ERIE COUNTY
BUSINESS ASSISTANCE
DIRECTORY

Erie County Business Assistance Directory

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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.

GUIDE TO ALPHABETICAL AGENCY INDEX

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.

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Wiktor, Corey R. | 716-699-2005 | Cattaraugus County IDA | P. 46
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GUIDE TO SUBJECT INDEX

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.

Buffalo Niagara Enterprise (BNE)
Tel: 716-842-1330, ext. 452 | http://www.buffaloniagara.org
665 Main Street, Suite 200 | Buffalo, NY 14203
Thomas A. Kucharski, President & CEO, Page 13

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

Erie County Gov. - Dept. of Environment and Planning
Tel: 716-858-8390 | http://www.erie.gov/environment
Edward A. Rath County Office Building |
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Maria Whyte, Commissioner | Page 16

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

ECONOMIC DEVELOPMENT - INDUSTRIAL DEVELOPMENT AGENCIES

Authorizes industrial revenue bonds for eligible industrial and commercial projects. Provides financial and technical assistance.

Amherst Industrial Development Agency (AIDA)
Tel: 716-688-9000 | http://www.amherstida.com
4287 Main Street | Amherst, NY 14226
James J. Allen, Executive Director | Page 12

Clarence Industrial Development Agency
Tel: 716-741-0149
1 Town Place | Clarence, NY 14031
David Hartzell, Chairman | Page 14

Concord Industrial Development Agency
Tel: 716-592-3321
PO Box 368, 86 Franklin St. | Springville, NY 14141
Gary Eppolito, Chairman | Page 15

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
143 Genesee Street| Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

Hamburg Industrial Development Agency (HIDA)
Tel: 716-648-4145 | http://www.townofhamburgny.com/hida.html
6100 South Park Ave. | Hamburg, NY 14075
Michael Bartlett, Executive Director | Page 18

Lancaster Industrial Development Agency (LIDA)
Tel: 716-683-1610 | http://www.lancasterny.com
21 Central Avenue | Lancaster, NY 14086
Robert H. Giza, Chairman | Page 19

ECONOMIC DEVELOPMENT - OTHER AGENCIES

Provides financial and/or technical assistance.

Eden Economic Development, Town of
Tel: 716-992-3408
2795 E. Church Street | Eden, NY 14057
Ed Krycia, Chairman, Economic Advisory Comittee| Page 15

Evans Community Development, Town of
Tel: 716-549-3915
8787 Erie Road | Angola, NY 14006
Lori A. Szewczyk, Director of Community Dev. | Page 17

Lackawanna Community Development Corp. (LCDC)
Tel: 716-823-5124 | http://www.lackawannany.com
640 Ridge Road | Lackawanna, NY 14218
Nicholas W. Monafo, Executive Director | Page 18

Lancaster Village Partnership – Development Corp.
Tel: 716-601-1098 | http://www.lancastervillage.org/partnership.htm
Municipal Building, 5423 Broadway | Lancaster, NY 14086
Jeffrey Stribing, Director of Community Development| Page 19

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 19

New York State (NYS) Dept. of Transportation (DOT)
Tel: 716-847-3238 | http://www.dot.state.ny.us
100 Seneca Street | Buffalo, NY 14203
Darrell F. Kaminski, Acting Regional Director | Page 20

Office of Urban Initiatives, Inc. (OUI)
Tel: 716-829-2133
State Univ. at NY | 3435 Main St., 201 Hayes Hall | Buffalo, NY 14214
Dr. Henry Louis Taylor, Jr., President | Page 21

Orchard Park Economic Development Committee
Tel: 716-662-0236 | http://www.orchardparkny.org/town/comittees/business
3623 Eggert Road | Orchard Park, NY 14127
John C. Bailey, Esq., Chairman | Page 21

Tonawanda Development Corporation, Town of (TTDC)
Tel: 716-871-8072 | http://www.tonawanda.com
169 Sheridan Parkside Drive | Tonawanda, NY 14150
Robert L. Dimmig, Executive Director | Page 22

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 22

UB The Center for Industrial Effectiveness (TCIE)
Tel: 716-645-8800, x23 | http://www.tcie.buffalo.edu
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228
Tim Leyh, Director of Business Development | Page 24

EMPIRE ZONES

Empire State Development Corporation (ESD)
Tel: 716-846-8200 | http://www.empire.state.ny.us
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

Lackawanna Community Development Corp. (LCDC)
Tel: 716-823-5124 | http://www.lackawannany.com
640 Ridge Road | Lackawanna, NY 14218
Nicholas Monafo, Executive Director | Page 18

Tonawanda Development Corporation, Town of (TTDC)
Tel: 716-871-8072 | http://www.tonawanda.com
169 Sheridan Parkside Drive | Tonawanda, NY 14150
Robert L. Dimmig, Executive Director | Page 22

EDUCATION AND TRAINING RESOURCE

Also See Workforce Development Resources – Page 11

Canisius College Center for Professional Development
Tel: 716-888-8490 | http://www.canisius.edu/cpd
Canisius Ctr. at Amherst, 300 Corporate Pkway. | Amherst, NY 14226
Maureen Millane-Rusk, Assoc. Dean - External Bus. Programs | P. 14
***Also see Canisius College Women's Business Center on Page 14**

Chambers of Commerce
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Empire State Development Corporation (ESD)
Tel: 716-846-82001 | http://www.empire.state.ny.us
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

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 | Pg. 15

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

Office of Urban Initiatives, Inc. (OUI)
Tel: 716-829-2133
State Univ. at NY | 3435 Main St., 201 Hayes Hall | Buffalo, NY 14214
Dr. Henry Louis Taylor, Jr., President | Page 21

SCORE
Tel: 716-551-4301 | http://buffaloniagara.score.org
130 South Elmwood Avenue | Suite 540 | Buffalo, NY 14202 | P. 21

Small Business Development Center (SBDC)
Tel: 716-878-4030 | http://www.nys-sbdc.suny.edu
Buffalo State College, Cleveland Hall 206 |
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director | Page 21

U.S. Small Business Administration (SBA)
Tel: 716-551-4301| http://www.sba.gov/regions/states/ny/buff.html
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin Sciortino, District Director | Page 22

UB Center for Entrepreneurial Leadership (CEL)
Tel: 716-885-5715 | http://www.mgt.buffalo.edu/cel
Tom Ulbrich, Executive Director | Page 23

UB Regional Institute
Tel: 716-878-2440 | http://www.regional-institite.buffalo.edu
Beck Hall | 77 Goodell Street, Suite 302 | Buffalo, NY 14203
Kathryn A. Foster, Director | Page 23

UB Office of Science, Technology Transfer and Economic Outreach (STOR)
Tel: 716-645-5500 | http://www.stor.buffalo.edu
1576 Sweet Home Road | Amherst, NY 14228
Dr. Robert J. Genco, D.D.S. & Ph.D., Vice Provost & Dir. | P. 23

ENGINEERING ASSISTANCE

UB Engineering Student Employment Program
Tel: 716-645-2771, x1101 | http://www.eng-intern.buffalo.edu
412 Bonner Hall | UB North Campus | Buffalo, NY 14260
Harvey G. Stenger Jr., PE, Dean and Professor| Page 23

UB The Center for Industrial Effectiveness (TCIE)
Tel: 716-645-8800, x23 | http://www.tcie.buffalo.edu
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228
Tim Leyh, Director of Business Development | Page 24

ENVIRONMENTAL RESOURCES

Empire State Development Corporation (ESD)
Tel: 716-846-8200 | http://www.empire.state.ny.us
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

Erie County Gov. - Dept. of Environment and Planning Division of Planning and Environmental Compliance
Tel: 716-858-6370 | http://www.erie.gov/environment
Edward A. Rath County Office Building
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Darren E. Kempner, CPA, MUP, Deputy Commissioner | P. 16

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

NYS Dept. of Environmental Conservation (DEC)
Tel: 716-851-7200 |http://www.dec.state.ny.us
270 Michigan Avenue | Buffalo, NY 14203
Abby M. Snyder, Regional Director | Page 20

U.S. Army Corps of Engineers
Tel: 716-879-4104 | http://www.lrb.usace.army.mil
1776 Niagara Street | Buffalo, NY 14207
LTC Stephen H. Bales, District Commander | Page 22

EXPORT - CULTURAL INFORMATION, INTERPRETING AND/OR TRANSLATION RESOURCES

International Institute of Buffalo New York, Inc.
Tel: 716-883-1900 | http://www.iibuff.org
864 Delaware Avenue | Buffalo, NY 14209
Eva Hassett, Executive Director | Page 18

UB World Languages Program
Tel: 716-645-2177 | http://linguistics.buffalo.edu/language_programs
University at Buffalo | 609 Baldy Hall | Buffalo, NY 14260
David Fertig, Director | Page 23

EXPORT - FINANCE AND/OR INFORMATIONAL RESOURCES

Buffalo & Fort Erie Public Bridge Authority
Tel: 716-884-6744, x226 | 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
PO Box 130 | Lancaster, NY 14086
Barbara Saieva, President | Page 14

Canadian Consulate General
Tel: 716-858-9500 | http://www.buffalo.gc.ca
3000 HSBC Center | Buffalo, NY 14203-2884
Marta Moszczenska, Consul General | Page 14

Empire State Development Corporation (ESD)
Tel: 716-846-8200 | http://www.empire.state.ny.us
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

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 | Pg. 15

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer
Maryann Stein, Director of International Programs | Page 17

Small Business Development Center (SBDC)
Tel: 716-878-4030 | http://www.nys-sbdc.suny.edu
Buffalo State College, Cleveland Hall 206
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director | Page 21

U.S. Citizenship and Immigration Services
Tel: 716-551-4741, x3900 | http://uscis.gov
130 Delaware Avenue | Buffalo, NY 14202
M. Frances Holmes, District Director | Page 22

U.S. Customs and Border Protection
Tel: 716-626-0400 | http://www.cbp.gov
4455 Genesee Street | Buffalo, NY 14225
James Engleman, Director of Field Operations| Page 22

U.S. Department of Commerce
Tel: 716-551-4191 | http://www.buyusa.gov/buffalo
130 South Elmwood Avenue, Suite 530 | Buffalo, NY 14202
James Mariano, Director | Page 22

U.S. Small Business Administration (SBA)
Tel: 716-551-4301| http://www.sba.gov/regions/states/ny/buff.html
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin Sciortino, District Director | Page 22

World Trade Center Buffalo Niagara (WTCBN)
Tel: 716-852-7160 | http://www.wtcbn.org
725 Main Street | Buffalo, NY 14203
Chris Johnston, President | Page 25

FOREIGN TRADE ZONES (FTZ)

Erie County Gov. - Dept. of Environment and Planning Division Economic Development
Tel: 716-858-6370 | http://www.erie.gov/environment
Edward A. Rath County Office Building |
95 Franklin Street | Buffalo, NY 14202
Daniel D. Barry, Dep. Com. of Economic Development
Kenneth J. Swanekamp, Dir. of Business Assistance | Page 16

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer
Maryann Stein, Director of International Programs | Page 17

U.S. Customs and Border Protection
Tel: 716-626-0400 | http://www.cbp.gov
4455 Genesee Street | Buffalo, NY 14225
James Engleman, Director of Field Operations | Page 22

WNY Foreign Trade Zones Operators, Inc.
Tel: 716-823-2142 | http://www.wnyftz.com
10 North Gates Avenue | Lackawanna, NY 14218
Timothy J. Palisano, Vice President | Page 24

GOVERNMENT ASSISTANCE - COUNTY

Government – Local Elected Officials
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Mayors and Supervisors – See Pages 32-36

Government – Quick Reference Index
See Pages 42-43 for contact information on many County Departments.

***Also see Pages 15 and 16** 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)
Tel: 716-846-8200 | http://www.empire.state.ny.us
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

Government - State
New York State (NYS) Governor – See Page 36
New York State Legislature - See Pages 37-39

Governor's Office of Regulatory Reform (GORR)
Tel: 518-486-3292 | http://www.gorr.state.ny.us
Agency Bldg. 1 – 4th Floor | Empire State Plaza, PO Box 2107 | Albany, NY 12220-0107
Robert Hermann, Director | Page 17

NYS Dept. of Environmental Conservation (DEC)
Tel: 716-851-7200 |http://www.dec.state.ny.us
270 Michigan Avenue | Buffalo, NY 14203
Abby M. Snyder, Regional Director | Page 20

New York State Department of Labor (DOL)
Tel: 716-851-2750 | http://www.labor.state.ny.us
290 Main Street | Buffalo, NY 14202
Carolyn Bright, Business Service Rep. | 716-851-2753
John Slenker, Regional Economist | 716-851-2742 | Page 20

New York State Department of Transportation (DOT)
Tel: 716-847-3238 | http://www.dot.state.ny.us
100 Seneca Street | Buffalo, NY 14203
Darrell F. Kaminski, Acting Regional Director | Page 20

NYS Energy Research & Development Authority (NYSERDA)
Tel: 716-842-1522, | http://www.nyserda.org/
726 Exchange Street, Suite 821 | Buffalo, New York 14203
Kelly Tyler, Senior Project Manager – Econ. Development | P. 20

GOVERNMENT ASSISTANCE - FEDERAL

Government - Federal
United States Congress, Page 40-41

United States (U.S.) Army Corps of Engineers
Tel: 716-879-4104 | http://www.lrb.usace.army.mil
1776 Niagara Street | Buffalo, NY 14207
LTC Stephen H. Bales, District Commander | Page 22

U.S. Citizenship and Immigration Services
716-551-4741, x3900 | http://uscis.gov
130 Delaware Avenue | Buffalo, NY 14202
M. Frances Holmes, District Director | Page 22

U.S. Customs and Border Protection
Tel: 716-626-0400 | http://www.cbp.gov
4455 Genesee Street | Buffalo, NY 14225
James Engleman, Director of Field Operations | Page 22

U.S. Department of Commerce
Tel: 716-551-4191 | http://buyusa.gov/buffalo
130 South Elmwood Avenue, Suite 530 | Buffalo, NY 14202
James Mariano, Director | Page 22

U.S. Small Business Administration (SBA)
Tel: 716-551-4301| http://www.sba.gov/regions/states/ny/buff.html
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin Sciortino, District Director | Page 22

INDUSTRY ASSOCIATIONS, LOBBYING AND NETWORKING GROUPS

Offers networking opportunities for businesses to learn from other businesses in areas of exporting, government, manufacturing, real estate and technology.

