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Disclaimer: The descriptions used in the directory were abstracted and modified from brochures and/or publications in order to keep the directory from becoming a giant publication. The descriptions are only intended to give the user a flavor of what each organization can offer. It is strongly suggested that a user contact an organization directly to get more detailed information. We have made every effort to be as accurate as possible, but cannot guarantee complete accuracy. As such, Erie County assumes no liability for the accuracy of the information provided or for the omission of information not provided.
This section lists every agency and contains common abbreviations associated with different agencies. It also provides a phone number and the page number of where additional information can be found in the Agency & Program Descriptions Section. The Agency & Program Descriptions Section provides the organization’s name, address, contacts, phone, fax, e-mail, web site and a short description of services. Industrial Development Agencies abbreviated as IDAs.

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Amherst IDA  |  716-698-9000  |  P. 12
Association of Erie County Gov. (AECG)  |  716-941-3647  |  P. 12

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<td>Rand, Benjamin</td>
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<td>Ranney, Michael R.</td>
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<td>Rybczynski, Cathy</td>
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<td>Schimminger, Robin</td>
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<td>Schumer, Charles E.</td>
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<td>Summers, Becky Jo</td>
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The index is sorted by subject and contains common abbreviations that are associated with different agencies. It also provides a phone number, web site, address, contact name and the page number of where additional information can be found in the Agency & Program Descriptions. The Agency & Program Descriptions Section provides the organization's name, address, contacts, phone, fax, e-mail, web site and a short description of services.

### ECONOMIC DEVELOPMENT – COMPREHENSIVE SERVICE PROVIDERS

These county-wide agencies have ability to coordinate and access multiple agencies contained in this Directory that can address the particular needs of a company. Can provide technical and/or financial assistance.

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<td>Empire State Development Corporation (ESD)</td>
<td>Tel: 716-846-8200</td>
<td><a href="http://www.esd.ny.gov">http://www.esd.ny.gov</a></td>
<td>95 Perry Street, Suite 500</td>
<td>Buffalo, NY 14203</td>
<td>Amanda Mays, Regional Director, Page 14</td>
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<tr>
<td>Erie County Industrial Development Agency (ECIDA)</td>
<td>Tel: 716-856-6525</td>
<td><a href="http://www.ecidany.com">http://www.ecidany.com</a></td>
<td>95 Perry Street, Suite 403</td>
<td>Buffalo, NY 14203</td>
<td>Steve Weathers, Chief Executive Officer, Page 16</td>
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<tr>
<td>Erie County Dept. of Environment and Planning</td>
<td>Tel: 716-858-8390</td>
<td><a href="http://www.erie.gov/environment">http://www.erie.gov/environment</a></td>
<td>95 Franklin Street, Room 1053</td>
<td>Buffalo, NY 14202</td>
<td>Thomas R. Hersey, Jr., Commissioner, Page 15</td>
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<tr>
<td>Invest Buffalo Niagara (IBN)</td>
<td>Tel: 716-842-1330, ext. 452</td>
<td><a href="http://www.buffaloniagara.org">http://www.buffaloniagara.org</a></td>
<td>257 W. Genesee St., Ste .600</td>
<td>Buffalo, NY 14202</td>
<td>Thomas A. Kucharski, President &amp; CEO, Page 17</td>
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### ECONOMIC DEVELOPMENT – INDUSTRIAL DEVELOPMENT AGENCIES

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<td>Amherst Industrial Development Agency (AIDA)</td>
<td>Tel: 716-698-9000</td>
<td><a href="http://www.amherstida.com">http://www.amherstida.com</a></td>
<td>4287 Main Street</td>
<td>Amherst, NY 14226</td>
<td>David S. Mingoia, Executive Director, Page 12</td>
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<tr>
<td>Clarence Industrial Development Agency</td>
<td>Tel: 716-741-0149</td>
<td><a href="http://www.clarencedia.com/">http://www.clarencedia.com/</a></td>
<td>1 Town Place</td>
<td>Clarence, NY 14031</td>
<td>Christopher Kempton, Chairperson, Page 14</td>
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<tr>
<td>Concord Industrial Development Agency</td>
<td>Tel: 716-592-4946</td>
<td><a href="http://concord-ida.com/">http://concord-ida.com/</a></td>
<td>PO Box 368</td>
<td>Springville, NY 14141</td>
<td>Gary Eppolito, Chairperson, Page 14</td>
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<tr>
<td>Erie County Industrial Development Agency (ECIDA)</td>
<td>Tel: 716-856-6525</td>
<td><a href="http://www.ecidany.com">http://www.ecidany.com</a></td>
<td>95 Perry Street, Suite 403</td>
<td>Buffalo, NY 14203</td>
<td>Steve Weathers, Chief Executive Officer, Page 16</td>
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<td>Hamburg Industrial Development Agency (HIDA)</td>
<td>Tel: 716-648-4145</td>
<td><a href="http://hamburgida.com/">http://hamburgida.com/</a></td>
<td>6122 South Park Avenue</td>
<td>Hamburg, NY 14075</td>
<td>Sean Doyle, Executive Director, Page 16</td>
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<tr>
<td>Lancaster Industrial Development Agency (LIDA)</td>
<td>Tel: 716-683-1610</td>
<td><a href="http://lancasternyida.com">http://lancasternyida.com</a></td>
<td>21 Central Avenue</td>
<td>Lancaster, NY 14086</td>
<td>Robert Benz, Chair Executive Officer, Page 18</td>
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### ECONOMIC DEVELOPMENT – OTHER AGENCIES

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<td>Center for Urban Studies (CUS)</td>
<td>Tel: 716-829-2305</td>
<td><a href="http://centerforurbanstudies.ap.buffalo.edu/">http://centerforurbanstudies.ap.buffalo.edu/</a></td>
<td>State Univ. at NY</td>
<td>3435 Main St., 330 Hayes Hall</td>
<td>Buffalo, NY 14214</td>
</tr>
<tr>
<td>Eden Economic Development, Town of</td>
<td>Tel: 716-992-3408</td>
<td><a href="http://www.edenny.org/econ.html">http://www.edenny.org/econ.html</a></td>
<td>2795 Church Street</td>
<td>Eden, NY 14057</td>
<td>Ed Krycia, Chair, Econ. Advisory Committee, Page 14</td>
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<td>Evans Community Development, Town of</td>
<td>Tel: 716-549-0945</td>
<td><a href="https://www.townofevans.org/departments/commdiv.html">https://www.townofevans.org/departments/commdiv.html</a></td>
<td>8787 Erie Road</td>
<td>Angola, NY 14006</td>
<td>William Smith, Director, Page 16</td>
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<tr>
<td>Lackawanna Community Development Corp. (LCDC)</td>
<td>Tel: 716-823-5124</td>
<td><a href="http://lackawannany.gov/">http://lackawannany.gov/</a></td>
<td>640 Ridge Road</td>
<td>Lackawanna, NY 14218</td>
<td>Lauren Jednak, Executive Director, Page 17</td>
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<tr>
<td>Lackawanna Community Development Corp., Village of</td>
<td>Tel: 716-683-2105</td>
<td><a href="http://www.lancastervillage.org">http://www.lancastervillage.org</a></td>
<td>5423 Broadway</td>
<td>Lancaster, NY 14086</td>
<td>James Allen, President, Page 18</td>
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<tr>
<td>New York Business Development Corp. (NYBDC)</td>
<td>Tel: 716-626-3423</td>
<td><a href="http://www.nybdc.com">http://www.nybdc.com</a></td>
<td>300 International Drive, Suite 126</td>
<td>Williamsville, NY 14221</td>
<td>Michael A. Taylor, Senior Vice President, Page 18</td>
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<tr>
<td>New York State (NYS) Dept. of Transportation (DOT)</td>
<td>Tel: 716-847-3238</td>
<td><a href="https://www.dot.ny.gov/index">https://www.dot.ny.gov/index</a></td>
<td>100 Seneca Street</td>
<td>Buffalo, NY 14203</td>
<td>Francis P. Cirillo, Regional Director, Page 19</td>
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<tr>
<td>Orchard Park Economic Development Committee</td>
<td>Tel: 716-636-3626</td>
<td><a href="https://www.orchardpark.ny.gov/committees/economic-development-committee/">https://www.orchardpark.ny.gov/committees/economic-development-committee/</a></td>
<td>3623 Eggert Road</td>
<td>Orchard Park, NY 14127</td>
<td>John Murray, Chairperson, Page 19</td>
</tr>
<tr>
<td>Orchard Park Economic Development Committee</td>
<td>Tel: 716-636-3626</td>
<td><a href="https://www.orchardpark.ny.gov/committees/economic-development-committee/">https://www.orchardpark.ny.gov/committees/economic-development-committee/</a></td>
<td>3623 Eggert Road</td>
<td>Orchard Park, NY 14127</td>
<td>John Murray, Chairperson, Page 19</td>
</tr>
<tr>
<td>U.S. Small Business Administration (SBA)</td>
<td>Tel: 716-551-4301</td>
<td><a href="http://www.sba.gov/localresources/district/ny/">http://www.sba.gov/localresources/district/ny/</a></td>
<td>130 South Elmwood Avenue, Suite 540</td>
<td>Buffalo, NY 14202</td>
<td>Franklin J. Sciortino, District Director, Page 21</td>
</tr>
<tr>
<td>UB The Center for Industrial Effectiveness (TCIE)</td>
<td>Tel: 716-645-8844</td>
<td><a href="http://www.tcie.buffalo.edu">http://www.tcie.buffalo.edu</a></td>
<td>1576 Sweet Home Road</td>
<td>Amherst, NY 14228</td>
<td>Timothy Leyh, Executive Director, Page 22</td>
</tr>
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</table>
## SUBJECT INDEX

### EDUCATION AND TRAINING RESOURCES

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<tr>
<td>Canisius College Center for Professional Development</td>
<td>716-888-8490</td>
<td><a href="http://www.canisius.edu/cpd">http://www.canisius.edu/cpd</a></td>
<td>2001 Main Street, Buffalo, NY 14208</td>
<td>Jennifer Patrick, Executive Director</td>
<td>16</td>
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<tr>
<td>Center for Urban Studies (CUS)</td>
<td>716-829-2305</td>
<td><a href="http://centerforurbanstudies.ap.buffalo.edu">http://centerforurbanstudies.ap.buffalo.edu</a></td>
<td>State Univ. at NY, 3435 Main St., 330 Hayes Hall, Buffalo, NY 14214</td>
<td>Dr. Henry Louis Taylor, Jr., Director</td>
<td>14</td>
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<td>Chambers of Commerce</td>
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<td>Educational Institutions</td>
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<td>Empire State Development Corporation (ESD)</td>
<td>716-846-8200</td>
<td><a href="http://www.esd.ny.gov">http://www.esd.ny.gov</a></td>
<td>95 Perry Street, Suite 500, Buffalo, NY 14203</td>
<td>Amanda Mays, Regional Director</td>
<td>14</td>
</tr>
<tr>
<td>EC Gov. - Buffalo and Erie County Public Library (B&amp;ECPL)</td>
<td>716-858-8900</td>
<td><a href="http://www.buffalolib.org">http://www.buffalolib.org</a></td>
<td>1 Lafayette Square, Buffalo, NY 14203</td>
<td>Mary Jean Jakubowski, Director</td>
<td>12</td>
</tr>
<tr>
<td>Erie County Industrial Development Agency (ECIDA)</td>
<td>716-856-6525</td>
<td><a href="http://www.ecidany.com">http://www.ecidany.com</a></td>
<td>95 Perry Street, Suite 403, Buffalo, NY 14203</td>
<td>Steve Weathers, Chief Executive Officer</td>
<td>16</td>
</tr>
<tr>
<td>SCORE</td>
<td>716-554-4301</td>
<td><a href="http://buffaloniagara.score.org">http://buffaloniagara.score.org</a></td>
<td>130 South Elmwood Avenue, Suite 540, Buffalo, NY 14202</td>
<td>Franklin J. Sciortino, District Director</td>
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<tr>
<td>Small Business Development Center (SBDC)</td>
<td>716-878-4030</td>
<td><a href="http://www.nys-sbdc.suny.edu">http://www.nys-sbdc.suny.edu</a></td>
<td>1300 Elmwood Avenue, Buffalo, NY 14222</td>
<td>Susan McCartney, Director</td>
<td>20</td>
</tr>
<tr>
<td>UB Center for Entrepreneurial Leadership (CEL)</td>
<td>716-885-5715</td>
<td><a href="http://www.mgt.buffalo.edu/CEL">http://www.mgt.buffalo.edu/CEL</a></td>
<td>77 Goodell Street, Suite 201, Buffalo, NY 14203</td>
<td>Tom Ulbrich, Executive Director</td>
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<tr>
<td>UB Regional Institute</td>
<td>716-878-2440</td>
<td><a href="http://regional-institute.buffalo.edu">http://regional-institute.buffalo.edu</a></td>
<td>77 Goodell Street, Suite 302, Buffalo, NY 14203</td>
<td>Robert G. Shibley, Director and Dean of School of Architecture &amp; Planning</td>
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<tr>
<td>UB Technology Transfer</td>
<td>716-645-8134</td>
<td><a href="http://www.buffalo.edu/research/about-us/units/technology-transfer.html">http://www.buffalo.edu/research/about-us/units/technology-transfer.html</a></td>
<td>520 Lee Entrance, Suite 109, UB Commons, Amherst, NY 14228</td>
<td>Jeffrey Dunbar, Director</td>
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<td>UB Engineering Student Employment Program</td>
<td>716-645-0971</td>
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<tr>
<td>UB The Center for Industrial Effectiveness (TCIE)</td>
<td>716-645-8844</td>
<td><a href="http://www.tcie.buffalo.edu">http://www.tcie.buffalo.edu</a></td>
<td>1576 Sweet Home Road, Amherst, NY 14228</td>
<td>Timothy Leyh, Executive Director</td>
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### ENGINEERING ASSISTANCE

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<td>95 Perry Street, Suite 500, Buffalo, NY 14203</td>
<td>Amanda Mays, Regional Director</td>
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<tr>
<td>Erie County Dept. of Environment and Planning Division of Environmental Compliance</td>
<td>716-858-8390</td>
<td></td>
<td>95 Franklin Street, Buffalo, NY 14202</td>
<td>Bonnie Lawrence, Deputy Commissioner</td>
<td>15</td>
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<tr>
<td>Erie County Industrial Development Agency (ECIDA)</td>
<td>716-856-6525</td>
<td><a href="http://www.ecidany.com">http://www.ecidany.com</a></td>
<td>95 Perry Street, Suite 403, Buffalo, NY 14203</td>
<td>Steve Weathers, Chief Executive Officer</td>
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<tr>
<td>NYS Dept. of Environmental Conservation (NYSDEC)</td>
<td>716-851-7200</td>
<td><a href="http://www.dec.state.ny.us">http://www.dec.state.ny.us</a></td>
<td>270 Michigan Avenue, Buffalo, NY 14203</td>
<td>Abby M. Snyder, Regional Director</td>
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### ENVIRONMENTAL RESOURCES

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<td>Erie County Dept. of Environment and Planning Division of Environmental Compliance</td>
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<td>Erie County Industrial Development Agency (ECIDA)</td>
<td>716-856-6525</td>
<td><a href="http://www.ecidany.com">http://www.ecidany.com</a></td>
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<td>Steve Weathers, Chief Executive Officer</td>
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<tr>
<td>NYS Dept. of Environmental Conservation (NYSDEC)</td>
<td>716-851-7200</td>
<td><a href="http://www.dec.state.ny.us">http://www.dec.state.ny.us</a></td>
<td>270 Michigan Avenue, Buffalo, NY 14203</td>
<td>Abby M. Snyder, Regional Director</td>
<td>19</td>
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</table>
**EXPORT – CULTURAL INFORMATION, INTERPRETING AND/OR TRANSLATION RESOURCES**

International Institute of Buffalo NY, Inc.
Tel: 716-883-1900 | http://www.iibuff.org
864 Delaware Avenue | Buffalo, NY 14209
Eva Hassett, Executive Director, Page 17

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**EXPORT – FINANCE AND/OR INFORMATIONAL RESOURCES**

Buffalo & Fort Erie Public Bridge Authority
Tel: 716-884-6744, ext. 226 | http://www.peacebridge.com
One Peace Bridge Plaza | Buffalo, NY 14213
Ron Rienas, General Manager, Page 12

Buffalo World Trade Association
Tel: 716-685-1781 | http://www.bwta.org/
PO Box 130 | Lancaster, NY 14086
Barbara Saieva, President, Page 13

Canadian Consulate General
Tel: 212-596-1628
466 Lexington Avenue | New York, NY 10017
Phyllis Yaffe, Consul General of CA in NY, Page 13

Empire State Development Corporation (ESD)
Tel: 716-846-8200 | http://www.esd.ny.gov
95 Perry Street, Suite 500 | Buffalo, NY 14203
Amanda Mays, Regional Director, Page 14

EC Gov. - Buffalo and Erie County Public Library (B&ECPL)
Tel: 716-858-8900 | http://www.buffalolib.org
1 Lafayette Square | Buffalo, NY 14203
Mary Jean Jakubowski, Director, Page 12

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
95 Perry Street, Suite 403 | Buffalo, NY 14203
Steve Weathers, Chief Executive Officer, Page 16

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**FOREIGN TRADE ZONES (FTZ)**

Erie County Dept. of Environment and Planning
Division of Planning
Tel: 716-858-8390
95 Franklin Street | Buffalo, NY 14202
Chris Pawenski, Industrial Assistance Program, Page 15

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
95 Perry Street, Suite 403 | Buffalo, NY 14203
Steve Weathers, Chief Executive Officer, Page 16

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U.S. Customs and Border Protection
Tel: 716-626-0400 | http://www.cbp.gov
300 Airborne Parkway, Suite 300 | Buffalo, NY 14225
James Engelman, Director, Field Operations, Page 20

U.S. Department of Commerce
Tel: 716-554-4191 | https://www.commerce.gov/locations
130 South Elmwood Avenue, Suite 530 | Buffalo, NY 14202
Rosanna Masucci, Director, Page 20

U.S. Small Business Administration (SBA)
Tel: 716-551-4301 | http://www.sba.gov/localresources/district/ny/
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, District Director, Page 21

World Trade Center Buffalo Niagara (WTCBN)
Tel: 716-852-7160 | http://wtcwn.org
725 Main Street | Buffalo, NY 14203
Craig W. Turner, President, Page 22

