/

**4) Erie County Industrial
Development Agency**

95 Perry Street
Suite 403
Buffalo, NY 14203
Phone: 716-856-6525
Fax: 716-856-6754
www.ecidany.com

**5) Women's Business Center
Canisius College**

Canisius College, Demerly Hall
2365 Main Street
Buffalo, NY 14214-2326
Phone: 716-888-8280
Fax: 716-888-8284
www.wbcwny.org
Email: wbcinfo@canisius.edu

Offers:

- Start-up information
- Aids in understanding the importance of a business plan
- Helps you discover sources of funding
- Preparation for e-commerce
- Aids in identifying avenues for exporting goods and services
- Helps develop marketing plans
- Assessment of an invention's viability
- Compliance with licensing and regulations
- Women/Minority Owned Certification assistance

Offers:

- Offers 65/35 Minority, Women-owned and Start-up Loan Program
- Offers SBA 504 Fixed Asset Loan Program
- Tax incentives to reduced expansion costs
- Helps with international import/export costs
- Tax incentives for rehab of old buildings

Offers:

- Weekly small business professional counseling
- Personal business counseling
- Training, workshops and classes
- Leadership development for women
- Networking opportunities

Business Owners

SUPPORTIVE SERVICES AND PROFESSIONAL DEVELOPMENT

LOCATION/CONTACT INFORMATION

1) **Women's Business Center**
Canisius College
 Canisius College, Demerly Hall
 2365 Main Street
 Buffalo, NY 14214-2326
 Phone: 716-888-8280
 Fax: 716-888-8284
www.wbcwny.org
 Email: wbcinfo@canisius.edu

2) **Erie County Equal Opportunity**
Division
Minority Business Enterprise
 95 Franklin Street, Room 625
 Buffalo, NY 14202
 Phone: 716-858-7542
 Fax: 716-858-8311
www2.erie.gov/eo

SERVICES PROVIDED

Offers:

- Weekly small business professional counseling
- Personal business counseling
- Training-workshops
- Leadership development for women
- Networking opportunities

Offers:

- Helps local women or minority owned business become certified with the county and works to include these businesses in bids for county contracts

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Buffalo, NY

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Small Business Development Center

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Sanborn, NY 14132

Phone: 716-210-2515

Fax: 716-210-2512

Email: oswald@niagaracc.suny.edu

www.niagarasbdc.org/

5) **NYS Small
Business Development Center @
The College of Brockport
College@Brockport SBDC**

350 New Campus Drive

Brockport, NY 14420

Phone: 585-395-8410

Fax: 585-395-8674

www.brockport.edu/~smallbus/

Email: sbdc@brockport.edu

Helps the Business Owner:

-Understand the importance of a business plan

-Discover sources of funding

-Prepare for e-commerce

-Identify avenues for exporting goods and services

-Develop marketing plans

-Assess an invention's viability

-Comply with licensing and regulations

-Provide access to small business financing options

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**6) Jamestown Community College
Small Business Development Center**

Jamestown Community College
525 Falconer Street
Jamestown, NY 14702-0020
Phone: 716-338-1024
Email: irenedobies@mail.sunyjcc.edu

**7) Buffalo and Erie County
Workforce Development Consortium**

726 Exchange Street, Suite 630
Buffalo, NY 14210
Phone: 716-819-9845
www.wdcinc.org/
Email: info@becwib.org

**8) UB Center for Entrepreneurial
Leadership**

Buffalo, NY
Center for Entrepreneurial Leadership
School of Management
University at Buffalo
UB Downtown Gateway
77 Goodell Street Ste 201
Buffalo, NY 14203
Phone: 716-885-5715
Fax: 716-845-6999
mgt.buffalo.edu/entrepreneurship/cel
Email: mtg-cel@buffalo.edu

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- Assess an invention's viability
- Comply with licensing and regulations

The Buffalo and Erie County Workforce Development Consortium, (WCD), Inc. administers employment and training programs. The website lists information about the Consortium, the Workforce Development System, the Workforce Investment Act, One-Stop Partners and the Workforce Investment Board.

Also provides services for employers.