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
169 Bullis Road | Cowlesville, NY 14037
Chris Sansone, President | Page 13

Buffalo World Trade Association
Tel: 716-685-1781
PO Box 130 | Lancaster, NY 14086
Barbara Saieva, President | Page 14

Business Council of New York State, Inc.
Tel: 518-465-7511 | http://www.bcnys.org
152 Washington Avenue | Albany, NY 12210
Heather Briccetti, President – CEO | Page 14

Chambers of Commerce
See Pages 26-27

Greater Buffalo Building Owners & Mgrs. Assoc. (BOMA)
Tel: 716-856-3801 | http://www.bomabuffalo.com
465 Main Street, Suite 130 | Buffalo, NY 14203
Jennifer Aiple, Executive Director | Page 17

World Trade Center Buffalo Niagara (WTCBN)
Tel: 716-852-7160 | http://www.wtcbn.org
725 Main Street | Buffalo, NY 14203
Chris Johnston, President | Page 25

MINORITY/WOMEN BUSINESS ASSISTANCE

Canisius College Women's Business Center
Tel: 716-888-8280 | http://www.canisius.edu/wbc
2365 Main Street | Buffalo, New York 14214
Melinda Rath Sanderson, Executive Director | P. 14
***Also see Canisius College Center for Professional Development on Page 14**

Empire State Development Corporation (ESD)
Tel: 716-846-8200 | http://www.empire.state.ny.us
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

EC Gov. - Div. of Equal Employment Opportunity (EEO)
Tel: 716-858-7542 | http://www.erie.gov/depts/eeo
Edward A. Rath County Office Building
95 Franklin Street, Room 1652 | Buffalo, NY 14202
William Lobbins, Director | Page 16

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Offier | Page 17

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 19

Office of Urban Initiatives, Inc. (OUI)
Tel: 716-829-2133 ext. 212
State University at NY
3435 Main Street, 201 Hayes Hall | Buffalo, NY 14214
Dr. Henry Louis Taylor, Jr., President | Page 20

Small Business Development Center (SBDC)
Tel: 716-878-4030 | http://www.nys-sbdc.suny.edu
Buffalo State College, Cleveland Hall, 206
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director | Page 21

U.S. Small Business Administration (SBA)
Tel: 716-551-4301| http://www.sba.gov/regions/states/ny/buff.html
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, District Director | Page 22

Upstate New York Regional Minority Purchasing Council, Inc. (UNYRMPC)
Tel: 716-541-1734 | http://www.unyrmpci.org
665 Main Street, Suite 200 | Buffalo, NY 14207
Linda Terrell, President/CEO | Page 24

PLANNING AND ZONING INFORMATION

Buffalo Niagara Enterprise (BNE)
Tel: 716-842-1724 | http://www.buffaloniagara.org
665 Main Street, Suite 200 | Buffalo, NY 14203
Thomas A. Kucharski, President & CEO, Page 13

Erie County Gov. - Dept. of Environment and Planning Division of Planning and Environmental Compliance
Tel: 716-858-8390 | http://www.erie.gov/environment
Edward A. Rath County Office Building |
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Darren E. Kempner, CPA, MUP, Deputy Comm. | P. 16

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, PMP, Executive Director | Page 18

United States (U.S.) Army Corps of Engineers
Tel: 716-879-4104 | http://www.lrb.usace.army.mil
1776 Niagara Street | Buffalo, NY 14207
LTC Stephen H. Bales, District Commander | Page 22

UB Regional Institute
Tel: 716-878-2440 | http://www.regional-institite.buffalo.edu
University at Buffalo | UB Downtown Gateway
77 Goodell Street, Suite 302 | Buffalo, NY 14203
Kathryn A. Foster, Director | Page 23

UB National Center for Geographic Information and Analysis (NCGIA)
Tel: 716-645-2545 | http://www.geog.buffalo.edu/ncgia
University at Buffalo
Wilkeson Quad Room 301 | Buffalo, NY 14261
Dr. David M. Mark, Director of NCGIA | Page 23

SMALL BUSINESS/START-UP - TECHNICAL BUSINESS ASSISTANCE

See Small Business Reference Section on Page 45 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, Facility Director | Page 12

Buffalo Niagara Convention and Visitors Bureau (CVB)
Tel: 716-852-0511 | http://www.visitbuffaloniagara.com
617 Main Street, Suite 200 | Buffalo, NY 14203-1496
Dottie Gallagher-Cohen, President - CEO | Page 12

Buffalo Place, Inc.
Tel: 716-856-3150 | http://www.buffaloplace.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
Hamburg Fairgrounds | 5600 McKinley Pkwy | Hamburg, NY 14075
Dennis Lang, Manager | Page 18

WNY Events Centre
Tel: 716-759-6300 | http://www.eventcentre.net
11163 Main Street | Clarence, NY 14031
Nick Karnavas, General Manager | Page 24

TRANSPORTATION RELATED

Buffalo & Fort Erie Public Bridge Authority
Tel: 716-884-6744, x226 | http://www.peacebridge.com
One Peace Bridge Plaza | Buffalo, NY 14213
Ron Rienas, General Manager | Page 12

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, PMP, Executive Director | Page 18

New York State Department of Transportation (DOT)
Tel: 716-847-3238 | http://www.dot.state.ny.us
100 Seneca Street | Buffalo, NY 14203
Darrell F. Kaminski, Acting Regional Director | Page 20

Niagara Frontier Transportation Authority (NFTA)
Tel: 716-855-7300 | http://www.nfta.com
181 Ellicott Street | Buffalo, NY 14203
Lawrence M. Meckler, Executive Director | Page 21

UTILITIES - ENERGY, SEWER, & WATER

Erie County Gov. - Dept. of Environment and Planning
Division of Sewerage Mgmt.
Tel: 716-858-8383 | http://www.erie.gov/environment/index
Edward A. Rath County Office Building
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Michael J. Quinn, P.E., Dep. Com. for Sewerage Mgmt. | Page 16

Erie County Water Authority (ECWA)
Tel: 716-849-8484 | http://www.ecwa.org/index.htm
350 Ellicott Square Building | 295 Main Street | Buffalo, NY 14203
Robert A. Mendez, Executive Director | Page 17

National Fuel
Tel: 716-686-6123 | http://www.natfionalfuelgas.com
6363 Main Street | Williamsville, NY 14221 | Page 19

New York State Electric & Gas Corporation (NYSEG)
Tel: 607-762-4022 | http://www.nyseg.com/
P.O. Box 5224 | 18 Link Drive | Binghamton, NY 13902
Paul Huonker, Regional Mgr. Econ. Dev. | P. 20

NYS Energy Research & Development Authority (NYSERDA)
Tel: 716-842-1522 | http://www.nyserda.org/
726 Exchange Street, Suite 821 | Buffalo, New York 14203
Kelly Tyler, Senior Project Manager – Econ. Dev. | Page 20

WORKFORCE DEVELOPMENT RESOURCES

Empire State Development Corporation (ESD)
Tel: 716-846-8200 | http://www.empire.state.ny.us
95 Perry Street, Suite 500 | Buffalo, NY 14203
Christina Orsi, Regional Director, Page 15

New York State Department of Labor (DOL)
Tel: 716-851-2750 | http://www.labor.state.ny.us
290 Main Street | Buffalo, NY 14202
Carolyn Bright, Business Service Rep. | Page 20

UB The Center for Industrial Effectiveness (TCIE)
Tel: 716-645-8800 | http://www.tcie.buffalo.edu
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228
Tim Leyh, Director of Business Development | Page 24

Workforce Development Consortium, Inc. - Buffalo and Erie County (WDC)
Business Services Department
Tel: 716-819-9845 | http://www.wdcinc.org/Business/default.asp
726 Exchange Street, Suite 630 | Buffalo, New York 14210
Timothy Doolittle, Administrative Director | Page 25

Job Seeker Services - One Stop Career Centers

Buffalo Employment and Training Center (BETC)
Tel: 716-856-5627 | http://www.workforcebuffalo.org/
77 Goodell Street | Buffalo, NY 14203 | Page 25

ECC Employment and Training Center
Tel: 716-825-2525 | http://www.ecconestop.org/
3176 Abbott Road | Orchard Park, NY 14127 | Page 25

Workforce Investment Board, Inc., Buffalo and Erie County (WIB)
Tel: 716-504-1480 | http://www.becwib.org
726 Exchange Street, Suite 632 | Buffalo, New York 14210
James Finamore, Executive Director | Page 25

VENTURE CAPITAL RESOURCES

Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17

WNY Business Development Fund
Tel: 716-636-3626
726 Exchange Street, Suite 620 | Buffalo, New York 14210
Jack McGowan, Professional Business Advisor | Page 24

WNY Venture Association
Tel: 716-636-3626 | http://www.wnyventure.com
726 Exchange Street, Suite 620 | Buffalo, New York 14210 | Page 25

Amherst Industrial Development Agency (AIDA)

http://www.amherstida.com

4287 Main Street
Amherst, NY 14226

James J. Allen, Executive Director
David S. Mingoia, Deputy Director
Laure A. Manuszewski, Director of Administrative Services

Telephone: 716-688-9000
Fax: 716-688-0205
E-mail: jallen@amherstida.com
dmingoia@amherstida.com
laure@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 Rd.
Colden, NY 14033

Marilyn Calhoun-Allen, Executive Director

Telephone: 716-941-3647
Email: assocofecgov@roadrunner.com

Networking group of local elected officials for Erie County.

Buffalo & Fort Erie Public Bridge Authority

http://www.peacebridge.com

1 Peace Bridge Plaza
Buffalo, NY 14213

Ron Rienas, General Manager

Telephone: 716-884-6744
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 Convention Center (BCC)

http://www.buffaloconvention.com

Convention Center Plaza
Buffalo, NY 14202

Paul Murphy, Facility Director

Telephone: 716-855-5555 or 1-800-995-7570
Fax: 716-855-3158
E-mail: info@buffaloconvention.com

Versatile site for conventions and trade shows. Has 64,410-sq. ft. of exhibit space.

Buffalo Niagara Convention and Visitors Bureau (CVB)

http://www.visitbuffaloniagara.com

617 Main Street, Suite 200
Buffalo, NY 14203

Dottie Gallagher-Cohen, President and CEO
Michael Even, Vice President of Sales and Services
Edward J. Healy, Vice President of Marketing
Leah Mueller, Director of Tourism Sales

Telephone: 716-852-0511 or 1-800-283-3256
Fax: 716-852-0131
E-mail: 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).

Buffalo Niagara Enterprise (BNE)

http://www.buffaloniagara.org

665 Main Street
Buffalo, NY 14203

Thomas A. Kucharski, President & CEO

Telephone: 716-842-1330, ext. 452, or
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

BNE'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 –

BNE 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.

Buffalo Niagara Manufacturing Alliance (BNMA)

http://www.bnmalliance.com

169 Bullis Road
Cowlesville, NY 14037

Chris Sansone, President

Telephone: 716-870-7084
Email: chriss@bnmalliance.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.

Buffalo Niagara Partnership

http://www.thepartnership.org

665 Main Street Suite 200
Buffalo, NY 14203

Andrew J. Rudnick, President & CEO

Telephone: 716-852-7100
Fax: 716-852-2761
Email: arudnick@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
Peggy Beardsley, Associate Director

Telephone: 716-856-3150
Fax: 716-852-8490
E-mail: mschmand@buffaloplace.com
pbeardsley@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.ecidany.com/budc-home

143 Genesee Street
Buffalo, NY 14203

Peter M. Cammarata, President – ext. 130
David A. Stebbins, Vice President – ext. 114
Telephone: 716-856-6525
Fax: 716-856-6754

BUCD 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)

Housing Office

920 City Hall
Buffalo, NY 14202

Telephone: 716-851-5035
Fax: 716-854-0172

Real Estate Office

901 City Hall
Buffalo, NY 14202

John Hannon, Director

Telephone: 716-851-5275
Fax: 716-851-5590
Email: jhannon@city-buffalo.com

The Buffalo Urban Renewal Agency (BURA) is a public benefit corporation that was formed by an act of New York State Legislature in 1966. Its corporate purpose includes the general planning and operation of various urban renewal programs designed to prevent or eliminate blight and deterioration in the City of Buffalo.

Buffalo World Trade Association

http://www.bwta.us

PO Box 130
Lancaster, NY 14086

Barbara Saieva, President

Telephone: 716-685-1781
Email: ExecSec@bwta.us

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 and CEO – ext. 203

Telephone: 518-465-7511 or 1-800-358-1202
Fax: 518-465-4389
E-mail: heather.briccetti@bcnys.org

Private sector lobbying group for New York State businesses.

Canadian Consulate General

http://www.canadainternational.gc.ca/buffalo/

3000 HSBC Center
Buffalo, NY 14203-2884

Marta Moszczenska, Consul General
Nancy Bernard, Consul and Senior Trade Comm.

Telephone: 716-858-9500
Fax: 716-852-4340
Email: bfalo@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 and Women's Business Center

http://www.canisius.edu/cpd/
http://www.canisius.edu/wbc/

Center for Professional Development

Canisius Amherst Conference Center
300 Corporate Pkwy.
Amherst, NY 14226

Stephanie Q. Cattarin, Executive Director

Telephone: 716-888-8490
Fax: 716-888-8495
E-mail: diatia@canisius.edu

Utilizes resources for company consultation, training, research, and educational needs necessary to train an effective workforce.