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WNY Foreign Trade Zones Operators, Inc.
Tel: 716-823-2142 | http://www.wnyftz.com
10 North Gates Avenue | Lackawanna, NY 14218
Timothy J. Palisano, President, Page 22
**GOVERNMENT ASSISTANCE - COUNTY**

**Government – Local Elected Officials**
- Erie County Executive – See Page 28
- Erie County Legislators – See Pages 29-30
- Mayors and Supervisors – See Pages 31-35

**Government – Quick Reference Index**
See pages 41-44 for contact information on many County Departments

*Also see Pages 12 and 15 for additional information on: Buffalo & Erie County Public Library | County Clerk’s Office | Department of Environment & Planning | Division of Equal Employment Opportunity

**GOVERNMENT ASSISTANCE - STATE**

**Empire State Development Corporation (ESD)**
95 Perry Street, Suite 500 | Buffalo, NY 14203
Amanda Mays, Regional Director, Page 14

**Government – State**
- New York State (NYS) Governor – See Page 35
- NYS Legislature – See Pages 36-39

**NYS Dept. of Environmental Conservation (NYSDEC)**
Tel: 716-851-7200 | [http://www.dec.state.ny.us](http://www.dec.state.ny.us)
270 Michigan Avenue | Buffalo, NY 14203
Abby M. Snyder, Regional Director, Page 19

**New York State Department of Labor (DOL)**
Tel: 716-851-2750 | [https://www.labor.ny.gov/home/](https://www.labor.ny.gov/home/)
290 Main Street | Buffalo, NY 14202
Carolyn Bright, Business Service Rep., Page 19

**New York State (NYS) Dept. of Transportation (DOT)**
Tel: 716-847-3238 | [https://www.dot.ny.gov/index](https://www.dot.ny.gov/index)
100 Seneca Street | Buffalo, NY 14203
Francis P. Cirillo, Regional Director, Page 19

**NYS Energy Research & Development Authority (NYSERDA)**
Tel: 716-842-1522 | [http://www.nyserda.org](http://www.nyserda.org)
726 Exchange Street, Suite 821 | Buffalo, NY 14203
Kelly Tyler, Dir. of Communities & Local Gov., Page 19

**GOVERNMENT ASSISTANCE - FEDERAL**

**U.S. Customs and Border Protection**
Tel: 716-626-0400 | [http://www.cbp.gov](http://www.cbp.gov)
300 Airborne Parkway, Suite 300 | Buffalo, NY 14225
James Engelman, Director, Field Operations, Page 20

**U.S. Department of Commerce**
Tel: 716-554-4191 | [https://www.commerce.gov/locations](https://www.commerce.gov/locations)
130 South Elmwood Avenue, Suite 530 | Buffalo, NY 14202
Rosanna Masucci, Director, Page 20

**U.S. Small Business Administration (SBA)**
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, District Director, Page 21

**INDUSTRY ASSOCIATIONS, LOBBYING, AND NETWORKING GROUPS**

**Association of Erie County Governments (AECG)**
Tel: 716-941-3647
9771 Partridge Road | Colden, NY 14033
Marilyn Calhoun-Allen, Executive Director, Page 12

**Buffalo Niagara Manufacturing Alliance (BNMA)**
Tel: 716-870-7084 | [http://www.bnmalliance.com](http://www.bnmalliance.com)
169 Bullis Road | Cowlesville, NY 14037
Kevin Calvello, President, Page 12

**Buffalo World Trade Association**
PO Box 130 | Lancaster, NY 14086
Barbara Saieva, President, Page 13

**Business Council of New York State, Inc.**
Tel: 518-465-7511 x201 | [http://www.bcnys.org](http://www.bcnys.org)
152 Washington Avenue | Albany, NY 12210
Heather Bricetti, President & CEO, Page 13

**Chambers of Commerce**
See Pages 24-25

**Greater Buffalo Building Owners & Mgs. Assoc. (BOMA)**
Tel: 716-856-3801 | [https://www.bomabuffalo.com](https://www.bomabuffalo.com)
465 Main Street, Suite 130 | Buffalo, NY 14203
Jennifer Aiple, Executive Director, Page 16

**World Trade Center Buffalo Niagara (WTCBN)**
Tel: 716-852-7160 | [http://wtcbn.org](http://wtcbn.org)
725 Main Street | Buffalo, NY 14203
Craig W. Turner, President, Page 22
MINORITY / WOMEN BUSINESS ASSISTANCE

Canisius College Women's Business Center
Tel: 716-888-8280 | http://www.canisius.edu/wbc
2001 Main Street | Buffalo, NY 14208
Sara Vescio, Executive Director, Page 14

Center for Urban Studies (CUS)
Tel: 716-829-2305 | http://centerforurbanstudies.ap.buffalo.edu/
State Univ. at NY | 3435 Main St., 330 Hayes Hall | Buffalo, NY 14214
Dr. Henry Louis Taylor, Jr., Director, Page 14

Empire State Development Corporation (ESD)
Tel: 716-846-8200 | http://www.esd.ny.gov
95 Perry Street, Suite 500 | Buffalo, NY 14203
Amanda Mays, Regional Director, Page 15

EC Gov. - Div. of Equal Employment Opportunity (EEO)
Tel: 716-858-6169 | http://www2.erie.gov/eeo/
95 Franklin Street, Room 1652 | Buffalo, NY 14202
Jesse L. Burnett, Director, Page 15

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
95 Perry Street, Suite 403 | Buffalo, NY 14203
Steve Weathers, Chief Executive Officer, Page 16

New York Business Development Corp. (NYBDC)
Tel: 716-626-3423 | http://www.nybdc.com
300 International Drive, Suite 126 | Williamsville, NY 14221
Michael A. Taylor, Senior Vice President, Page 18

New York & New Jersey Minority Supplier Development Council
Tel: 212-502-5663 | http://nynjmsdc.org/
65 W. 36th Street, Suite 702 | New York, NY 10018
Terrence Clark, President & CEO, Page 18

Small Business Development Center (SBDC)
Tel: 716-878-4030 | http://www.nys-sbdc.suny.edu
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCann, Director, Page 20

U.S. Small Business Administration (SBA)
Tel: 716-551-4301 | http://www.sba.gov/localresources/district/ny/
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, District Director, Page 21

PLANNING AND ZONING INFORMATION

Erie County Dept. of Environment and Planning
Tel: 716-858-8390 | http://www.erie.gov/environment
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Thomas R. Hersey, Jr., Commissioner, Page 15

Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)
Tel: 716-856-2026 | http://www.gbnrtc.org
438 Main Street, Suite 503 | Buffalo, NY 14202
Hal Morse, Executive Director, Page 16

Invest Buffalo Niagara (IBN)
Tel: 716-842-1330, ext. 452 | http://www.buffaloniagara.org
257 W. Genesee St., Ste. 600 | Buffalo, NY 14202
Thomas A. Kucharski, President & CEO, Page 17

U.S. Army Corps of Engineers
Tel: 716-879-4104 | http://www.lrb.usace.army.mil
1776 Niagara Street | Buffalo, NY 14207
LTC Jason A. Toth, District Commander, Page 20

UB Regional Institute
Tel: 716-878-2440 | http://regional-institute.buffalo.edu/
77 Goodell Street, Suite 302 | Buffalo, NY 14203
Robert G. Shibley, Director and Dean of School of Architecture & Planning, Page 21

UB National Center for Geographic Information and Analysis (NCGIA)
Tel: 716-645-0484 | http://www.geog.buffalo.edu/ncgia
State Univ. at NY | 301 Wilkeson Quad | Buffalo, NY 14261
Ling Bian, Director, Page 21

SMALL BUSINESS / START-UP – TECHNICAL BUSINESS ASSISTANCE

See Small Business Reference Section on Page 46 for listing of agencies and helpful information.

TOURISM RELATED

Buffalo Convention Center (BCC)
Tel: 716-855-5555 | http://www.buffaloconvention.com
One Convention Center Plaza | Buffalo, NY 14202
Paul Murphy, General Manager, Page 12

Buffalo Place, Inc.
Tel: 716-856-3150 | http://www.buffaloplacem.com
671 Main Street | Buffalo, NY 14203
Michael T. Schmand, Executive Director, Page 13

International Agri-Center
Tel: 716-648-9733 | http://www.hamburgfairgrounds.com
5600 McKinley Pkwy | Hamburg, NY 14075
Jessica Underberg, Chief Executive Officer, Page 17

Visit Buffalo Niagara
Tel: 716-852-0511 | http://www.visitbuffaloniagara.com
617 Main Street, Suite 200 | Buffalo, NY 14203-1496
Patrick Kaler, President & CEO, Page 12
## TRANSPORTATION RELATED

<table>
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<tr>
<td>Buffalo &amp; Fort Erie Public Bridge Authority</td>
<td>716-884-6744, ext. 226</td>
<td><a href="http://www.peacebridge.com">http://www.peacebridge.com</a></td>
<td>One Peace Bridge Plaza, Buffalo, NY 14213</td>
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<td>Ron Rienas, General Manager</td>
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<tr>
<td>Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)</td>
<td>716-856-2026</td>
<td><a href="http://www.gbnrtc.org">http://www.gbnrtc.org</a></td>
<td>438 Main Street, Suite 503, Buffalo, NY 14202</td>
<td>16</td>
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<tr>
<td>Hal Morse, Executive Director</td>
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<tr>
<td>New York State (NYS) Dept. of Transportation (DOT)</td>
<td>716-847-3238</td>
<td><a href="https://www.dot.ny.gov/index">https://www.dot.ny.gov/index</a></td>
<td>100 Seneca Street, Buffalo, NY 14203</td>
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<td>Francis P. Cirillo, Regional Director</td>
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<tr>
<td>Niagara Frontier Transportation Authority (NFTA)</td>
<td>716-855-7470</td>
<td><a href="http://www.nfta.com">http://www.nfta.com</a></td>
<td>181 Ellicott Street, Buffalo, NY 14203</td>
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<td>Kimberly A. Minkel, CEO</td>
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## UTILITIES – ENERGY, SEWER, AND WATER

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<tr>
<td>Erie County Dept. of Environment and Planning Division of Sewerage Management</td>
<td>716-858-8390</td>
<td><a href="http://www.erie.gov/environment">http://www.erie.gov/environment</a></td>
<td>95 Franklin Street, Room 1053, Buffalo, NY 14202</td>
<td>15</td>
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<tr>
<td>Joseph L. Fiegl, P.E., Deputy Commissioner</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Erie County Water Authority (ECWA)</td>
<td>716-849-8484</td>
<td><a href="http://www.ecwa.org">http://www.ecwa.org</a></td>
<td>350 Ellicott Sq. Building, 295 Main Street, Buffalo, NY 14203</td>
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<tr>
<td>National Fuel</td>
<td>716-686-6123</td>
<td><a href="http://www.nationalfuelgas.com">http://www.nationalfuelgas.com</a></td>
<td>6363 Main Street, Williamsville, NY 14221</td>
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## WORKFORCE DEVELOPMENT RESOURCES

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<tr>
<td>Amanda Mays, Regional Director</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>New York State Department of Labor (DOL)</td>
<td>716-851-2750</td>
<td><a href="https://www.labor.ny.gov/home/">https://www.labor.ny.gov/home/</a></td>
<td>290 Main Street, Buffalo, NY 14202</td>
<td>19</td>
</tr>
<tr>
<td>Carolyn Bright, Business Service Rep.</td>
<td></td>
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<tr>
<td>UB The Center for Industrial Effectiveness (TCIE)</td>
<td>716-645-8844</td>
<td><a href="http://www.tcie.buffalo.edu">http://www.tcie.buffalo.edu</a></td>
<td>1576 Sweet Home Road, Amherst, NY 14228</td>
<td>22</td>
</tr>
<tr>
<td>Timothy Leyh, Executive Director</td>
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## VENTURE CAPITAL RESOURCES

<table>
<thead>
<tr>
<th>Organization</th>
<th>Phone Number</th>
<th>Website</th>
<th>Address</th>
<th>Page</th>
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<tbody>
<tr>
<td>Erie County Industrial Development Agency (ECIDA)</td>
<td>716-856-6525</td>
<td><a href="http://www.ecidary.com">http://www.ecidary.com</a></td>
<td>95 Perry Street, Suite 403, Buffalo, NY 14203</td>
<td>16</td>
</tr>
<tr>
<td>Steve Weathers, Chief Executive Officer</td>
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<tr>
<td>WNY Venture Association</td>
<td>716-636-3626</td>
<td><a href="http://www.wnyventure.com">http://www.wnyventure.com</a></td>
<td>726 Exchange Street, Suite 620, Buffalo, NY 14210</td>
<td>22</td>
</tr>
<tr>
<td>Jack McGowan, Executive Director</td>
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</tr>
</tbody>
</table>
Amherst Industrial Development Agency (AIDA)
http://www.amherstida.com
4287 Main Street
Amherst, NY 14226
David S. Mingoia, Executive Director
Laurie A. Manuszewski, Director of Administrative Services
Telephone: 716-698-9000
Fax: 716-688-0205
Email: dmingoia@amherstida.com
laurie@amherstida.com
Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Amherst.

Association of Erie County Governments (AECG)
9771 Partridge Road
Colden, NY 14033
Marilyn Calhoun-Allen, Executive Director
Telephone: 716-941-3647
Email: assocofecgov@roadrunner.com
Networking group of local elected officials in Erie County.

Buffalo & Fort Erie Public Bridge Authority
http://www.peacebridge.com
One Peace Bridge Plaza
Buffalo, NY 14213
Ron Rienas, General Manager
Telephone: 716-884-6744, ext. 226
Fax: 716-884-2089
Email: rr@peacebridge.com
Serves as an integral link between the U.S. and Canada for the import/export of commercial goods and raw materials.

Buffalo and Erie County Public Library (B&ECPL)
http://www.buffalolib.org
1 Lafayette Square
Buffalo, NY 14203
Mary Jean Jakubowski, Director
Telephone: 716-858-8900
Fax: 716-858-6211
Email: jakubowskim@buffalolib.org
The Buffalo & Erie County Public Library (B&ECPL) serves as a center of information, education, culture, and entertainment for the residents of Erie County.

Buffalo Convention Center (BCC)
http://www.buffaloconvention.com
One Convention Center Plaza
Buffalo, NY 14202
Paul Murphy, General Manager
Telephone: 716-855-5555
1-800-995-7570
Fax: 716-855-3158
Email: info@buffaloconvention.com
Versatile site for conventions and trade shows. Has 64,410 sq. ft. of exhibit space.

Buffalo Niagara Manufacturing Alliance (BNMA)
http://www.bnmalliance.com
169 Bullis Road
Cowlesville, NY 14037
Kevin Calvello, President
Telephone: 716-870-7084
Email: kevin@bwheathtreating.com
The Buffalo Niagara Manufacturing Alliance (BNMA) is the largest non-profit organization representing manufacturers in the Buffalo Niagara region. Its mission is to help members achieve business success in a global economy through advocacy, advice, networking, information, programs, and services.
 Erie County Business Assistance Directory

Agency Descriptions

Buffalo Niagara Partnership
http://www.thepartnership.org
257 W. Genesee St., Ste. 600
Buffalo, NY 14202
Dottie Gallagher-Cohen, President & CEO
Telephone: 716-541-1701
Fax: 716-852-2761
Email: dgc@thepartnership.org
This is the region’s largest business organization with over 3,200 members. The partnership is engaged in business advocacy, business development and business services for the benefit of its members. It publishes the Buffalo Niagara Partnership’s Membership Directory and Destination Buffalo Niagara.

Buffalo Place, Inc.
http://www.buffaloplace.com
671 Main Street
Buffalo, NY 14203
Michael T. Schmand, Executive Director
W. Morgan Smith, Deputy Executive Director
Telephone: 716-856-3150
Fax: 716-852-5490
Email: mschmand@buffaloplace.com
msmith@buffaloplace.com
A not-for-profit organization dedicated to improving the economic health and quality of life in the downtown business district. Actively promotes the downtown business district.

Buffalo Urban Development Corporation (BUDC)
http://www.buffalourbandevelopment.com/
95 Perry Street, Suite 404
Buffalo, NY 14203
Peter M. Cammarata, President
Telephone: 716-856-6525 x130
Fax: 716-856-6754
BUDC serves to create a dynamic and responsive project development process and team, capable of meeting the special needs and challenges associated with urban and high impact project area development.

Buffalo Urban Renewal Agency (BURA)
Real Estate Office
901 City Hall
Buffalo, NY 14202
John Hannon, Director
Telephone: 716-851-5275
Fax: 716-851-5590

Buffalo World Trade Association
http://www.bwta.org/
PO Box 130
Lancaster, NY 14086
Barbara Saieva, President
Telephone: 716-685-1781
Fax: 716-685-1781
Email: execsec@bwta.us
mschmand@buffaloplace.com
A networking group to promote good will and trade between the area and the rest of the world.

Business Council of New York State, Inc.
http://www.bcnys.org
152 Washington Avenue
Albany, NY 12210
Heather Briccetti, President & CEO
Telephone: 518-465-7511 x201
Fax: 516-465-4389
Email: heather.briccetti@bcnys.org
Private sector lobbying group for New York State businesses.

Canadian Consulate General
466 Lexington Avenue
New York, NY 10017
Phylliss Yaffe, Consul General of CA in NY
Telephone: 212-596-1628
Fax: 212-596-1790
Email: cngnyg@international.gc.ca
The consulate has offices that handle tourism, immigration, and public affairs. Facilitates trade from Canada into the United States.
Canisius College Center for Professional Development  
http://www.canisius.edu/cpd  
2001 Main Street  
Buffalo, NY 14208  
Jennifer Patrick, Executive Director  
Telephone: 716-888-8490  
Fax: 716-888-8495  
Email: cpdinfo@canisius.edu  
Utilizes resources for company consultation, training, research, and educational needs necessary to train an effective workforce.

Canisius College Women's Business Center  
http://www.canisius.edu/wbc  
2001 Main Street  
Buffalo, NY 14208  
Sara Vescio, Executive Director  
Telephone: 716-888-8280  
Fax: 716-888-8284  
Email: wbcinfo@canisius.edu  
Uses faculty, local entrepreneurs and professional experts to enhance the growth of new and established businesses by offering programs, workshops, and individual coaching.

Center for Urban Studies (CUS)  
http://centerforurbanstudies.ap.buffalo.edu/  
State Univ. at NY | 3435 Main St., 330 Hayes Hall  
Buffalo, NY 14214  
Dr. Henry Louis Taylor, Jr., Director  
Telephone: 716-829-2305  
Email: hltaylor@buffalo.edu  
CUS is a research, planning, and development institute dedicated to eliminating inequality and injustice through the development neighborhood regeneration projects.

