

# 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](http://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/](http://www.buffalostate.edu/sbdc/)  
Email: [smallbus@buffalostate.edu](mailto: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](mailto:oswald@niagaracc.suny.edu)  
[www.niagarasbdc.org/](http://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](http://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](http://www.wbcwny.org)  
Email: [wbcinfo@canisius.edu](mailto: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](http://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](http://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

3) **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/](http://www.buffalostate.edu/sbdc/)

Email: [smallbus@buffalostate.edu](mailto:smallbus@buffalostate.edu)

4) **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](mailto:oswald@niagaracc.suny.edu)

[www.niagarasbdc.org/](http://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/](http://www.brockport.edu/~smallbus/)

Email: [sbdc@brockport.edu](mailto: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

**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

**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

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

Jamestown Community College

525 Falconer Street

Jamestown, NY 14702-0020

Phone: 716-338-1024

Email: [iredobies@mail.sunyjcc.edu](mailto:iredobies@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/](http://www.wdcinc.org/)

Email: [info@becwib.org](mailto: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](http://mgt.buffalo.edu/entrepreneurship/cel)

Email: [mtg-cel@buffalo.edu](mailto:mtg-cel@buffalo.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

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](http://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](http://www.amherst.org)

#### **Niagara, USA Chamber**

6311 Inducon Corporate Drive  
Sanborn, NY 14132  
Phone: 716-285-9141  
Fax: 716-285-0941  
[www.niagarachamber.org](http://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](mailto:cccc@chautauquachamber.org)  
[www.chautauquachamber.org](http://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.org](mailto:info@ken-ton.org)[www.ken-ton.org](http://www.ken-ton.org)**Genesee County**

210 East Main Street

Batavia, NY 14020

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

[www.geneseeny.com/](http://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/](http://www.cheektowaga.org/)**Greater Olean**

120 North Union Street

Olean, NY 14760

Phone: 716-372-4433

[www.oleanny.com/2/](http://www.oleanny.com/2/)**Hamburg**

6122 South Park Ave.

Hamburg, NY 14075

Phone: (716) 649-7917

Fax: (716) 649-6362

[www.hamburg-chamber.org](http://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.org](mailto:info@clarence.org)[www.clarence.org/](http://www.clarence.org/)**Greater East Aurora**

652 Main Street,

East Aurora, NY 14052-1783

Phone: (716) 652-8444

Fax: (716) 652-8384

E-mail: [eanyc@verizon.net](mailto:eanyc@verizon.net)[www.eanycc.com](http://www.eanycc.com)**Continued.....****West Seneca**

950-A Union Road, Suite 5

West Seneca, NY 14224

Phone: 716-674-4900

[www.westseneca.org/](http://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.org](mailto:secretary@aldenny.org)[www.aldenny.org/](http://www.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/](http://www.orchardparkchamber.com/)**Lancaster Area**

P.O. Box 284

41 Central Avenue

Lancaster, NY 14086

E-mail: [info@laccny.org](mailto:info@laccny.org)

Phone: (716) 681-9755

Fax: (716) 684-3385

[www.laccny.org](http://www.laccny.org)**Tonawandas**

15 Webster Street

North Tonawanda, NY 14120

Phone: (716) 692.5120

Fax: (716) 692.1867

Email: [chamber@the-tonawandas.com](mailto:chamber@the-tonawandas.com)[www.the-tonawandas.com](http://www.the-tonawandas.com)**Wyoming County**

6470 Route 20A, Suite 6

Perry, NY 14530-9798

Phone: (585) 237-0230

[www.wycochamber.org](http://www.wycochamber.org)**Grand Island**

2257 Grand Island Blvd

Grand Island, NY 14072  
 Phone: (716)773-3651  
[www.gichamber.org/](http://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](mailto:lackawannaempirezone@yahoo.com)

[www.lackawannany.com](http://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/](http://www.springvillechamber.com/)

**Gowanda Area**

49 West Main Street

Gowanda, NY 14070

Phone: 716-532-2834

[www.gowandanychamber.org/](http://www.gowandanychamber.org/)

**Salamanca Area**

26 Main Street

Salamanca, NY 14779

Phone: (716) 945-2034

[www.salamancachamber.org](http://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](http://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](mailto:dansvillechamber@hotmail.com)

[www.dansvilleney.net/](http://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](http://www.edenny.org/chamber.html)

**Ellicottville**

PO Box 456

9 W. Washington St

Ellicottville, NY 14731

Phone: 800-349-9099

Email: [info@ellicottvilleny.com](mailto:info@ellicottvilleny.com)

[www.ellicottvilleny.com](http://www.ellicottvilleny.com)

**Franklinville Area**

PO Box 22

Franklinville, NY 14737

Phone:716-676-5013

Email: [daves@franklinvillechamber.org](mailto:daves@franklinvillechamber.org)

<http://www.franklinvilleny.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](mailto:fredcham@netsync.net)

[www.fredoniachamber.org/](http://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](mailto:info@littlevalleyny.com)

[www.littlevalleyny.com/](http://www.littlevalleyny.com/)

**Wellsville**

114 North Main Street

Wellsville, New York 14895

Phone: (585) 593-5080



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

2) **Zontas**  
**[www.Zonta.org](http://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](http://www.scorebuffalo.org)  
Email: [scorebuffalo01@roadrunner.com](mailto: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/](http://www.wdinc.org/)

Email: [info@becwib.org](mailto: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](mailto: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/](http://www.niagarafallspublib.org/)  
[www.buffalolib.org/](http://www.buffalolib.org/)

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

[www.sba.gov/aboutsba/sbaprograms/onlinewbc/index.html](http://www.sba.gov/aboutsba/sbaprograms/onlinewbc/index.html)

3) **Womenbiz.gov**

[www.womenbiz.gov](http://www.womenbiz.gov)

4) **Business First Website**

[www.buffalo.bizjournals.com](http://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 area 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