Women's Business Center

Canisius College - Demerly Hall
2365 Main Street
Buffalo, NY 14214

Melinda Rath Sanderson, Executive Director

Telephone: 716-888-8280
Fax: 716-888-8284

Uses faculty, local entrepreneurs and professional experts to enhance the growth of new and established businesses by offering programs, workshops, and individual coaching.

Clarence Industrial Development Agency

http://www.erie.gov/clarence/depts_tcida.asp

One Town Place
Clarence, NY 14031

David Hartzell, CIDA Chairman

Telephone: 716-741-8930
Fax: 716-741-4715
Email: dhartzell@clarence.ny.us

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Clarence.

Concord Industrial Development Agency

http://www.concordida.com

86 Franklin Street, P.O. Box 368
Springville, NY 14141

Gary Eppolito, Chairman
Paul R. Leon, Concord IDA Consultant

Telephone: 716-592-3321
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 E. Church Street
Eden, NY 14057

Ed Krycia, Chairman, Economic 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

Christina Orsi, Regional Director

Telephone: 716-846-8200
Fax: 716-846-8260
Email: nys-westernny@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

Thomas P. Dee, President
Sam Hoyt, Interim Chair
Telephone: 716-846-8200
Fax: 716-846-8262

The ECHDC is a subsidiary agency of Empire State Development (ESD). Its vision is to revitalize Western New York'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 Government
Buffalo & 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.

Erie County Government
County Clerk's Office

http://www.erie.gov/clerk/

92 Franklin Street
Buffalo, NY 14202

Christopher L. Jacobs, County Clerk

Telephone: 716-858-8785
716-858-7450 (Auto Bureau)
Fax: 716-858-6550
Email: ErieCountyClerkOffice@erie.gov

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 transactions related to corporate filings, assumed names, and Supreme Court and County Court papers. The County Clerk's Office also issues driving, hunting, and fishing licenses as an agent for the State.

Erie County Government
Department of Environment and Planning

http://www.erie.gov/environment/

Edward A. Rath County Office Building
95 Franklin Street, 10th Floor
Buffalo, NY 14202

Maria R. Whyte, 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 Planning and Economic Development

Thomas J. Dearing,
Dep. Com. of Planning and Economic Development

Dale J. Morris, Director, GIS
Kenneth J. Swanekamp, Dir. of Business Assistance
Christopher Pawenski, Coordinator - Industrial Services
Telephone: 716-858-8390
Fax: 716-858-7248

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.

Economic Development 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.

Erie County Government
Department of Environment and Planning (Cont.)

Division of Environmental Compliance Services

Thomas R. Hersey,
Dep. Com of Environmental Compliance Services

Bonnie Lawrence, Coor. ,Pollution Prevention Prog.
Paul B. Kranz, P.E., CSSGB, Associate Engineer
Telephone: 716-858-6370
Fax: 716-858-7713

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 Sewerage Management

Michael J. Quinn, P.E.,
Dep. Com. of Sewerage Mgmt.

James A. Carr, P.E., Asst. Dep. Com. for Sewerage Mgmt.
Michelle Battaglia, Asst. Dep. Com. for Sewerage Mgmt.
Telephone: 716-858-8383
Fax: 716-858-6257

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 Government
Division of Equal Employment Opportunity (EEO)

http://www.erie.gov/depts/eeo/

Edward A. Rath County Office Building
95 Franklin Street, Room 625
Buffalo, NY 14202

Jesse R. Burnette, Director
Telephone: 716-858-7542
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 Industrial Development Agency (ECIDA)

http://www.ecidany.com

143 Genesee Street
Buffalo, NY 14203

Alfred Culliton, Chief Operating Officer – ext. 126
John Cappellino, Exec. VP – ext. 118
Grant Lesswing, Business Dev. Officer – ext. 138
Beth O'Keefe, Business Dev. Officer – ext. 158
Telephone: 716-856-6525
Fax: 716-856-6754
E-mail: acullito@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.

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.

Erie County Water Authority (ECWA)

http://www.ecwa.org

Ellicott Square Building
295 Main Street, Room 350
Buffalo, NY 14203

Robert A. Mendez, Executive Director
Wesley C. Dust, P.E., Executive Engineer

Telephone: 716-849-8444
Fax: 716-849-8467
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.

Evans Community Development, Town of

http://www.townofevans.org/departments/commdev.html

8787 Erie Road
Angola, NY 14006

Lori A. Szewczyk, Director of Community Dev.

Telephone: 716-549-3915
Fax: 716-549-0456

Provides assistance to existing and new businesses interested in locating in the Town of Evans.

Fairgrounds Event Center

http://www.the-fairgrounds.com/the-fairgrounds/facilities

Hamburg Fairgrounds
5600 McKinley Parkway
Hamburg, NY 14075

Dennis Lang, Manager
Telephone: 716-649-3900
Fax: 716-649-4687
Email: amathews@ecfair.org

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

Governor's Office of Regulatory Reform (GORR)

http://www.gorr.state.ny.us

Agency Building 1—4th Floor
Empire State Plaza, P.O. Box 2107
Albany, NY 12220-0107

Robert Hermann, Director
Amelia Stern, Acting Director and Counsel

Telephone: 518-486-3292
Fax: 518-473-9962
Email: permits@gorr.state.com

Offers permit assistance and general information regarding regulatory reform. For permit assistance only, call 1-800-342-3464; or visit online permit database listed above.

LOCAL PERMITS

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.

Greater Buffalo Building Owners & Managers Association (BOMA)

http://www.bomabuffalo.com

465 Main Street, Suite 130
Buffalo, NY 14203

Jennifer Aiple, Executive Director

Telephone: 716-856-3801
Fax: 716-843-8607
E-mail: 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, PMP, Executive Director

Telephone: 716-856-2026
Fax: 716-856-3203
E-mail: 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.

Hamburg - Development Corporation & Industrial Development Agency (HIDA)

http://www.hamburgida.com

6100 South Park Avenue
Hamburg, NY 14075

Michael J. Bartlett, Executive Director
Telephone: 716-648-4145
Fax: 716-648-0151
E-mail: hamburgida@townofhamburgny.com

Provides small business loans, and authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Hamburg.

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
E-mail: 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 Institute of Buffalo New York, Inc.

http://www.iibuff.org

864 Delaware Avenue
Buffalo, NY 14209

Eva Hassett, Executive Director

Telephone: 716-883-1900
Fax: 716-883-9529
E-mail: 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.

Lackawanna Community Development Corporation (LCDC) and Lackawanna Housing Development Corporation (LHDC)

http://www.lackawannachamber.com/eco_dev

640 Ridge Road
Lackawanna, NY 14218

Nicholas W. Monafo, Executive Director
Telephone: 716-823-5124
Fax: 716-823-5947
Email: LDHCorp@aol.com

The Lackawanna Community Development Corporation (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 of Lackawanna. The LCDC also assists existing Empire Zone companies.

The Lackawanna Housing Development Corporation (LHDC), a not-for-profit housing corporation, was founded in 1990 as an associated corporation of the Lackawanna Community Development Corporation (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.

Lancaster Community Development Corporation, Village of

http://www.lancastervillage.org

Municipal Building
5423 Broadway
Lancaster, NY 14086

Jeffrey Stribing, Director of Community Development

Telephone: 716-601-1098
Fax: 716-684-4830
Email: jstribing@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 70,000sq. ft. Lancaster Mall.

Lancaster Industrial Development Agency, Town of (LIDA)

http://www.lancasterny.com/lida/intro.html

21 Central Avenue
Lancaster, NY 14086

Robert H. Giza, Chairman

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

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Lancaster.

National Fuel

http://www.natfuel.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. Offers a discounted rate within a New York State Empire Zone for qualified customers.

National Grid

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

Economic Development Department
300 Erie Boulevard West, Suite A2
Syracuse, NY 13202

Brian R. Anderson, Lead Economic Developer
Mary Grace Welch, CEM, Lead Econ. Dev. Rep, WNY Region

Telephone: 315-428-5140 (Anderson)
716-831-7752 (Welch)
Fax: 315-428-3419
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 Business Development Corporation (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
E-mail: mtaylor@nybdc.com

NYBDC was created by an act of the NY State Legislature in 1955. NYBC is privately owned, managed and funded by banks across the state with the mandate of promoting employment and economic development. This is done through long term loans to creditworthy small and 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 (NYS) Department of Environmental Conservation (DEC)

http://www.dec.ny.gov

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.

NYS Department of Labor (DOL) Business Services Unit

http://www.labor.state.ny.us

290 Main Street
Buffalo, NY 14202

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), empire zone program, 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

290 Main Street
Buffalo, NY 14202

Carolyn Bright, Regional Business Services Rep

Telephone: 716-851-2750
Fax: 716-851-2702
E-mail: 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

John Slenker, Regional Economist

Telephone: 716-851-2740
Fax: 716-851-2607
E-mail: John.Slenker@labor.ny.gov

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

NYS Department of Transportation (DOT)

http://www.nysdot.gov

100 Seneca Street
Buffalo, NY 14203

Darrell F. Kaminski, Acting Regional Director
Ramsey E. Kahi, Regional Planning & Program Manager

Telephone: 716-847-3238 (Kaminski)
716-847-3241 (Kahi)
Fax: 716-847-3961 (Kaminski)
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.

New York State Electric & Gas Corporation (NYSEG)

http://www.nyseg.com/

150 Erie Street
Lancaster, NY 14086

Paul Huonker, Regional Mgr. Ec. Dev.

Telephone: 607-762-4022
Fax: 607-762-8400
E-mail: phuonker@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.

New York State Energy Research and Development Authority (NYSERDA)

http://www.nyserda.org/

726 Exchange Street, Suite 821
Buffalo, New York 14210

Kelly Tyler, Program Mgr. – Econ. Development

Telephone: 716-842-1522, ext. 3005 or
1-866-NYSERDA
Fax: 716-842-0156
E-mail: kat@nyserda.ny.gov

A public benefit corporation that provides energy-related technical and financial packaging assistance to businesses and institutions to promote energy efficiency and economic development.

Niagara Frontier Transportation Authority (NFTA)

http://www.nfta.com

181 Ellicott Street
Buffalo, NY 14203

Kimberly A. Minkel, Executive Director

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.

Office of Urban Initiatives, Inc. (OUI)

University at Buffalo
3435 Main Street, 201 G. Hayes Hall
Buffalo, NY 14214

Dr. Henry Louis Taylor, Jr., President

Telephone: 716-829-2133 ext. 212
Fax: 716-829-2713
E-mail: htaylor@buffalo.edu

OUI is a community economic development organization dedicated to using business development to create jobs, produce community wealth, and build strong neighborhoods. Offers minority and women-owned businesses mentoring program. Provides information through ADVANCE, a monthly trend letter on business and economic development issues and the Community and Business Development Forum Series.

Orchard Park Economic Development Committee

http://orchardparkny.org/content/Boards/View/5

4295 South Buffalo Street
Orchard Park, NY 14127

David Kaczor, Councilman

Telephone: 716-662-6404
Fax: 716-662-0238
Email: opgoodgov@earthlink.net

Offers assistance to local businesses and new companies interested in the Town of Orchard Park.

SCORE

(Counselors to America's Small Businesses)

http://buffaloniagara.score.org/

130 South Elmwood Avenue, Suite 540
Buffalo, NY 14202

William Ritter, District Director

Telephone: 716-551-4301
Fax: 716-551-4418
Email: tarnopoll@yahoo.com

Free business counseling by men and women who have had successful business careers as company executives or owners of their own business.

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.

Small Business Development Center (SBDC)

http://www.nys-sbdc.suny.edu

Buffalo State College
Cleveland Hall 206
1300 Elmwood Avenue
Buffalo, NY 14222

Susan McCartney, Director

Telephone: 716-878-4030
Fax: 716-878-4067
E-mail: 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.

Tonawanda Development Corporation, Town of (TTDC)

http://www.tonawanda.ny.us/index.aspx?nid=641

169 Sheridan Parkside Drive
Tonawanda, NY 14150

James Hartz, AICP, Executive Director

Telephone: 716-871-8847
Fax: 716-871-8857
E-mail: jhartz@tonawanda.ny.us

Responsible for strategic planning, business attraction and retention, and special projects in the Town of Tonawanda, including administration of the Town's Empire Zone program. Strategic planning includes the development of policies and programs to meet local economic priorities, including brownfield redevelopment. Business attraction and retention include traditional services, such as site location, public financing and coordination with local government. Special projects respond to unique community needs, such as demolition of abandoned structures or industry-sponsored childcare services.

United States (U.S.) Army Corps of Engineers

http://www.lrb.usace.army.mil

1776 Niagara Street
Buffalo, NY 14207

Lt. Col. Owen Beaudoin, District Commander

Telephone: 716-879-4499
Fax: 716-879-4195

Engineering, transportation and planning of navigable waterways.

U.S. Citizenship and Immigration Services

http://uscis.gov

Federal Center
130 Delaware Avenue, 1st Floor
Buffalo, NY 14202

M. Frances Holmes, District Director

Telephone: 716-551-4741, Ext. 3900
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
Buffalo, NY 14225

James T. Engleman, Director of 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 Buffalo Export Assistance Center

http://export.gov/newyork/bflorochsyr/

130 South Elmwood Avenue, Suite 530
Buffalo, NY 14202

Rosanna Masucci, Acting Director
John Tracy, International Trade Specialist

Telephone: 716-551-4191
Fax: 716-551-5290
E-mail: 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.

U.S. Small Business Administration (SBA)

http://www.sba.gov/localresources/district/ny/buffalo/index.

Niagara Center
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.