Clarence Industrial Development Agency  
http://www.clarenceida.com/  
1 Town Place  
Clarence, NY 14031  
Christopher Kempton, Chairperson  
Telephone: 716-741-0149  
Fax: 716-741-8935  
Email: ckmpton@walshins.com  
Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Clarence.

Concord Industrial Development Agency  
http://concord-ida.com/  
PO Box 368  
Springville, NY 14141  
Gary Eppolito, Chairperson  
Paul R. Leon, Concord IDA Consultant  
Telephone: 716-592-4946  
Fax: 716-592-5030  
Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Concord.

Eden Economic Development, Town of  
http://www.edenny.org/econ.html  
2795 Church Street  
Eden, NY 14057  
Ed Krycia, Chair, Econ. Advisory Committee  
Telephone: 716-992-3408  
Provides assistance to existing and new businesses interested in locating in the Town of Eden.

Empire State Development Corporation (ESD)  
http://www.esd.ny.gov  
95 Perry Street, Suite 500  
Buffalo, NY 14203  
Amanda Mays, Regional Director  
Telephone: 716-846-8200  
Fax: 716-846-8260  
Email: nys-wny-redc@esd.ny.gov  
New York State’s Economic Development Agency offers a full menu of business assistance, including financial resources and technical expertise for facility expansions, machinery and equipment purchases, site and infrastructure development, manufacturing productivity analysis, workforce training, global export market development, and recycling business investments. It has the ability to act as primary point of contact for all business and planning inquiries and needs.

Erie Canal Harbor Development Corporation (ECHDC)  
http://www.eriecanalharbor.com  
95 Perry Street, Suite 500  
Buffalo, NY 14203  
Steve Ranalli, President  
Robert Gioia, Chairperson  
Telephone: 716-846-8200  
Fax: 716-846-8262  
The ECHDC is a subsidiary agency of Empire State Development (ESD). Its vision is to revitalize WNY’s waterfront and restore economic growth to Buffalo, based on the region’s legacy of pride, urban significance and natural beauty.

VISION STATEMENT

Erie County will be a world-class community where people want to live, businesses want to locate, and tourists want to visit.
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

AGENCY DESCRIPTIONS

Erie County Clerk’s Office
http://www.erie.gov/clerk/
92 Franklin Street
Buffalo, NY 14202
Michael P. Kearns, County Clerk
Telephone: 716-858-8785
716-858-7450 (DMV)
Fax: 716-858-6550
Email: eriecountyclerkoffice@erie.gov

The County Clerk’s Office is responsible for recording, filing, and maintaining a central repository of legal documents and records, including: property titles, land and real estate transactions, and transactions related to corporate filings, assumed names, and Supreme Court and County Court papers. The Office also issues driving, hunting, and fishing licenses as an agent for the State.

DID YOU KNOW
A person contemplating starting a business should be aware of local laws. It is important to contact the village, town or city and county clerk where the business plans to locate. Examples of local considerations are zoning, parking, sign regulations, and certain occupational licenses such as auctioneers, electricians and plumbers. It is advisable to contact your local government first.

Erie County Dept. of Environment and Planning
http://www.erie.gov/environment
95 Franklin Street, Room 1053
Buffalo, NY 14202
Thomas R. Hersey, Jr., Commissioner
Telephone: 716-858-8390

The Department of Environment and Planning strives to improve the quality of life of Erie County residents by working to promote economic growth, ensure environmental quality, provide recreational amenities, support social infrastructure, attract and retain growing businesses, and by planning a community where people want to live, work, and prosper. This department provides direct services and staff assistance for physical, community, and economic development planning and implementation to County government, local governments, residents, and businesses.

The Department consists of the following divisions:

Division of Environmental Compliance
Bonnie Lawrence, Deputy Commissioner
Josh Wilson, Coordinator, Pollution Prevention Program
Mary Rossi, Chief Environmental Compliance Specialist:
Telephone: 716-858-8390

Environmental Compliance is charged with protecting the environment and our natural resources through the implementation of a variety of environmental and energyrelated initiatives focused on addressing the needs of Erie County municipalities, businesses, and citizens. These programs involve achieving and maintaining environmental standards; improving the efficiency of and minimizing the impacts of waste management and energy use practices; advising on proposed environmental statutes, rules, and regulations; protecting and enhancing our Great Lakes resources; and monitoring remediation.

Division of Planning
Vacant, Deputy Commissioner
Mark Rountree, Principal Planner
Lisa Matthies-Wiza, Director, GIS
Chris Pawenski, Director, Industrial Assistance Program
Telephone: 716-858-8390

The Planning unit provides local planning assistance to municipal governments and undertakes long-range planning in specific functional areas, including farmland, environmental features, waterfront, and land use. Other important activities include a project implementation program wherein specific recommendations contained in the long-range plan are carried out through capital construction, grant writing, and project reviews. Industrial Assistance is responsible for developing strategic economic development plans and operational policies to promote the economic health of Erie County. It provides oversight and linkage with the principal economic development agencies in Erie County, including the Erie County Industrial Development Agency, and advances the business development and expansion needs of companies located in and new to Erie County. Erie County assists with the development of a robust business development program involving all economic development partners, which aggressively responds to the needs of existing businesses and works to capture new investment opportunities.

Division of Sewerage Management
Joseph L. Fiegl, P.E., Deputy Commissioner
Telephone: 716-858-8390

Responsible for the planning, financing, design and construction, and subsequent operation and maintenance of the County-owned sewage facilities. The Erie County sewage system covers one-third (1/3) of developable land.

Erie County Div. of Equal Employment Opportunity (EEO)
http://www2.erie.gov/eeo/
95 Franklin Street, Room 1652
Buffalo, NY 14202
Jesse L. Burnette, Director
Telephone: 716-858-6169
Fax: 716-858-8464

The division is the ombudsman for minority and women business enterprises (M/WBE’s). It assists and certifies minority and women business enterprises. The Division audits county contracts for goods, services and construction to maintain participation goals for M/WBE’s. Services are provided to facilitate M/WBE access to County contracts. A Job Bank is available to assist County departments and local businesses in recruiting protected class members for employment.
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

AGENCY DESCRIPTIONS

Erie County Industrial Development Agency (ECIDA)
http://www.ecidany.com
95 Perry Street, Suite 403
Buffalo, NY 14203
Steve Weathers, Chief Executive Officer
John Cappellino, Exec. VP & Director of Bus. Dev.
Grant Lesswing, Business Development Officer
Beth O’Keefe, Business Development Officer
Telephone: 716-856-6525
Fax: 716-856-6754
Email: sweathers@ecidany.com
jcappell@ecidany.com
glesswing@ecidany.com
bokeefe@ecidany.com
County-wide agency authorizes industrial revenue bonds for eligible industrial and commercial projects within county limits. Administers revolving loan fund for fixed-assets and working capital for business projects in specific county areas. Operates a public private venture capital fund to invest in high-tech companies that have large growth potential. Works in conjunction with local area banks, and the U.S. Small Business Administration (SBA) on loan program targeted at minority, women and/or start-up business enterprises. International program has available financial products to support export trade, including EXIM Bank and SBA financing. Licensed broker in New York State for export credit insurance. Organizes 2 to 3 trade missions per year. Administers Foreign Trade Zone program for Erie County.

Evans Community Development, Town of
https://www.townofevans.org/departments/commdev.html
8787 Erie Road
Angola, NY 14006
William Smith, Director
Telephone: 716-549-0945
Fax: 716-549-0456
Provides assistance to existing and new businesses interested in locating in the Town of Evans.

Greater Buffalo Building Owners & Mgs. Assoc. (BOMA)
https://www.bomabuffalo.com
465 Main Street, Suite 130
Buffalo, NY 14203
Jennifer Aiple, Executive Director
Telephone: 716-856-3801
Fax: 716-843-8607
Email: info@bomabuffalo.com
A non-profit trade association of over 110 property professionals within the commercial real estate industry. Offers Real Property Administrator (RPA) Programs. In representing its members and the business community to local and State officials, BOMA speaks as an industry-wide voice providing a more powerful and dynamic representation.

Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)
http://www.gbnrtc.org
438 Main Street, Suite 503
Buffalo, NY 14202
Hal Morse, Executive Director
Telephone: 716-856-2026
Fax: 716-856-3203
Email: hmorse@gbnrtc.org
Buffalo - Niagara Falls area metropolitan planning organization responsible for transportation studies, planning, and programming of federal transportation funds in Erie and Niagara Counties.

Erie County Water Authority (ECWA)
http://www.ecwa.org
350 Ellicott Sq. Building | 295 Main Street
Buffalo, NY 14203
Telephone: 716-849-8484
Fax: 716-849-8444
Email: questionscomments@ewca.org
Is a public benefit corporation formed in 1953 to provide potable water supplies to the residents of WNY. The Authority was created to finance, construct, operate and maintain a water supply and distribution system to benefit the residents of Erie County.

Hamburg Industrial Development Agency (HIDA)
http://hamburgida.com/
6122 South Park Avenue
Hamburg, NY 14075
Sean Doyle, Executive Director
Telephone: 716-648-4145
Fax: 716-648-0151
Email: sdoyle@townofhamburgny.com
Provides small business loans, and authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Hamburg.

DID YOU KNOW
ECIDA’s web site has a project benefit calculator to calculate tax savings for projects. Just fill in the project size and choose any Erie County location. Click the calculate button; and the Estimator calculates the benefits. It shows the savings and the ECIDA fees. Run as many scenarios as you like.
**AGENCY DESCRIPTIONS**

**Insyte Consulting**

http://www.insyte-consulting.com

76 Exchange Street, Suite 812
Buffalo, NY 14210

Benjamin Rand, President
John Murray, Director of Sales

Telephone: 716-636-3626
Fax: 716-845-6418
Email: brand@insyte-consulting.com
jmurray@insyte-consulting.com

Is a world-class consulting company working since 1982 to “transform WNY business”. Operating as a private, not for-profit corporation, Insyte’s mission is to strengthen, expand, and diversify the manufacturing and technology base in Western New York. Insyte provides strategic and operational consulting services to WNY manufacturers and technology-based businesses in areas such as lean manufacturing, strategic and marketing planning, quality systems, information technology, and new technology adoption. In addition, Insyte supports the creation and growth of new technology-based businesses through access to venture capital, business planning, and loaned executives. The sharing of “best business practices” is one of Insyte’s key goals.

**International Agri-Center**

http://www.hamburgfairgrounds.com

5600 McKinley Pkwy
Hamburg, NY 14075

Jessica Underberg, Chief Executive Officer

Telephone: 716-648-9733
Fax: 716-649-4687
Email: frontdesk@ecfair.org

Versatile site for conventions and trade shows. Has 47,500 square feet of exhibit space.

**International Institute of Buffalo NY, Inc.**

http://www.iibuff.org

864 Delaware Avenue
Buffalo, NY 14209

Eva Hassett, Executive Director

Telephone: 716-883-1900
Fax: 716-883-9529
Email: iib@iibuff.org

The Institute serves as a dynamic international center, providing critical services to refugees and immigrants and promoting global understanding and connections in Western New York. The IIB arranges translation and interpreting services in over 60 major and rare languages for legal and government agencies, educational institutions, corporations, health & human services agencies, and individuals.

**Invest Buffalo Niagara (IBN)**

http://www.buffaloniagara.org

257 W. Genesee St., Ste. 600
Buffalo, NY 14202

Thomas A. Kucharski, President & CEO

Telephone: 716-842-1330, ext. 452
1-800-916-9073
Fax: 716-842-1724
Email: tkucharski@buffaloniagara.org
info@buffaloniagara.org

BNE is a private/public regional economic development marketing initiative providing business attraction and information services to businesses seeking to expand or relocate to Western New York. Its mission is to be the driving force in marketing the Buffalo Niagara region by establishing our community as a world-recognized place to expand and attract capital investment and quality jobs. The BNE provides 24-hour turnaround on to inquiries regarding everything from site and workforce availability, to tax incentives and permitting processes, to cultural and quality of life issues.

**DID YOU KNOW**

IBN’s web site is an asset for employers and site selectors. The site hosts - BuffaloNiagaraJobs.com; a site that connects employers with available, productive people. The site hosts an array of demographic information, and – IBN has teamed up with Empire State Development to host an on-line database system to market available sites and buildings in the Buffalo Niagara region.

**Lackawanna Community Development Corp. (LCDC)**

http://lackawannany.gov/

640 Ridge Road
Lackawanna, NY 14218

Lauren Jednak, Executive Director

Telephone: 716-823-5124
Fax: 716-823-5947
Email: LDHCorp@aol.com

The (LCDC) offers tax incentives, low cost financing and technical assistance to existing businesses in the City, and to new companies interested in locating in the City. The Lackawanna Housing Development Corporation (LHDC), a not-for-profit housing corporation, was founded in 1990 as an associated corporation of the LCDC. LHDC is designed to improve the quality of life through the restoration of deteriorated housing stock, creating new housing, and encouraging residential growth for low to moderate income households in the First and Second Wards in the city of Lackawanna.
**Agency Descriptions**

**Lancaster Community Development Corp., Village of**

http://www.lancastervillage.org

5423 Broadway
Lancaster, NY 14086

James Allein, President

Telephone: 716-683-2105
Fax: 716-684-4830
Email: mstegmeier@lancastervillage.org

The Village of Lancaster Community Development Corporation was created in 1996 by the Village of Lancaster as a “not for profit” organization dedicated to the revival of the downtown central business district. It offers technical assistance to existing and new businesses and/or facility owners in the Central Business District of the Village. Also plans and manages the revitalization activities in the Central Business District, and the Village’s expansion of the existing industrial park. The Community Development Corporation owns and manages the 70,000 sq. ft. Lancaster Mall.

**Lancaster Industrial Development Agency (LIDA)**

http://lancasternyida.com

21 Central Avenue
Lancaster, NY 14086

Robert Benzel, Chief Executive Officer

Telephone: 716-683-1610
Fax: 716-683-0512
Email: lida@lancasterny.com

Authorizes industrial revenue bonds for eligible industrial and commercial projects in Lancaster (town).

**National Fuel**

http://www.nationalfuelgas.com

6363 Main Street
Williamsville, NY 14221

Telephone: 716-686-6123 (Customer Service)
716-857-7000 (Corporate)
Fax: 716-857-6500

Delivers natural gas to all areas of Erie County and most of Western New York. Provides technical assistance for equipment applications, and energy conservation projects and methods.

**National Grid**

http://www.nationalgridus.com
http://www.shovelready.com

Telephone: 1-800-664-6729
Email: shovelready@us.ngrid.com

Economic development services include electric pricing, emissions credits, site location assistance, and productivity enhancement assessments. National Grid is the largest utility company in Upstate New York. The shovel ready web site provides a comprehensive resource for building and site location information.

**New York & New Jersey Minority Supplier Development Council**

http://nynjmsdc.org/

65 W. 36th Street, Suite 702
New York, NY 10018

Terrence Clark, President & CEO

Telephone: 212-502-5663
Email: certification@nynjmsdc.org

Provides assistance for major corporations to identify and certify qualified minority business persons who can supply these firms with goods and/or services. Maintains directory that is updated semi-annually of certified minority business persons and their capabilities for its members so they have a readily accessible source of MBE information.

**New York Business Development Corp. (NYBDC)**

http://www.nybdc.com

300 International Drive, Suite 126
Williamsville, NY 14221

Michael A. Taylor, Senior Vice President

Telephone: 716-626-3423
Fax: 716-626-3001
Email: mtaylor@nybdc.com

NYBDC was created by an act of the NYS Legislature in 1955. NYBDC is privately owned, managed & funded by banks across the state with the mandate of promoting employment & economic development. This is done through long-term loans to creditworthy small & medium size businesses that are candidates for financing outside of or in conjunction with conventional bank sources. Many of its borrowers do not meet the requirements for traditional bank financing. It has programs specifically targeted at providing financing opportunities for minority and women-owned businesses.

**New York State Electric & Gas Corporation (NYSEG)**

http://www.nyseg.com/

18 Link Drive
Binghamton, NY 13902

Paul Huonker, Regional Mgr. Econ. Dev.

Telephone: 607-762-4022
Fax: 607-762-8400
Email: pjhuonker@nyseg.com

NYSEG provides electric transmission and distribution service to communities of Cheektowaga, Clarence, East Aurora, Hamburg, Orchard Park, West Seneca, and eastern and southern Erie County. Also provides technical assistance and energy price incentives for economic development purposes.
**NYS Energy Research & Development Authority (NYSERDA)**

**http://www.nyserda.org**

726 Exchange Street, Suite 821  
Buffalo, NY 14203  
Kelly Tyler, Dir. of Communities & Local Gov.  
Telephone: 716-842-1522  
Fax: 716-842-0156  
Email: buffalo-office@nyserda.ny.gov

NYSEG provides electric transmission and distribution service to communities of Cheektowaga, Clarence, East Aurora, Hamburg, Orchard Park, West Seneca, and eastern and southern Erie County. Also provides technical assistance and energy price incentives for economic development purposes.

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**NYS Dept. of Environmental Conservation (NYSDEC)**

**http://www.dec.state.ny.us**

270 Michigan Avenue  
Buffalo, NY 14203  
Abby M. Snyder, Regional Director  
Telephone: 716-851-7200  
Fax: 716-851-7211  
Email: region9@gw.dec.state.ny.us

Regional office is the first point of contact for obtaining and renewing DEC permits and for reporting environmental or natural resources problems. Uses permits to control pollution of air and water, transport and disposal of solid and hazardous wastes, pesticide use, mining and mined land reclamation.

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**New York State Dept. of Labor (DOL)**

**https://www.labor.ny.gov/home/**

290 Main Street  
Buffalo, NY 14202  
Carolyn Bright, Business Service Rep.  
Telephone: 716-851-2750

**NYS DOL Business Unit offers a number of programs that assist employers. These include recruitment assistance, human resource consulting, workforce development and training (apprenticeship and on-the job training programs), equal employment opportunity services, OSHA consultation, layoff transition services, and unemployment insurance programs. Below are two service divisions in more detail:**

### Division of Employment and Workforce Solutions

4175 Transit Road  
Buffalo, NY 14221  
Carolyn Bright, Career Center Manager  
Telephone: 716-634-9081  
Fax: 716-634-9262  
Email: carolyn.bright@labor.state.ny.us

Offers several grants to businesses to upgrade the skills of incumbent workers. Up to $100,000 is available for workers to learn new skills.