The UB Center for Entrepreneurial Leadership assists start-up and emerging businesses as well as existing and family businesses with:

- The Core Program
- Emerging Entrepreneur Program
- Family Business Center
- Strategic Planning
- Lessons in Leadership
- Buying and Selling a Business
- Valuation of Business
- Business Plan Development

Networking and Professional Development

LOCAL BUSINESS RESOURCES

ORGANIZATION

1) Chambers of Commerce

Buffalo Niagara Partnership

665 Main Street Suite 200

Buffalo, New York 14203-1487

Phone: 716.852.7100

Fax: 716.852.2761

www.thepartnership.org

Amherst

Centerpointe Corporate Park

400 Essjay Road, Suite 150

Williamsville, New York 14221

Phone: (716) 632-6905

Fax: (716) 632-0548

www.amherst.org

Niagara, USA Chamber

6311 Inducon Corporate Drive

Sanborn, NY 14132

Phone: 716-285-9141

Fax: 716-285-0941

www.niagarachamber.org

Chautauqua County

10785 Bennett Road

Dunkirk, New York 14048

Phone: 716-366-6200

Fax: 716-366-4276

OR

512 Falconer Street

Jamestown, New York 14701

Phone: 716-484-1101

Fax: 716-487-0785

Email: cccc@chautauquachamber.org

www.chautauquachamber.org

SERVICES AVAILABLE

Some Services That May Be Found Include:

- Women in Business Mentoring Program
- Minority Business Outreach Group
- Small Business Networking
- For specific service information contact your local Chamber

Kenmore Town of Tonawanda

3411 Delaware Avenue

Kenmore, NY 14217

Phone: (716) 874-1202

Fax: (716) 874-3151

email: info@ken-ton.orgwww.ken-ton.org**Genesee County**

210 East Main Street

Batavia, NY 14020

Phone: 1-800-622-2686 or 585-343-7440

www.geneseeny.com/**Cheektowaga**

AppleTree Business Park

2875 Union Rd Ste. 50

Cheektowaga, NY 14227

Phone: 716.684.5838

Fax: 716.684.5571

www.cheektowaga.org/**Greater Olean**

120 North Union Street

Olean, NY 14760

Phone: 716-372-4433

www.oleanny.com/2/**Hamburg**

6122 South Park Ave.

Hamburg, NY 14075

Phone: (716) 649-7917

Fax: (716) 649-6362

www.hamburg-chamber.org**Clarence**

Clarence Chamber of Commerce, Inc.

8975 Main Street

Clarence, NY 14031

Telephone: 716-631-3888

Fax: 716-631-3946

Email: info@clarence.orgwww.clarence.org/**Greater East Aurora**

652 Main Street,

East Aurora, NY 14052-1783

Phone: (716) 652-8444

Fax: (716) 652-8384

E-mail: eanycc@verizon.netwww.eanycc.com**Continued.....****West Seneca**

950-A Union Road, Suite 5

West Seneca, NY 14224

Phone: 716-674-4900

www.westseneca.org/**Alden**

13500 Broadway, P.O. Box 149

Alden, New York 14004

Phone: (716) 937-6177

Fax: (716) 937-4106

E-mail: secretary@aldenny.orgwww.aldenny.org/**Orchard Park**

4211 North Buffalo Street, Suite 14

Orchard Park, NY 14127-2401

Phone: 716-662-3366

Fax: 716-662-5946

www.orchardparkchamber.com/**Lancaster Area**

P.O. Box 284

41 Central Avenue

Lancaster, NY 14086

E-mail: info@laccny.org

Phone: (716) 681-9755

Fax: (716) 684-3385

www.laccny.org**Tonawandas**

15 Webster Street

North Tonawanda, NY 14120

Phone: (716) 692.5120

Fax: (716) 692.1867

Email: chamber@the-tonawandas.comwww.the-tonawandas.com**Wyoming County**

6470 Route 20A, Suite 6

Perry, NY 14530-9798

Phone: (585) 237-0230

www.wycochamber.org**Grand Island**

2257 Grand Island Blvd

Grand Island, NY 14072
 Phone: (716)773-3651
www.gichamber.org/

Lackawanna Empire Zone

714 Ridge Road Room 309 Lackawanna,
 NY 14218

Phone: (716)827-6421

Fax: (716)827-1866

E-Mail:

lackawannaempirezone@yahoo.com

www.lackawannany.com

Springville Area

Office Address:

23 North Buffalo Street in the Village

Mailing Address:

PO Box 310

Springville, NY 14141-0310

Phone and Fax: 716- 592-4746

www.springvillechamber.com/

Gowanda Area

49 West Main Street

Gowanda, NY 14070

Phone: 716-532-2834

www.gowandanychamber.org/

Salamanca Area

26 Main Street

Salamanca, NY 14779

Phone: (716) 945-2034

www.salamancachamber.org

Akron

716-542-4050

Greater South Buffalo Chamber

2189 Seneca Street

Buffalo, NY 14210

Phone: 716-824-9942

Fax: 716-825-9174

www.southbuffalochamber.org

Dansville Area

126 Main Street, PO Box 105

Dansville, NY 14437

Phone: 585-335-6920

Fax: 585-335-6296

Email: dansvillechamber@hotmail.com

www.dansvilleney.net/

Continued.....