University at Buffalo (UB) Center for Entrepreneurial Leadership (CEL)

UB School of Management

http://www.mgt.buffalo.edu/cel

University at Buffalo, UB Downtown Gateway
77 Goodell Street
Buffalo, NY 14203

Tom Ulbrich, Director

Telephone: 716-885-5715
Fax: 716-845-6999
E-mail: 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 Work Experience Program

School of Engineering and Applied Sciences

http://www.eng-intern.buffalo.edu/

412 Bonner Hall, UB North Campus
Buffalo, NY 14260

Dean C. Millar, Assistant Dean

Telephone: 716-645-0971
Fax: 716-645-2495
E-mail: 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 Regional Institute

http://regional-institute.buffalo.edu

University at Buffalo, UB Downtown Gateway
77 Goodell Street, Suite 302
Buffalo, NY 14203

Robert G. Shibley, Interim Director and Dean of School of Architecture & Planning
Kathryn Byrk Friedman, Director of Cross-Border and International Research, Research Associate Professor of Law and Policy

Telephone: 716-878-2440
Fax: 716-842-0154
E-mail: regional-institute@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.

UB National Center for Geographic Information and Analysis (NCGIA)

http://www.ncgia.buffalo.edu/

University at Buffalo
Wilkeson Quad Room 301
Buffalo, NY 14261

Dr. David M. Mark, NCGIA Director

Telephone: 716-645-2545
Fax: 716-645-5957
E-mail: ncgia@acsu.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 Office of Science, Technology Transfer and Economic Outreach (STOR)

http://www.stor.buffalo.edu

1576 Sweet Home Road
Amherst, NY 14228

Robert J. Genco, D.D.S., Ph.D., Vice Provost & Dir.

Telephone: 716-645-5500
Fax: 716-636-5921
E-mail: rjgenco@buffalo.edu

The Office of Science, Technology Transfer and Economic Outreach (STOR) 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. STOR's three divisions—Intellectual Property, Funding, and Commercialization—provide business leaders, researchers, and entrepreneurs with easy access to UB's extensive resources and expertise.

UB World Languages Program

Department of Linguistics

http://linguistics.buffalo.edu/language_programs

University at Buffalo
609 Baldy Hall, North Campus
Buffalo, NY 14260

David Fertig, Director of Language Programs

Telephone: 716-645-2177 ext. 738
Fax: 716-645-3825
E-mail: fertig@buffalo.edu

Provides translation, interpretation and cultural training services to local businesses.

UB The Center for Industrial Effectiveness (TCIE)

School of Engineering and Applied Sciences
http://www.tcie.buffalo.edu
1576 Sweet Home Road, Suite 212
Amherst, NY 14228
Gary Simon, Director of Business Development
Telephone: 716-645-8800
Fax: 716-636-5921
E-mail: ggsimon@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).

Upstate New York Regional Minority Purchasing Council, Inc. (UNYRMPC)

http://www.unyrmpci.org
85 River Rock Drive
Suite 113, Mail Slot 14
Buffalo, NY 14207
Linda Terrell, President/CEO
Telephone: 716-871-4120
Fax: 716-871-3725
E-mail: info@unyrmpci.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.

WNY Business Development Fund

http://www.insyte-consulting.com/Home/Funding/BDF
726 Exchange Street, Suite 620
Buffalo, NY 14210
Jack McGowan, Professional Business Advisor
Telephone: 716-636-3626
Fax: 716-845-6418
Email: jmcgowan@insyte-consulting.com

Provides seed and growth capital to technology entrepreneurs and start-up companies within Western New York. Applicants may receive an equity investment of up to $100,000. Investments are made in two phases. A phase I investment is $25,000 and a phase II is $75,000. Phase I and II funding are subject to separate approval and due diligence and must be matched by funds provided by the entrepreneur or other funding sources. Phase II is not automatic.

WNY Events Centre

11163 Main Street
Clarence, NY 14031
Nick Karnavas, General Manager
Telephone: 716-759-6300
Fax: 716-759-6351
E-mail: nick@eventcentre.net

Versatile site for conventions and trade shows. Has 45,000 square feet of exhibit space.

WNY Foreign Trade Zones Operators, Inc.

http://www.wnyftz.com
10 North Gates Avenue
Lackawanna, NY 14218
Timothy J. Palisano, Director of Operations
Telephone: 716-823-2142
Fax: 716-823-2613
E-mail: 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 812
Buffalo, NY 14210

Telephone: 716-636-3626
Fax: 716-845-6418
E-mail: 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 Development Consortium, Inc., Buffalo and Erie County (WDC)

http://www.wdcinc.org/

Funded under the Workforce Investment Act of 1998, the WDC offers a wide range of subsidized employment and training services/programs for businesses and individual job seekers.

Business Services

Workforce Development Consortium Business Services Department

http://www.wdcinc.org/Business/default.asp

726 Exchange Street, Suite 630
Buffalo, NY 14210

Eugene Bagen, Administrative Director

Telephone: 716-819-9845
Fax: 716-819-9849
Email: gbagen@wdcinc.org

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

Telephone: 716-856-5627
Fax: 716-856-5670

ECC Employment and Training Center

http://www.ecconestop.org/

3176 Abbott Road
Orchard Park, NY 14127

Telephone: 716-270-4444

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)

http://www.becwib.org

726 Exchange Street, Suite 632
Buffalo, NY 14210

Heather Okoro, JD, Executive Director
Charles G. Jones, Jr., Chairperson

Telephone: 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)

http://www.wtcbn.com

725 Main Street
Buffalo, NY 14203

Chris Johnston, President

Telephone: 716-852-7160, or
1-877-WTC-INTL (982-4685)
Fax: 716-852-7161
E-mail: info@wtcbn.com

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.

Akron Chamber of Commerce

http://www.akronchamberofcommerceny.com

70 Main Street
PO Box 248
Akron, NY 14001

Jeannine Morlacci, President

Telephone: 716-542-4050
Fax: 716-542-4050
Email: AkronChamber@gmail.com
Members: 125

Alden Chamber of Commerce

http://www.aldenny.org

13500 Broadway
PO Box 149
Alden, NY 14004

Christopher Gust, President
Barbara Hoskyns, Executive Secretary

Telephone: 716-937-6177
Fax: 716-937-4106
Email: secretary@aldenny.org
Members: 321

Amherst Chamber of Commerce

http://www.amherst.org

350 Essjay Road, Suite 200
Williamsville, NY 14221

Colleen C. DiPirro, President & CEO

Telephone: 716-632-6905
Fax: 716-632-0548
Members: 2,000+

Buffalo Niagara Partnership

"Buffalo Chamber"

http://www.thepartnership.org

665 Main Street, Suite 200
Buffalo, NY 14203

Andrew J. Rudnick, President & CEO

Telephone: 716-852-7100
Fax: 716-852-2761
Members: 2,500

Cheektowaga Chamber of Commerce

http://www.cheektowaga.org

AppleTree Business Park
2875 Union Road, Suite 50
Cheektowaga, NY 14227

Debra S. Liegl, President & CEO

Telephone: 716-684-5838
Fax: 716-684-5571
Members: 900

Clarence Chamber of Commerce Inc.

http://www.clarence.org

8899 Main Street, Suite 4
PO Box 177
Clarence, NY 14031

Judy Sirianni, President

Telephone: 716-631-3888
Fax: 716-631-3946
Email: info@clarence.org
Members: 600+

East Aurora Chamber of Commerce, Greater

http://www.eanycc.com

652 Main Street
East Aurora, NY 14052

Gary D. Grote, Executive Director

Telephone: 716-652-8444
Fax: 716-652-8384
Email: eanycc@verizon.net
Members: 600+

**Serves the following communities: Aurora, Colden, East Aurora, Elma, Holland, Marilla, and Wales.*

Eden Chamber of Commerce

http://www.edenny.org/chamber.html

8584 South Main Street
Eden, NY 14057

Curt Ortlinghaus, President

Telephone: 716-992-4799
Fax: 716-992-4751
Email: edenchamber@yahoo.com
Members: 178

Evans - Brant Chamber of Commerce

http://www.ebccny.org

70 North Main Street
Angola, NY 14006

Michelle Parker, President

Telephone: 716-549-3221
Fax: 716-549-3475
Email: chamber@ebccny.org
Members: 175

Gowanda Area Chamber of Commerce

http://www.gowandanychamber.org

49 West Main Street
PO Box 45
Gowanda, NY 14070

Jennine Sauriol, President

Telephone: 716-532-2834
Fax: 716-532-2834
Email: chamber@gowandanychamber.org
Members: 140

Grand Island Chamber of Commerce

http://www.gichamber.org

2257 Grand Island Boulevard
Grand Island, NY 14072

Eric Fiebelkorn, President

Telephone: 716-773-3651
Fax: 716-773-3316
Email: info@gichamber.org
Members: 300+

Hamburg Chamber of Commerce Inc.

http://www.hamburg-chamber.org

6122 South Park Avenue
PO Box 848
Hamburg, NY 14075

Betty B. Newell, President & CEO

Telephone: 716-649-7917
Fax: 716-649-6362
Email: hccmail@hamburg-chamber.org
Members: 800+

Kenmore - Town of Tonawanda Chamber of Commerce

http://www.ken-ton.org

3411 Delaware Avenue
Kenmore, NY 14217

Gary J. Link, President

Telephone: 716-874-1202
Fax: 716-874-3151
Email: info@ken-ton.org
Members: 700+

Lackawanna Area Chamber of Commerce

http://www.lackawannachamber.com

638 Ridge Road
Lackawanna, NY 14218

Michael J. Sobaszek, Executive Director

Telephone: 716-823-8841
Fax: 716-823-8848
Email: info@lackawannachamber.org
Members: 150

Lancaster Area Chamber of Commerce

http://www.laccny.org

11 West Main, Suite 100
PO Box 284
Lancaster, NY 14086

Megan Burns-Moran, Executive Director

Telephone: 716-681-9755
Fax: 716-684-3385
Email: info@laccny.org
Members: 550+

Orchard Park Chamber of Commerce

http://www.orchardparkchamber.com

4211 North Buffalo Street, Suite 14
Orchard Park, NY 14127

Nancy L. Conley, Executive Director

Telephone: 716-662-3366
Fax: 716-662-5946
Email: info@OrchardParkChamber.org
Members: 700+

Springville Area Chamber of Commerce

http://www.springvillechamber.com

23 North Buffalo Street
PO Box 310
Springville, NY 14141

David Field, President

Telephone: 716-592-4746
Fax: 716-592-4746 (Same as Tel #)
Email: david.field@kaleidoscopekomputer.com
Members: 170+

Tonawandas Chamber of Commerce

http://www.the-tonawandas.com

15 Webster Street
North Tonawanda, NY 14120

Joyce M. Santiago, Secretary and 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

Southgate Plaza
950-A Union Road, Suite 5
West Seneca, NY 14224

Frank Calieri, Executive Director

Telephone: 716-674-4900
Fax: 716-674-5846
Email: director@westseneca.org
Members: 260+

2010 – 2011 COLLEGES & UNIVERSITIES (LISTED BY FULL TIME ENROLLMENT)

BACHELOR DEGREE	Full Time	Part Time
University at Buffalo	28,678	4,818
Buffalo State College	9,429	2,266
SUNY Fredonia	5,432	298
Canisius College	3,905	1,107
Niagara University	3,448	719
Alfred State College	3,279	338
Medaille College	2,572	241
D'Youville College	2,405	691
St. Bonaventure University	2,196	264
Daemen College	2,120	655
Alfred University	2,076	220
Houghton College	1,191	47
Hilbert College	941	176
Empire State College	762	358
Villa Maria College	371	86
Total	68,805	12,284

ASSOCIATE DEGREE	Full Time	Part Time
Erie Community College	14,113	6,742
Niagara County Community College	4,425	2,661
Genesee Community College	3,710	3,690
Jamestown Community College	2,746	1,180
Bryant & Stratton College	1,233	681
Trocaire College	833	646
Total	27,060	15,603

Source: Business First Book of Lists, 2012

Alfred State College

http://www.alfredstate.edu/

10 Upper College Dr.
Alfred, NY 14802

Dr. John M. Anderson, President

Telephone: 1-800-4-ALFRED (425-3733) (General)
607-587-4010 (President's Office)

Alfred University

http://www.alfred.edu/

1 Saxon Drive
Alfred, NY 14082

Dr. Charles M. Edmondson, President

Telephone: 607-871-2115 (General)
607-871-2101 (President's Office)

Buffalo State College

http://www.buffalostate.edu

1300 Elmwood Avenue
Buffalo, NY 14222

Aaron M. Podolefsky, President

Telephone: 716-878-4000 (General)
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 (General)
716-888-2100 (President's Office)

Daemen College

http://www.daemen.edu

4380 Main Street
Amherst, NY 14226

Dr. Martin J. Anisman, President

Telephone: 716-839-8225 (General)
716-839-8210 (President's Office)

D'Youville College

http://www.dyc.edu

One D'Youville Square, 320 Porter Avenue
Buffalo, NY 14201

Sister Denise A. Roche, GNSH, Ph.D., President

Telephone: 716-829-8000 (General)
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

Dr. Alan Davis, President
Nan DiBello, Dean

Telephone: 716-686-7800

Hilbert College

http://www.hilbert.edu

5200 South Park Avenue
Hamburg, NY 14075

Cynthia Zane Ed. D, President

Telephone: 716-649-7900 (General)
Same #, Ext. 200 (President's Office)

Houghton College

http://www.houghton.edu

One Willard Road
Houghton, NY 14744

Dr. Shirley Mullen, President

Telephone: 1-800-777-2556 (General)
716-674-6363 (President's Office)

Medaille College

http://www.medaille.edu

18 Agassiz Circle
Buffalo, NY 14214

Dr. Richard T. Jurasek, President

Telephone: 716-880-2000 (General)
716-880-2201 (President's Office)

Niagara University

http://www.niagara.edu/

Niagara University, NY 14109

Rev. Joseph L. Levesque, C.M., President

Telephone: 716-285-1212 (General)
716-286-8350 (President's Office)