---

**Division of Research and Statistics**

290 Main Street  
Buffalo, NY 14202  
Timothy Glass, Labor Market Analyst  
Telephone: 716-851-2740  
Email: timothy.GLASS@labor.ny.gov

Provides information on labor market conditions, employment trends, and wage comparisons for WNY and New York State.

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**New York State Dept. of Transportation (DOT)**

**https://www.dot.ny.gov/index**

100 Seneca Street  
Buffalo, NY 14203  
Francis P. Cirillo, Regional Director  
Ramsey E. Kahi, Regional Planning & Program Mgr.  
Telephone: 716-847-3238 (Cirillo)  
716-847-3241 (Kahi)  
Fax: 716-847-3080 (Kahi)

Contact for accessing the Industrial Access Program (IAP), which provides funding for highway and bridge improvements that will facilitate economic development.

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**Niagara Frontier Transportation Authority (NFTA)**

**http://www.nfta.com**

181 Ellicott Street  
Buffalo, NY 14203  
Kimberly A. Minkel, CEO  
Telephone: 716-855-7470  
Fax: 716-855-6655  
Email: info@nfta.com

Operates mass transit systems (rail and bus) and airports for both Erie and Niagara counties.

---

**Orchard Park Economic Development Committee**

**https://www.orchardparkny.org/committees/economic-development-committee/**

3623 Eggert Road  
Orchard Park, NY 14127  
John Murray, Chairperson  
Telephone: 716-636-302, ext. 302  
Fax: 716-662-0238  
Email: jmurray@insyte-consulting.com

Offers assistance to local businesses and new companies interested in the Town of Orchard Park.
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

AGENCY DESCRIPTIONS

SCORE
http://buffaloniagara.score.org
130 South Elmwood Avenue, Suite 540
Buffalo, NY 14202
Franklin J. Sciortino, District Director
Telephone: 716-554-4301
Email: buffaloniagara45@gmail.com
Free business counseling by men and women who have had successful business careers as company executives or owners of their own business.

Small Business Development Center (SBDC)
http://www.nys-sbdc.suny.edu
1300 Elmwood Avenue
Buffalo, NY 14222
Susan McCartney, Director
Telephone: 716-878-4030
Fax: 716-878-4067
Email: buffalosbdc@yahoo.com
Provides one-to-one counseling to start-up and existing small businesses on a wide range of advisory, training and research services including the preparation of business plans, marketing programs and financial strategies. Export Assistance Program targets both the beginner, and the more experienced small business exporter.

U.S. Army Corps of Engineers
http://www.lrb.usace.army.mil
1776 Niagara Street
Buffalo, NY 14207
LTC Jason A. Toth, District Commander
Telephone: 716-879-4104
Fax: 716-879-4195
Engineering, transportation and planning of navigable waterways.

U.S. Citizenship and Immigration Services
http://uscis.gov
306 Delaware Avenue
Buffalo, NY 14202
Edward Newman, District Director
Telephone: 716-843-7900
Fax: 716-551-3141
Promote national security, eliminates immigration adjudications backlogs, and implements solutions for improving immigration customer services.

U.S. Customs and Border Protection
http://www.cbp.gov
300 Airborne Parkway, Suite 300
Buffalo, NY 14225
James Engelman, Director, Field Operations
Telephone: 716-626-0400
Fax: 716-626-1164
Responsible for assessment and collection of all duties, taxes and fees on imported merchandise, the enforcement of customs and other related laws, and administration of other federal regulations.

U.S. Department of Commerce
https://www.commerce.gov/locations
130 South Elmwood Avenue, Suite 530
Buffalo, NY 14202
Rosanna Masucci, Director
John Tracy, International Trade Specialist
Telephone: 716-554-4191
Fax: 716-551-5290
Email: rosanna.masucci@trade.gov
john.tracy@trade.gov
Its mission is to help U.S. Firms increase export sales and market share. Have commercial offices in 145 cities in 77 countries. International trade specialists offer assistance to businesses interested in exporting, assess a company’s export potential and provide one on-one counseling. A comprehensive range of export facilitation services are available including: identifying target markets, locating foreign representation, developing sales leads providing marketing assistance, industry reports and trade show information.

DID YOU KNOW
It’s never been easier to access the necessary documents for various business permits and applications. Links to 12 forms and documents are available via the following webpage from the Erie County Department of Health:
http://www2.erie.gov/health/index.php?q=node/57

The webpage also contains a new link for convenient online facility payments for facility permit renewal applications and invoices.
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

AGENCY DESCRIPTIONS

U.S. Small Business Administration (SBA)
http://www.sba.gov/localresources/district/ny/
130 South Elmwood Avenue, Suite 540
Buffalo, NY 14202
Franklin J. Sciortino, District Director
Telephone: 716-551-4301
Fax: 716-551-4418

Programs assist with every aspect of starting a business, from
developing a business plan to obtaining financing, from marketing
products and services to managing a company. The general loan
program, which represents the majority of the agency’s total loan
effort, promotes small business growth by guarantees of up to
80% of the amount provided by commercial lenders. Also offers
Surety Bonds and Minority Enterprise Development program.

UB National Center for Geographic Information
and Analysis (NCGIA)
http://www.geog.buffalo.edu/ncria
State Univ. at NY | 301 Wilkeson Quad
Buffalo, NY 14261
Ling Bian, Director
Telephone: 716-645-0484
Fax: 716-645-5957
Email: lbian@buffalo.edu

Established to develop and expand geographic information
systems (GIS). Provides custom-designed maps and routings;
useful for such areas as agriculture, transportation, construction
and waste disposal. Assists with market analysis and demographic
studies enabling a company to select sites, evaluate new products
and target markets.

UB Center for Entrepreneurial Leadership (CEL)
http://www.mgt.buffalo.edu/cel
77 Goodell Street, Suite 201
Buffalo, NY 14203
Tom Ulbrich, Executive Director
Telephone: 716-885-5715
Fax: 716-845-6999
Email: mgt-cel@buffalo.edu

Provides a ten-month professional development program that is
directed toward business owners and operators whose firms have
progressed well beyond the startup phase of operation.

UB Engineering Student Employment Program
412 Bonner Hall | UB North Campus
Buffalo, NY 14260
Dean C. Millar, Assistant Dean
Telephone: 716-645-0971
Fax: 716-645-2495
Email: dcmillar@buffalo.edu

Offers qualified post-junior year engineering students for
employment on useful technical projects. Employers obtain value
from student technical skills on the job and can evaluate the
students as prospects for future employment. Students obtain
useful job experience and the opportunity to apply engineering
skills for the benefit of their employer.

UB Technology Transfer
http://www.buffalo.edu/research/about-us/units/technology-
transfer.html
520 Lee Entrance, Suite 109 | UB Commons
Amherst, NY 14228
Jeffrey Dunbar, Director
Telephone: 716-645-8134
Fax: 716-636-5921
Email: dunbarj@buffalo.edu

UB Technology Transfer promotes the development and transfer
of technology, innovations and expertise from the university to the
marketplace spurring the establishment and growth of new
business enterprises.

UB Regional Institute
http://regional-institute.buffalo.edu/
77 Goodell Street, Suite 302
Buffalo, NY 14203
Robert G. Shibley, Director and Dean of School of
Architecture & Planning
Laura Quebral, Director
Telephone: 716-878-2440
Fax: 716-842-0154
Email: rshibley@buffalo.edu
lquebral@buffalo.edu

Coordinates and serves as a point of contact for a number of
programs related to issues of regional study, analysis and
development. Produces the web-based “Regional Knowledge
Network” http://rkn.buffalo.edu, which provides regional
information on the binational Buffalo Niagara area.
AGENCY DESCRIPTIONS

UB The Center for Industrial Effectiveness (TCIE)
http://www.tcie.buffalo.edu
1576 Sweet Home Road
Amherst, NY 14228
Timothy Leyh, Executive Director
Telephone: 716-645-8844
Fax: 716-636-5921
Email: tleyh@buffalo.edu
TCIE is a business consulting and economic development arm of the university. TCIE serves as a liaison between area businesses and manufacturers and a wide range of UB resources. Faculty members from many departments are assigned to work on projects tailored to the needs of area companies. Projects may also feature material testing labs, technicians, graduate students, and university design and research centers. TCIE also helps to administer the Strategic Partnership for Industrial Resurgence (SPIR) program. SPIR provides up to 50% financing for small to mid-size companies that seek efficiency and process improvements, product development assistance, and quality program implementation. TCIE is also committed to strengthening the work force of the region, providing training needs assessments, training grant development and administration, and both soft skills and technical training programs. Contracted services and project management for industrial process improvements, quality initiatives, product development, lean manufacturing, business planning and marketing consulting, business translations, grant writing support and grant administration (e.g. NYS Department of Labor Safety Training Grants, Empire State Development training grants).

Visit Buffalo Niagara (VBN)
http://www.visitbuffaloniagara.com
617 Main Street, Suite 200
Buffalo, NY 14203-1496
Patrick Kaler, President & CEO
Michael Even, Vice President of Sales and Service
Edward J. Healy, Vice President of Marketing
Leah Mueller, Director of Tourism Sales:
Telephone: 716-852-0511
1-800-283-3256
Fax: 716-852-0131
Email: info@visitbuffaloniagara.org
Contact for tourist related material, and for assistance in booking conventions. Annually publishes Buffalo and Erie County Visitors Guide which provides information on both local and regional attractions, architecture, events and festivals, sports and recreation, and local accommodations (including maps of Downtown Buffalo and Erie County).

WNY Foreign Trade Zones Operators, Inc.
http://www.wnyftz.com
10 North Gates Avenue
Lackawanna, NY 14218
Timothy J. Palisano, President
Telephone: 716-823-2142
Fax: 716-823-2613
Email: ftz@wnyftz.com
Operator of FTZ’s Site 1 - Gateway Trade Center. Railroad, truck, water and air transportation are conveniently available. Duty free domestic and distribution, and third party services. Special tax advantages available for qualified firms.

WNY Venture Association
http://www.wnyventure.com
726 Exchange Street, Suite 620
Buffalo, NY 14210
Jack McGowan, Executive Director
Telephone: 716-636-3626
Fax: 716-845-6418
Email: info@wnyventure.com
Provide entrepreneurs an opportunity to present their business plans to interested investors through a series of networking meetings throughout the year. Presenters also receive coaching and feedback about their business plan prior to making presentations.

Workforce Buffalo
http://www.wdcinc.org
Funded under the Workforce Investment Act of 1998, Workforce Buffalo offers a wide range of subsidized employment and training services/programs for businesses and individual job seekers.

Business Services Department
http://www.wdcinc.org/Business/default.asp
726 Exchange Street, Suite 630
Buffalo, NY 14210
Christina M. Lopez, Director
Telephone: 716-819-9845, ext. 107
Business services include, but are not limited to the following: employee recruitment and screening, customized training program development, on-the-job training services, specialized assistance for start-ups and expansions and tax credit assistance.

Job Seeker Services – One-Stop Career Centers

Buffalo Employment and Training Center (BETC)
http://www.workforcebuffalo.org/
77 Goodell Street
Buffalo, NY 14203
Terry Chatfield, Deputy Director
Telephone: 716-856-5627
Fax: 716-856-5670
Offers job seekers access to a wide array of job training, education and employment services all under one roof. Services include, but are not limited to the following: career counseling, resume development, interviewing assistance, job training, classroom instruction and job referral and placement.
### Workforce Investment Board, Inc., Buffalo and Erie County (WIB)

- **Website**: [http://www.becwib.org](http://www.becwib.org)
- **Address**: 726 Exchange Street, Suite 632, Buffalo, NY 14210
- **Contact**: Heather Gresham, JD, Executive Director
- **Phone**: 716-504-1480
- **Fax**: 716-504-1483
- **Email**: info@becwib.org

Established under the provisions of the Workforce Investment Act of 1998, the WIB is a private sector driven board appointed by the Erie County Executive and the Mayor of the City of Buffalo and charged with developing local workforce development policies and procedures and overseeing and evaluating their implementation.

### World Trade Center Buffalo Niagara (WTCBN)

- **Website**: [http://wtcbn.org](http://wtcbn.org)
- **Address**: 725 Main Street, Buffalo, NY 14203
- **Contact**: Craig W. Turner, President
- **Phone**: 716-852-7160 or 1-877-WTC-INTL
- **Fax**: 716-852-7161

The WTCBN is a not-for-profit organization dedicated to the advancement of international trade. Formerly known as the Niagara International Trade Council, WTCBN became a member of the World Trade Centers Association, Inc. in October 2000. The WTCBN, which includes both Canadian and American members, is recognized as a bi-national World Trade Center by the World Trade Center’s Association, Inc. There are over 300 World Trade Centers in 97 countries, with 72 in North America. The mission of the WTCBN is to create, promote and support business development opportunities from international trade through education, networking, and the provision of trade development services for its members and the regional trading community.
<table>
<thead>
<tr>
<th>Chamber of Commerce</th>
<th>Address</th>
<th>Contact Information</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>Akron Chamber of Commerce</td>
<td>PO Box 248, Akron, NY 14001</td>
<td>Mike Holland, President, Telephone: 716-542-4050, Fax: 716-542-4050, Email: <a href="mailto:akronchamber@gmail.com">akronchamber@gmail.com</a></td>
<td>67</td>
</tr>
<tr>
<td>Alden Chamber of Commerce</td>
<td>13500 Broadway, Alden, NY 14004</td>
<td>Sue Galbraith, President, Telephone: 716-937-6177, Fax: 716-937-4106, Email: <a href="mailto:secretary@aldenny.org">secretary@aldenny.org</a></td>
<td>112</td>
</tr>
<tr>
<td>Amherst Chamber of Commerce</td>
<td>400 Essjay Road, Suite 150, Williamsville, NY 14221</td>
<td>A.J. Baynes, President &amp; CEO, Telephone: 716-632-6905, Fax: 716-632-0548, Email: <a href="mailto:ajbaynes@amherst.org">ajbaynes@amherst.org</a></td>
<td>3,621</td>
</tr>
<tr>
<td>Buffalo Niagara Partnership</td>
<td>665 Main Street, Suite 200, Buffalo, NY 14203</td>
<td>Dottie Gallagher-Cohen, President &amp; CEO, Telephone: 716-852-7100, Fax: 716-852-2761, Email: <a href="mailto:dgcc@thepartnership.org">dgcc@thepartnership.org</a></td>
<td>2,500</td>
</tr>
<tr>
<td>Cheektowaga Chamber of Commerce</td>
<td>AppleTree Business Park, Cheektowaga, NY 14227</td>
<td>Kristina Groff, Executive Director, Telephone: 716-684-5838, Fax: 716-684-5571, Members: 900</td>
<td></td>
</tr>
<tr>
<td>Clarence Chamber of Commerce Inc.</td>
<td>8899 Main Street, Suite 4 PO Box 177, Clarence, NY 14031</td>
<td>Robert Geiger, President, Telephone: 716-631-3888, Fax: 716-631-3946, Email: <a href="mailto:info@clarencechamber.org">info@clarencechamber.org</a></td>
<td>600+</td>
</tr>
<tr>
<td>East Aurora Chamber of Commerce, Greater</td>
<td>652 Main Street, East Aurora, NY 14052</td>
<td>Gary Grote, Executive Director, Telephone: 716-652-8444, Fax: 716-652-8384, Email: <a href="mailto:gdgrote@verizon.net">gdgrote@verizon.net</a></td>
<td>500+</td>
</tr>
<tr>
<td>Eden Chamber of Commerce</td>
<td>8226 N. Main Street, Eden, NY 14057</td>
<td>Edward Krycia, President, Telephone: 716-992-4799, Fax: 716-992-4751, Email: <a href="mailto:edenchambercomm@gmail.com">edenchambercomm@gmail.com</a></td>
<td>178</td>
</tr>
<tr>
<td>Evans-Brant Chamber of Commerce</td>
<td>70 N. Main Street, Angola, NY 14006</td>
<td>Michelle Ford, President, Telephone: 716-780-2085, Email: <a href="mailto:chamber.evans@gmail.com">chamber.evans@gmail.com</a></td>
<td>175</td>
</tr>
<tr>
<td>Gowanda Area Chamber of Commerce</td>
<td>PO Box 45, Gowanda, NY 14070</td>
<td>Nick Crassi, President, Telephone: 716-532-2834, Fax: 716-532-2834, Email: <a href="mailto:gowandachamber@yahoo.com">gowandachamber@yahoo.com</a></td>
<td>140</td>
</tr>
<tr>
<td>Chamber of Commerce</td>
<td>Web Address</td>
<td>Address</td>
<td>Contact Information</td>
</tr>
<tr>
<td>----------------------------------------------------------</td>
<td>--------------------------------------------------</td>
<td>----------------------------------</td>
<td>-----------------------------------------------------------</td>
</tr>
</tbody>
</table>
| Grand Island Chamber of Commerce                         | [http://www.gichamber.org](http://www.gichamber.org) | 1870 Whitehaven Road, Grand Island, NY 14072 | Eric Fiebelkorn, President  
Telephone: 716-773-3651  
Fax: 716-773-3316  
Email: info@gichamber.org  
Members: 300+ |           |
| Kenmore - Town of Tonawanda Chamber of Commerce           | [http://www.ken-ton.org](http://www.ken-ton.org) | 3411 Delaware Avenue, Kenmore, NY 14217 | Cathy Piciulo, Executive Director  
Telephone: 716-874-1202  
Fax: 716-874-3151  
Email: info@ken-ton.org  
Members: 700+ |           |
| Lackawanna Area Chamber of Commerce                      | [https://lackawannachamber.wordpress.com/](https://lackawannachamber.wordpress.com/) | 638 Ridge Road, Lackawanna, NY 14218 | Jennifer Nahrebeski, President  
Telephone: 716-823-8841  
Fax: 716-823-5947  
Email: info@lackawannachamber.org  
Members: 150 |           |
| Lancaster Area Chamber of Commerce                       | [https://wnychamber.com/](https://wnychamber.com/) | 11 West Main, Suite 100 PO Box 284, Lancaster, NY 14086 | Joyce Curry, Interim President  
Telephone: 716-681-9755  
Fax: 716-684-3385  
Email: info@wnychamber.com  
Members: 550+ |           |
| Orchard Park Chamber of Commerce                         | [http://www.orchardparkchamber.com](http://www.orchardparkchamber.com) | 6524 E. Quaker Street, Orchard Park, NY 14127 | Donald Lorentz, Executive Director  
Telephone: 716-662-3366  
Fax: 716-662-5946  
Email: info@OrchardParkChamber.org  
Members: 700+ |           |
| Southtowns Regional Chamber of Commerce                   | [https://www.southtownsregionalchamber.org](https://www.southtownsregionalchamber.org) | PO Box 848, Hamburg, NY 14075 | Cyndi Matla, Executive Director  
Telephone: 716-649-7917  
Fax: 716-649-6362  
Email: cyndi@southtownsregionalchamber.org  
Members: 800+ |           |
| Springville Area Chamber of Commerce                     | [http://www.springvillechamber.com](http://www.springvillechamber.com) | 23 North Buffalo Street, Springville, NY 14141 | Rich Place, Executive Director  
Telephone: 716-592-4746  
Fax: 716-592-4746  
Email: director@springvillechamber.com  
Members: 170+ |           |
| Tonawandas Chamber of Commerce                            | [http://www.the-tonawandas.com](http://www.the-tonawandas.com) | 254 Sweeney Street, North Tonawanda, NY 14120 | Cathy Oddo, Executive Director  
Telephone: 716-692-5120  
Fax: 716-692-1867  
Email: chamber@the-tonawandas.com  
Members: 500+ |           |
| West Seneca Chamber of Commerce                           | [http://www.westseneca.org](http://www.westseneca.org) | 1300 Union Road, West Seneca, NY 14224 | Joe Kirchmyer, Executive Director  
Telephone: 716-674-4900  
Fax: 716-674-5846  
Email: jkirchmyer@verizon.net  
Members: 260+ |           |
## BACHELOR DEGREE PROGRAMS