Eden

Town of Eden, Town Hall

2795 East Church Street

Eden, New York 14057-0156

Phone: 716 992-3408

Fax: 716 992-4131

www.edenny.org/chamber.html

Ellicottville

PO Box 456

9 W. Washington St

Ellicottville, NY 14731

Phone: 800-349-9099

Email: info@ellicottvilleney.com

www.ellicottvilleney.com

Franklinville Area

PO Box 22

Franklinville, NY 14737

Phone: 716-676-5013

Email: daves@franklinvillechamber.org

<http://www.franklinvilleney.org/chamber-of-commerce.php>

Fredonia

5 East Main St.

Fredonia, NY 14063

Phone: (716) 679-1565

Fax: (716) 672-5240

Email: fredcham@netsync.net

www.fredoniachamber.org/

Little Valley

Mailing: 9053 Rt. 242

Little Valley, New York 14755

Phone: 716-938-6224

Toll-free: 1-800-437-8147

E-mail: info@littlevalleyny.com

www.littlevalleyny.com/

Wellsville

114 North Main Street

Wellsville, New York 14895

Phone: (585) 593-5080

Fax: (585) 593-5088
Email: info@wellsvillechamber.com
www.wellsvilleareachamber.com/

2) **Zontas**
www.Zonta.org

Local Clubs:

Amherst
Aurora Area
Batavia/Genesee
Buffalo
Cheektowaga/Lancaster
Grand Island
Hamburg/Orchard Park
Jamestown
Kenmore
Lockport
Niagara Falls
Tonawandas

3) **Buffalo SCORE Chapter 45**
130 S. Elmwood Avenue, Suite 540
Buffalo, NY 14202
Phone: 716-551-4301
Fax: 716-551-4418
www.scorebuffalo.org
Email: scorebuffalo01@roadrunner.com

Offers:

-Jane M. Klausman Women in Business
Scholarship Program for those pursuing
a business education
-Micro-credit programs to help and start
small businesses

Provides:

-Business coaching and counseling
-Starting and expanding your business
-Promoting your product

Workforce Development Training and Supports

FINDING BUSINESS RESOURCES

ORGANIZATION

**1) Buffalo and Erie County
Workforce Development Consortium**

726 Exchange Street, Suite 630

Buffalo, NY 14210

Phone: 716-819-9845

www.wdinc.org/

Email: info@becwib.org

**2) New York State Small Business
Development Center**

SBDC

Buffalo State College, GC206

Buffalo, NY 14222-4222

Phone: 716-878-4030

<http://buffalo.nyssbdc.org>

Email: buffalosbdc@yahoo.com

SERVICES AVAILABLE

The Buffalo and Erie County Workforce Development Consortium (WCD), Inc. administers employment and training programs. The website lists information about the Consortium, the Workforce Development System, the Workforce Investment Act, One-Stop Partners, and the Workforce Investment Board.

Provides:

- Services for job seekers
- Services for employers
- Welfare to work programs

- Helps small businesses find resources
- Helps small businesses develop marketing plans

Supportive and Educational Resources

INFORMATION AND RESOURCE SUPPORT

LIBRARIES AND WEBSITES

1) **Public Libraries**

www.niagarafallspublib.org/

www.buffalolib.org/

2) **U.S. Small Business Administration SBA**

www.sba.gov/aboutsba/sbaprograms/onlinewbc/index.html

3) **Womenbiz.gov**

www.womenbiz.gov

4) **Business First Website**

www.buffalo.bizjournals.com

RESOURCES AVAILABLE

-These libraries contain a wealth of information on a variety of business topics relevant to the small business entrepreneur.

-There are many materials relevant to a small business, such as books on writing business plans, starting a business, demographic data, franchising and financial resources.

This interactive business skills training web site is dedicated to helping entrepreneurial women realize their goals and aspirations for personal and professional development

-The goal is to provide women with the information and expertise they need to plan their economic independence through owning a business of their own.

-A help center for all small or home based business owners.

This directory contains a comprehensive list of resources for the small business entrepreneur in the WNY are that are interested in bidding for government contracts.

-Provides access to a list of business resources

-Provides access to a list of local business, as well as the ability to add your business to the directory