St. Bonaventure University

http://www.sbu.edu/

3261 West State Road
St. Bonaventure, NY 14778

Sr. Margaret Carney, O.S.F., S.T.D., President

Telephone: 716-375-2000 (General)
716-375-2222 (President's Office)

SUNY Fredonia

http://www.fredonia.edu/

280 Central Ave.
Fredonia, NY 14063

Dr. Virginia Schaefer Horvarth, President

Telephone: 716-673-3111 (General)
716-673-3456 (President's Office)

University at Buffalo

http://www.buffalo.edu

State University of New York
12 Capen Hall
Buffalo, NY 14260

Satish K. Tripathi, President

Telephone: 716-645-2000 (General)
716-645-2901 (Public Relations)

Villa Maria College

http://www.villa.edu/

240 Pine Ridge Road
Buffalo, NY 14225

Sister Marcella Marie Garus, President

Telephone: 716-896-0700 (General)
716-961-1869 (President's Office)

Bryant & Stratton Business Institute

http://www.bryantstratton.edu

John J. Staschak, C.P.A., M.B.A., B.S.
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
200 Red Tail
Orchard Park, NY 14217
Paul Bahr, Campus Director
Telephone: 716-677-9500

Erie Community College

http://www.ecc.edu

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

South Campus
4041 Southwestern Blvd.
Orchard Park, NY 14127
Telephone: 716-851-1003

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

Jack Quinn, President

Genesee Community College

http://www.genesee.edu/

One College Road
Batavia, NY 14020
James M. Sunser, Ed.D., President

ITT Technical Institute

http://www.itt-tech.edu

2295 Millersport Highway
Getzville, NY 14068
Lester Burgess, Campus Director
Telephone: 716-689-2200

Niagara County Community College

http://www.niagaracc.suny.edu/

3111 Saunders Settlement Road
Sanborn, NY 14132
Dr. James P. Klyczek, President
Telephone: 716-614-6222

Trocaire College

http://www.trocaire.edu

360 Choate Avenue
Buffalo, NY 14220-2094
Dr. Paul B. Hurley, Jr., 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
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GOVERNMENT- LOCAL ELECTED OFFICIALS

ERIE COUNTY LEGISLATORS

PLEASE NOTE

For Additional Information, visit Erie County Legislature Web Site at:
http://www.erie.gov/legislature/

Hon. Timothy R. Hogues
Legislator - 1st District

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Legislator - 2nd District

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Hon. Lynn Marinelli
Legislator - 3rd District

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Hon. Kevin Hardwick
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Hon. Thomas J. Mazur

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Legislator - 10th District

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Legislator - 15th District

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Mayor, City of Buffalo

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201 City Hall
Buffalo, NY 14202

Telephone: 716-851-4841
Fax: 716-851-4360
E-mail: mayorbrownwebmail@ch.ci.buffalo.ny.us

Gerald Chwalinski, City Clerk | 716-851-5431

Hon. Norman L. Polanski, Jr.
Mayor, City of Lackawanna

714 Ridge Road
Lackawanna, NY 14218

Telephone: 716-827-6464
Fax: 716-827-6678

Jacqueline Caferro, City Clerk | 716-827-6470

Hon. Ronald Pilozzi
Mayor, City of Tonawanda

http://www.ci.tonawanda.ny.us

200 Niagara Street
Tonawanda, NY 14150

Telephone: 716-695-8645
Fax: 716-695-8314
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Janice R. Bodie, City Clerk | 716-695-8318

VILLAGE MAYORS

Hon. Carl E. Patterson
Mayor, Village of Akron

http://www.erie.gov/akron

21 Main Street, PO Box 180
Akron, NY 14001-0180

Telephone: 716-542-9636
Fax: 716-542-5586

Daniel P. Borchert, Village Clerk | 716-542-9636

VILLAGE MAYORS CONTINUED

Hon. Richard Kegler
Mayor, Village of Alden

13336 Broadway
Alden, NY 14004

Telephone: 716-937-9216
Fax: 716-937-8936

Elizabeth A. Kegler, Village Clerk | 716-937-9216

Hon. Howard M. Frawley
Mayor, Village of Angola

41 Commercial Street
Angola, NY 14006

Telephone: 716-549-1126
Fax: 716-549-5130
E-mail: info@villageofangola.org

Linda D. Giancarlo, Village Clerk | 716-549-1126

Hon. Michael Petrie
Mayor, Village of Blasdell

121 Miriam Avenue
Blasdell, NY 14219

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Fax: 716-822-7127
Email: ejewett@blasdell.org

Janet L. Plarr, Village Clerk | 716-822-1921

Hon. Steven P. Hoffman
Mayor, Village of Depew

http://www.villageofdepew.org

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Depew, NY 14043

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Fax: 716-683-3538
E-mail: shoffman@villageofdepew.org

Elizabeth Melock, Vil. Clerk/Admin. | 716-683-7451

Hon. Allan A. Kasprzak
Mayor, Village of East Aurora

http://www.east-aurora.ny.us

571 Main Street
East Aurora, NY 14052

Telephone: 716-652-6000
Fax: 716-652-1290
E-mail: mayor@eastaurora.ny.us

Kimberly D. Reichert, Vil. Clerk/Adm. | 716-652-6000

Hon. Terry L. Caber, Sr.
Mayor, Village of Farnham

526 Commercial Street
Farnham, NY 14061
Telephone: 716-549-0890
Fax: 716-549-7149
Email: farnhammayor@roadrunner.com
Judy Trask, Village Clerk-Treasurer | 716-549-0890

Hon. Richard L. Klancer
Mayor, Village of Gowanda

27 E. Main Street
Gowanda, NY 14070
Telephone: 716-532-3353
Fax: 716-532-2938
Kathleen Mohawk, Village Clerk | 716-532-3353

Hon. Thomas J. Moses, Sr.
Mayor, Village of Hamburg
http://www.villagehamburg.com

100 Main Street
Hamburg, NY 14075
Telephone: 716-649-0200
Fax: 716-646-6558
E-mail: mayor@villageofhamburg.com
Donald P. Witkowski, Vil. Clerk/Admin. | 716-649-0200

Hon. Patrick Mang
Mayor, Village of Kenmore
http://www.vi.kenmore.ny.us/

2919 Delaware Avenue
Kenmore, NY 14217
Telephone: 716-873-5700
Fax: 716-873-0004
Email: KJohnson@vikenmore.ny.us
Kathleen P. Johnson, Village Clerk | 716-873-5700

Hon. William G. Cansdale, Jr.
Mayor, Village of Lancaster
http://www.lancastervillage.org

5423 Broadway
Lancaster, NY 14086
Telephone: 716-683-2105
Fax: 716-684-4830
Michael Stegmeier, Village Clerk | 716-683-2105

Hon. John G. Mrozek, Jr.
Mayor, Village of North Collins

10543 Main Street
North Collins, NY 14111
Telephone: 716-337-3160
Fax: 716-337-3265
E-mail: villageofnorthcollins@juno.com
Kathleen Myers, Village Clerk | 716-337-3160

Hon. John B. Wilson
Mayor, Village of Orchard Park

4295 S. Buffalo Street
Orchard Park, NY 14127
Telephone: 716-662-9327
Fax: 716-662-0891
E-mail: mayor@orchardparkvillage.org
Mary Beth Jensen, Village Clerk | 716-662-9327

Hon. Leonard C. Syzmanski
Mayor, Village of Sloan

425 Reiman Street
Sloan, NY 14212
Telephone: 716-897-1560
Fax: 716-896-2728
E-mail: sloanny@adelphia.net
Debra Smith, Village Clerk | 716-897-1560

Hon. William J. Krebs
Mayor, Village of Springville

5 West Main Street, PO Box 17
Springville, NY 14141-0017
Telephone: 716-592-4936
Fax: 716-592-7088
E-mail: wkrebs@villageofspringvilleny.com
Timothy L. Horner, Vil. Admin. | 716-592-4936

Hon. Mary E. Lowther
Mayor, Village of Williamsville
http://www.village.williamsville.ny.us

5565 Main Street
Williamsville, NY 14221
Telephone: 716-632-4120
Fax: 716-632-6009
Email: mlowther@village.williamsville.ny.us
Linda Juul, Vil. Clerk/Admin. | 716-632-4120

TOWN SUPERVISORS

Hon. Ronald L. Smith
Supervisor, Town of Alden

http://alden.erie.gov

3311 Wende Road
Alden, NY 14004

Telephone: 716-937-9286
Fax: 716-937-9817
Email: smithr5@alden.erie.gov

Debra A. Crist, Town Clerk | 716-937-6969

Hon. Barry A. Weinstein
Supervisor, Town of Amherst

http://www.amherst.ny.us

5583 Main Street
Williamsville, NY 14221

Telephone: 716-631-7032
Fax: 716-631-7146
E-mail: bweinstein@amherst.ny.us

Deborah Bucki, Town Clerk | 716-631-7045

Hon. Jolene M. Jeffe
Supervisor, Town of Aurora

http://www.townofaurora.com

5 South Grove Street
East Aurora, NY 14052

Telephone: 716-652-7590
Fax: 716-652-3507
E-mail: jjeffe@townofaurora.com

Martha L. Librock, Town Clerk | 716-652-3280

Hon. Martin A. Ballowe
Supervisor, Town of Boston

www.townofboston.com

8500 Boston State Road
Boston, NY 14025

Telephone: 716-941-6113
Fax: 716-941-6116
Email: supervisorballowe@townofboston.com

David J. Shenk, Town Clerk | 716-941-6113

Hon. Leonard K. Pero
Supervisor, Town of Brant

http://www.brantny.com

1294 Brant-North Collins Road
P.O. Box 228
Brant, NY 14027

Telephone: 716-549-0282
Fax: 716-549-0623
E-mail: supervisor@brantny.com

Thea Ells, Town Clerk | 716-549-0282

Hon. Mary F. Holtz
Supervisor, Town of Cheektowaga

http://www.tocny.org

3301 Broadway and Union Road
Cheektowaga, NY 14227

Telephone: 716-686-3400
Fax: 716-686-3551
E-mail: mholtz@tocny.org

Alice Magierski, Town Clerk | 716-686-3434

Hon. Scott A. Bylewski
Supervisor, Town of Clarence

http://www.erie.gov/clarence

One Town Place
Clarence, NY 14031

Telephone: 716-741-8930
Fax: 716-741-4715
Email: sbylewski@clarence.ny.us

Nancy C. Metzger, Town Clerk | 716-741-8938

Hon. Annie M. Hoffman
Supervisor, Town of Colden

http://www.erie.gov/colden/

S-8812 State Road, PO Box 335
Colden, NY 14033

Telephone: 716-941-5022
Fax: 716-941-9335
Email: coldensupervisor@colden.erie.gov

Alice M. Wangelin, Town Clerk | 716-941-5012

Hon. Merle A. Harvey
Supervisor, Town of Collins

http://www.townofcollinsny.org

14093 Mill Street
P.O. Box 420
Collins, NY 14034

Telephone: 716-532-4874
Fax: 716-532-3968

Becky Jo Summers, Town Clerk | 716-532-4874

Hon. Gary A. Eppolito
Supervisor, Town of Concord

http://www.townofconcordny.com

86 Franklin Street
P.O. Box 368
Springville, NY 14141

Telephone: 716-592-4946
Fax: 716-592-5030
Email: supervisor@townorconcordny.com

Mary E. Bolt, Town Clerk | 716-592-4946

Hon. Glenn R. Nellis
Supervisor, Town of Eden
http://www.edenny.org
2795 E. Church Street
Eden, NY 14057-0156
Telephone: 716-992-3408
Fax: 716-992-4131
Mary Jo Hultquist, Town Clerk | 716-992-3406

Hon. Dennis M. Powers
Supervisor, Town of Elma
http://elmanewyork.com
1600 Bowen Road
Elma, NY 14059
Telephone: 716-652-3260
Fax: 716-652-3560
Email: supervisor@elma.newyork.com
Patricia A. King, Town Clerk | 716-652-3260

Hon. Francis J. Pordum
Supervisor, Town of Evans
http://www.townofevans.com
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Fax: 716-549-0972
E-mail: supervisor@townofevans.org
Jonica DiMartino, Town Clerk | 716-549-8787

Hon. Peter A. McMahon
Supervisor, Town of Grand Island
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Patricia A. Frentzel, Town Clerk | 716-773-9600

Hon. Steven J. Walters
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Hamburg, NY 14075
Telephone: 716-649-6111
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Email: supervisor@townofhamburg.com
Catherine Rybczynski, T. Clerk | 716-649-6111, Ext. 2360

Hon. Michael C. Kasprzyk
Supervisor, Town of Holland
http://www.erie.gov/holland/
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Fax: 716-537-9454
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http://www.lancasterny.com
21 Central Avenue
Lancaster, NY 14086
Telephone: 716-683-1610
Fax: 716-683-0512
Johanna M. Coleman, Town Clerk | 716-683-9028

Hon. George Gertz
Supervisor, Town of Marilla
http://www.townofmarillla.com
S-1740 Two Rod Road
Marilla, NY 14102
Telephone: 716-652-7293
Fax: 716-652-2541
E-mail: ggertz@townofmarilla.com
Dawn Pearce, Town Clerk | 716-652-5350

Hon. David L Cummings
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E-mail: dcummings@townofnewstead.com
Dawn D. Izydorczak, Town Clerk | 716-542-4573

Hon. Thomas R. O'Boyle
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Margaret J. Orrange, Town Clerk | 716-337-3391

GOVERNMENT - LOCAL ELECTED OFFICIALS

TOWN SUPERVISORS CONTINUED

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Supervisor, Town of Orchard Park

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Hon. Mary L. Hannon
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Hon. Anthony F. Caruana
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Sharon Marfurt, Town Clerk | 716-652-0589

Hon. Wallace C. Pitrowski
Supervisor, Town of West Seneca

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West Seneca, NY 14224

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GOVERNMENT - STATE ELECTED OFFICIALS