### 2018 COLLEGES & UNIVERSITIES (LISTED BY FULL TIME ENROLLMENT)

<table>
<thead>
<tr>
<th>BACHELOR DEGREE</th>
<th>Full Time</th>
<th>Part Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>University at Buffalo</td>
<td>25,142</td>
<td>5,042</td>
</tr>
<tr>
<td>Buffalo State College</td>
<td>8,015</td>
<td>1,460</td>
</tr>
<tr>
<td>SUNY Fredonia</td>
<td>4,405</td>
<td>207</td>
</tr>
<tr>
<td>Alfred State College</td>
<td>3,447</td>
<td>288</td>
</tr>
<tr>
<td>Niagara University</td>
<td>3,400</td>
<td>617</td>
</tr>
<tr>
<td>Canisius College</td>
<td>2,959</td>
<td>775</td>
</tr>
<tr>
<td>D'Youville College</td>
<td>2,322</td>
<td>645</td>
</tr>
<tr>
<td>Medaille College</td>
<td>2,117</td>
<td>0</td>
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<tr>
<td>Daemen College</td>
<td>2,098</td>
<td>431</td>
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<tr>
<td>Alfred University</td>
<td>1,888</td>
<td>502</td>
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<tr>
<td>St. Bonaventure</td>
<td>1,778</td>
<td>274</td>
</tr>
<tr>
<td>Houghton College</td>
<td>1,010</td>
<td>37</td>
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<tr>
<td>Hilbert College</td>
<td>750</td>
<td>50</td>
</tr>
<tr>
<td>Trocaire College</td>
<td>664</td>
<td>690</td>
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<tr>
<td>Empire State College</td>
<td>463</td>
<td>540</td>
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<tr>
<td>Villa Maria College</td>
<td>445</td>
<td>100</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>60,903</strong></td>
<td><strong>11,658</strong></td>
</tr>
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### ASSOCIATE DEGREE

<table>
<thead>
<tr>
<th>COLLEGE</th>
<th>Full Time</th>
<th>Part Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erie Community College</td>
<td>7,415</td>
<td>3,715</td>
</tr>
<tr>
<td>Niagara County Community College</td>
<td>3,192</td>
<td>1,003</td>
</tr>
<tr>
<td>Genesee Community College</td>
<td>2,347</td>
<td>3,668</td>
</tr>
<tr>
<td>Jamestown Community College</td>
<td>1,904</td>
<td>592</td>
</tr>
<tr>
<td>Bryant &amp; Stratton College</td>
<td>746</td>
<td>356</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>15,604</strong></td>
<td><strong>9,334</strong></td>
</tr>
</tbody>
</table>

Source: Business First Book of Lists, 2018

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### Alfred State College

**http://www.alfredstate.edu**

10 Upper College Drive
Alfred, NY 14802
Skip Sullivan, President
Telephone: 1-800-425-3733
607-587-4010 (President's Office)

### Buffalo State College

**http://www.buffalostate.edu**

1300 Elmwood Avenue
Buffalo, NY 14222
Katherine S. Conway-Turner, President
Telephone: 716-878-4000
716-878-4101 (President's Office)

### Canisius College

**http://www.canisius.edu**

2001 Main Street
Buffalo, NY 14208
John J. Hurley, President
Telephone: 716-883-7000
716-888-2100 (President's Office)

### Daemen College

**http://www.daemen.edu**

4380 Main Street
Amherst, NY 14226
Gary A. Olson, President
Telephone: 716-839-8225
716-839-8210 (President's Office)

### D'Youville College

**http://www.dyc.edu**

One D'Youville Square
320 Porter Avenue
Buffalo, NY 14201
Lorrie Clemo, President
Telephone: 716-829-8000
716-829-7673 (President's Office)

### Empire State College

**http://www.esc.edu**

Niagara Frontier Center
AppleTree Business Park
2875 Union Road
Cheektowaga, NY 14227
Mitchell Nesler, Officer in Charge
Telephone: 716-686-7800

### Hilbert College

**http://www.hilbert.edu**

5200 South Park Avenue
Hamburg, NY 14075
Michael S. Brophy, President
Telephone: 716-649-7900
716-649-7900, ext. 201 (President's Office)
<table>
<thead>
<tr>
<th>College</th>
<th>Website</th>
<th>Address</th>
<th>President/President's Office</th>
<th>Telephone</th>
<th>Office Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Houghton College</td>
<td><a href="http://www.houghton.edu">http://www.houghton.edu</a></td>
<td>One Willard Road, Houghton, NY 14744</td>
<td>Shirley Mullen, President</td>
<td>1-800-777-2556 716-674-6363 (President's Office)</td>
<td>716-674-6363</td>
</tr>
<tr>
<td>Medaille College</td>
<td><a href="http://www.medaille.edu">http://www.medaille.edu</a></td>
<td>18 Agassiz Circle, Buffalo, NY 14214</td>
<td>Kenneth M. Macur, President</td>
<td>716-880-2000 716-880-2201 (President's Office)</td>
<td>716-880-2201</td>
</tr>
<tr>
<td>St. Bonaventure University</td>
<td><a href="http://www.sbu.edu">http://www.sbu.edu</a></td>
<td>3261 West State Rd, St. Bonaventure, NY 14778</td>
<td>Dennis DePerro, President</td>
<td>716-375-2000 716-375-2222 (President's Office)</td>
<td></td>
</tr>
<tr>
<td>SUNY Fredonia</td>
<td><a href="http://www.fredonia.edu">http://www.fredonia.edu</a></td>
<td>280 Central Ave, Fredonia, NY 14063</td>
<td>Virginia Horvarth, President</td>
<td>716-673-3111 716-673-3456 (President's Office)</td>
<td></td>
</tr>
<tr>
<td>University at Buffalo</td>
<td><a href="http://www.buffalo.edu">http://www.buffalo.edu</a></td>
<td>State University of New York, 12 Capen Hall, Buffalo, NY 14260</td>
<td>Satish K. Tripathi, President</td>
<td>716-645-2000 716-645-2901 (Public Relations)</td>
<td>716-645-2901</td>
</tr>
<tr>
<td>Villa Maria College</td>
<td><a href="http://www.villa.edu">http://www.villa.edu</a></td>
<td>240 Pine Ridge Road, Buffalo, NY 14225</td>
<td>Matthew Giordano, President</td>
<td>716-896-0700 716-961-1869 (President's Office)</td>
<td>716-961-1869</td>
</tr>
</tbody>
</table>
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

EDUCATION – COLLEGES, INSTITUTES, AND UNIVERSITIES

**BACHELOR DEGREE PROGRAMS**

**Bryant & Stratton Business Institute**
http://www.bryantstratton.edu

Francis J. Felser, President and Chief Executive Officer

**Buffalo Downtown Campus**
465 Main Street, Suite 400
Buffalo, NY 14203
Marvel Toss-Jones, Campus Director
Telephone: 716-884-9120

**Amherst Campus**
3650 Millersport Highway
Getzville, NY 14068
Michael A. Mariani, Campus Director
Telephone: 716-625-6300

**Southtowns Campus**
180 Redtail Road
Orchard Park, NY 14217
Paul Bahr, Campus Director
Telephone: 716-677-9500

**Erie Community College**
http://www.ecc.edu

Dan Hocoy, President

**City Campus**
121 Ellicott Street
Buffalo, NY 14203
Telephone: 716-851-1002

**South Campus**
4041 Southwestern Blvd
Orchard Park, NY 14217
Telephone: 716-851-1003

**North Campus**
6205 Main Street
Williamsville, NY 14221
Telephone: 716-851-1002

**Genesee Community College**
http://www.genesee.edu

Yves Salamon-Fernández, President
Telephone: 585-343-0055

**Niagara County Community College**
http://www.niagaracc.suny.edu/
3111 Saunders Settlement Road
Sanborn, NY 14132
William J. Murabito, Interim President
Telephone: 716-614-6222

**Trocaire College**
http://www.trocaire.edu
360 Choate Avenue
Buffalo, NY 14220
Bassam Deeb, President
Telephone: 716-826-1200

**GOVERNMENT – LOCAL ELECTED OFFICIALS**

**ERIE COUNTY EXECUTIVE**

**Hon. Mark Poloncarz**
County Executive, County of Erie
http://www.erie.gov/exec

Edward A. Rath County Office Building
95 Franklin Street, Room 1600
Buffalo, NY 14202

Telephone: 716-858-8500
Fax: 716-858-8411
Email: countyexec@erie.gov
Hon. Howard Johnson
Legislator - District 1
http://www2.erie.gov/johnson/

427 William Street
Buffalo, NY 14204

Telephone: 716-842-0490
Fax: 716-854-5722

Email: Howard.Johnson@erie.gov

Hon. April N.M. Baskin
Legislator - District 2
http://www2.erie.gov/baskin/

792 East Delavan Avenue
Buffalo, NY 14215

Telephone: 716-895-1849
Fax: 716-895-1910

Email: April.McCants-Baskin@erie.gov

Vacant
Legislator - District 3
http://www2.erie.gov/district3/

Hon. Kevin R. Hardwick
Legislator - District 4
http://www2.erie.gov/hardwick/

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

Telephone: 716-858-8672
Fax: 716-858-8818

Email: Kevin.Hardwick@erie.gov

Hon. Thomas A. Loughran
Legislator - District 5
http://www2.erie.gov/loughran/

4549 Main Street, Suite 203
Amherst, NY 14226

Telephone: 716-836-0198
Fax: 716-836-0199

Email: Thomas.Loughran@erie.gov

Hon. Edward A. Rath III
Legislator - District 6
http://www2.erie.gov/rath/

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

Telephone: 716-858-8676
Fax: 716-858-8818

Email: Edward.Rath@erie.gov

PLEASE NOTE
For Additional Information, visit Erie County Legislature Web Site at:
http://www.erie.gov/legislature/
**Hon. Tim Meyers**  
Legislator - District 7  
[http://www2.erie.gov/meyers/](http://www2.erie.gov/meyers/)  

1214 Walden Avenue  
Cheektowaga, NY 14211  

Telephone: 716-893-4385  
Fax: 716-894-4539  

Email: Timothy.Meyers@erie.gov

---

**Hon. John Bruso**  
Legislator - District 8  
[http://www2.erie.gov/bruso/](http://www2.erie.gov/bruso/)  

5135 Transit Road  
Depew, NY 14043  

Telephone: 716-681-2071  
Fax:  

Email: John.Bruso@erie.gov

---

**Hon. Lynne M. Dixon**  
Legislator - District 9  
[http://www2.erie.gov/dixon/](http://www2.erie.gov/dixon/)  

Old Erie County Hall  
92 Franklin Street  
Buffalo, NY 14202  

Telephone: 716-858-8671  
Fax: 716-858-8818  

Email: Lynne.Dixon@erie.gov

---

**Hon. Joseph C. Lorigo**  
Legislator - District 10  
[http://www2.erie.gov/lorigo/](http://www2.erie.gov/lorigo/)  

Old Erie County Hall  
92 Franklin Street  
Buffalo, NY 14202  

Telephone: 716-858-8922  
Fax: 716-858-8818  

Email: Joseph.Lorigo@erie.gov

---

**Hon. John J. Mills**  
Legislator - District 11  
[http://www2.erie.gov/mills/](http://www2.erie.gov/mills/)  

Old Erie County Hall  
92 Franklin Street  
Buffalo, NY 14202  

Telephone: 716-858-8850  
Fax: 716-858-8818  

Email: John.Mills@erie.gov
CITY MAYORS

Hon. Byron W. Brown  
Mayor, City of Buffalo  
http://www.ci.buffalo.ny.us  
65 Niagara Square  
201 City Hall  
Buffalo, NY 14202  
Telephone: 716-851-4841  
Fax: 716-851-4360  
Email: mayorbrownwebmail@ch.ci.buffalo.ny.us  
Gerald Chwalinski, City Clerk | 716-851-5434

Hon. Geoffrey M. Szymanski  
Mayor, City of Lackawanna  
http://lackawannany.gov/  
714 Ridge Road  
Lackawanna, NY 14218  
Telephone: 716-827-6464  
Fax: 716-827-6678  
Email: mayor@lackny.com  
Jacqueline Caffero, City Clerk | 716-827-6470

Hon. Rick Davis  
Mayor, City of Tonawanda  
https://www.tonawandacity.com/  
200 Niagara Street  
Tonawanda, NY 14150  
Telephone: 716-695-1800  
Fax: 716-695-8315  
Email: Mayor@tonawandacity.com  
James Kossow, City Clerk | 716-695-8318

VILLAGE MAYORS

Hon. Carl E. Patterson  
Mayor, Village of Akron  
http://www2.erie.gov/akron/  
21 Main Street  
Akron, NY 14001  
Telephone: 716-542-9636  
Fax: 716-542-5586  
Email: akronmayor@akronvillage.us  
Jayne DeTine, Village Clerk | 716-542-9636, ext. 200

Hon. Michael Manicki  
Mayor, Village of Alden  
http://www2.erie.gov/village_alden/  
13336 Broadway  
Alden, NY 14004  
Telephone: 716-937-9216, ext. 112  
Fax: 716-937-8936  
Sue Galbraith, Village Clerk | 716-937-9216, ext. 110

Hon. Howard Frawley  
Mayor, Village of Angola  
https://www.villageofangola.org/index.html  
41 Commercial Street  
Angola, NY 14006  
Telephone: 716-549-1126  
Fax: 716-549-5130  
Email: angolamayor@verizon.net  
Nicole Milks, Village Clerk | 716-549-1126

Hon. Robert Hefner  
Mayor, Village of Blasdell  
https://www.blasdell.org/  
121 Miriam Avenue  
Blasdell, NY 14219  
Telephone: 716-822-1921  
Email: voboffice@aol.com  
Janet Plarr, Village Administrator | 716-822-1921

Hon. Jesse Nikonowicz  
Mayor, Village of Depew  
https://villageofdepew.org/  
85 Manitou Street  
Depew, NY 14043  
Telephone: 716-681-4396, ext. 130  
Fax: 716-683-1398  
Email: jnikonowicz@villageofdepew.org  
Teresa Wachowiak, Village Administrator | 716-683-7451

Hon. Peter M. Mercurio  
Mayor, Village of East Aurora  
http://www.east-aurora.ny.us  
571 Main Street  
East Aurora, NY 14052  
Telephone: 716-652-6000, ext. 219  
Fax: 716-652-1290  
Email: village.board@east-aurora.ny.us  
Maureen Jeracks, Village Clerk | 716-652-6000
## CITY AND VILLAGE MAYORS

**Hon. Jere Hoisington**  
Mayor, Village of Farnham  
[https://www.brantny.com/Farnham.php](https://www.brantny.com/Farnham.php)  
526 Commercial Street  
PO Box A16  
Farnham, NY 14061  
Telephone: 716-549-0890  
Fax: 716-549-7149  
Email: farnhammayor@roadrunner.com  
Jackie Hoisington, Village Clerk-Treasurer

**Hon. David Smith**  
Mayor, Village of Gowanda  
[https://villageofgowanda.com/](https://villageofgowanda.com/)  
27 East Main Street  
Gowanda, NY 14070  
Telephone: 716-532-3353  
Danielle Wagner, Village Clerk | 716-532-3353

**Hon. Thomas J. Moses, Sr.**  
Mayor, Village of Hamburg  
[https://www.villagehamburg.com/](https://www.villagehamburg.com/)  
100 Main Street  
Hamburg, NY 14075  
Telephone: 716-649-0200  
Fax: 716-646-6558  
Email: mayor@villagehamburg.com  
Donald Witkowski, Village Clerk-Treasurer

**Hon. Patrick Mang**  
Mayor, Village of Kenmore  
[https://www.villageofkenmore.org/](https://www.villageofkenmore.org/)  
2919 Delaware Avenue  
Kenmore, NY 14217  
Telephone: 716-873-5700  
Fax: 716-873-0004  
Email: mayor@vi.kenmore.ny.us  
Kathleen P. Johnson, Village Clerk-Treasurer

**Hon. William C. Schroeder**  
Mayor, Village of Lancaster  
[https://www.lancastervillage.org/](https://www.lancastervillage.org/)  
5423 Broadway  
Lancaster, NY 14086  
Telephone: 716-683-2105  
Email: wschroeder@lancastervillage.org  
Michael Stegmeier, Village Clerk

**Hon. Vincent George**  
Mayor, Village of North Collins  
10543 Main Street  
PO Box 459  
North Collins, NY 14111  
Telephone: 716-337-3160  
Janet Hutchinson, Village Clerk

**Hon. Jo Ann Litwin Clinton**  
Mayor, Village of Orchard Park  
4295 S. Buffalo Road  
Orchard Park, NY 14127  
Telephone: 716-662-9327  
Fax: 716-662-0891  
Email: villageoffice@OrchardParkVillage.org  
Mary Beth Jensen, Village Clerk

**Hon. Thomas Ferrucci**  
Mayor, Village of Sloan  
[http://ns.villageofsloan.org/](http://ns.villageofsloan.org/)  
425 Reiman Street  
Sloan, NY 14212  
Telephone: 716-897-1560  
Fax: 716-896-2728  
Email: thomas.ferrucci@villageofsloan.org  
Debra M. Smith, Village Clerk

**Hon. William Krebs**  
Mayor, Village of Springville  
[https://www.villageofspringvilleny.com/](https://www.villageofspringvilleny.com/)  
5 West Main Street  
PO Box 17  
Springville, NY 14141  
Telephone: 716-592-4936  
Fax: 716-592-7088  
Email: wkrebs@villageofspringvilleny.com  
Liz Melock, Village Clerk | 716-592-4936, ext. 1467

**Hon. Daniel O. DeLano, Jr.**  
Mayor, Village of Williamsville  
5565 Main Street  
Williamsville, NY 14221  
Telephone: 716-632-4120, ext. 3002  
Email: ddelano@village.williamsville.ny.us  
Judy Kindron, Village Clerk | 716-632-4120, ext. 3005

---

---
Hon. Richard Savage  
Supervisor, Town of Alden  
[http://www2.erie.gov/alden/](http://www2.erie.gov/alden/)  
3311 Wende Road  
Alden, NY 14004  
Telephone: 716-937-6969  
Fax: 716-937-9817  
Email: richard.savage@alden.erie.gov  
Alecia Barrett, Town Clerk | 716-937-6969, ext. 2

Hon. Brian Kulpa  
Supervisor, Town of Amherst  
[http://www.amherst.ny.us/](http://www.amherst.ny.us/)  
5583 Main Street  
Williamsville, NY 14221  
Telephone: 716-631-7032  
Email: bkulpa@amherst.ny.us  
Jeffery Zeplowitz, Town Clerk | 716-631-7021

Hon. James J. Bach  
Supervisor, Town of Aurora  
300 Gleed Avenue  
East Aurora, NY 14052  
Telephone: 716-652-7590  
Fax: 716-652-3507  
Email: supervisor@townofaurora.com  
Martha L. Librock, Town Clerk | 716-652-3280

Hon. Jason Keding  
Supervisor, Town of Boston  
8500 Boston State Road  
Boston, NY 14025  
Telephone: 716-941-6518  
Email: supervisorkeding@gmail.com  
Sandra L. Quinlan, Town Clerk | 716-941-6113

Hon. Mark DeCarlo  
Supervisor, Town of Brant  
[https://www.brantny.com/](https://www.brantny.com/)  
1272 Brant North Collins Road  
Brant, NY 14027  
Telephone: 716-549-0282  
Email: Supervisor@BrantNY.com  
Barbara J. Daniel, Town Clerk | 716-549-0282, ext. 2

Hon. Diane Benczkowski  
Supervisor, Town of Cheektowaga  
3301 Broadway  
Cheektowaga, NY 14227  
Telephone: 716-686-3465  
Email: supervisoroffice@tocny.org  
Vickie L. Dankowski, Town Clerk | 716-686-7431

Hon. Patrick Casilio  
Supervisor, Town of Clarence  
[http://www2.erie.gov/clarence/](http://www2.erie.gov/clarence/)  
One Town Place  
Clarence, NY 14031  
Telephone: 716-741-8930  
Fax: 716-741-4715  
Email: pcasilio@clarence.ny.us  
Nancy Metzger, Town Clerk | 716-406-2514

Hon. James Depasquale  
Supervisor, Town of Colden  
8812 State Road  
PO Box 335  
Colden, NY 14033  
Telephone: 716-941-5022  
Email: james.depasquale@www.townofcolden.com  
Christina M. Kerlin, Town Clerk | 716-941-5012

Hon. Ken Martin  
Supervisor, Town of Collins  
[https://www.townofcollins.com/](https://www.townofcollins.com/)  
14093 Mill Street  
PO Box 420  
Collins, NY 14034  
Telephone: 716-532-4874, ext. 103  
Becky Jo Summers, Town Clerk | 716-532-4887, ext. 101

Hon. Clyde M. Drake  
Supervisor, Town of Concord  
86 Franklin Street  
PO Box 368  
Springville, NY 14141  
Telephone: 716-592-4946  
Fax: 716-592-5030  
Email: concordsupervisor@gmail.com  
Darlene G. Schweikert, Town Clerk | 716-592-4948
<table>
<thead>
<tr>
<th>Town Supervisor</th>
<th>Town</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Email</th>
<th>Town Clerk</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hon. Melissa M. Hartman</td>
<td>Town of Eden</td>
<td>2795 East Church Street, Eden, NY 14057</td>
<td>716-992-3408</td>
<td>716-992-4131</td>
<td></td>
<td>Emily Hawkins, Town Clerk</td>
<td>716-992-3406</td>
</tr>
<tr>
<td>Hon. Dennis Powers</td>
<td>Town of Elma</td>
<td>1600 Bowen Road, Elma, NY 14059</td>
<td>716-652-3260, ext. 7</td>
<td>716-652-3560</td>
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</tr>
<tr>
<td>Hon. Mary Hosler</td>
<td>Town of Evans</td>
<td>8787 Erie Road, Angola, NY 14006</td>
<td>716-549-5787</td>
<td>716-217-3595</td>
<td></td>
<td>Patricia A. King, Town Clerk</td>
<td>716-652-3560, ext. 4</td>
</tr>
<tr>
<td>Hon. Nate McMurray</td>
<td>Town of Grand Island</td>
<td>2255 Baseline Road, Grand Island, NY 14072</td>
<td>716-773-9600, ext. 616</td>
<td>716-773-9618</td>
<td></td>
<td>Pattie Frentzel, Town Clerk</td>
<td>716-773-9600, ext. 622</td>
</tr>
<tr>
<td>Hon. James Shaw</td>
<td>Town of Hamburg</td>
<td>6100 South Park Avenue, Hamburg, NY 14075</td>
<td>716-649-6111, ext. 2380</td>
<td>716-646-1384</td>
<td></td>
<td>Cathy Rybczynski, Town Clerk</td>
<td>716-649-6111, ext. 2360</td>
</tr>
<tr>
<td>Hon. Michael C. Kasprzyk</td>
<td>Town of Holland</td>
<td>47 Pearl Street, Holland, NY 14080</td>
<td>716-537-9443, ext. 1</td>
<td></td>
<td></td>
<td>Jill M. Zientek, Town Clerk</td>
<td>716-537-9443, ext. 2</td>
</tr>
<tr>
<td>Hon. Johanna M. Coleman</td>
<td>Town of Lancaster</td>
<td>21 Central Avenue, Lancaster, NY 14086</td>
<td>716-683-1610</td>
<td></td>
<td></td>
<td>Diane Terranova, Town Clerk</td>
<td>716-683-9028</td>
</tr>
<tr>
<td>Hon. Earl Gingerich, Jr.</td>
<td>Town of Marilla</td>
<td>1740 Two Rod Road, Marilla, NY 14102</td>
<td>716-652-7293, ext. 403</td>
<td>716-652-2541</td>
<td></td>
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</tr>
<tr>
<td>Hon. David Cummings</td>
<td>Town of Newstead</td>
<td>5 Clarence Center Road, PO Box 227, Akron, NY 14001</td>
<td>716-542-1231</td>
<td>716-542-3702</td>
<td></td>
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</tr>
<tr>
<td>Hon. John M. Tobia</td>
<td>Town of North Collins</td>
<td>10569 Main Street, PO Box 640, North Collins, NY 14111</td>
<td>716-337-3839</td>
<td></td>
<td></td>
<td>Lynn M. DiVincenzo, Town Clerk</td>
<td>716-337-3391</td>
</tr>
</tbody>
</table>
GOVERNMENT – LOCAL ELECTED OFFICIALS

TOWN SUPERVISORS

Hon. Patrick J. Kean
Supervisor, Town of Orchard Park
https://www.orchardparkny.org/
4295 South Buffalo Street
Orchard Park, NY 14127
Telephone: 716-662-6400, ext. 1502
Fax: 716-662-6162
Email: supervisor.keem@orchardparkny.org
Remy C. Orffeo, Town Clerk | 716-662-6410

Hon. Beverly Gambino
Supervisor, Town of Sardinia
http://www2.erie.gov/sardinia/
12320 Savage Road
Sardinia, NY 14131
Telephone: 716-496-8900, ext. 11
Email: beverlygambino@outlook.com
Jennifer Bray, Town Clerk | 716-496-8900, ext. 10

Hon. Joseph H. Emminger
Supervisor, Town of Tonawanda
https://www.tonawanda.ny.us/
2919 Delaware Avenue #14
Buffalo, NY 14217
Telephone: 716-877-8804
Fax: 716-877-1261
Marguerite Greco, Town Clerk | 716-877-8800

Hon. Rickey Venditti
Supervisor, Town of Wales
http://townofwales.com/
12345 Big Tree Road
Wales Center, NY 14169
Telephone: 716-652-0589, ext. 1
Mindy Eaton, Town Clerk | 716-652-0589, ext. 2

Hon. Sheila M. Meegan
Supervisor, Town of West Seneca
http://www.westseneca.net
1250 Union Road
West Seneca, NY 14224
Telephone: 716-558-3202
Fax: 716-558-2250
Email: smeegan@twsny.org
Jacqueline A. Felser, Town Clerk | 716-558-3215

GOVERNMENT – STATE ELECTED OFFICIALS

GOVERNOR

Hon. Andrew Cuomo
Governor, State of New York
https://www.governor.ny.gov/
Executive Chamber
State Capitol
Albany, NY 12224
Telephone: 518-474-8390
Email: gov.cuomo@chamber.state.ny.us
Hon. Patrick M. Gallivan  
District 59  
https://www.nysenate.gov/senators/patrick-m-gallivan  
Local Office:  
2721 Transit Road, Ste. 116  
Elma, NY 14059  
Telephone: 716-656-8544  
Fax: 716-656-8961  
Email: gallivan@nysenate.gov  

Hon. Michael H. Ranzenhofer  
District 61  
https://www.nysenate.gov/senators/michael-h-ranzenhofer  
Local Office:  
8203 Main Street, Ste. 4  
Williamsville, NY 14221  
Telephone: 716-631-8695  
Fax: 716-634-4321  
Email: ranz@nysenate.gov  

Hon. Chris Jacobs  
District 60  
https://www.nysenate.gov/senators/christopher-jacobs  
Local Office:  
65 Court Street, Room 213  
Buffalo, NY 14202  
Telephone: 716-854-8705  
Email: jacobs@nysenate.gov  

Hon. Timothy M. Kennedy  
District 63  
https://www.nysenate.gov/senators/timothy-m-kennedy  
Local Office:  
2239 South Park Avenue  
Buffalo, NY 14220  
Telephone: 716-826-2683  
Fax: 716-826-2793  
Email: kennedy@nysenate.gov
Hon. Robin Schimminger
District 140
https://nyassembly.gov/mem/Robin-Schimminger
Local Office:
3514 Delaware Avenue
Kenmore, NY 14217
Telephone: 716-873-2540
Email: SchimmR@nyassembly.gov

Albany Office:
Legislative Office Building, Room 847
Albany, NY 12248
Telephone: 518-455-4767

Hon. Crystal D. People-Stokes
District 141
https://nyassembly.gov/mem/Crystal-D-Peoples-Stokes
Local Office:
425 Michigan Avenue
Buffalo, NY 14203
Telephone: 716-897-9714
Email: peoplec@assembly.state.ny.us

Albany Office:
Legislative Office Building, Room 926
Albany, NY 12248
Telephone: 518-455-5005

PLEASE NOTE

Districts 140, 144, 145, 146, 147 extend beyond Erie County.

For additional information, visit the Senate web site at:
https://www.assembly.state.ny.us
| **Hon. Pat Burke**  
| District 142 |  
| https://nyassembly.gov/mem/Pat-Burke |  
| **Local Office:** |  
| 1074 Union Road  
| West Seneca, NY 14224  
| Telephone: 716-608-6099  
| Email: burkep@nyassembly.gov |  
| **Albany Office:** |  
| Legislative Office Building, Room 323  
| Albany, NY 12248  
| Telephone: 518-455-4691 |  
| |  
| **Hon. Monica P. Wallace**  
| District 143 |  
| https://nyassembly.gov/mem/Monica-P-Wallace |  
| **Local Office:** |  
| 2562 Walden Avenue, Suite 102  
| Cheektowaga, NY 14225  
| Telephone: 716-686-0080  
| Fax: 716-686-3752  
| Email: wallacem@nyassembly.gov |  
| **Albany Office:** |  
| Legislative Office Building, Room 821  
| Albany, NY 12248  
| Telephone: 518-455-3962  
| Fax: 518-455-3962 |  
| |  
| **Hon. Michael J. Norris**  
| District 144 |  
| https://nyassembly.gov/mem/Michael-J-Norris |  
| **Local Office:** |  
| 8180 Main Street  
| Clarence, NY 14221  
| Telephone: 716-839-4691  
| Email: norrism@nyassembly.gov |  
| **Albany Office:** |  
| Legislative Office Building, Room 718  
| Albany, NY 12248  
| Telephone: 518-455-4691 |  
| |  
| **Hon. Angelo J. Morinello**  
| District 145 |  
| https://nyassembly.gov/mem/Angelo-J-Morinello |  
| **Local Office:** |  
| 800 Main Street, Suite 2C  
| Niagara Falls, NY 14301  
| Telephone: 716-282-6062  
| Email: morinelloa@nyassembly.gov |  
| **Albany Office:** |  
| Legislative Office Building, Room 721  
| Albany, NY 12248  
| Telephone: 518-455-5284 |  
| |  
| **Hon. Karen McMahon**  
| District 146 |  
| https://nyassembly.gov/mem/Karen-McMahon |  
| **Local Office:** |  
| 5500 Main Street, Suite 216  
| Williamsville, NY 14221  
| Telephone: 716-634-1895  
| Email: mcmahonk@nyassembly.gov |  
| **Albany Office:** |  
| Legislative Office Building, Room 631  
| Albany, NY 12248  
| Telephone: 518-455-4618 |  
| |  
| **Hon. David DiPietro**  
| District 147 |  
| **Local Office:** |  
| 411 Main Street  
| East Aurora, NY 14052  
| Telephone: 716-655-0951  
| Fax: 716-655-0970  
| Email: DiPietroD@nyassembly.gov |  
| **Albany Office:** |  
| Legislative Office Building, Room 543  
| Albany, NY 12248  
| Telephone: 518-455-5314 |
GOVERNMENT – STATE ELECTED OFFICIALS

NEW YORK STATE ASSEMBLY

Hon. Sean Ryan
District 149
https://nyassembly.gov/mem/Sean-Ryan
Local Office:
65 Grant Street
Buffalo, NY 14213
Telephone: 716-885-9630
Fax: 716-885-9636
Email: RyanS@nyassembly.gov

Albany Office:
Legislative Office Building, Room 540
Albany, NY 12248
Telephone: 518-455-4886
Fax: 518-455-4890

GOVERNMENT – FEDERAL ELECTED OFFICIALS

UNITED STATES SENATE

Hon. Kirsten E. Gillibrand
https://www.gillibrand.senate.gov/
Local Office:
726 Exchange Street, Ste. 511
Buffalo, NY 14210
Telephone: 716-854-9725
Fax: 716-854-9731
Email: senator@gillibrand.senate.gov

Washington Address:
478 Russell Avenue
Washington, DC 20510
Telephone: 202-224-4451
Fax: 202-228-0282

Hon. Charles E. Schumer
https://www.schumer.senate.gov/
Local Office:
130 S. Elmwood Ave. #660
Buffalo, NY 14202
Telephone: 716-846-4111
Fax: 716-846-4113
Email: senator@schumer.senate.gov

Washington Address:
322 Hart Senate Office Building
Washington, DC 20510
Telephone: 202-224-6542
Fax: 202-226-3027
PLEASE NOTE
All Congressional Districts listed (26 and 27) extend beyond Erie County.

For additional information, visit the House of Representatives web site at:
https://www.house.gov/

Hon. Brian Higgins
https://higgins.house.gov/
Local Office:
726 Exchange Street, Ste. 604
Buffalo, NY 14210
Telephone: 716-852-3501
Fax: 716-852-3929

Albany Address:
2459 Rayburn House Office Building
Washington, DC 20515
Telephone: 202-225-3306
Fax: 202-226-0347

Hon. Chris Collins
https://chriscollins.house.gov/
Local Office:
8203 Main Street, Ste. 2
Clarence, NY 14221
Telephone: 716-634-2324
Fax: 716-631-7610

Albany Address:
2243 Rayburn House Office Building
Washington, DC 20515
Telephone: 202-225-5265
Fax: 202-225-5910
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

ERIE COUNTY GOVERNMENT

QUICK REFERENCE GUIDE

Provides a brief summary of County Departments and Divisions.

### County Executive, County of Erie

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hon. Mark Poloncarz</td>
<td>716-858-8500</td>
</tr>
<tr>
<td>Maria Whyte, Deputy County Exec.</td>
<td>716-858-8500</td>
</tr>
<tr>
<td>Jennifer Hibit, Chief of Staff</td>
<td>716-858-2919</td>
</tr>
</tbody>
</table>

The County Executive is the elected chief executive officer and administrative head of Erie County government. Develops financial and administrative policies, proposes legislation to the Erie County Legislature, appoints department heads and coordinates the management of all county departments. The County Executive also appoints members of governing boards, advisory boards and task forces. Represents Erie County to local, state and federal governments and at public events. These responsibilities are fulfilled by a Deputy County Executive, a Deputy County Executive – Chief of Staff, (both listed above) and executive staff, pursuant to their laws of the State of New York, the Erie County Charter, and the Administrative Code.

### Board of Elections, Commissioner

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jeremy J. Zellner</td>
<td>716-858-8388</td>
</tr>
<tr>
<td>Ralph Mohr, Commissioner</td>
<td>716-858-7784</td>
</tr>
</tbody>
</table>

The Erie County Board of Elections office is dedicated to providing the information, education, and technology needed for fair elections and for the public to become effective and empowered voters.

### Budget and Management, Division of

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Robert Keating, Director</td>
<td>716-858-8914</td>
</tr>
</tbody>
</table>

The Division of Budget and Management is responsible for the preparation of the tentative operating budget and the capital budget, the implementation and monitoring of the adopted budget, and coordination of departmental communications with the County Legislature on all the budget matters requiring legislative approval.

### Buffalo & Erie County Public Library

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mary Jean Jakubowski, Director</td>
<td>716-858-8900</td>
</tr>
</tbody>
</table>

The Buffalo & Erie County Public Library (B&ECPL) serves as a center of information, education, culture, and entertainment for the residents of Erie County.