GOVERNOR

Hon. Andrew M. Cuomo
Governor, State of New York

http://www.ny.gov/

Executive Chamber
State Capitol
Albany, NY 12224

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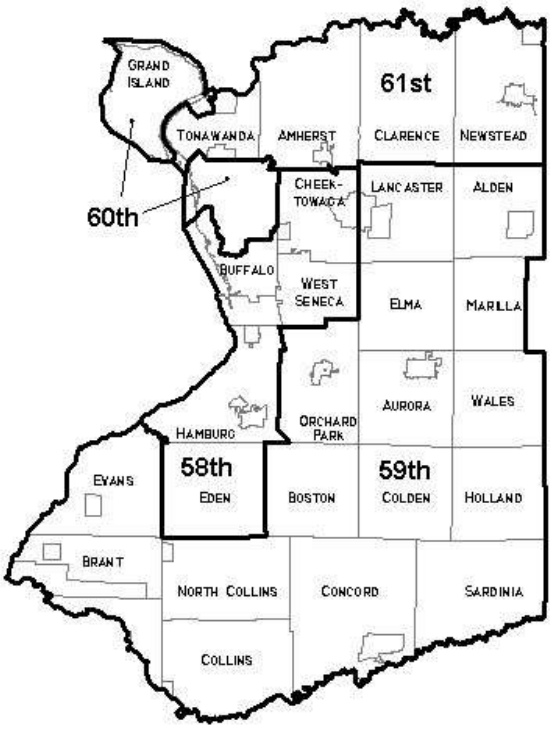

PLEASE NOTE

Districts 59, 60 and 61 extend beyond Erie County

For Additional Information, visit the Senate Web Site at:

http://www.senate.state.ny.us

Hon. Timothy M. Kennedy
58th District

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Hon. Mark Grisanti
60th District

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Buffalo, NY 14202
Telephone: 716-854-8705
Fax: 716-854-3051

Albany Office:
902 Legislative Office Building
Albany, NY 12247
Telephone: 518-455-3240
Fax: 518-426-6738
E-mail: grisanti@nysenate.gov

Hon. Patrick M. Gallivan
59th District

Local Office:
4729 Transit Rd., Suite 7
Depew, NY 14043-4880
Telephone: 716-656-8544
Fax: 716-656-8961

Albany Office:
947 State Capital Building
Albany, NY 12247
Telephone: 518-455-3471
Fax: 518-426-6949
E-mail: gallivan@nysenate.gov

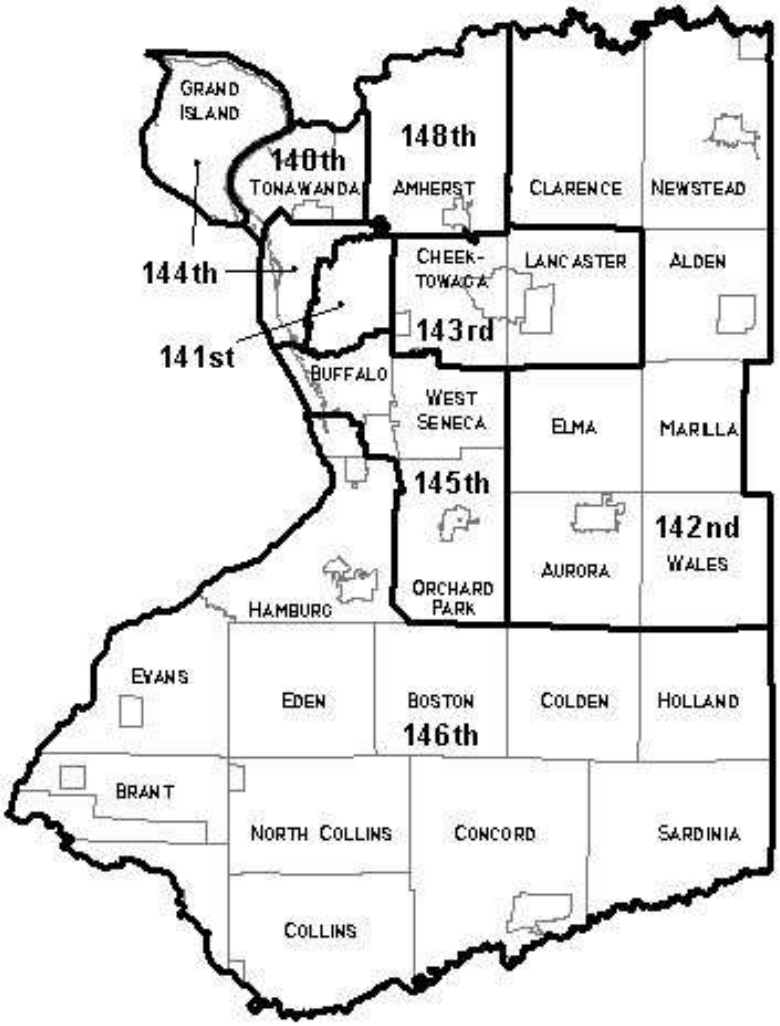
Hon. Michael H. Ranzenhofer
61st District

Local Office:
8203 Main St., Suite 4
Williamsville, NY 14221
Telephone: 716-631-8695
Fax: 716-634-4321

Albany Office:
848 Legislative Office Building
Albany, NY 12247
Telephone: 518-455-3161
Fax: 518-426-6963
E-mail: ranz@senate.state.ny.us

GOVERNMENT - STATE ELECTED OFFICIALS

NEW YORK STATE ASSEMBLY



PLEASE NOTE

Districts 140, 142 and 148 extend beyond Erie County

For Additional Information, visit the Assembly Web Site at:
http://www.assembly.state.ny.us

Hon. Robin Schimminger
140th District

http://www.robinschimminger.com

Local Office:
3514 Delaware Avenue
Kenmore, NY 14217
Telephone: 716-873-2540
Fax: 716-873-5675

Albany Office:
847 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-4767
Fax: 518-455-4724
E-mail: schimmr@assembly.state.ny.us

Hon. Crystal D. Peoples-Stokes
141st District

Local Office:
792 E. Delavan Avenue
Buffalo, NY 14215
Telephone: 716-897-9714
Fax: 716-897-1154

Albany Office:
619 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-5005
Fax: 518-455-5471
E-mail: peoplec@assembly.state.ny.us

Hon. Jane L. Corwin
142nd District

http://www.janecorwin.com

Local Office:
8180 Main Street
Clarence, NY 14221
Telephone: 716-839-4691
Fax: 716-839-4693

Albany Office:
721 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-4601
Fax: 518-455-5257
E-mail: corwinj@assembly.state.ny.us

Hon. Dennis H. Gabryszak
143rd District

http://dennisgabryszak.com

Local Office:
2560 Walden Avenue, Suite 109
Cheektowaga, NY 14225
Telephone: 716-686-0080
Fax: 716-686-0083

Albany Office:
327 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-5921
Fax: 518-455-3962
E-mail: gabryszakd@assembly.state.ny.us

VACANT
144th District

Local Office:
936 Delaware Avenue
Buffalo, NY 14209
Telephone: 716-885-9630
Fax: 716-885-9636

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

Hon. Mark J. F. Schroeder
145th District

Local Office:
2189 Seneca Street
Buffalo, NY 14210
Telephone: 716-826-0152
Fax: 716-826-0347

Albany Office:
510 State Capitol Building
Albany, NY 12248
Telephone: 518-455-4691
Fax: 518-455-5238
E-mail: schroem@assembly.state.ny.us

Hon. Kevin Smardz
146th District

Local Office:
3812 South Park Avenue
Blasdell, NY 14219
Telephone: 716-826-1878
Fax: 716-826-0808

Albany Office:
628 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-4462
Fax: 518-455-5560
E-mail: smardzk@assembly.state.ny.us

Hon. James P. Hayes
148th District

Local Office:
5555 Main Street
Williamsville, NY 14221
Telephone: 716-634-1895
Fax: 716-634-1250

Albany Office:
426 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-4618
Fax: 518-455-5023
E-mail: hayesj@assembly.state.ny.us

UNITED STATES (U.S.) SENATE

Hon. Kirsten E. Gillibrand

http://gillibrand.senate.gov

Local Office:
Larkin at Exchange
726 Exchange Street
Buffalo, NY 14210
Telephone: 716-854-9725
Fax: 716-854-9731

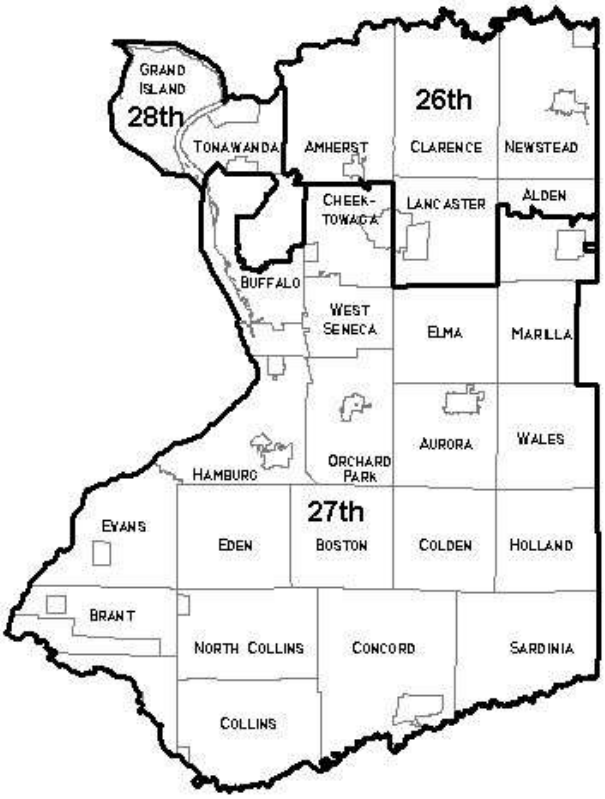
Washington Office:
United States Senate
Russell Senate Office Building
Room 478
Washington, DC 20510
Telephone: 202-224-4451
Fax: 202-228-0282
E-mail: senator@gillibrand.senate.gov

Hon. Charles E. Schumer

http://schumer.senate.gov

Local Office:
130 South Elmwood Avenue
Suite 660
Buffalo, NY 14202
Telephone: 716-846-4111
Fax: 716-846-4113

Washington Office:
United States Senate
Hart Senate Building
Room 322
Washington, DC 20510
Telephone: 202-224-6542
Fax: 202-228-3027
E-mail: senator@schumer.senate.gov



PLEASE NOTE

All Congressional Districts listed (26, 27 and 29) extend beyond Erie County

Hon. Kathleen C. Hochul

26th District

http://hochul.house.gov

Local Office:
325 Essjay Road, Suite 405
Williamsville, NY 14221
Telephone: 716-634-2324
Fax: 716-631-7610

Washington Office:
1711 Longworth
House Office Building
Washington, DC 20515

Telephone: 202-225-5265
Fax: 202-225-5910

Hon. Brian Higgins

27th District

http://higgins.house.gov

Local Office:
Larkin at Exchange
726 Exchange Street
Suite 601
Buffalo, NY 14210
Telephone: 716-852-3501
Fax: 716-852-3929

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

Hon. Louise M. Slaughter

28th District

http://www.louise.house.gov

Local Office:
465 Main Street
Suite 105
Buffalo, NY 14203
Telephone: 716-853-5813
Fax: 716-853-6347

Washington Office:
Rayburn House Office Building
Room 2469
Washington, DC 20515
Telephone: 202-225-3615
Fax: 202-225-7822

REFERENCE GUIDE

Provides a very brief summary of County Departments and Divisions.

County Executive, Erie County

Hon. Mark C. Poloncarz 716-858-8500
Richard M. Tobe, Deputy County Exec. 716-858-8500
Jennifer Hibit, Chief of Staff 716-858-8500

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

Ralph M. Mohr, Commissioner 716-858-7786
Dennis E. Ward, Commissioner 716-858-7787

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

Robert Keating, Director 716-858-8327

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

Mary Jean Jakubowski, Director 716-858-8900

The Buffalo and 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

John A. Glascott, Commissioner 716-858-6365

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

Chris Jacobs 716-858-8865
Auto Bureau 716-858-7450

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

Hon. Stefan Mychajliw 716-858-8400

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

District Attorney

Hon. Frank A. Sedita III 716-858-2424

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 non-criminal offenses in the City, Town and Village Courts of Erie County.

Emergency Services, Department of

Daniel J. Neaverth, Jr. Commissioner 716-858-6578

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 GOVERNMENT

Environment and Planning, Department of

Maria Whyte, 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. Services are provided through the Divisions of Planning, Community Development, Environmental Compliance, Sewerage Management, and the Office of Economic Development.

Planning and Environmental Compliance

Thomas J. Dearing
Dep. Com. of Planning and Environmental Compliance

Dale J. Morris, Director – GIS
Telephone: 716-858-8390
Fax: 716-858-7248

Thomas J. Hersey, Deputy Commissioner,
Environmental Compliance Services

Paul B. Kranz, P.E., CSSGB, Associate Engineer
Telephone: 716-858-6370
Fax: 716-858-7713

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. 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 the 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.

Economic Development

Kenneth J. Swanekamp, Dir. Of Business Assistance
Christopher S. Pawenski, Coor. Industrial Asst. Program
Telephone: 716-858-8390
Fax: 716-858-7248

Economic Development 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.

Sewerage Management

Joseph L. Fiegl, P.E., Dep. Com. for Sewerage Mgmt.
James A. Carr, P.E., Asst. Dep. Com. for Sewerage Mgmt.
Charles Katra, Asst. Dep. Com. for Sewerage Mgmt.
Telephone: 716-858-8383
Fax: 716-858-6257

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

Equal Employment Opportunity, Div. of

William Lobbins, Director 716-858-7542

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 Medical Center

Jody Lomeo, Chief Executive Officer 716-898-3000
Dr. David Eubanks, Medical Director, Erie County Home 716-937-5690

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. ECMC Corporation also operates the Erie County Home, a skilled nursing facility with 586 beds located in Alden.