### Central Police Services, Department of

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>James A. Jancewicz, Commissioner</td>
<td>716-858-8219</td>
</tr>
</tbody>
</table>

Provides centralized, countywide basic supportive services to all law enforcement and criminal justice agencies in Erie County. Such services include police training, computerized records and information retrieval, forensic laboratory, communication services and the countywide 911 emergency telephone system.

### Clerk, Erie County

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Michael P. Kearns</td>
<td>716-858-8785</td>
</tr>
<tr>
<td>Auto Bureau</td>
<td>716-858-7450</td>
</tr>
</tbody>
</table>

The Erie County Clerk’s Office is responsible for recording, filing and maintaining a central repository of legal documents and records. This includes property titles, land and real estate transactions and those related to corporate filings, assumed names, Supreme Court and County Court papers. The County Clerk’s office also issues driving, hunting, and fishing licenses as an agent for the state.

### Comptroller, Erie County

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hon. Stefan Mychajliw</td>
<td>716-858-8400</td>
</tr>
</tbody>
</table>

The independently elected Comptroller is the Chief Accounting and Reporting Officer, Chief Auditing Officer, and Chief Fiscal Officer for the County.

### District Attorney

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hon. John J. Flynn</td>
<td>716-858-2424</td>
</tr>
</tbody>
</table>

Erie County’s chief prosecutor is responsible for investigating crime, presenting evidence to the Grand Jury, and implementing the just prosecution of persons indicted for criminal offenses. The District Attorney tries felonies in Erie County and New York State Supreme Courts, as well as misdemeanors and noncriminal offenses in the City, Town and Village Courts of Erie County.

### Emergency Services, Department of

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daniel J. Neaverth, Jr., Commissioner</td>
<td>716-858-4909</td>
</tr>
</tbody>
</table>

This Department is responsible for providing comprehensive, centralized planning and coordination of emergency services in Erie County. It develops and maintains a comprehensive disaster plan to maximize the timeliness and effectiveness of response in the event of disaster or major emergency and coordinates the implementation of the plan as required. It directs and coordinates mutual aid fire operations in the county, and operates the Fire Academy which is responsible for training all fire fighters from the volunteer fire service.

Erie County is fortunate to have aggressive federal, state, and local economic development resource partners with relevant programs to help your business grow and prosper in Erie County.

There are many diversified products and services available to help WNY businesses remain competitive and profitable. They range from financing to workforce training to green energy and market development assistance to start-up business planning and strategic operations analysis for ongoing operations.

The Erie County Industrial Development Agency (ECIDA) is your first call for business assistance to make things happen. The ECIDA is committed to responsiveness and service, with a resolve to close deals and complete projects quickly.


**Erie County Dept. of Environment and Planning**

Thomas R. Hersey, Jr., Commissioner  716-858-8390

The Department of Environment and Planning strives to improve the quality of life of Erie County residents by working to promote economic growth, ensure environmental quality, provide recreational amenities, support social infrastructure, attract and retain growing businesses, and by planning a community where people want to live, work, and prosper. This department provides direct services and staff assistance for physical, community, and economic development planning and implementation to County government, local governments, residents, and businesses.

**Division of Environmental Compliance**

Bonnie Lawrence, Deputy Commissioner
Josh Wilson, Coordinator, Pollution Prevention Program
Mary Rossi, Chief Environmental Compliance Specialist:

Telephone:  716-858-8390

Environmental Compliance is charged with protecting the environment and our natural resources through the implementation of a variety of environmental and energy-related initiatives focused on addressing the needs of Erie County municipalities, businesses, and citizens. These programs involve achieving and maintaining environmental standards; improving the efficiency of and minimizing the impacts of waste management and energy use practices; advising on proposed environmental statutes, rules, and regulations; protecting and enhancing our Great Lakes resources; and monitoring remediation.

**Division of Planning**

Vacant, Deputy Commissioner
Mark Rountree, Principal Planner
Lisa Matthies-Wiza, Director, GIS
Chris Pawenski, Director, Industrial Assistance Program

Telephone:  716-858-8390

The Planning unit provides local planning assistance to municipal governments and undertakes long-range planning in specific functional areas, including farmland, environmental features, waterfront, and land use. Other important activities include a project implementation program wherein specific recommendations contained in the long-range plan are carried out through capital construction, grant writing, and project reviews. Industrial Assistance is responsible for developing strategic economic development plans and operational policies to promote the economic health of Erie County. It provides oversight and linkage with the principal economic development agencies in Erie County, including the Erie County Industrial Development Agency, and advances the business development and expansion needs of companies located in and new to Erie County. Erie County assists with the development of a robust business development program involving all economic development partners, which aggressively responds to the needs of existing businesses and works to capture new investment opportunities.

**Division of Sewerage Management**

Joseph L. Fiegl, P.E., Deputy Commissioner  716-858-8390

Responsible for the planning, financing, design and construction, and subsequent operation and maintenance of the County-owned sewage facilities. The Erie County sewage system covers one-third (1/3) of developable land.

**Equal Employment Opportunity, Div. of**

Jesse L. Burnette, Director  716-858-6169

The Department of Environment and Planning strives to improve the quality of life of Erie County residents by working to promote economic growth, ensure environmental quality, provide recreational amenities, support social infrastructure, attract and retain growing businesses, and by planning a community where people want to live, work, and prosper. This department provides direct services and staff assistance for physical, community, and economic development planning and implementation to County government, local governments, residents, and businesses.

**Erie County Medical Center**

Thomas J. Quatroche, Jr., CEO  716-898-3149

The Erie County Medical Center (ECMC) is located in Buffalo. It has 550 inpatient beds, 156 skilled nursing home beds, and more than 40 outpatient specialty care clinics throughout Western New York. ECMC is a regional center for trauma, burn, rehabilitation, and cardiac care and is also a major teaching facility for the University at Buffalo.

**Health, Department of**

Gale R. Burstein, Commissioner  716-858-7690

The Erie County Department of Health serves the communities and individuals within the County by providing an array of nationally recognized essential public health services.

**Information and Support Services, Div. of**

Michael C. Breeden, Chief Info. Officer  716-858-6266
Lori Stillwell, Dir. of Information Tech.  716-858-2688

The Division of Information and Support Services provides centralized support services for County departments. Division is composed of three bureaus. The Bureau of Information and Support Services include telecommunications, information system management and support, mail services, operation of a graphic centers, and a copy and print center. Bureau of Purchases supports County departments as the central purchasing agent for supplies, materials and services.

**Labor Relations, Department of**

Gary A. Wilson, Esq., Commissioner  716-858-8476

The Department of Labor Relations negotiates and administers collective bargaining agreements with the labor organizations representing the employees of the County of Erie. It is the mission to interact with public employee unions and other employees as the representative of Erie County government and the Erie County taxpayer.
Frank Cammarata III, Exec. Dir. 716-858-6233

The Department of Personnel is responsible for implementing and maintaining programs and services that support and facilitate the recruiting, selection, hiring, development and retention of employees based upon merit and in accordance with Civil Service Law and Regulations. Also, administers, interprets and enforces Civil Service Law for the County and municipalities and coordinates administration of Civil Service exams and the certification of eligible lists.

Brian McLaughlin, Commissioner 716-858-7031

The mission of the Department of Probation is to provide community protection, reduce crime by lowering recidivism rates, to hold offenders accountable for their actions and to compensate and restore victims. The Department of Probation is also responsible for providing timely and accurate information to the various upper and lower criminal courts in Erie County and Family Court.

Karen King, Commissioner 716-858-8307

Public advocacy office for all residents of Erie County includes the division on the status of women and consumer protection. The Department of Public Advocacy provides professional and quality advocacy services to assure fair and equal treatment of all county residents without regard to race, sex, religion, age, disability, and national origin.

William Geary, Commissioner 716-858-7555

The Department of Public Works is responsible for planning, designing, constructing maintaining, and repairing the physical facilities of the County, including its roads, bridges, buildings and grounds. It performs the function of County Engineer, and directs the operations of the Highway Division County Road Fund, which is administered by the Deputy Commissioner of Highways. The Department is divided as follows: Commissioner’s Office (responsible for oversight of the Department and capital improvements to buildings), Bureau of Fleet Services supports departments as a central equipment repair maintenance function, Division of Weight and Measures (responsible for all commercial weighing and measuring devices, the County Road Fund (responsible for the maintenance and construction of County roads, bridges, and culverts) and the County Utilities Fund (responsible for the procurement and disaggregation of utilities to County facilities.

Joseph L. Maciejewski, Director 716-858-8320

The Department of Real Property Tax Services maintains the tax maps covering all municipalities within Erie County and provides updated maps to local assessors. The Department also prepares the County, Town, School, and Village property tax bills and maximizes the collection of all current and delinquent real property taxes.

The mission of the Department of Senior Services of Erie County is to provide leadership to promote the optimal well-being older adults by empowering them to lead lives of independence, health, and dignity and to facilitate the development of comprehensive, coordinated and cost-effective services within the community to meet present and future needs of seniors and their caregivers.

Michael A. Siragusa, County Attorney 716-858-2200

Responsible for providing legal services to the County of Erie and is headed by the Erie County Attorney. Composed of three divisions: The Division of Law, the Division of Risk Retention, and the Division of Workers’ Compensation.

Robert M. Graber, Clerk 716-858-8527

The Erie County Legislature is composed of fifteen (15) elected legislators (see Pages 29-30) representing the residents of Erie County. Functions as the law making body of Erie County, pursuant to the laws of the State of New York and the duties defined in the Erie County Charter and Administrative Code. The Legislature operates through eight (8) standing committees which consider and examine the business of the Legislature and submit recommendations to the full body for final disposition. General administration of the Legislature is the responsibility of the Clerk of the Legislature and the central staff. Legislators are assisted by minority and majority staff.

Michael R. Ranney, Commissioner 716-858-8531

The Department of Mental Health oversees mental disability services for over 48,000 Erie County residents each month through contracts with 42 community based agencies, including the Erie County Medical Center and Erie County Departments of Senior Services, Social Services, and Youth Services. The Department of Mental Health is administratively responsible for planning, directing, coordinating, and monitoring programs of prevention, treatment, and rehabilitation involving mental health, mental retardation-developmental disabilities, and alcohol and substance abuse services.

Daniel Rizzo, Commissioner 716-858-8353

The Department of Parks, Recreation, and Forestry is responsible for the development, operation and maintenance, design and construction of all county parks and recreation facilities. Facilities include 2 golf courses, botanical gardens, 11 county parks, 2 beaches, 3 Buffalo River Urban Parks, 3,500 acres of county forest land, and 5 county undeveloped parks.

Timothy Hogues, Commissioner 716-858-7881

The Department of Real Property Tax Services maintains the tax maps covering all municipalities within Erie County and provides updated maps to local assessors. The Department also prepares the County, Town, School, and Village property tax bills and maximizes the collection of all current and delinquent real property taxes.

Frank Cammarata III, Exec. Dir. 716-858-6233

The Department of Personnel is responsible for implementing and maintaining programs and services that support and facilitate the recruiting, selection, hiring, development and retention of employees based upon merit and in accordance with Civil Service Law and Regulations. Also, administers, interprets and enforces Civil Service Law for the County and municipalities and coordinates administration of Civil Service exams and the certification of eligible lists.

Timothy Hogues, Commissioner 716-858-7881

The mission of the Department of Senior Services of Erie County is to provide leadership to promote the optimal well-being older adults by empowering them to lead lives of independence, health, and dignity and to facilitate the development of comprehensive, coordinated and cost-effective services within the community to meet present and future needs of seniors and their caregivers.
Sheriff, Erie County

Hon. Timothy B. Howard 716-858-7608
Correctional Facility/Jail Mgmt. Div. 716-858-7618
Jail Management Division

The Erie County Sheriff serves as the County’s elected chief law enforcement official and is responsible for the enforcement of federal and state civil and criminal laws and county, town and village ordinances. The Office of the Sheriff provides police and patrol services, investigates crimes, conducts crime prevention programs and performs public safety and emergency services designed to protect persons and property in Erie County. The Division of Jail Management operates out of two sites - Erie County Holding Center, located in Buffalo, and Erie County Correctional Facility located in Alden.

Social Services, Department of

Marie Cannon, Commissioner 716-858-8000

The Department of Social Services is responsible for administering public welfare programs for eligible needy families and individuals in Erie County. Programs include Public Assistance (Family Assistance).

STOP DWI

John Sullivan, Project Director 716-858-6291

The Erie County STOP-DWI Program is a County Government Office, established under New York State Vehicle and Traffic Law, and charged with coordinating Erie County’s alcohol traffic safety (drunk driving) efforts. The sole source of funding is fine revenue collected from drunken drivers in Erie County Courts. There are no tax dollars used in STOP-DWI projects.

Veterans Service Agency

David J. Shenk, Director 716-858-6349

The Veterans Service Agency serves as an advocate for veterans. This Agency counsels and assists veterans and their dependents to ensure they receive all the benefits available to them under federal, state, and local laws.
## ADJACENT COUNTY CONTACTS

### CATTARAUGUS

<table>
<thead>
<tr>
<th>Cattaraugus County Government</th>
<th>Cattaraugus Industrial Development Agency, County of</th>
</tr>
</thead>
<tbody>
<tr>
<td>303 Court Street</td>
<td>PO Box 1749, 3 E. Washington Street</td>
</tr>
<tr>
<td>Little Valley, NY 14755</td>
<td>Elicottville, NY 14731</td>
</tr>
<tr>
<td>Hon. James J. Snyder, Chairperson of County Leg.</td>
<td>Corey R. Wiktor, Executive Director</td>
</tr>
<tr>
<td>Alan Bernstein, County Clerk</td>
<td>Telephone: 716-699-2005</td>
</tr>
<tr>
<td>Telephone: 716-938-2297</td>
<td>Fax: 716-699-2942</td>
</tr>
<tr>
<td>Fax: 716-938-2773</td>
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### CHAUTAUQUA

<table>
<thead>
<tr>
<th>Chautauqua County Government</th>
<th>Chautauqua Industrial Development Agency &amp; Dept. of Economic Development, County of</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gerace Office Building, 3 North Erie Street</td>
<td>200 Harrison Street</td>
</tr>
<tr>
<td>Mayville, NY 14757</td>
<td>Jamestown, NY 14701</td>
</tr>
<tr>
<td>Hon. Paul Wendel, Chairperson of County Leg.</td>
<td>Mark Geise, Chief Exec. Officer</td>
</tr>
<tr>
<td>Larry Barmore, County Clerk</td>
<td>Telephone: 716-661-8902</td>
</tr>
<tr>
<td>Telephone: 716-753-4331</td>
<td>Fax: 716-753-4293</td>
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<tr>
<td>Fax: 716-753-4293</td>
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### GENESEE

<table>
<thead>
<tr>
<th>Genesee County Government</th>
<th>Genesee Economic Development Center, County of</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Old Courthouse, 7 Main Street</td>
<td>99 MedTech Drive</td>
</tr>
<tr>
<td>Batavia, NY 14020</td>
<td>Batavia, NY 14020</td>
</tr>
<tr>
<td>Hon. Robert Bausch, Chairperson of County Leg.</td>
<td>Steven G. Hyde, Chief Exec. Officer</td>
</tr>
<tr>
<td>Michael T. Cianfrini, County Clerk</td>
<td>Telephone: 585-343-4866</td>
</tr>
<tr>
<td>Telephone: 585-815-7802</td>
<td>Fax: 585-344-8521</td>
</tr>
<tr>
<td>Fax: 585-344-8521</td>
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</table>

### NIAGARA

<table>
<thead>
<tr>
<th>Niagara County Government</th>
<th>Niagara Industrial Development Agency (NCIDA) &amp; Dept. of Economic Development, County of</th>
</tr>
</thead>
<tbody>
<tr>
<td>County Court House</td>
<td>6311 Inducon Corporate Drive</td>
</tr>
<tr>
<td>175 Hawley Street</td>
<td>Sanborn, NY 14132</td>
</tr>
<tr>
<td>Lockport, NY 14094</td>
<td>Susan C. Langdon, Executive Director</td>
</tr>
<tr>
<td>Hon. Wm. Keith McNall, Chairperson of County Leg.</td>
<td>Telephone: 716-278-8760</td>
</tr>
<tr>
<td>Joseph A. Jastrzemski, County Clerk</td>
<td></td>
</tr>
<tr>
<td>Telephone: 716-439-7022</td>
<td>Fax: 716-439-7035</td>
</tr>
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<td>Fax: 716-439-7035</td>
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### WYOMING

<table>
<thead>
<tr>
<th>Wyoming County Government</th>
<th>Wyoming Industrial Development Agency &amp; Planning &amp; Development, County of</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="https://www.wyomingco.net/">https://www.wyomingco.net/</a></td>
<td><a href="https://www.wycoida.org/">https://www.wycoida.org/</a></td>
</tr>
<tr>
<td>143 North Main Street</td>
<td>6470 Route 20A, Suite 4</td>
</tr>
<tr>
<td>Warsaw, NY 14569</td>
<td>Perry, NY 14530</td>
</tr>
<tr>
<td>A.D. Berwanger, Chairperson, Board of Supervisors</td>
<td>Jim Pierce, Executive Director</td>
</tr>
<tr>
<td>Rhonda Pierce, County Clerk</td>
<td>Telephone: 585-786-3764, ext. 132</td>
</tr>
<tr>
<td>Telephone: 585-786-8810</td>
<td>Fax: 585-786-3703</td>
</tr>
<tr>
<td>Fax: 585-786-3703</td>
<td></td>
</tr>
</tbody>
</table>
Starting a business is a rough road to follow. There are many obstacles and potholes that will occur on an entrepreneur’s journey to take a mind - to making it a profitable venture. The starting point. The first two pages (47-48) components of a business plan. A good to obtain capital, and direct the individual agencies that are available to guide don’t be afraid to ask for directions.

There are many obstacles and potholes that will product, idea or service that they have in their following two pages designed to provide a solid provide an entrepreneur with the needed business plan is essentially a map that will help when things get bumpy. Below, are helpful entrepreneurs and/or start-ups. In other words,

**SMALL BUSINESS/START-UP RESOURCES - TECHNICAL BUSINESS ASSISTANCE**

Additional contacts and information for each agency can be found at the page number listed after contact name.

**Chambers of Commerce**
See Pages 24-25

**Erie County Government – County Clerk’s Office**
Tel: 716-858-8785 | 716-858-7467 (DBA Info.)
92 Franklin Street | Buffalo, NY 14202 | Page 15
Records and files all records for the purchase and sale of real property, legal documents and business transactions such registering a “Doing Business As” (DBA).

**EC Gov. - Buffalo & Erie County Public Library (B&ECPL)**
Tel: 716-858-8900 | http://www.buffalolib.org
1 Lafayette Square | Buffalo, NY 14203
Mary Jean Jakubowski, Director | Page 12
The Business, Science & Technology Department provides census, demographics, small business, export-import, patents, standards and other business information.

**Erie County Industrial Development Agency (ECIDA)**
Tel: 716-856-6525 | http://www.ecidany.com
95 Perry Street, Suite 403 | Buffalo, NY 14203
Steve Weathers, CEO | Page 16
Works in conjunction with local area banks, and the U.S. Small Business Administration (SBA) on loan program targeted at minority, women and/or start-up business enterprises. Web site hosts the Entrepreneurial Service Network for life science/high tech companies. Operates a public-private venture capital fund to invest in high-tech companies that have large growth potential.

**Government - Local**
See Pages 31-35 | Clerks are listed under each municipality

**SCORE**
Tel: 716-554-4301 | http://buffaloniagara.score.org
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, Director | Page 20
Free business counseling by men and women who have had successful business careers as company executives or owners of their own business.

**Small Business Development Center (SBDC)**
Tel: 716-878-4030 | http://www.nys-sbdc.suny.edu
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director | Page 20
Provides one-to-one counseling to start-up and existing small businesses on a wide range of advisory, training and research services including the preparation of business plans, marketing programs and financial strategies.

**U.S. Small Business Administration (SBA)**
Tel: 716-551-4301 | http://www.sba.gov/localresources/district/ny/
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, District Director | Page 21
Programs assist with every aspect of starting a business, from developing a business plan to obtaining financing, from marketing products and services to managing a company. The general loan program, which represents the majority of the agency’s total loan effort, promotes small business growth by guarantees of up to 80% of the amount provided by commercial lenders. Also offers Surety Bonds and Minority Enterprise Development program.

**UB Center for Entrepreneurial Leadership (CEL)**
Tel: 716-885-5715 | http://www.mgt.buffalo.edu/cel
77 Goodell Street, Suite 201 | Buffalo, NY 14203
Timothy Leyh, Executive Director | Page 21
Assists in regional economic development by helping existing firms grow. Provides a ten-month professional development program.

**Resources on the Web**

- NYS Department of Taxation
  Business Taxpayer Page
  [https://www.tax.ny.gov/bus/](https://www.tax.ny.gov/bus/)
  Provides information and forms

- U.S. Small Business Administration
  Starting Your Business

Note: Also see Minority/Women Business Assistance Resources in Subject Index on Page 10

* Life Science / High Tech Sector Assistance
** Permit Assistance
BUSINESS PLAN CONTENTS

Developing and maintaining a successful business requires planning. In some cases it may only be a concept in the entrepreneur's mind. A written business plan can be an invaluable business tool that the entrepreneur can use to identify and exploit opportunities. It is also helpful in anticipating problems and developing strategies for avoiding or minimizing those problems.

Preparing a comprehensive, written business plan has a number of significant benefits to the entrepreneur including:

- Forcing the entrepreneur to establish goals.
- Focusing the entrepreneur's attention on all aspects of the business (sales, finance, organization, etc.)
- Forcing an entrepreneur to consider the interrelationship of each facet of the business. For example, is the plant large enough to satisfy the projected sales demand? If not, what will it cost to build additional capacity and when will it be needed?
- Giving the entrepreneur the background for making decisions that are consistent over time and that consider the ultimate goals and objectives of the business.
- Presenting an overview of the projected business and information that prospective investors and lenders might want.

The intended use of the plan will influence what format, layout and content are chosen. For example, the sequence and emphasis of the plan may differ when requesting friends or relatives to provide seed capital and/or requesting a bank to provide a working capital line of credit. A venture capitalist may be most interested in long-term return on capital and the price earnings ratio at the time of initial public offering. Banks, on the other hand, may be most interested in the cash flow available to service debt. The plan may be packaged so that the section of most interest to a particular reader can be placed first.

Graphics make many ideas easier to understand. Financial information, for example, may be the best communicated with bar or pie chart. Flow charts may make it easier to understand the steps of manufacturing or design process. Such diagrams make the plan more inviting and easier to comprehend.

While each business plan will be different, depending on the business and what the plan will be used for, the following is an outline of items that might be addressed in a business plan.

GOALS AND OBJECTIVES

- A statement of the goals of the company.
- A list of specific objectives and when they will be accomplished.

PRODUCTS AND SERVICES

- Description of the product line. If the company plans on developing more than one product, how will the promotion and manufacture of one affect the other?
- Proprietary position - patents, copyrights, trademarks, and other legal and technical considerations.
- Requirements of regulatory agencies.
- Comparison of competitor's products.
- Break-even analysis by product.

UNIQUE COMPETITIVE ADVANTAGE

- Management experience or skills.
- Product superiority or price advantage.
- Market advantages, such as large contracts with a major customer or supplier.
- Other advantages, such as proximity to a large market, or proximity of labor supplies, raw materials, energy, transportation or inexpensive labor.

MARKET ANALYSIS

- Description of the target market and an approximation of its size and growth potential.
- Site selection for retail outlets - traffic count, disposable income and other demographic characteristics of surrounding area.
- Industry trends.
- Competitors and analysis of their strengths and weaknesses.

MARKETING STRATEGY

- Specific goals and timetables for market penetration.
- Overall strategy and how this will be affected by the reactions of competitors.
- Relationships with suppliers and distributors and any distribution or licensing agreements.
- Selling policy - selection between sales and leasing, credit payment terms.
- Service arrangements, product support and customer training, and warranty terms.
- Promotion and advertising plans.
- Pricing policy – whether it will be determined by competition or by cost of goods, and how market forces will affect pricing.
- How products will be distributed – licensing, franchising, agency contracts, wholesaling retailing or direct sales.

MANUFACTURING PROCESS

- Materials and components required for products.
- Sources of supply and alternatives if materials become unavailable.
- Production methods.
- Condition of production facilities and equipment.
Executive Summary

If a business plan will be used for presentation to potential lenders or investors, it should be prefaced with an executive summary. This summary is to give the reader an overview of the business plan. It must be well written, brief (two-to-five pages at the most) and to the point. It should include the following:

- Purpose of business plan – for example, to attract investment from venture capitalists.
- Business description; name, location and plant description, products, market and competition, and management expertise.
- Business goals and timetables.
- The market and competition, both current and anticipated, and a discussion of market share.
- Summary of your market strategy.
- Listing of key management personnel and their experience.
- Summary of the unique advantage that will contribute to the success of the business.
- Summary of financial needs and application of funds.
- Payback period, earnings projections and potential return to investors.

Additional Information

Although the summary should ideally catch the reader’s eye and induce the individual to read more, it will be the only thing some of them read. As a result, it should be present your company to potential lenders and investors not only clearly and concisely, but also completely.

If you use the business plan as the basis for applying for a loan from the bank, you may be required to provide additional information about yourself and your personal financial situation. Such additional information items may include credit reference.

Financial Data

- Current audited (or revised) financial statement, if available.
- Three to five year financial projections (first year by quarters; remaining years annually) including profit-and-loss statements, balance sheets, cash flow statement and capital expenditure estimate.
- Explanation of projections (assumptions).
- Start-up, and research and development costs.
- Analysis of capitalization decisions, such as whether to lease or buy equipment.
- Analysis of fixed costs versus those that vary with business or production level.
- Key business ratios with comparison to industry averages.
- Access to funding sources, such as industrial revenue bonds and public sector financing.

Financial Data Continued

- Analysis of cost alternatives, such as subcontracting for production of components rather than producing them in house or contracting with outsiders for financial or other services.
- Explanation of use and effect of new funds.
- Potential return to investors compared to competitors and the industry in general.

Management Plan

- Form of business organization.
- Board of Directors composition.
- Detail of stock ownership, names of stockholders and shares owned. Potential ownership, warrants, rights, and potions should be also discussed.
- Organization chart and responsibilities of officers.
- Experience and background of principles and key employees and any potential problems, such as agreements not to compete.
- Investment involvement of principal.
- Staffing plan/number of employees. Include plans for additions of employees, when they will be needed and the qualifications that will be required.
- Space requirements, facilities plan and planned capital improvements.
- Operating plan and schedule of upcoming work for next one to two years.
- Internal control, accounting, inventory and management reporting systems.

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- Staffing plan/number of employees. Include plans for additions of employees, when they will be needed and the qualifications that will be required.
- Space requirements, facilities plan and planned capital improvements.
- Operating plan and schedule of upcoming work for next one to two years.
- Internal control, accounting, inventory and management reporting systems.
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

ERIE COUNTY FACTS

Population Change 2010-2017

<table>
<thead>
<tr>
<th>Area</th>
<th>2017</th>
<th>2010</th>
<th># Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>CITIES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buffalo</td>
<td>259,574</td>
<td>261,310</td>
<td>-1736</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Lackawanna</td>
<td>18,012</td>
<td>18,141</td>
<td>-129</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Tonawanda</td>
<td>14,392</td>
<td>15,130</td>
<td>-138</td>
<td>-0.9%</td>
</tr>
<tr>
<td>Total Cities</td>
<td>292,576</td>
<td>294,581</td>
<td>-203</td>
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</tr>
<tr>
<td>TOWNS</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alden</td>
<td>10,135</td>
<td>10,865</td>
<td>-730</td>
<td>-6.7%</td>
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<tr>
<td>Amherst</td>
<td>125,024</td>
<td>122,366</td>
<td>2658</td>
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<tr>
<td>Aurora</td>
<td>13,857</td>
<td>13,782</td>
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<td>Boston</td>
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<td>8,023</td>
<td>45</td>
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<td>Brant</td>
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<td>2,065</td>
<td>52</td>
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<td>Cheektowaga</td>
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<td>Clarence</td>
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<td>30,673</td>
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<td>Colden</td>
<td>3,310</td>
<td>3,265</td>
<td>45</td>
<td>1.4%</td>
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<td>Collins</td>
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<td>6,601</td>
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<td>Concord</td>
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<td>8,494</td>
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<td>Eden</td>
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<td>11,317</td>
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<tr>
<td>Evans</td>
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<td>16,356</td>
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<td>Grand Island</td>
<td>20,855</td>
<td>20,374</td>
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<tr>
<td>Hamburg</td>
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<td>56,936</td>
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<td>Holland</td>
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<tr>
<td>Lancaster</td>
<td>43,477</td>
<td>41,604</td>
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<td>Marilla</td>
<td>5,389</td>
<td>5,327</td>
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<tr>
<td>Newstead</td>
<td>8,722</td>
<td>8,594</td>
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<td>North Collins</td>
<td>3,520</td>
<td>3,523</td>
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<tr>
<td>Orchard Park</td>
<td>29,545</td>
<td>29,054</td>
<td>491</td>
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<tr>
<td>Sardinia</td>
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<td>2,775</td>
<td>17</td>
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<td>Tonawanda</td>
<td>73,044</td>
<td>73,567</td>
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<td>Wales</td>
<td>3,032</td>
<td>3,005</td>
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<tr>
<td>West Seneca</td>
<td>45,340</td>
<td>44,711</td>
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<tr>
<td>Total Towns</td>
<td>630,038</td>
<td>622,592</td>
<td>7,446</td>
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<td>RESERVATIONS</td>
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<tr>
<td>Cattaraugus</td>
<td>1,910</td>
<td>1,833</td>
<td>77</td>
<td>4.2%</td>
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<tr>
<td>Tonawanda</td>
<td>4</td>
<td>34</td>
<td>-30</td>
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<tr>
<td>Total Reserve</td>
<td>1,914</td>
<td>1,867</td>
<td>47</td>
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</tr>
<tr>
<td>Erie County</td>
<td>924,530</td>
<td>919,040</td>
<td>5,490</td>
<td>0.6%</td>
</tr>
<tr>
<td>VILLAGES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Village populations are included in Town Totals)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Akron</td>
<td>2,893</td>
<td>2,868</td>
<td>25</td>
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<tr>
<td>Alden</td>
<td>2,587</td>
<td>2,605</td>
<td>-18</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Angola</td>
<td>2,002</td>
<td>2,127</td>
<td>-125</td>
<td>-5.9%</td>
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<tr>
<td>Blasdell</td>
<td>2,631</td>
<td>2,553</td>
<td>78</td>
<td>3.1%</td>
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<tr>
<td>Depew</td>
<td>15,283</td>
<td>15,303</td>
<td>-20</td>
<td>-0.1%</td>
</tr>
<tr>
<td>East Aurora</td>
<td>6,230</td>
<td>6,236</td>
<td>-6</td>
<td>-0.1%</td>
</tr>
<tr>
<td>Farnham</td>
<td>422</td>
<td>382</td>
<td>40</td>
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<tr>
<td>Gowanda (pt.)</td>
<td>2,864</td>
<td>2,709</td>
<td>155</td>
<td>5.7%</td>
</tr>
<tr>
<td>Hamburg</td>
<td>9,603</td>
<td>9,409</td>
<td>194</td>
<td>2.1%</td>
</tr>
<tr>
<td>Kenmore</td>
<td>15,319</td>
<td>15,423</td>
<td>-104</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Lancaster</td>
<td>10,207</td>
<td>10,294</td>
<td>-87</td>
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</tr>
<tr>
<td>North Collins</td>
<td>1,303</td>
<td>1,232</td>
<td>71</td>
<td>5.8%</td>
</tr>
<tr>
<td>Orchard Park</td>
<td>3,177</td>
<td>3,246</td>
<td>-69</td>
<td>-2.1%</td>
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<tr>
<td>Sloan</td>
<td>3,615</td>
<td>3,661</td>
<td>-46</td>
<td>-1.3%</td>
</tr>
<tr>
<td>Springville</td>
<td>4,333</td>
<td>4,296</td>
<td>37</td>
<td>0.9%</td>
</tr>
<tr>
<td>Williamsville</td>
<td>5,263</td>
<td>5,300</td>
<td>-37</td>
<td>-0.7%</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

ERIE COUNTY FACTS

### 2017 POPULATION BY SEX AND AGE
(TOTAL POPULATION - 923,995)

<table>
<thead>
<tr>
<th></th>
<th>#</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Female</td>
<td>476,971</td>
<td>51.6</td>
</tr>
<tr>
<td>Male</td>
<td>447,024</td>
<td>48.4</td>
</tr>
<tr>
<td>Under 9 years</td>
<td>101,230</td>
<td>11.0</td>
</tr>
<tr>
<td>10 to 14 years</td>
<td>54,320</td>
<td>5.9</td>
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<tr>
<td>15 to 24 years</td>
<td>125,574</td>
<td>13.6</td>
</tr>
<tr>
<td>25 to 34 years</td>
<td>127,189</td>
<td>13.8</td>
</tr>
<tr>
<td>35 to 44 years</td>
<td>102,308</td>
<td>11.1</td>
</tr>
<tr>
<td>45 to 54 years</td>
<td>127,361</td>
<td>13.8</td>
</tr>
<tr>
<td>55 to 64 years</td>
<td>130,196</td>
<td>14.1</td>
</tr>
<tr>
<td>65 to 74 years</td>
<td>84,337</td>
<td>9.1</td>
</tr>
<tr>
<td>75 years and over</td>
<td>71,480</td>
<td>7.7</td>
</tr>
</tbody>
</table>

Median Age (years) | 40.3

Source: United States Census Bureau

### HOUSEHOLDS

<table>
<thead>
<tr>
<th></th>
<th>2017 Total</th>
<th>2010 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>386,371</td>
<td>383,164</td>
</tr>
</tbody>
</table>

% Change 2010-17 | 0.84%

Source: United States Census Bureau

### AVERAGE HOUSEHOLD SIZE

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2.32</td>
<td>2.32</td>
</tr>
</tbody>
</table>

Source: United States Census Bureau

### FAMILIES

<table>
<thead>
<tr>
<th></th>
<th>2017 Total</th>
<th>2010 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>229,623</td>
<td>230,009</td>
</tr>
</tbody>
</table>

% Change 2010-17 | -0.002

Source: United States Census Bureau

### UNEMPLOYMENT RATES FOR ERIE COUNTY

<table>
<thead>
<tr>
<th></th>
<th>2018 Rate</th>
<th>2008 Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.90%</td>
<td>5.80%</td>
</tr>
</tbody>
</table>

Source: NYS Department of Labor

### ERIE COUNTY

#### 2017 EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>#</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mgmt., Business, Science, &amp; Arts</td>
<td>173,308</td>
<td>0.39</td>
</tr>
<tr>
<td>Service</td>
<td>82,958</td>
<td>0.19</td>
</tr>
<tr>
<td>Sales and Office</td>
<td>113,696</td>
<td>0.25</td>
</tr>
<tr>
<td>Nat. Resources, Construction, &amp; Maint.</td>
<td>28,047</td>
<td>0.06</td>
</tr>
<tr>
<td>Production, Trans., &amp; Material Moving</td>
<td>50,383</td>
<td>0.11</td>
</tr>
</tbody>
</table>

Total | 448,392 | 1.00

Source: U.S. Census Bureau

### MAJOR PRIVATE SECTOR EMPLOYEES

(FULL-TIME EMPLOYEES IN WNY)

- Kaleida | kaleidahealth.org | 8,113
- Catholic Health | chsbuffalo.org | 7,347
- M&T Bank | mtb.com | 7,000
- Tops Friendly Markets | topsmarkets.com | 8,423
- Seneca Gaming Corp. | senecacasinos.com | 4,000
- Wegmans Food Markets Inc. | wagmans.com | 3,377
- HSBC Bank USA NA | us.hsbc.com | 3,190
- Roswell Park Cancer Institute | roswellpark.org | 3,157
- GEICO | geico.jobs | 3,060
- People, Inc. | people-inc.org | 2,675
- Moog Inc. | moog.com | 2,500
- Dresser-Rand Co. | dresser-rand.com | 2,200
- Citibank NA | citibank.com | 1,800
- GM Powertrain - Tonawanda Engine Plant | gm.com | 1,700
- Ingram Micro | ingrammicro.com | 1,694

Source: Business First Book of Lists, 2018

### WEB SITES FOR REGIONAL INFORMATION, LABOR MARKET INFORMATION AND DEMOGRAPHICS

- Department of Labor | https://www.labor.ny.gov/home/
- Invest Buffalo Niagara | https://buffaloniagara.org/
- U.S. Census Bureau | http://factfinder.census.gov
- WNY Regional Information Network | https://www.e1b.org/wnyric