Health, Department of

Anthony J. BIllittier IV, M.D., FACEP, 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

Cheryl Mekarski, Director 716-858-8696
Bridget Corcoran, Dir. Of Purchasing 716-858-6315

The Division of Information and Support Servides 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 Purchase supports County departments as the central purchasing agent for supplies, materials and services.

Labor Relations, Department of

Chris Putrino, 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.

Law, Department of

Kristin Klein Wheaton, Acting 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.

Legislature, Erie County

92 Franklin Street | 4th Floor | Buffalo, NY 14202

Robert M. Graber, Clerk 716-858-7500

The Erie County Legislature is composed of fifteen (15) elected legislators (see Pages 30-31) 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.

Mental Health, Department of

Philip R. Endress, LCSW, ACSE, 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.

Parks, Recreation and Forestry, Dept. of

James Hornung Sr., Commissioner 716-858-8355

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.

Personnel, Department of

John W. Grennan, Commissioner 716-858-8484

Susan V Sizemore, Director, Office for the Disabled 716-858-6215

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.

Probation, Department of

Rachelle Cybulski, Director 716-858-8200

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.

Public Advocacy, Department of

Sawrie Becker, 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.

Public Works, Department of

John Loffredo, P.E., Commissioner 716-858-8300

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 Weights and Measures (tests, inspects and certifies the accuracy of 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.

Real Estate & Space Utilization, Div. of

Michelle Mazzone, Dir. of Real Estate 716-858-7555

Provides leadership and accountability in the sound delivery of county government real estate asset and management services. As entrusted by the public, the County will use its best efforts to meet its obligation to use public funds in the most efficient and effective manner by realizing cost savings and re-utilization of County space.

Real Property Tax Services, Dept. of

Joseph Maciejewski, CCD, 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.

Senior Services, Department of

Brenda W. Ward, Commissioner 716-858-8320

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 716-858-5513
Jail Management 716-858-7300

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

Carol Dankert, Commissioner 716-858-7511

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, Erie County

John F. 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 form drunken drivers in Erie County Courts. There are no tax dollars used in STOP-DWI projects.

Veterans Service Agency

Marlene Roll, Director 716-858-6363

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

(Quick reference)

C A T T A R A U G U S

Cattaraugus County Government
http://www.cattco.org/
303 Court Street
Little Valley, NY 14755
Hon. Crystal J. Abers, Chairman of County Leg.
John R. Searles, Clerk
Telephone: 716-938-2577
Fax: 716-938-2760

Cattaraugus Industrial Development Agency, County of
PO Box1749, 3 E. Washington St
Ellicottville, NY 14731
Corey R. Wiktor, Executive Director
Telephone: 716-699-2005
Fax: 716-699-2942

C H A U T A U Q U A

Chautauqua County Government
http://www.co.chautauqua.ny.us
Gerace Office Buillding, 3 North Erie St.
Mayville, NY 14757-1007
Hon. Gregory J. Edwards, County Executive
Telephone: 716-753-4000
Fax: 716-753-4756

Chautauqua County Industrial Development Agency & Dept. of Economic Development
http://www.ccida.com
200 Harrison Street
Jamestown, NY 14701
Willian Daly, Administrative Director
Telephone: 716-661-8900
Fax: 716-483-6679

G E N E S E E

Genesee County Government
http://www.co.genesee.ny.us
The Old Courthouse, 7 Main Street
Batavia, NY 14020
Hon. Mary Pat Hancock, Chair. of County Leg.
Jay A Gsell, County Manager
Telephone: 585-344-2550
Fax: 585-344-8582

Genesee Industrial Development Agency, County of
http://www.gcedc.com
1 Mill Street
Batavia, NY 14020-3118
Steven G. Hyde, CEO
Telephone: 585-343-4866
Fax: 585-343-0848

N I A G A R A

Niagara County Government
http://www.niagaracounty.com
County Court House
PO Box 461, Lockport, NY 14094-2740
Hon. William Ross, Chairman of County Legislature
Telephone: 716-439-7000
Fax: 716-439-7124

Niagara County Industrial Development Agency (NCIDA) & Department of Economic Development
http://www.ncida.org
6311 Inducon Corporate Drive
Sanborn, NY 14132
Samuel M. Ferraro, Commissioner
Dept. of Econ. Dev.
Telephone: 716-278-8750
Fax: 716-278-8757

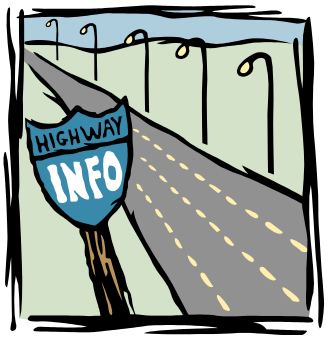
W Y O M I N G

Wyoming County Government
http://www.wyomingco.net
143 North Main Street
Warsaw, NY 14569
A. Douglas Berwanger, Chairman of the Board
Telephone: 585-786-8800 (General)
585-786-8877 (Berwanger)
Fax: 585-786-8802

Wyoming County Industrial Development Agency & Planning & Development
http://www.wyomingco.net/econ/homepage.htm
6470 Route 20A, Suite 4
Perry, NY 14530-9796
Michael Heftka, Executive Director (WCIDA)
Telephone: 585-237-4110
Fax: 585-237-4113

SMALL BUSINESS REFERENCE SECTION

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 product, idea or service that they have in their mind - to making it a profitable venture. The following four pages are designed to provide a solid starting point. The first two pages (46-47) outline some basic steps that a person (or persons) must take to



operate a legal entity. The second two pages (48-49) provide an entrepreneur with the needed components of a business plan. A good business plan is essentially a map that will help to obtain capital, and direct the individual when things get bumpy. Below, are helpful agencies that are available to guide entrepreneurs and/or start-ups. In other words, don't be afraid to ask for directions.

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 26-27

Erie County Government - County Clerk's Office**
Tel: 716-858-8785 | 716-858-7467 (DBA Info.)
http://www.erie.gov/depts/government/clerk.phtml
92 Franklin Street | Buffalo, NY 14202
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 and Erie County Public Library
Tel: 716-858-8900 | http://www.buffalolib.org
1 Lafayette Square | Buffalo, NY 14203
Mary Jean Jakubowski, Director | Pg. 15
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
143 Genesee Street | Buffalo, NY 14203
Alfred Culliton, Chief Operating Officer | Page 17
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 32-36 | Clerks are listed under each municipality

Governor's Office of Regulatory Reform (GORR)
Tel: 518-486-3292 | http://www.gorr.state.ny.us
Agency Bldg. 1 – 4th Floor | Empire State Plaza, PO Box 2107 | Albany, NY 12220-0107
Robert Hermann, Director | Page 17
Offers permit assistance and general information regarding regulatory reform. For permit assistance only, call 1-800-342-3464

SCORE
Tel: 716-551-4301 | http://buffalniagara.score.org/
130 South Elmwood Avenue | Suite 540 | Buffalo, NY 14202 | Page 21
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
Buffalo State College, Cleveland Hall 206 |
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director | Page 21
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/regions/states/ny/buff.html
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin Sciortino, District Director | Page 22
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
672 Delaware Ave. | Buffalo, NY 14209
Tom Ulbrich, Executive Director | Page 23
Assists in regional economic development by helping existing firms grow. Provides a ten-month professional development program.

R E S O U R C E S O N T H E W E B

NYS Department of Taxation – Business Taxpayer Page
http://www.tax.state.ny.us/sbc/
Provides information and forms

SBDC's Frequently Asked Questions
http://www.nys-sbdc.suny.edu/info/faqs/faqs.html

U.S. Small Business Administration – Starting Your Business
http://www.sba.gov/starting_business/index.html

*** Life Science / High Tech Sector Assistance**
**** Permit Assistance**

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

New York State Governor's Office of Regulatory Reform – Guide For Starting A Business

The material presented on pages 48-49 is a courtesy of the Governor's Office of Regulatory Reform (GORR). Material was excerpted from GORR's "Starting A Business" brochure. Certain text has been edited from original publication.

I. INTRODUCTION

The following text on Pages 48-49 contains general information for starting a business. It is designed to be a handy reference guide for general business requirements, and is not intended to offer legal or financial advice. Filing fees and tax rates were current on the date of publication, but should be verified prior to finalizing your business plans. We suggest discussing your business plan with an attorney and/or accountant.

II. STATE LICENSES OR PERMITS

Some businesses require specific New York State permits. The Governor's Office of Regulatory Reform defines a permit as any required license, registration, or similar form of authorization required by New York State. Examples of businesses that require a permit are: motor vehicle repair shops, beauty salons, food establishments, real estate sales, and child day care centers. For assistance in identifying New York State permits contact:

Governor's Office of Regulatory Reform (Also see P. 17)
P.O. Box 2107 | Albany, New York 12220-0107
800-342-3464 or 518-486-3292
www.gorr.state.ny.us | Permit Database: www.nys-opal.com

III. LOCAL PERMITS

A person contemplating starting a business should be aware of local laws. It is important to contact the village, town, or city (P. 32-36) and county clerk (P. 15) 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 (P. 32-36) first.

IV. LEGAL STRUCTURE

The most common forms of business organizations are: **sole proprietor, partnership, limited liability company, and corporation**. If you plan to conduct business under a name other than your own, the name must be registered. Keep in mind that registering is not permission to conduct business. The following is a brief outline of the most common business structures.

A. SOLE PROPRIETORSHIP

A sole proprietorship is the simplest form of business. It may be suited to the start-up of a one-person business. However, the single owner assumes all business responsibilities, including unlimited financial liability incurred by the business.
Form: A Certificate of Conducting Business as a Sole Proprietor must be filed. This form can be obtained from a legal supply store. Complete the form, have it notarized, and file the original with the county clerk in each county where the business is conducted.
Fees: $25 plus $4-$5 for each certified copy. Three copies are usually needed: one for the business, one for the bank, and one for the county clerk.
Self-Employment Tax: This tax is similar to the Social Security tax withheld from wage earners. Self-employment tax is based on net earnings of $400 or more. Currently, the self-employment tax rate is 15.3%. This rate is separated into the Social Security portion (12.4%) and the Medicare portion (2.9%). The maximum net earnings subject to Social Security are $87,000. There is no maximum limit to the amount subject to Medicare. All net earnings for self-employment are subject to the Medicare part of the tax.
Estimated Tax: If the total of estimated income tax and self-employment tax for the year exceeds total withholding and credits by $400 or more, you may be required to make federal estimated tax payments. The threshold for determining when to pay estimated tax payments for New York is $300. On the federal and state personal income tax returns, income from the business is considered business income rather than wage or salary.

B. PARTNERSHIP

A partnership is the relationship between two or more persons or companies that carry on a trade or business together. In the absence of a partnership agreement, the NYS Partnership Law sets forth the rights and duties of the partners.
Form: A Certificate of Conducting Business as Partners must be filed. This form can be obtained from a legal supply store. Complete the form, have it notarized, and file the original with the county clerk in each county where the business is conducted.
Fees: $25 plus $4-$5 for each certified copy. Three copies are usually needed: one for the business, one for the bank, and one for the county clerk. (The filing fee in the five counties comprising New York City is $100; certified copies are $10.)
Limited Partnership: A certificate is required to be filed with the New York State Department of State. A notice must be published in two newspapers in the county where the business is located each week for six successive weeks specifying the details of the limited partnership within 120 days after filing. The filing fee for a limited partnership is $200.
Self-Employment Tax and Estimated Tax: See information under Sole Proprietorship.
Partnerships must file both state and federal partnership returns. Partners should also include their share of the partnership income on their state and federal personal income tax returns. Income from a partnership is considered business income rather than wages or salaries.

C. LIMITED LIABILITY COMPANY

A Limited Liability Company is an unincorporated business organization of one or more persons having limited liability for the contractual obligations and other liabilities of the business, other than a partnership or trust.
Form: Articles of Organization must be filed with the New York State Department of State (see corporations). A notice must be published in two newspapers in the county where the business is located each week for six successive weeks specifying the details of the limited liability company within 120 days after filing.
Fees: $5 for each name search, $20 for reservation of name, $200 for articles of organization, $25 each for affidavits of publication.
Tax Obligations: Publication 16 from the NYS Department of Taxation & Finance explains tax requirements for annual filing fees and to conform to New York personal income tax and corporation franchise tax.

D. CORPORATIONS

A New York State corporation is an entity separate and distinct from the individual(s) who own and manage the business. A corporation is authorized to sell, buy, and inherit property in its own name and is legally endowed with rights, powers, and duties in the conduct of lawful activities. Business corporations are operated for profit and are authorized to raise capital by selling shares of interest in the corporation. A corporation's debts and obligations are distinctly its own.

CORPORATIONS CONTINUED

Form: A form can be obtained from the New York State Department of State, drafted by an attorney, or purchased from a legal supply store.

Fees: $5 for each name search, $20 for reservation of name, $125 for certificate of incorporation.

File With:

NYS Department of State Division of Corporations
41 State Street | Albany, NY 12231-0001
518-473-2492 | Email: corporations@dos.state.ny.us

Corporate Franchise Tax: Corporations must file a franchise tax report and pay a franchise tax for all or part of each calendar/fiscal year the corporation exists. Corporations are required to file federal tax returns.

S Corporation: Under Section 1362 of the Internal Revenue Code, certain small business corporations may report income on personal tax returns. Individual shareholders who wish to obtain this option must file federal Form 2553. Once approval is granted by the Internal Revenue Service Election Form CT-6 must be filed with the NYS Dept. of Taxation & Finance.

Not-for-Profit Corporations: The assets, income, and profit of the corporation shall not be distributed to the benefit of the members, directors, or officers except to the extent permitted by statute. The filing fee is $75 with the NYS Department of State. Obtain approval from the Internal Revenue Service before requesting approval from the NYS Department of Taxation & Finance.

Foreign Corporations: An out-of-state corporation must be authorized by the New York State Department of State to do business in New York. The filing fee for foreign authority is $225 and a certificate of existence from the jurisdiction in which the corporation is organized must be attached.

V. TAX OBLIGATIONS

New York: The NYS Department of Taxation & Finance's Publication 20, "New York State Tax Guide for New Businesses," provides basic information about New York Tax Law and regulations. This publication outlines the procedures to follow and forms to file with the NYS Department of Taxation and Finance to fulfill your tax obligations.

Sales and Use Tax: If tangible personal property is sold, admissions collected, hotel or motel rooms rented, or amusement fees charged, NYS sales and local tax must be collected, and remitted to the NYS Department of Taxation & Finance, usually on a quarterly basis. Completed forms should be filed at least 20 days prior to the opening of your new business. Forms and Publications are available from:

NYS Department of Taxation & Finance
Sales Tax Registration
W. Averill Harriman Campus | Albany, NY 12227
Forms: 800-462-8100 or 518-485-6800
Information: 800-225-5829 or 518-485-6800
www.tax.state.ny.us | apply online: www.nys-opal.com

VI. FEDERAL (EMPLOYER) IDENTIFICATION NUMBER

Sole proprietorships, partnerships, limited liability companies, and corporations (including "S" corporations and non-profit organizations) must have a Federal Identification Number. Sole proprietors can use their Social Security number unless they pay wages to one or more employees, or are required to file pension or excise tax returns, such as those for alcohol, tobacco, or firearms.

Form: SS-4 Application for Employer Identification Number. For information contact:

800-829-3676 or 800-829-1040
www.irs.ustreas.gov

VII. EMPLOYER RESPONSIBILITIES

The Immigration Reform and Control Act of 1986: All employers are required to verify employment eligibility of new employees. The law obligates an employer to process Employment Eligibility Verification Form I-9. For information contact:

Immigration and Naturalization Service
800-375-5283
www.ins.usdoj.gov

Employee Withholding Allowances and Exemptions: Withholding and paying federal and state income tax and Social Security tax is usually the responsibility of the employer. The amount of income tax withheld depends upon the exemptions declared by the employee on federal Form W-4 and/or NYS Publication WT 100 (New York State Withholding Tax Guide). Federal Circular E (Employer's Tax Guide) explains how to withhold taxes from the wages of employees.

Federal Insurance Contributions Act (FICA): Financed through Social Security taxes, FICA provides hospital insurance and other benefits for the elderly, survivors, and the disabled. Taxes are levied on both the employer and employee, and withheld by the employer. The employer and employee each contribute 6.2% (total 12.4%) of wages. Of that amount, 6.2% is earned for Medicare (hospital insurance). The maximum wages subject to Social Security is $87,000. There is no ceiling on wages subject to the Medicare tax.

Federal Unemployment Tax: If an employer pays wages of $1,500 or more during any quarter or if a worker is employed at least one day in each of 20 weeks during a year, unemployment taxes must be paid. Special conditions prevail for certain groups. The gross federal unemployment tax rate is 6.2%.

Forms: 800-829-3676.

Information: 800-829-1040.

New York State Unemployment Insurance: In general, employers are liable as of the first day of any calendar quarter in which wages totaling $300 or more are paid, or as of the day a business was purchased or succeeded a liable employer. Special conditions apply for not-for-profit organizations, agricultural employers, and employers of domestic or household workers. For information contact:

NYS Department of Labor
Unemployment Insurance Division
State Campus, Building 12
Albany, NY 12240
518-457-5807
To apply online: www.nys-opal.com

Workers' Compensation Benefits: Are usually provided by the employer through insurance. Workers' Compensation provides cash for workers who become disabled because of a job-related injury or illness. Contact the Workers' Compensation Board for exclusions and special conditions. Insurance is available either through a private insurance carrier or the State Insurance Fund. **NOTE:** Workers' Compensation is also available to sole proprietors or partners who have no employees.

Disability Benefits: Ensures that employees are covered for non-employment related accidents and illness. Disability benefits are usually provided through insurance. They can be paid for jointly by the employer and employee or entirely by the employer. This insurance is available either through a private insurance carrier or the State Insurance Fund.

Small Business Development Center Guidelines for Entrepreneurs or Start-ups Seeking Capital

The material presented on pages 50-51 is a courtesy of the local Small Business Development Center (SBDC) at Buffalo State College. Although the process may appear complicated, as a federally sponsored agency, the SBDC at Buffalo State College is able to provide free one-on-one assistance to entrepreneurs. If you have any questions, or would like to schedule an appointment, contact the SBDC at 716-878-4030. Additional information on the SBDC can be found on page 21.

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 COMPETIVE 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.
- Environmental factors restricting use of chemicals, disposal of wastes, pollution and noise control, potential impact.
- Labor requirements and effects of strikes, collective bargaining and turnover. How will changes in compensation structure or productivity affect the business?
- Availability and cost of transportation, energy and other utilities.
- Quality assurance products.
- Plant capacity and long term alternatives.

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.

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.

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:

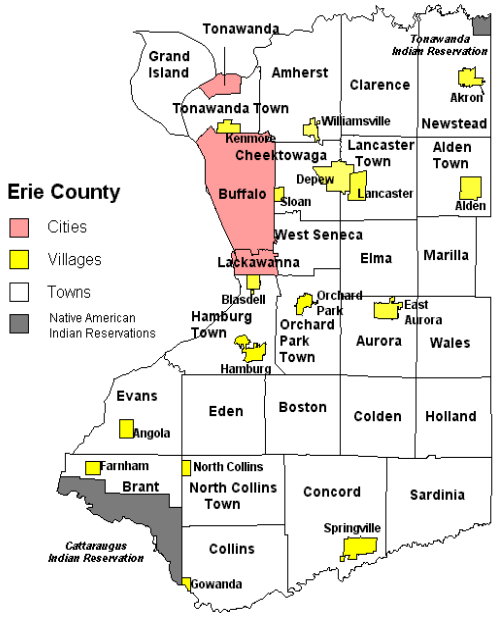
- Purpose of business plan – for example, to attract investment from venture capitalists.
- Business description; name, location and plant description, products, market and competition, and management expertise.
- Business goals and timetables.
- The market and competition, both current and anticipated, 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 references, income tax returns and personal financial statements.

ERIE COUNTY AT A GLANCE



Number of Cities	3
Number of Villages	16
Number of Towns	25
Total Number of Municipalities	44
Land Area - Square Miles	1,044.7
Land Area - Square Kilometers	2,705.7

POPULATION

2008 Total	909,845
2000 Total	950,265
% Change '00 - '08	-4.3%
Population Density '00	910 persons per sq. mile

Source: U.S. Census Bureau

2006 POPULATION

BY RACE

(TOTAL POPULATION - 921,390)

	#	%
White (not Hispanic or Latino)	748,896	81
Black or African American (not Hispanic or Latino)	123,273	13.4
Asian (not Hispanic or Latino)	18,689	2
Two or more races	13,310	1
American Indian and Alaska Native (not Hispanic or Latino)	4,861	0.5
Some other race	12,296	1.3
Native Hawaiian and Other Pacific Islander (not Hispanic or Latino)	65	0.007

Source: U.S. Census Bureau

POPULATION CHANGE 2000 - 2009

Area	2009	2000	POP. CHANGE #	POP. CHANGE %
CITIES				
Buffalo	270,240	292,648	-22,408	-7.7
Lackawanna	17,539	19,064	-1,525	-8.0
Tonawanda	14,766	16,136	-1,370	-8.5
Total Cities	**302,545**	**327,848**	**-25,303**	**-7.7**
TOWNS				
Alden	10,287	10,470	-183	-1.7
Amherst	115,535	116,510	-975	-8.4
Aurora	13,504	13,996	-492	-3.5
Boston	7,805	7,897	-92	-1.7
Brant	1,829	1,906	-77	-4.0
Cheektowaga	87,496	94,019	-6,523	-6.9
Clarence	28,084	26,123	1971	7.5
Colden	3,271	3,323	-52	-1.7
Collins	7,047	8,307	-1,215	-14.6
Concord	8,376	8,526	-150	-1.8
Eden	7,714	8,076	-352	-4.4
Elma	11,351	11,304	47	.42
Evans	16,822	17,594	-772	-4.4
Grand Island	19,025	18,621	404	2.2
Hamburg	55,989	56,259	-270	-.5
Holland	3,489	3,603	-114	-3.2
Lancaster	40,386	39,019	1367	3.5
Marilla	5,579	5,709	-130	-2.3
Newstead	8,349	8,404	-55	-.7
North Collins	3,250	3,376	-126	-3.7
Orchard Park	28,607	27,637	970	3.5
Sardinia	2,669	2,692	-23	-0.9
Tonawanda	71,749	78,155	-6,406	-8.2
Wales	2,835	2,960	-125	-4.2
West Seneca	43,753	45,920	-2,167	-4.7
Total Towns	**604,811**	**620,406**	**-15,595**	**-2.5**
RESERVATIONS				
Cattaraugus	1,882	2,001	-119	-6.0
Tonawanda	9	10	-1	-.1
Total Reserve	1,891	2,011	-120	-6.0
Erie County	**909,247**	**949,758**	**-40,511**	**-4.3**
VILLAGES				
(Village populations are included in Town Totals)				
Akron	2,967	3,085	-118	-3.8
Alden	2,549	2,666	-117	-4.4
Angola	2,130	2,266	-136	-6.0
Blasdell	2,505	2,718	-213	-7.8
Depew	9,394	16,629	-7,235	-43.5
East Aurora	6,251	6,673	-422	-6.3
Farnham	311	322	-11	-3.4
Gowanda (pt.)	2630	2,842	-212	-7.5
Hamburg	9,402	10,116	-714	-7.1
Kenmore	14,954	16,426	-1,472	-9.0
Lancaster	11,065	11,188	-123	-1.1
North Collins	999	1,079	-80	-7.4
Orchard Park	3,039	3,294	-255	-7.7
Sloan	3,436	3,775	-339	-8.9
Springville	4,165	4,252	-87	-2.0
Williamsville	5,100	5,573	-473	-8.5

Source: U.S. Census Bureau

2006 POPULATION BY SEX AND AGE

(TOTAL POPULATION - 921,390)

	#	%
Male	442,707	48
Female	478,683	52
Under 9 years	103,195	11.2
10 to 14 years	62,654	6.8
15 to 24 years	136,365	14.8
25 to 34 years	103,195	11.2
35 to 44 years	126,230	13.7
45 to 54 years	142,815	15.5
55 to 64 years	105,038	11.4
65 to 74 Years	66,340	7.2
75 Years and Over	76,475	8.2
Median Age (years)	39.7	100

Source: U.S. Census Bureau

HOUSEHOLDS

2007 Total	374,234
2000 Total	380,873
% Change '00 - '07	-.02%

Source: U.S. Census Bureau

AVERAGE HOUSEHOLD SIZE

2007	2.39
2000	2.41

Source: U.S. Census Bureau

FAMILIES

2007 Total	231,357
2000 Total	243,539
% Change '00 - '07	-5.0%

Source: U.S. Census Bureau

UNEMPLOYMENT RATES FOR ERIE COUNTY

2008	5.8%
2007	4.9%

Source: NYS Department of Labor

BUFFALO - NIAGARA MSA

PRIVATE SECTOR EMPLOYMENT BY INDUSTRY

July 2008

(Data are not seasonally adjusted. Data are preliminary and subject to revision.)

Industry	#*	%
Natural Resources Construction & Mining	20,700	2.7
Manufacturing	58,600	7.7
Wholesale & Retail Trade	84,100	11.1
Trans., Warehousing & Util.	101,800	13.4
Finance & Insurance	26,600	3.5
Services	374,700	49.4
Government	91,600	12.2
Total	758,100	100

Source: NYS Dept. of Labor
*Rounded to the nearest hundred

MAJOR PRIVATE SECTOR EMPLOYERS

(FULL-TIME EMPLOYEES IN WNY)

Kaleida Health | www.kaleidahealth.com	10,000
HSBC Bank USA N.A. | www.us.hsbc.com	5,848
Buffalo City School District | www.buffaloschools.com	5,389
Catholic Health System | www.chsbuffalo.org	5,191
Employer Services Corp. | www.myesc.com	5,033
Tops Markets Inc. | www.topsmarkets.com	4,600
M&T Bank | www.mtb.com	4,431
Seneca Gaming Corp. | www.senecagamingcorp.com	4,009
Catholic Diocese of Buffalo | www.buffalodiocese.com	3,500
Wegman's Food Markets | www.wegmans.com	3,009
Roswell Park Cancer Institute | www.roswellpark.com	3,000
Seneca Niagara Casino | www.senecaniagaracasino.net	2,715
ECMC Corp. | www.ecmc.edu	2,673
Elderwood Senior Care | www.elderwood.com	2,622
Delphi Thermal & Interior | www.delphiauto.com	2,600
Wilson Farms Inc. | www.wilsonfarms.com	2,500
Dresser Rand Co. | www.dresser-rand.com	2,400
People Inc. | www.people-inc.com	2,372
Moog Inc. | www.moog.com	2,370
Verizon-New York | www.verizon.com	1,975
Mercy Hospital of Buffalo | www.chsbuffalo.com	1,767
General Motors Powertrain-Tonawanda Engine | www.gm.com	1,100

Source: Business First Book of Lists, 2009

WEB SITES FOR REGIONAL INFORMATION, LABOR MARKET INFORMATION AND DEMOGRAGHICS

Buffalo Niagara Enterprise | www.buffaloniagara.org

NYS Department of Labor | www.labor.state.ny.us

U.S. Census Bureau | http://factfinder.census.gov

WNY Regional Information Network | http://wnyrin.com

Workforce NY | www.workforcenewyork.org/lmi/

NOTES: