ERIE COUNTY

BUSINESS ASSISTANCE DIRECTORY

2019

MARK C. POLONCARZ
County Executive

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. Industrial Development Agencies abbreviated as IDAs.

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

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Bflo. & Fort Erie Public Bridge Auth. | 716-884-6744, ext. 226 | P. 12
Bflo. & Erie County Public Library (B&ECPL) | 716-858-8900 | P. 12
Buffalo Convention Center (BCC) | 716-855-5555 | P. 12
Bflo. Niag. Manufacturing Alliance (BNMA) | 716-870-7084 | P. 12
Buffalo Niagara Partnership | 716-541-1701 | P. 13
Buffalo Place, Inc. | 716-856-3150 | P. 13
Bflo. Urban Dev. Corporation (BUDC) | 716-856-6525 x130 | P. 13
Bflo. Urban Renewal Agency (BURA) | 716-851-5035 | P. 13
Buffalo World Trade Association | 716-685-1781 | P. 13
Business Council of New York State, Inc. | 518-465-7511 x201 | P. 13

C

Canadian Consulate General | 212-596-1628 | P. 13
Canisius College Ctr. For Prof. Development | 716-888-8490 | P. 14
Canisius College Women's Business Center | 716-888-8280 | P. 14
Center for Urban Studies (CUS) | 716-829-2305 | P. 14
Clarence IDA | 716-741-0149 | P. 14
Concord IDA | 716-592-4946 | P. 14

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Eden Economic Development, Town of | 716-992-3408 | P. 14
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County Clerk's Office | 716-858-8785 | P. 15
Dept. of Environment and Planning | 716-858-8390 | P. 15
Div. of Equal Employment Opportunity (EEO) | 716-858-6169 | P. 15
Erie County IDA (ECIDA) | 716-856-6525 | P. 16
Erie County Water Authority (ECWA) | 716-849-8484 | P. 16
Evans Community Development, Town of | 716-549-3915 | P. 16

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International Institute of Buffalo NY, Inc. | 716-883-1900 | P. 17
Invest Buffalo Niagara (IBN) | 716-842-1330, ext. 452 | P. 17

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Lackawanna Community Dev. Corp. (LCDC) | 716-823-5124 | P. 17
Lancaster Community Dev. Corp., Village of | 716-683-2105 | P. 18

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Lancaster IDA (LIDA) | 716-683-1610 | P. 18
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NY & NJ Minority Supplier Dev. Council | 212-502-5663 | P. 22
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NYS Dept. of Transportation (DOT) | 716-847-3238 | P. 19
NYS Department of Labor (DOL) | 716-851-2750 | P. 19
Div. of Employment and Workforce Solutions | 716-634-9081 | P. 19
Div. of Research and Statistics | 716-851-2740 | P. 19
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NYS Dept. of Environmental Cons. (NYSDEC) | 716-851-7200 | P. 19
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UB Nat. Center for Geographic Info. & Analysis (NCGIA) | 716-645-0484 | P. 21
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UB Regional Institute | 716-878-2440 | P. 21
UB The Ctr. for Industrial Effectiveness (TCIE) | 716-645-8844 | P. 22
Visit Buffalo Niagara (VBN) | 716-852-0511 | P. 22

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Baynes, A.J. | 716-632-6905 | Amherst Chamber | P. 24
Benczkowski, Diane | 716-686-3465 | Cheektowaga | P. 33
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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.

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

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

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

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

ECONOMIC DEVELOPMENT – INDUSTRIAL DEVELOPMENT AGENCIES

Amherst Industrial Development Agency (AIDA)
Tel: 716-698-9000 | http://www.amherstida.com
4287 Main Street | Amherst, NY 14226
David S. Mingoia, Executive Director, Page 12

Clarence Industrial Development Agency
Tel: 716-741-0149 | http://www.clarenceida.com/
1 Town Place | Clarence, NY 14031
Christopher Kempton, Chairperson, Page 14

Concord Industrial Development Agency
Tel: 716-592-4946 | http://concord-ida.com/
PO Box 368 | Springville, NY 14141
Gary Eppolito, Chairperson, Page 14

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

Hamburg Industrial Development Agency (HIDA)
Tel: 716-648-4145 | http://hamburgida.com/
6122 South Park Avenue | Hamburg, NY 14075
Sean Doyle, Executive Director, Page 16

Lancaster Industrial Development Agency (LIDA)
Tel: 716-683-1610 | http://lancasternyida.com
21 Central Avenue | Lancaster, NY 14086
Robert Benzel, Chief Executive Officer, Page 18

ECONOMIC DEVELOPMENT – OTHER AGENCIES

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

Eden Economic Development, Town of
Tel: 716-992-3408 | http://www.edenny.org/econ.html
2795 Church Street | Eden, NY 14057
Ed Krycia, Chair, Econ. Advisory Committee, Page 14

Evans Community Development, Town of
Tel: 716-549-0945 | https://www.townofevans.org/departments/commdev.html
8787 Erie Road | Angola, NY 14006
William Smith, Director, Page 16

Lackawanna Community Development Corp. (LCDC)
Tel: 716-823-5124 | http://lackawannany.gov/
640 Ridge Road | Lackawanna, NY 14218
Lauren Jednak, Executive Director, Page 17

Lancaster Community Development Corp., Village of
Tel: 716-683-2105 | http://www.lancastervillage.org
5423 Broadway | Lancaster, NY 14086
James Allen, President, Page 18

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

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

Orchard Park Economic Development Committee
Tel: 716-636-3626 | https://www.orchardparkny.org/committees/economic-development-committee/
3623 Eggert Road | Orchard Park, NY 14127
John Murray, Chairperson, Page 19

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

UB The Center for Industrial Effectiveness (TCIE)
Tel: 716-645-8844 | http://www.tcie.buffalo.edu
1576 Sweet Home Road | Amherst, NY 14228
Timothy Leyh, Executive Director, Page 22

SUBJECT INDEX

EDUCATION AND TRAINING RESOURCES

Canisius College Center for Professional Development
Tel: 716-888-8490 | http://www.canisius.edu/cpd
2001 Main Street | Buffalo, NY 14208
Jennifer Patrick, Executive Director, Page 16

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

Chambers of Commerce
See Pages 24-25

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

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

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

SCORE
Tel: 716-554-4301 | http://buffaloniagara.score.org
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, District Director, Page 20

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

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

UB Center for Entrepreneurial Leadership (CEL)
Tel: 716-885-5715 | http://www.mgt.buffalo.edu/cel
77 Goodell Street, Suite 201 | Buffalo, NY 14203
Tom Ulbrich, Executive Director, Page 21

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

UB Technology Transfer
Tel: 716-645-8134 | http://www.buffalo.edu/research/about-us/units/technology-transfer.html
520 Lee Entrance, Suite 109 | UB Commons | Amherst, NY 14228
Jeffrey Dunbar, Director, Page 21

ENGINEERING ASSISTANCE

UB Engineering Student Employment Program
Tel: 716-645-0971 | Page 21

UB The Center for Industrial Effectiveness (TCIE)
Tel: 716-645-8844 | http://www.tcie.buffalo.edu
1576 Sweet Home Road | Amherst, NY 14228
Timothy Leyh, Executive Director, Page 22

ENVIRONMENTAL RESOURCES

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

Erie County Dept. of Environment and Planning
Division of Environmental Compliance
Tel: 716-858-8390
95 Franklin Street | Buffalo, NY 14202
Bonnie Lawrence, Deputy Commissioner, Page 15

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

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

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

Western New York Sustainable Business Roundtable
Tel: 716-858-6931 | https://wnysustainablebusiness.org
C/O 95 Franklin street | Buffalo, NY 14202
Asa Guilamo, Coordinator, Page 23

EXPORT – CULTURAL INFORMATION, INTERPRETING AND/OR TRANSLATION RESOURCES

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

EXPORT – FINANCE AND/OR INFORMATIONAL RESOURCES

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

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

Canadian Consulate General
Tel: 212-596-1628
https://international.gc.ca/world-monde/country-pays/united_states-etats_unis/new_york.aspx?lang=eng
466 Lexington Aveune | New York, NY 10017
Phylliss Yaffe, Consul General of CA in NY, Page 13

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

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

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

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

U.S. Citizenship and Immigration Services
Tel: 716-843-7900 | http://uscis.gov
306 Delaware Avenue | Buffalo, NY 14202
Edward Newman, District Director, Page 20

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

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

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

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

FOREIGN TRADE ZONES (FTZ)

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

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

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

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

SUBJECT INDEX

GOVERNMENT ASSISTANCE - COUNTY

Government – Local Elected Officials
Erie County Executive – See Page 28
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Government – Quick Reference Index
See pages 41-44 for contact information on many County Departments

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

GOVERNMENT ASSISTANCE - STATE

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

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

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

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

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

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

GOVERNMENT ASSISTANCE - FEDERAL

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

U.S. Citizenship and Immigration Services
Tel: 716-843-7900 | http://uscis.gov
306 Delaware Avenue | Buffalo, NY 14202
Edward Newman, District Director, Page 20

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

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

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

INDUSTRY ASSOCIATIONS, LOBBYING, AND NETWORKING GROUPS

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

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

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

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

Chambers of Commerce
See Pages 24-25

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

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

Western New York Sustainable Business Roundtable
Tel: 716-858-6931 | https://wnysustainablebusiness.org
C/O 95 Franklin street | Buffalo, NY 14202
Asa Guilamo, Coordinator, Page 23

MINORITY / WOMEN BUSINESS ASSISTANCE

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

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

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

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

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

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

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

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

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

PLANNING AND ZONING INFORMATION

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

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

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

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

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

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

SMALL BUSINESS / START-UP – TECHNICAL BUSINESS ASSISTANCE

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

TOURISM RELATED

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

Buffalo Place, Inc.
Tel: 716-856-3150 | http://www.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
5600 McKinley Pkwy | Hamburg, NY 14075
Jessica Underberg, Chief Executive Officer, Page 17

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

TRANSPORTATION RELATED

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

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

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

Niagara Frontier Transportation Authority (NFTA)
Tel: 716-855-7470 | http://www.nfta.com
181 Ellicott Street | Buffalo, NY 14203
Kimberly A. Minkel, CEO, Page 19

UTILITIES – ENERGY, SEWER, AND WATER

Erie County Dept. of Environment and Planning Division of Sewerage Management
Tel: 716-858-8390 | http://www.erie.gov/environment
95 Franklin Street, Room 1053 | Buffalo, NY 14202
Joseph L. Fiegl, P.E., Deputy Commissioner, Page 15

Erie County Water Authority (ECWA)
Tel: 716-849-8484 | http://www.ecwa.org
350 Ellicott Sq. Building | 295 Main Street | Buffalo, NY 14203
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National Fuel
Tel: 716-686-6123 | http://www.nationalfuelgas.com
6363 Main Street | Williamsville, NY 14221 |Page 18

National Grid
Tel: 1-800-664-6729
http://www.nationalgridus.com or http://www.shovelready.com
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New York State Electric & Gas Corporation (NYSEG)
Tel: 607-762-4022 | http://www.nyseg.com/
18 Link Drive | Binghamton, NY 13902
Paul Huonker, Regional Mgr. Econ. Dev., Page 18

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

WORKFORCE DEVELOPMENT RESOURCES

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

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

UB The Center for Industrial Effectiveness (TCIE)
Tel: 716-645-8844 | http://www.tcie.buffalo.edu
1576 Sweet Home Road | Amherst, NY 14228
Timothy Leyh, Executive Director, Page 22

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

Business Services Department
Tel: 716-819-9845 x107 | https://workforcebuffalo.org/business-services
726 Exchange Street, Suite 630 | Buffalo, NY 14210
Christina M. Lopez, Director, Page 22

Buffalo Employment and Training Center (BETC)
Tel: 716-856-5627 | http://www.workforcebuffalo.org/
77 Goodell Street | Buffalo, NY 14203
Terry Chatfield, Deputy Director, Page 22

ECC Employment and Training Center
Tel: 716-270-4444 | https://www.ecc.edu/onestop/
3176 Abbott Road | Orchard Park, NY 14127, Page 22

Workforce Investment Board, Inc., Bflo. & Erie County (WIB)
Tel: 716-504-1480 | http://www.becwib.org
726 Exchange Street, Suite 632 | Buffalo, NY 14210
Heather Gresham, JD, Executive Director, Page 22

VENTURE CAPITAL RESOURCES

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

WNY Venture Association
Tel: 716-636-3626 | http://www.wnyventure.com
726 Exchange Street, Suite 620 | Buffalo, NY 14210
Jack McGowan, Executive Director, Page 22

Amherst Industrial Development Agency (AIDA)

http://www.amherstida.com
4287 Main Street
Amherst, NY 14226
David S. Mingoia, Executive Director
Laurie A. Manuszewski, Director of Administrative Services
Telephone: 716-698-9000
Fax: 716-688-0205
Email: dmingoia@amherstida.com
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 Road
Colden, NY 14033
Marilyn Calhoun-Allen, Executive Director
Telephone: 716-941-3647
Email: assocofecgov@roadrunner.com

Networking group of local elected officials in Erie County.

Buffalo & Fort Erie Public Bridge Authority

http://www.peacebridge.com
One Peace Bridge Plaza
Buffalo, NY 14213
Ron Rienas, General Manager
Telephone: 716-884-6744, ext. 226
Fax: 716-884-2089
Email: rr@peacebridge.com

Serves as an integral link between the U.S. and Canada for the import/export of commercial goods and raw materials.

Buffalo and Erie County Public Library (B&ECPL)

http://www.buffalolib.org
1 Lafayette Square
Buffalo, NY 14203
Mary Jean Jakubowski, Director
Telephone: 716-858-8900
Fax: 716-858-6211
Email: jakubowskim@buffalolib.org

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

Buffalo Convention Center (BCC)

http://www.buffaloconvention.com
One Convention Center Plaza
Buffalo, NY 14202
Paul Murphy, General Manager
Telephone: 716-855-5555
1-800-995-7570
Fax: 716-855-3158
Email: info@buffaloconvention.com

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

Buffalo Niagara Manufacturing Alliance (BNMA)

http://www.bnmalliance.com
169 Bullis Road
Cowlesville, NY 14037
Kevin Calvello, President
Telephone: 716-870-7084
Email: kevin@bwheattreating.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
257 W. Genesee St., Ste .600
Buffalo, NY 14202
Dottie Gallagher-Cohen, President & CEO
Telephone: 716-541-1701
Fax: 716-852-2761
Email: dgc@thepartnership.org

This is the region's largest business organization with over 3,200 members. The partnership is engaged in business advocacy, business development and business services for the benefit of its members. It publishes the Buffalo Niagara Partnership's Membership Directory and Destination Buffalo Niagara.

Buffalo Place, Inc.

http://www.buffaloplace.com
671 Main Street
Buffalo, NY 14203
Michael T. Schmand, Executive Director
W. Morgan Smith, Deputy Executive Director
Telephone: 716-856-3150
Fax: 716-852-5490
Email: mschmand@buffaloplace.com
msmith@buffaloplace.com

A not-for-profit organization dedicated to improving the economic health and quality of life in the downtown business district. Actively promotes the downtown business district.

Buffalo Urban Development Corporation (BUDC)

http://www.buffalourbandevelopment.com/
95 Perry Street, Suite 404
Buffalo, NY 14203
Peter M. Cammarata, President
Telephone: 716-856-6525 x130
Fax: 716-856-6754

BUDC serves to create a dynamic and responsive project development process and team, capable of meeting the special needs and challenges associated with urban and high impact project area development.

Buffalo Urban Renewal Agency (BURA)

https://www.buffalourbanrenewal.com/

Housing Office
920 City Hall
Buffalo, NY 14202
Yvonne McCray, Director of Housing
Telephone: 716-851-5035
Fax: 716-854-0172

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 Urban Renewal Agency (BURA)

Real Estate Office
901 City Hall
Buffalo, NY 14202
John Hannon, Director
Telephone: 716-851-5275
Fax: 716-851-5590

Buffalo World Trade Association

http://www.bwta.org/
PO Box 130
Lancaster, NY 14086
Barbara Saieva, President
Telephone: 716-685-1781
Fax: 716-685-1781
Email: execsec@bwta.us

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 Bricetti, President & CEO
Telephone: 518-465-7511 x201
1-800-358-1202
Fax: 518-465-4389
Email: heather.briccetti@bcnys.org

Private sector lobbying group for New York State businesses.

Canadian Consulate General

https://international.gc.ca/world-monde/country-pays/united_states-etats_unis/new_york.aspx?lang=eng
466 Lexington Aveune
New York, NY 10017
Phylliss Yaffe, Consul General of CA in NY
Telephone: 212-596-1628
1-844-880-6519
Fax: 212-596-1790
Email: cngnyg@international.gc.ca

The consulate has offices that handle tourism, immigration, and public affairs. Facilitates trade from Canada into the United States.

Canisius College Center for Professional Development

http://www.canisius.edu/cpd
2001 Main Street
Buffalo, NY 14208
Jennifer Patrick, Executive Director
Telephone: 716-888-8490
Fax: 716-888-8495
Email: cpdinfo@canisius.edu

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

Canisius College Women's Business Center

http://www.canisius.edu/wbc
2001 Main Street
Buffalo, NY 14208
Sara Vescio, Executive Director
Telephone: 716-888-8280
Fax: 716-888-8284
Email: wbcinfo@canisius.edu

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

Center for Urban Studies (CUS)

http://centerforurbanstudies.ap.buffalo.edu/
State Univ. at NY | 3435 Main St., 330 Hayes Hall
Buffalo, NY 14214
Dr. Henry Louis Taylor, Jr., Director
Telephone: 716-829-2305
Email: htaylor@buffalo.edu

CUS is a research, planning, and development institute dedicated to elimating inequality and injustice through the development neighborhood regeneration projects.

Clarence Industrial Development Agency

http://www.clarenceida.com/
1 Town Place
Clarence, NY 14031
Christopher Kempton, Chairperson
Telephone: 716-741-0149
Fax: 716-741-8935
Email: ckempton@walshins.com

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

Concord Industrial Development Agency

http://concord-ida.com/
PO Box 368
Springville, NY 14141
Gary Eppolito, Chairperson
Paul R. Leon, Concord IDA Consultant
Telephone: 716-592-4946
Fax: 716-592-5030

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

Eden Economic Development, Town of

http://www.edenny.org/econ.html
2795 Church Street
Eden, NY 14057
Ed Krycia, Chair, Econ. Advisory Committee
Telephone: 716-992-3408

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

Empire State Development Corporation (ESD)

http://www.esd.ny.gov
95 Perry Street, Suite 500
Buffalo, NY 14203
Amanda Mays, Regional Director
Telephone: 716-846-8200
Fax: 716-846-8260
Email: nys-wny-redc@esd.ny.gov

New York State's Economic Development Agency offers a full menu of business assistance, including financial resources and technical expertise for facility expansions, machinery and equipment purchases, site and infrastructure development, manufacturing productivity analysis, workforce training, global export market development, and recycling business investments. It has the ability to act as primary point of contact for all business and planning inquiries and needs.

Erie Canal Harbor Development Corporation (ECHDC)

http://www.eriecanalharbor.com
95 Perry Street, Suite 500
Buffalo, NY 14203
Steve Ranalli, President
Robert Gioia, Chairperson
Telephone: 716-846-8200
Fax: 716-846-8262

The ECHDC is a subsidiary agency of Empire State Development (ESD). Its vision is to revitalize WNY's waterfront and restore economic growth to Buffalo, based on the region's legacy of pride, urban significance and natural beauty.

VISION STATEMENT

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

Erie County Clerk's Office

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

92 Franklin Street
Buffalo, NY 14202
Michael P. Kearns, County Clerk
Telephone: 716-858-8785
716-858-7450 (DMV)
Fax: 716-858-6550
Email: eriecountyclerkoffice@erie.gov

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

DID YOU KNOW

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

Erie County Dept. of Environment and Planning

http://www.erie.gov/environment

95 Franklin Street, Room 1053
Buffalo, NY 14202
Thomas R. Hersey, Jr., Commissioner
Telephone: 716-858-8390

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

The Department consists of the following divisions:

Division of Environmental Compliance

Bonnie Lawrence, Deputy Commissioner
Josh Wilson, Coordinator, Pollution Prevention Program
Mary Rossi, Chief Environmental Compliance Specialist
John Hood, Chief Environmental Compliance Specialist
Telephone: 716-858-8560

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

Division of Planning

Dan Castle, AICP, Deputy Commissioner
Mark Rountree, Principal Planner
Lisa Matthies-Wiza, Director, GIS
Chris Pawenski, Director, Industrial Assistance Program
Telephone: 716-858-8390

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

Division of Sewerage Management

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

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

Erie County Div. of Equal Employment Opportunity (EEO)

http://www2.erie.gov/eeo/

95 Franklin Street, Room 1652
Buffalo, NY 14202
Jesse L. Burnette, Director
Telephone: 716-858-6169
Fax: 716-858-8464

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

Erie County Industrial Development Agency (ECIDA)

http://www.ecidany.com
95 Perry Street, Suite 403
Buffalo, NY 14203
Steve Weathers, Chief Executive Officer
John Cappellino, Exec. VP & Director of Bus. Dev.
Grant Lesswing, Business Development Officer
Beth O'Keefe, Business Development Officer:
Telephone: 716-856-6525
Fax: 716-856-6754
Email: sweathers@ecidany.com
jcappell@ecidany.com
glesswing@ecidany.com
bokeefe@ecidany.com

County-wide agency authorizes industrial revenue bonds for eligible industrial and commercial projects within county limits. Administers revolving loan fund for fixed-assets and working capital for business projects in specific county areas. Operates a public private venture capital fund to invest in high-tech companies that have large growth potential. Works in conjunction with local area banks, and the U.S. Small Business Administration (SBA) on loan program targeted at minority, women and/or start-up business enterprises. International program has available financial products to support export trade, including EXIM Bank and SBA financing. Licensed broker in New York State for export credit insurance. Organizes 2 to 3 trade missions per year. Administers Foreign Trade Zone program for Erie County.

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
350 Ellicott Sq. Building | 295 Main Street
Buffalo, NY 14203
Telephone: 716-849-8484
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

https://www.townofevans.org/departments/commdev.html
8787 Erie Road
Angola, NY 14006
William Smith, Director
Telephone: 716-549-0945
Fax: 716-549-0456
Email: wsmith@townofevans.org

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

Greater Buffalo Building Owners & Mgs. Assoc. (BOMA)

https://www.bomabuffalo.com
465 Main Street, Suite 130
Buffalo, NY 14203
Jennifer Aiple, Executive Director
Telephone: 716-856-3801
Fax: 716-843-8607
Email: info@bomabuffalo.com

A non-profit trade association of over 110 property professionals within the commercial real estate industry. Offers Real Property Administrator (RPA) Programs. In representing its members and the business community to local and State officials, BOMA speaks as an industry-wide voice providing a more powerful and dynamic representation.

Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)

http://www.gbnrtc.org
438 Main Street, Suite 503
Buffalo. NY 14202
Hal Morse, Executive Director
Telephone: 716-856-2026
Fax: 716-856-3203
Email: hmorse@gbnrtc.org

Buffalo - Niagara Falls area metropolitan planning organization responsible for transportation studies, planning, and programming of federal transportation funds in Erie and Niagara Counties.

Hamburg Industrial Development Agency (HIDA)

http://hamburgida.com/
6122 South Park Avenue
Hamburg, NY 14075
Sean Doyle, Executive Director
Telephone: 716-648-4145
Fax: 716-648-0151
Email: sdoyle@townofhamburgny.com

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

Insyte Consulting

http://www.insyte-consulting.com
76 Exchange Street, Suite 812
Buffalo, NY 14210
Benjamin Rand, President
John Murray, Director of Sales
Telephone: 716-636-3626
Fax: 716-845-6418
Email: brand@insyte-consulting.com
jmurray@insyte-consulting.com

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

International Agri-Center

http://www.hamburgfairgrounds.com
5600 McKinley Pkwy
Hamburg, NY 14075
Jessica Underberg, Chief Executive Officer
Telephone: 716-648-9733
716-649-3900
Fax: 716-649-4687
Email: frontdesk@ecfair.org

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

International Institute of Buffalo NY, Inc.

http://www.iibuff.org
864 Delaware Avenue
Buffalo, NY 14209
Eva Hassett, Executive Director
Telephone: 716-883-1900
Fax: 716-883-9529
Email: iib@iibuff.org

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

Invest Buffalo Niagara (IBN)

http://www.buffaloniagara.org
257 W. Genesee St., Ste .600
Buffalo, NY 14202
Thomas A. Kucharski, President & CEO
Telephone: 716-842-1330, ext. 452
1-800-916-9073
Fax: 716-842-1724
Email: tkucharski@buffaloniagara.org
info@buffaloniagara.org

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

DID YOU KNOW

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

Lackawanna Community Development Corp. (LCDC)

http://lackawannany.gov/
640 Ridge Road
Lackawanna, NY 14218
Lauren Jednak, Executive Director
Telephone: 716-823-5124
Fax: 716-823-5947
Email: LDHCorp@aol.com

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

Lancaster Community Development Corp., Village of

http://www.lancastervillage.org
5423 Broadway
Lancaster, NY 14086
James Allein, President
Telephone: 716-683-2105
Fax: 716-684-4830
Email: mstegmeier@lancastervillage.org

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

Lancaster Industrial Development Agency (LIDA)

http://lancasternyida.com
21 Central Avenue
Lancaster, NY 14086
Robert Benzel, Chief Executive Officer
Telephone: 716-683-1610
Fax: 716-683-0512
Email: lida@lancasterny.com

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

National Fuel

http://www.nationalfuelgas.com
6363 Main Street
Williamsville, NY 14221
Telephone: 716-686-6123 (Customer Service)
716-857-7000 (Corporate)
Fax: 716-857-6500

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

National Grid

http://www.nationalgridus.com
http://www.shovelready.com
Telephone: 1-800-664-6729
Email: shovelready@us.ngrid.com

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

New York & New Jersey Minority Supplier Development Council

http://nynjmsdc.org/
65 W. 36th Street, Suite 702
New York, NY 10018
Terrence Clark, President & CEO
Telephone: 212-502-5663
Email: certification@nynjmsdc.org

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

New York Business Development Corp. (NYBDC)

http://www.nybdc.com
300 International Drive, Suite 126
Williamsville, NY 14221
Michael A. Taylor, Senior Vice President
Telephone: 716-626-3423
Fax: 716-626-3001
Email: mtaylor@nybdc.com

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

New York State Electric & Gas Corporation (NYSEG)

http://www.nyseg.com/
18 Link Drive
Binghamton, NY 13902
Paul Huonker, Regional Mgr. Econ. Dev.
Telephone: 607-762-4022
Fax: 607-762-8400
Email: pjhuonker@nyseg.com

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

NYS Energy Research & Development Authority (NYSERDA)

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

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

NYS Dept. of Environmental Conservation (NYSDEC)

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

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

New York State Dept. of Labor (DOL)

https://www.labor.ny.gov/home/
290 Main Street
Buffalo, NY 14202
Carolyn Bright, Business Service Rep.
Telephone: 716-851-2750

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

Division of Employment and Workforce Solutions

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

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

Division of Research and Statistics

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

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

New York State Dept. of Transportation (DOT)

https://www.dot.ny.gov/index
100 Seneca Street
Buffalo, NY 14203
Francis P. Cirillo, Regional Director
Ramsey E. Kahi, Regional Planning & Program Mgr.
Telephone: 716-847-3238 (Cirillo)
716-847-3241 (Kahi)
Fax: 716-847-3961 (Cirillo)
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.

Niagara Frontier Transportation Authority (NFTA)

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

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

Orchard Park Economic Development Committee

https://www.orchardparkny.org/committees/economic-development-committee/
3623 Eggert Road
Orchard Park, NY 14127
John Murray, Chairperson
Telephone: 716-636-3626, ext. 302
Fax: 716-662-0238
Email: jmurray@insyte-consulting.com

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

AGENCY DESCRIPTIONS

SCORE

http://buffaloniagara.score.org
130 South Elmwood Avenue, Suite 540
Buffalo, NY 14202
Franklin J. Sciortino, District Director
Telephone: 716-554-4301
Email: buffaloniagara45@gmail.com

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

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
1300 Elmwood Avenue
Buffalo, NY 14222
Susan McCartney, Director
Telephone: 716-878-4030
Fax: 716-878-4067
Email: buffalosbdc@yahoo.com

Provides one-to-one counseling to start-up and existing small businesses on a wide range of advisory, training and research services including the preparation of business plans, marketing programs and financial strategies. Export Assistance Program targets both the beginner, and the more experienced small business exporter.

U.S. Army Corps of Engineers

http://www.lrb.usace.army.mil
1776 Niagara Street
Buffalo, NY 14207
LTC Jason A. Toth, District Commander
Telephone: 716-879-4104
Fax: 716-879-4195

Engineering, transportation and planning of navigable waterways.

U.S. Citizenship and Immigration Services

http://uscis.gov
306 Delaware Avenue
Buffalo, NY 14202
Edward Newman, District Director
Telephone: 716-843-7900
Fax: 716-551-3141

Promote national security, eliminates immigration adjudications backlogs, and implements solutions for improving immigration customer services.

U.S. Customs and Border Protection

http://www.cbp.gov
300 Airborne Parkway, Suite 300
Buffalo, NY 14225
James Engelman, Director, Field Operations
Telephone: 716-626-0400
Fax: 716-626-1164

Responsible for assessment and collection of all duties, taxes and fees on imported merchandise, the enforcement of customs and other related laws, and administration of other federal regulations.

U.S. Department of Commerce

https://www.commerce.gov/locations
130 South Elmwood Avenue, Suite 530
Buffalo, NY 14202
Rosanna Masucci, Director
John Tracy, International Trade Specalist
Telephone: 716-554-4191
Fax: 716-551-5290
Email: rosanna.masucci@trade.gov
john.tracy@trade.gov

Its mission is to help U.S. Firms increase export sales and market share. Have commercial offices in 145 cities in 77 countries. International trade specialists offer assistance to businesses interested in exporting, assess a company's export potential and provide one on-one counseling. A comprehensive range of export facilitation services are available including: identifying target markets, locating foreign representation, developing sales leads providing marketing assistance, industry reports and trade show information.

U.S. Small Business Administration (SBA)

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

130 South Elmwood Avenue, Suite 540
Buffalo, NY 14202
Franklin J. Sciortino, District Director
Telephone: 716-551-4301
Fax: 716-551-4418

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

UB Center for Entrepreneurial Leadership (CEL)

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

77 Goodell Street, Suite 201
Buffalo, NY 14203
Tom Ulbrich, Executive Director
Telephone: 716-885-5715
Fax: 716-845-6999
Email: mgt-cel@buffalo.edu

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

UB Engineering Student Employment Program

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

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

UB National Center for Geographic Information and Analysis (NCGIA)

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

State Univ. at NY | 301 Wilkeson Quad
Buffalo, NY 14261
Ling Bian, Director
Telephone: 716-645-0484
Fax: 716-645-5957
Email: lbian@buffalo.edu

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

UB Technology Transfer

http://www.buffalo.edu/research/about-us/units/technology-transfer.html

520 Lee Entrance, Suite 109 | UB Commons
Amherst, NY 14228
Jeffrey Dunbar, Director
Telephone: 716-645-8134
Fax: 716-636-5921
Email: dunbarj@buffalo.edu

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

UB Regional Institute

http://regional-institute.buffalo.edu/

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

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

UB The Center for Industrial Effectiveness (TCIE)

http://www.tcie.buffalo.edu
1576 Sweet Home Road
Amherst, NY 14228
Timothy Leyh, Executive Director
Telephone: 716-645-8844
Fax: 716-636-5921
Email: tleyh@buffalo.edu

TCIE is a business consulting and economic development arm of the university. TCIE serves as a liaison between area businesses and manufacturers and a wide range of UB resources. Faculty members from many departments are assigned to work on projects tailored to the needs of area companies. Projects may also feature material testing labs, technicians, graduate students, and university design and research centers. TCIE also helps to administer the Strategic Partnership for Industrial Resurgence (SPIR) program. SPIR provides up to 50% financing for small to mid-size companies that seek efficiency and process improvements, product development assistance, and quality program implementation. TCIE is also committed to strengthening the work force of the region, providing training needs assessments, training grant development and administration, and both soft skills and technical training programs. Contracted services and project management for industrial process improvements, quality initiatives, product development, lean manufacturing, business planning and marketing consulting, business translations, grant writing support and grant administration (e.g. NYS Department of Labor Safety Training Grants, Empire State Development training grants).

Visit Buffalo Niagara (VBN)

http://www.visitbuffaloniagara.com
617 Main Street, Suite 200
Buffalo, NY 14203-1496
Patrick Kaler, President & CEO
Michael Even, Vice President of Sales and Service
Edward J. Healy, Vice President of Marketing
Leah Mueller, Director of Tourism Sales:
Telephone: 716-852-0511
1-800-283-3256
Fax: 716-852-0131
Email: info@visitbuffaloniagara.org

Contact for tourist related material, and for assistance in booking conventions. Annually publishes Buffalo and Erie County Visitors Guide which provides information on both local and regional attractions, architecture, events and festivals, sports and recreation, and local accommodations (including maps of Downtown Buffalo and Erie County).

WNY Foreign Trade Zones Operators, Inc.

http://www.wnyftz.com
10 North Gates Avenue
Lackawanna, NY 14218
Timothy J. Palisano, President
Telephone: 716-823-2142
Fax: 716-823-2613
Email: ftz@wnyftz.com

Operator of FTZ's Site 1 - Gateway Trade Center. Railroad, truck, water and air transportation are conveniently available. Duty free domestic and distribution, and third party services. Special tax advantages available for qualified firms.

WNY Venture Association

http://www.wnyventure.com
726 Exchange Street, Suite 620
Buffalo, NY 14210
Jack McGowan, Executive Director
Telephone: 716-636-3626
Fax: 716-845-6418
Email: info@wnyventure.com

Provide entrepreneurs an opportunity to present their business plans to interested investors through a series of networking meetings throughout the year. Presenters also receive coaching and feedback about their business plan prior to making presentations.

Workforce Buffalo

http://www.wdcinc.org

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

Business Services Department

http://www.wdcinc.org/Business/default.asp
726 Exchange Street, Suite 630
Buffalo, NY 14210
Christina M. Lopez, Director
Telephone: 716-819-9845, ext. 107

Business services include, but are not limited to the following: employee recruitment and screening, customized training program development, on-the-job training services, specialized assistance for start-ups and expansions and tax credit assistance.

Job Seeker Services – One-Stop Career Centers

Buffalo Employment and Training Center (BETC)
http://www.workforcebuffalo.org/
77 Goodell Street
Buffalo, NY 14203
Terry Chatfield, Deputy Director
Telephone: 716-856-5627
Fax: 716-856-5670

ECC Employment and Training Center
https://www.ecc.edu/onestop/
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 Gresham, JD, Executive Director
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://wtcbn.org
725 Main Street Buffalo, NY 14202
Buffalo, NY 14203
Craig W. Turner, President
Telephone: 716-852-7160
1-877-WTC-INTL
Fax: 716-852-7161

The WTCBN is a not-for–profit organization dedicated to the advancement of international trade. Formerly known as the Niagara International Trade Council, WTCBN became a member of the World Trade Centers Association, Inc. in October 2000. The WTCBN, which includes both Canadian and American members, is recognized as a bi-national World Trade Center by the World Trade Center's Association, Inc. There are over 300 World Trade Centers in 97 countries, with 72 in North America. The mission of the WTCBN is to create, promote and support business development opportunities from international trade through education, networking, and the provision of trade development services for its members and the regional trading community.

WNY Sustainable Business Roundtable

https://www.wnysustainablebusiness.org
C/O 95 Franklin Street
Buffalo, NY 14202
Asa Guilamo, Coordinator
Telephone: 716-858-6931
Email: asa@wnysustainablebusiness.org

The WNY Sustainable Business Roundtable's vision is to create an economically and environmentally resilient Buffalo-Niagara region. The Roundtable's 50+ member organizations are changing the way they do business by optimizing their use of energy & materials, reducing waste & pollution, and investing in their communities. Leveraging the collective knowledge from diverse business sectors, the Roundtable offers members practical advice, inspiration, and access to tools. The Roundtable coordinates workshops, tours, networking events, an annual summit, and a recognition program.

Akron Chamber of Commerce
http://www.akronchamberofcommerceny.com
PO Box 248
Akron, NY 14001
Mike Holland, President
Telephone: 716-542-4050
Fax: 716-542-4050
Email: akronchamber@gmail.com
Members: 67

Alden Chamber of Commerce
http://www.aldenny.org
13500 Broadway
Alden, NY 14004
Sue Galbraith, President
Telephone: 716-937-6177
Fax: 716-937-4106
Email: secretary@aldenny.org
Members: 112

Amherst Chamber of Commerce
https://amherst.org/
400 Essjay Road, Suite 150
Williamsville, NY 14221
A.J. Baynes, President & CEO
Telephone: 716-632-6905
Fax: 716-632-0548
Email; ajbaynes@amherst.org
Members: 3,621

Buffalo Niagara Partnership
http://www.thepartnership.org
665 Main Street, Suite 200
Buffalo, NY 14203
Dottie Gallagher-Cohen, President & CEO
Telephone: 716-852-7100
Fax: 716-852-2761
Email: dgc@thepartnership.org
Members: 2,500

Cheektowaga Chamber of Commerce
http://www.cheektowaga.org
AppleTree Business Park
2875 Union Road
Cheektowaga, NY 14227
Kristina Groff, Executive Director
Telephone: 716-684-5838
Fax: 716-684-5571
Members: 900

Clarence Chamber of Commerce Inc.
http://www.clarencechamber.org/
8899 Main Street, Suite 4 PO Box 177
Clarence, NY 14031
Robert Geiger, President
Telephone: 716-631-3888
Fax: 716-631-3946
Email: info@clarencechamber.org
Members: 600+

East Aurora Chamber of Commerce, Greater
http://www.eanycc.com
652 Main Street
East Aurora, NY 14052
Gary Grote, Executive Director
Telephone: 716-652-8444
Fax: 716-652-8384
Email: gdgrote@verizon.net
Members: 500+
**Serves the following communities: Aurora, Colden, East Aurora, Elma, Holland, Marilla, and Wales.*

Eden Chamber of Commerce
https://www.edennycc.com/
8226 N. Main Street
Eden, NY 14057
Edward Krycia, President
Telephone: 716-992-4799
Fax: 716-992-4751
Email: edenchambercomm@gmail.com
Members: 178

Evans-Brant Chamber of Commerce
https://www.evanschamber.com
70 N. Main Street
Angola, NY 14006
Michelle Ford, President
Telephone: 716-780-2085
Email: chamber.evans@gmail.com
Members: 175

Gowanda Area Chamber of Commerce
http://www.gowandachamber.com/
PO Box 45
Gowanda, NY 14070
Nick Crassi, President
Telephone: 716-532-2834
Fax: 716-532-2834
Email: gowandachamber@yahoo.com
Members: 140

Grand Island Chamber of Commerce
http://www.gichamber.org
1870 Whitehaven Road
Grand Island, NY 14072
Eric Fiebelkorn, President
Telephone: 716-773-3651
Fax: 716-773-3316
Email: info@gichamber.org
Members: 300+

Kenmore - Town of Tonawanda Chamber of Commerce
http://www.ken-ton.org
3411 Delaware Avenue
Kenmore, NY 14217
Cathy Piciulo, Executive Director
Telephone: 716-874-1202
Fax: 716-874-3151
Email: info@ken-ton.org
Members: 700+

Lackawanna Area Chamber of Commerce
https://lackawannachamber.wordpress.com/
638 Ridge Road
Lackawanna, NY 14218
Jennifer Nahrebeski, President
Telephone: 716-823-8841
Fax: 716-823-5947
Email: info@lackawannachamber.org
Members: 150

Lancaster Area Chamber of Commerce
https://wnychamber.com/
11 West Main, Suite 100 PO Box 284
Lancaster, NY 14086
Joyce Curry, Interim President
Telephone: 716-681-9755
Fax: 716-684-3385
Email: info@wnychamber.com
Members: 550+

Orchard Park Chamber of Commerce
http://www.orchardparkchamber.com
6524 E. Quaker Street
Orchard Park, NY 14127
Donald Lorentz, Executive Director
Telephone: 716-662-3366
Fax: 716-662-5946
Email: info@OrchardParkChamber.org
Members: 700+

Southtowns Regional Chamber of Commerce
https://www.southtownsregionalchamber.org
PO Box 848
Hamburg, NY 14075
Cyndi Matla, Executive Director
Telephone: 716-649-7917
Fax: 716-649-6362
Email: cyndi@southtownsregionalchamber.org
Members: 800+

Springville Area Chamber of Commerce
http://www.springvillechamber.com
23 North Buffalo Street
Springville, NY 14141
Rich Place, Executive Director
Telephone: 716-592-4746
Fax: 716-592-4746
Email: director@springvillechamber.com
Members: 170+

Tonawandas Chamber of Commerce
http://www.the-tonawandas.com
254 Sweeney Street
North Tonawanda, NY 14120
Cathy Oddo, Executive Director
Telephone: 716-692-5120
Fax: 716-692-1867
Email: chamber@the-tonawandas.com
Members: 500+

West Seneca Chamber of Commerce
http://www.westseneca.org
1300 Union Road
West Seneca, NY 14224
Joe Kirchmyer, Executive Director
Telephone: 716-674-4900
Fax: 716-674-5846
Email: jkirchmyer@verizon.net
Members: 260+

BACHELOR DEGREE PROGRAMS

2018 COLLEGES & UNIVERSITIES (LISTED BY FULL TIME ENROLLMENT)

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

ASSOCIATE DEGREE	Full Time	Part Time
Erie Community College	7,415	3,715
Niagara County Community College	3,192	1,003
Genesee Community College	2,347	3,668
Jamestown Community College	1,904	592
Bryant & Stratton College	746	356
Total	15,604	9,334

Source: Business First Book of Lists, 2018

Alfred State College
http://www.alfredstate.edu/
10 Upper College Drive
Alfred, NY 14802
Skip Sullivan, President
Telephone: 1-800-425-3733
607-587-4010 (President's Office)

Alfred University
http://www.alfred.edu/
1 Saxon Drive
Alfred, NY 14802
Mark Zupan, President
Telephone: 607-871-2115
607-871-2101 (President's Office)

Buffalo State College
http://www.buffalostate.edu
1300 Elmwood Avenue
Buffalo, NY 14222
Katherine S. Conway-Turner, President
Telephone: 716-878-4000
716-878-4101 (President's Office)

Canisius College
http://www.canisius.edu
2001 Main Street
Buffalo, NY 14208
John J. Hurley, President
Telephone: 716-883-7000
716-888-2100 (President's Office)

Daemen College
http://www.daemen.edu
4380 Main Street
Amherst, NY 14226
Gary A. Olson, President
Telephone: 716-839-8225
716-839-8210 (President's Office)

D'Youville College
http://www.dyc.edu
One D'Youville Square
320 Porter Avenue
Buffalo, NY 14201
Lorrie Clemo, President
Telephone: 716-829-8000
716-829-7673 (President's Office)

Empire State College
http://www.esc.edu
Niagara Frontier Center
AppleTree Business Park
2875 Union Road
Cheektowaga, NY 14227
Mitchell Nesler, Officer in Charge
Telephone: 716-686-7800

Hilbert College
http://www.hilbert.edu
5200 South Park Avenue
Hamburg, NY 14075
Michael S. Brophy, President
Telephone: 716-649-7900
716-649-7900, ext. 201 (President's Office)

BACHELOR DEGREE PROGRAMS

Houghton College
http://www.houghton.edu
One Willard Road
Houghton, NY 14744
Shirley Mullen, President
Telephone: 1-800-777-2556
716-674-6363 (President's Office)

Medaille College
http://www.medaille.edu
18 Agassiz Circle
Buffalo, NY 14214
Kenneth M. Macur, President
Telephone: 716-880-2000
716-880-2201 (President's Office)

Niagara University
http://www.niagara.edu/
Niagara University
NY 14109
Rev. James J. Maher, President
Telephone: 716-285-1212
716-286-8350 (President's Office)

St. Bonaventure University
http://www.sbu.edu/
3261 West State Road
St. Bonaventure, NY 14778
Dennis DePerro, President
Telephone: 716-375-2000
716-375-2222 (President's Office)

SUNY Fredonia
http://www.fredonia.edu/
280 Central Ave.
Fredonia, NY 14063
Virginia Horvarth, President
Telephone: 716-673-3111
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
716-645-2901 (Public Relations)

Villa Maria College
http://www.villa.edu/
240 Pine Ridge Road
Buffalo, NY 14225
Matthew Giordano, President
Telephone: 716-896-0700
716-961-1869 (President's Office)

BACHELOR DEGREE PROGRAMS

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

Francis J. Felser, President and Chief Executive Officer

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

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

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

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

Dan Hocoy, President

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

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

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

Genesee Community College
http://www.genesee.edu
One College Road
Batavia, NY 14020
Yves Salamon-Fernández, President
Telephone: 585-343-0055

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

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

GOVERNMENT – LOCAL ELECTED OFFICIALS

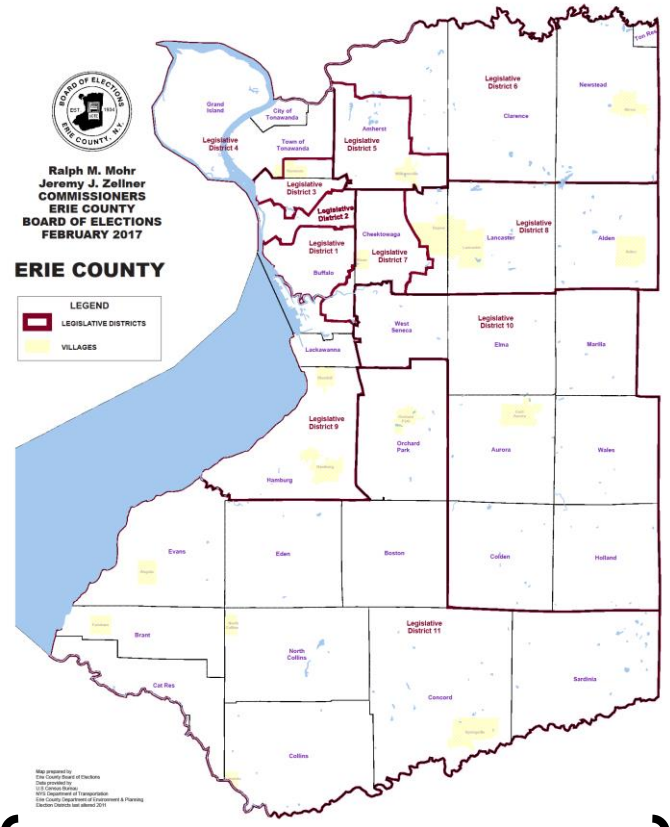
ERIE COUNTY EXECUTIVE

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

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

Telephone: 716-858-8500
Fax: 716-858-8411
Email: countyexec@erie.gov

ERIE COUNTY LEGISLATORS



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

Hon. Howard Johnson
Legislator - District 1
http://www2.erie.gov/johnson/

427 William Street
Buffalo, NY 14204

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

Email: Howard.Johnson@erie.gov

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

792 East Delavan Avenue
Buffalo, NY 14215

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

Email: April.McCants-Baskin@erie.gov

Hon. Lisa Chimera
Legislator - District 3
http://www2.erie.gov/district3/

1701 Hertel Avenue
Buffalo, NY 14216

Telephone: 716-832-0493
Fax: 716-832-0494

Email: Lisa.Chimera@erie.gov

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

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

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

Email: Kevin.Hardwick@erie.gov

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

4549 Main Street, Suite 203
Amherst, NY 14226

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

Email: Thomas.Loughran@erie.gov

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

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

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

Email: Edward.Rath@erie.gov

ERIE COUNTY LEGISLATORS

Hon. Tim Meyers
Legislator - District 7
http://www2.erie.gov/meyers/

1214 Walden Avenue
Cheektowaga, NY 14211

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

Email: Timothy.Meyers@erie.gov

Hon. John Bruso
Legislator - District 8
http://www2.erie.gov/bruso/

5135 Transit Road
Depew, NY 14043

Telephone: 716-681-2071
Fax:

Email: John.Bruso@erie.gov

Hon. Lynne M. Dixon
Legislator - District 9
http://www2.erie.gov/dixon/

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

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

Email: Lynne.Dixon@erie.gov

Hon. Joseph C. Lorigo
Legislator - District 10
http://www2.erie.gov/lorigo/

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

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

Email: Joseph.Lorigo@erie.gov

Hon. John J. Mills
Legislator - District 11
http://www2.erie.gov/mills/

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

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

Email: John.Mills@erie.gov

CITY MAYORS

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

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

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

VILLAGE MAYORS

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

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

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

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

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

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

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

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

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

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

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

Hon. Vincent George
Mayor, Village of North Collins
http://www.villageofnorthcollins.org/
10543 Main Street
PO Box 459
North Collins, NY 14111
Telephone: 716-337-3160
Janet Hutchinson, Village Clerk |

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

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

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

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

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

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

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

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

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

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

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

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

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

Hon. Clyde M. Drake
Supervisor, Town of Concord
http://www.townofconcordny.com/
86 Franklin Street
PO Box 368
Springville, NY 14141
Telephone: 716-592-4946
Fax: 716-592-5030
Email: concordsupervisor@gmail.com
Darlene G. Schweikert, Town Clerk | 716-592-4948

Hon. Melissa M. Hartman
Supervisor, Town of Eden
http://edenny.gov/
2795 East Church Street
Eden, NY 14057
Telephone: 716-992-3408
Fax: 716-992-4131
Emily Hawkins, Town Clerk | 716-992-3406

Hon. Dennis Powers
Supervisor, Town of Elma
http://www.elmanewyork.com/
1600 Bowen Road
Elma, NY 14059
Telephone: 716-652-3260, ext. 7
Fax: 716-652-3560
Email: supervisor@elmanewyork.com
Patricia A. King, Town Clerk | 716-652-3560, ext. 4

Hon. Mary Hosler
Supervisor, Town of Evans
https://www.townofevans.org/
8787 Erie Road
Angola, NY 14006
Telephone: 716-549-5787
Fax: 716-217-3595
Email: mholl@townofevans.org
Lynn M. Krajacic, Town Clerk | 716-549-8787

Hon. Nate McMurray
Supervisor, Town of Grand Island
http://www.grand-island.ny.us/
2255 Baseline Road
Grand Island, NY 14072
Telephone: 716-773-9600, ext. 616
Fax: 716-773-9618
Email: nmcmurray@grand-island.ny.us
Pattie Frentzel, Town Clerk | 716-773-9600, ext. 622

Hon. James Shaw
Supervisor, Town of Hamburg
https://www.townofhamburgny.com/
6100 South Park Avenue
Hamburg, NY 14075
Telephone: 716-649-6111, ext. 2380
Fax: 716-646-1384
Email: supervisor@townofhamburgny.com
Cathy Rybczynski, Town Clerk | 716-649-6111, ext. 2360

Hon. Michael C. Kasprzyk
Supervisor, Town of Holland
http://www.townofhollandny.com/
47 Pearl Street
Holland, NY 14080
Telephone: 716-537-9443, ext. 1
Email: mkasprzyk@townofhollandny.com
Jill M. Zientek, Town Clerk | 716-537-9443, ext. 2

Hon. Johanna M. Coleman
Supervisor, Town of Lancaster
https://www.lancasterny.gov/
21 Central Avenue
Lancaster, NY 14086
Telephone: 716-683-1610
Diane Terranova, Town Clerk | 716-683-9028

Hon. Earl Gingerich, Jr.
Supervisor, Town of Marilla
http://townofmarilla.com/
1740 Two Rod Road
Marilla, NY 14102
Telephone: 716-652-7293, ext. 403
Fax: 716-652-2541
Email: egingerich@townofmarilla.com
Dawn Pearce, Town Clerk | 716-652-5350, ext. 402

Hon. David Cummings
Supervisor, Town of Newstead
http://www2.erie.gov/newstead/
5 Clarence Center Road
PO Box 227
Akron, NY 14001
Telephone: 716-542-1231
Fax: 716-542-3702
Email: dcummings@townofnewstead.com
Dawn D. Izydorczak, Town Clerk | 716-542-4573

Hon. John M. Tobia
Supervisor, Town of North Collins
http://www.northcollinsny.org/
10569 Main Street
PO Box 640
North Collins, NY 14111
Telephone: 716-337-3839
Email: jtobia@northcollinsny.org
Lynn M. DiVincenzo, Town Clerk | 716-337-3391

TOWN SUPERVISORS

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

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

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

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

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

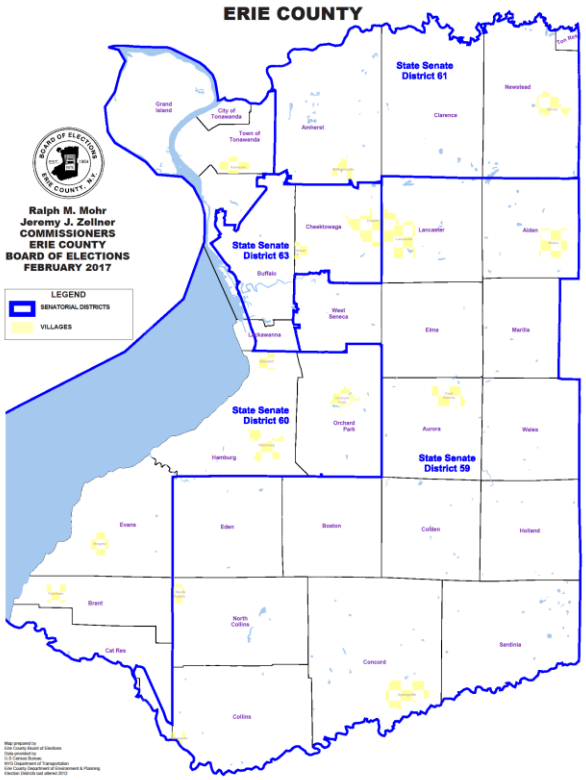
GOVERNMENT – STATE ELECTED OFFICIALS

GOVERNOR

Hon. Andrew Cuomo
Governor, State of New York
https://www.governor.ny.gov/

Executive Chamber
State Capitol
Albany, NY 12224
Telephone: 518-474-8390
Email: gov.cuomo@chamber.state.ny.us

NEW YORK STATE SENATE



PLEASE NOTE

Districts 59 and 61 extend beyond Erie County

For additional information, visit the Senate web site at:

https://www.nysenate.gov/

Hon. Patrick M. Gallivan
District 59
https://www.nysenate.gov/senators/patrick-m-gallivan

Local Office:
2721 Transit Road, Ste. 116
Elma, NY 14059
Telephone: 716-656-8544
Fax: 716-656-8961
Email: gallivan@nysenate.gov

Albany Office:
Legislative Office Building, Room 311
Albany, NY 12247
Telephone: 518-455-3471
Fax: 518-426-6949

Hon. Chris Jacobs
District 60
https://www.nysenate.gov/senators/christopher-jacobs

Local Office:
65 Court Street, Room 213
Buffalo, NY 14202
Telephone: 716-854-8705
Email: jacobs@nysenate.gov

Albany Office:
Legislative Office Building, Room 947
Albany, NY 12247
Telephone: 518-455-3240

Hon. Michael H. Ranzenhofer
District 61
https://www.nysenate.gov/senators/michael-h-ranzenhofer

Local Office:
8203 Main Street, Ste. 4
Williamsville, NY 14221
Telephone: 716-631-8695
Fax: 716-634-4321
Email: ranz@nysenate.gov

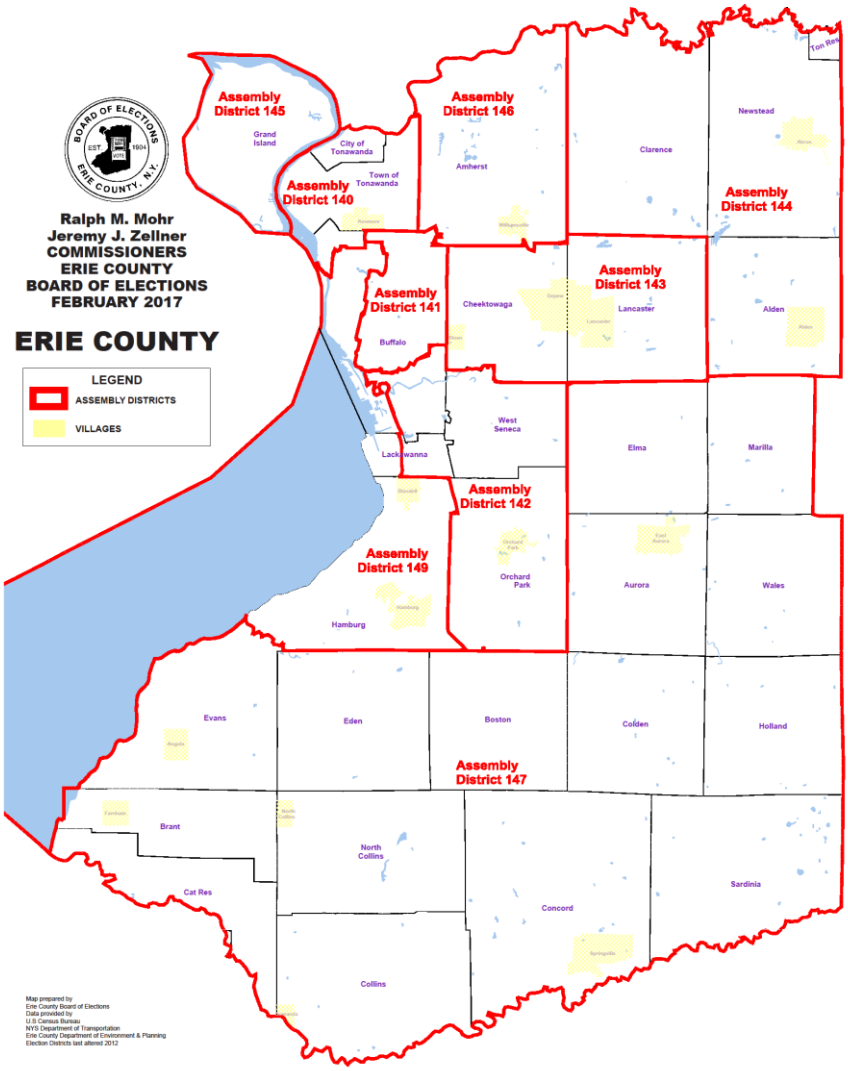
Albany Office:
Legislative Office Building, Room 513
Albany, NY 12247
Telephone: 518-455-3161
Fax: 518-426-6963

Hon. Timothy M. Kennedy
District 63
https://www.nysenate.gov/senators/timothy-m-kennedy

Local Office:
2239 South Park Avenue
Buffalo, NY 14220
Telephone: 716-826-2683
Fax: 716-826-2793
Email: kennedy@nysenate.gov

Albany Office:
Legislative Office Building, Room 708
Albany, NY 12247
Telephone: 518-455-2426 Fax: 518-426-6851

NEW YORK STATE ASSEMBLY



PLEASE NOTE

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

For additional information, visit the Senate web site at:

https://www.assembly.state.ny.us

Hon. Robin Schimminger
District 140
https://nyassembly.gov/mem/Robin-Schimminger

Local Office:
3514 Delaware Avenue
Kenmore, NY 14217
Telephone: 716-873-2540
Email: SchimmR@nyassembly.gov

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

Hon. Crystal D. People-Stokes
District 141
https://nyassembly.gov/mem/Crystal-D-Peoples-Stokes

Local Office:
425 Michigan Avenue
Buffalo, NY 14203
Telephone: 716-897-9714
Email: peoplec@assembly.state.ny.us

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

NEW YORK STATE ASSEMBLY

Hon. Pat Burke
District 142
https://nyassembly.gov/mem/Pat-Burke

Local Office:
1074 Union Road
West Seneca, NY 14224
Telephone: 716-608-6099
Email: burkep@nyassembly.gov

Albany Office:
Legislative Office Building, Room 323
Albany, NY 12248
Telephone: 518-455-4691

Hon. Monica P. Wallace
District 143
https://nyassembly.gov/mem/Monica-P-Wallace

Local Office:
2562 Walden Avenue, Suite 102
Cheektowaga, NY 14225
Telephone: 716-686-0080
Fax: 716-686-3752
Email: wallacem@nyassembly.gov

Albany Office:
Legislative Office Building, Room 821
Albany, NY 12248
Telephone: 518-455-3962
Fax: 518-455-3962

Hon. Michael J. Norris
District 144
https://nyassembly.gov/mem/Michael-J-Norris

Local Office:
8180 Main Street
Clarence, NY 14221
Telephone: 716-839-4691
Email: norrism@nyassembly.gov

Albany Office:
Legislative Office Building, Room 718
Albany, NY 12248
Telephone: 518-455-4691

Hon. Angelo J. Morinello
District 145
https://nyassembly.gov/mem/Angelo-J-Morinello/

Local Office:
800 Main Street, Suite 2C
Niagara Falls, NY 14301
Telephone: 716-282-6062
Email: morinelloa@nyassembly.gov

Albany Office:
Legislative Office Building, Room 721
Albany, NY 12248
Telephone: 518-455-5284

Hon. Karen McMahon
District 146
https://nyassembly.gov/mem/Karen-McMahon

Local Office:
5500 Main Street, Suite 216
Williamsville, NY 14221
Telephone: 716-634-1895
Email: mcmahonk@nyassembly.gov

Albany Office:
Legislative Office Building, Room 631
Albany, NY 12248
Telephone: 518-455-4618

Hon. David DiPietro
District 147
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Local Office:
411 Main Street
East Aurora, NY 14052
Telephone: 716-655-0951
Fax: 716-655-0970
Email: DiPietroD@nyassembly.gov

Albany Office:
Legislative Office Building, Room 543
Albany, NY 12248
Telephone: 518-455-5314

NEW YORK STATE ASSEMBLY

Hon. Sean Ryan
District 149
https://nyassembly.gov/mem/Sean-Ryan

Local Office:
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Buffalo, NY 14213
Telephone: 716-885-9630
Fax: 716-885-9636
Email: RyanS@nyassembly.gov

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

GOVERNMENT – FEDERAL ELECTED OFFICIALS

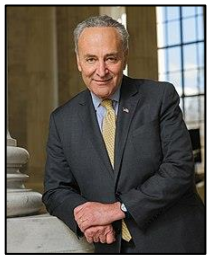
UNITED STATES SENATE

Hon. Kirsten E. Gillibrand
https://www.gillibrand.senate.gov/

Local Office:
726 Exchange Street, Ste. 511
Buffalo, NY 14210
Telephone: 716-854-9725
Fax: 716-854-9731
Email: senator@gillibrand.senate.gov

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

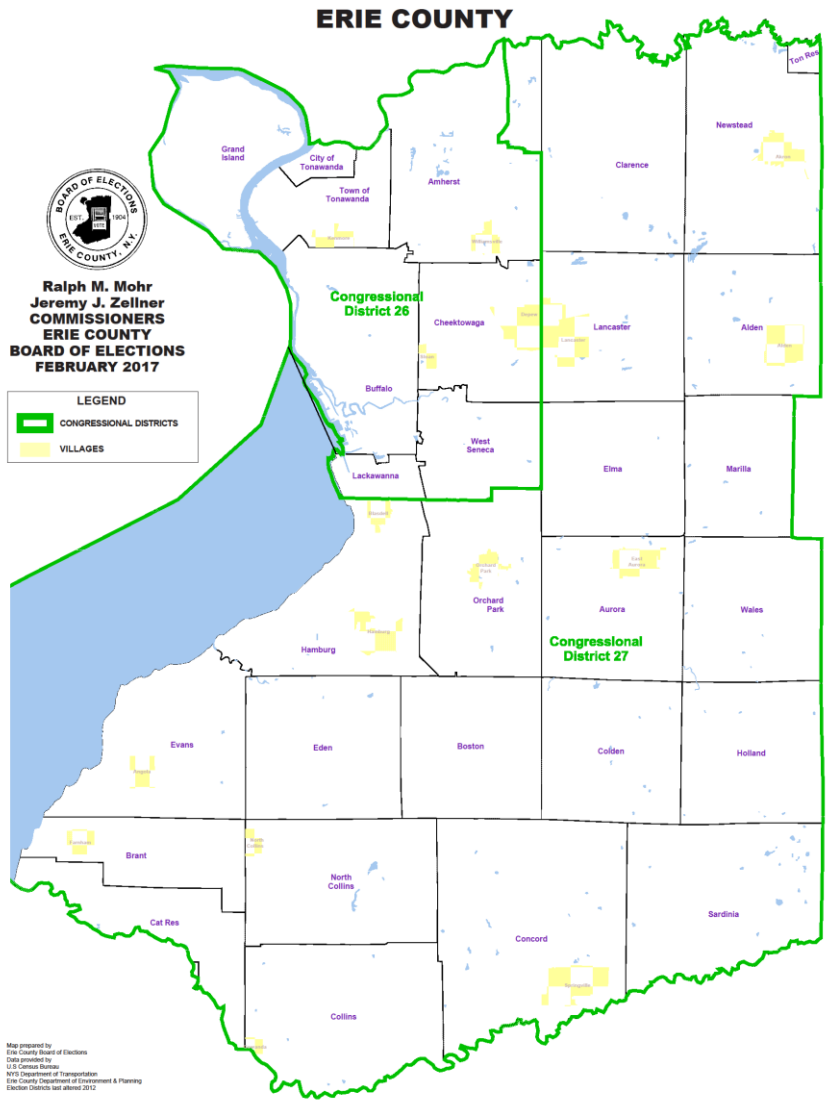
Hon. Charles E. Schumer
https://www.schumer.senate.gov/



Local Office:
130 S. Elmwood Ave. #660
Buffalo, NY 14202
Telephone: 716-846-4111
Fax: 716-846-4113
Email: senator@schumer.senate.gov

Washington Address:
322 Hart Senate Office Building
Washington, DC 20510
Telephone: 202-224-6542
Fax: 202-228-3027

U.S. HOUSE OF REPRESENTATIVES



PLEASE NOTE
All Congressional Districts listed (26 and 27) extend beyond Erie County.

For additional information, visit the House of Representatives web site at:

https://www.house.gov/

Hon. Brian Higgins

https://higgins.house.gov/

Local Office:
726 Exchange Street, Ste. 604
Buffalo, NY 14210
Telephone: 716-852-3501
Fax: 716-852-3929

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

Hon. Chris Collins

https://chriscollins.house.gov/

Local Office:
8203 Main Street, Ste. 2
Clarence, NY 14221
Telephone: 716-634-2324
Fax: 716-631-7610

Albany Address:
2243 Rayburn House Office Building
Washington, DC 20515
Telephone: 202-225-5265
Fax: 202-225-5910

REFERENCE GUIDE

Provides a brief summary of County Departments and Divisions.

County Executive, County of Erie

Hon. Mark Poloncarz 716-858-8500
Maria Whyte, Deputy County Exec. 716-858-8500
Jennifer Hibit, Chief of Staff 716-858-2919

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

Jeremy J. Zellner,Commissioner 716-858-8388
Ralph Mohr, Commissioner 716-858-7784

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 716-858-8914

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 Couny Public LIbrary

Mary Jean Jakubowski, Director 716-858-8900

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

Central Police Services, Department of

James A. Jancewicz, Commissioner 716-858-8219

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

Michael P. Kearns 716-858-8785
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. John J. Flynn 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 noncriminal offenses in the City, Town and Village Courts of Erie County.

Emergency Services, Department of

Daniel J. Neaverth, Jr., Commissioner 716-858-4909

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

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

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

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

Erie County Dept. of Environment and Planning

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

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

Division of Environmental Compliance

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

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

Division of Planning

Dan Castle, AICP, Deputy Commissioner
Mark Rountree, Principal Planner
Lisa Matthies-Wiza, Director, GIS
Chris Pawenski, Director, Industrial Assistance Program
Telephone: 716-858-8390

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

Division of Sewerage Management

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

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

Equal Employment Opportunity, Div. of

Jesse L. Burnette, Director 716-858-6169

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

Erie County Medical Center

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

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

Health, Department of

Gale R. Burstein, Commissioner 716-858-7690

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

Information and Support Services, Div. of

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

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

Labor Relations, Department of

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

The Department of Labor Relations negotiates and administers collective bargaining agreements with the labor organizations representing the employees of the County of Erie. It is the mission to interact with public employee unions and other employees as the representative of Erie County government and the Erie County taxpayer.

Law, Department of

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

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

Legislature, Erie County

Robert M. Graber, Clerk 716-858-8527

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

Mental Health, Department of

Michael R. Ranney, Commissioner 716-858-8531

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

Parks, Recreation, and Forestry, Dept. of

Troy Schinzel, Commissioner
716-858-8353 *The Department of Parks, Recreation, and Forestry is responsible for the development, operation and maintenance, design and construction of all county parks and recreation facilities. Facilities include 2 golf courses, botanical gardens, 11 county parks, 2 beaches, 3 Buffalo River Urban Parks, 3,500 acres of county forest land, and 5 county undeveloped parks.*

Personnel, Department of

Timothy Hogues, Commissioner 716-858-7881
Frank Cammarata III, Exec. Dir. 716-858-6233

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

Probation, Department of

Brian McLaughlin, Commissioner 716-858-7031

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

Public Advocacy, Office of

Karen King, Commissioner 716-858-8307

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

Public Works, Department of

William Geary, Commissioner 716-858-7555

The Department of Public Works is responsible for planning, designing, constructing maintaining, and repairing the physical facilities of the County, including its roads, bridges, buildings and grounds. It performs the function of County Engineer, and directs the operations of the Highway Division County Road Fund, which is administered by the Deputy Commissioner of Highways. The Department is divided as follows: Commissioner's Office (responsible for oversight of the Department and capital improvements to buildings), Bureau of Fleet Services supports departments as a central equipment repair maintenance function, Division of 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 Property Tax Services, Dept. of

Vacant, 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

Timothy Hogues, Commissioner 716-858-7881

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

Sheriff, Erie County

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

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

Social Services, Department of

Marie Cannon, Commissioner 716-858-8000

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

STOP DWI

John Sullivan, Project Director 716-858-6291

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

Veterans Service Agency

David J. Shenk, Director 716-858-6349

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

C A T T A R A U G U S

Cattaraugus County Government
https://www.cattco.org/
303 Court Street
Little Valley, NY 14755
Hon. James J. Snyder, Chairperson of County Leg.
Alan Bernstein, County Clerk
Telephone: 716-938-2297
Fax: 716-938-2773

Cattaraugus Industrial Development Agency, County of
http://www.cattcoida.com/
PO Box 1749, 3 E. Washington Street
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://chautauqua.ny.us/
Gerace Office Building, 3 North Erie Street
Mayville, NY 14757
Hon. Paul Wendel, Chairperson of County Leg.
Larry Barmore, County Clerk
Telephone: 716-753-4331
Fax: 716-753-4293

Chautauqua Industrial Development Agency & Dept. of Economic Development, County of
https://ccida.com/
200 Harrison Street
Jamestown, NY 14701
Mark Geise, Chief Exec. Officer
Telephone: 716-661-8902

G E N E S E E

Genesee County Government
http://co.genesee.ny.us/
The Old Courthouse, 7 Main Street
Batavia, NY 14020
Hon. Robert Bausch, Chairperson of County Leg.
Michael T. Cianfrini, County Clerk
Telephone: 585-815-7802
Fax: 585-344-8521

Genesee Economic Development Center, County of
http://www.gcedc.com/
99 MedTech Drive
Batavia, NY 14020
Steven G. Hyde, Chief Exec. Officer
Telephone: 585-343-4866

N I A G A R A

Niagara County Government
http://www.niagaracounty.com/
County Court House
175 Hawley Street
Lockport, NY 14094
Hon. Wm. Keith McNall, Chairperson of County Leg.
Joseph A. Jastrzemski, County Clerk
Telephone: 716-439-7022
Fax: 716-439-7035

Niagara Industrial Development Agency (NCIDA) & Dept. of Economic Development, County of
https://www.niagaracountybusiness.com/contact_NCIDA.asp
6311 Inducon Corporate Drive
Sanborn, NY 14132
Susan C. Langdon, Executive Director
Telephone: 716-278-8760

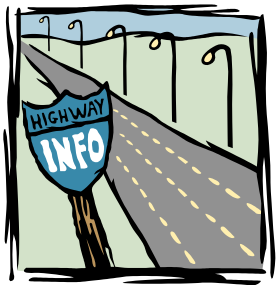
W Y O M I N G

Wyoming County Government
https://www.wyomingco.net/
143 North Main Street
Warsaw, NY 14569
A.D. Berwanger, Chairperson, Board of Supervisors
Rhonda Pierce, County Clerk
Telephone: 585-786-8810
Fax: 585-786-3703

Wyoming Industrial Development Agency & Planning & Development, County of
https://www.wycoida.org/
6470 Route 20A, Suite 4
Perry, NY 14530
Jim Pierce, Executive Director
Telephone: 585-786-3764, ext. 132

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 two pages designed to provide a solid starting point. The first two pages (47-48) 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 24-25

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 , Page 15
Records and files all records for the purchase and sale of real property, legal documents and business transactions such registering a "Doing Business As" (DBA).

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

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

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

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

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

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

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

RESOURCES ON THE WEB

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

U.S. Small Business Administration
Starting Your Business
https://www.sba.gov/business-guide/

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

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

SMALL BUSINESS DEVELOPMENT CENTER GUIDELINES FOR ENTREPRENEURS OR START-UPS SEEKING CAPITAL

The material presented on pages 47-48 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 20.

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 profitand-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:

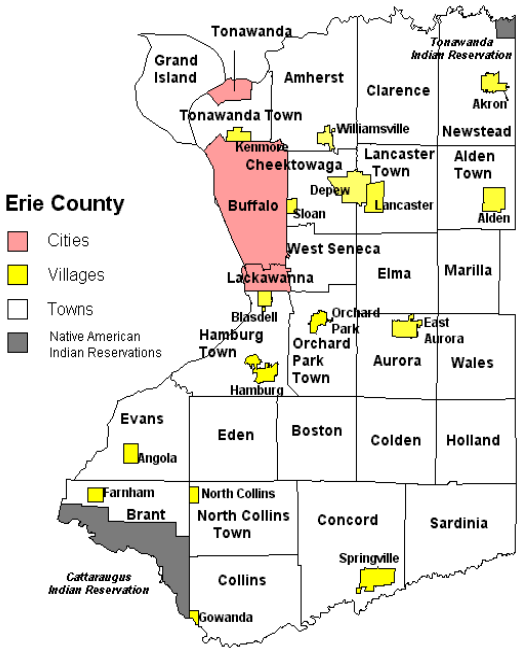
- Purpose of business plan – for example, to attract investment from venture capitalists.
- Business description; name, location and plant description, products, market and competition, and management expertise.
- Business goals and timetables.
- The market and competition, both current and anticipated,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

ERIE COUNTY FACTS



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

2010 Total (decennial)	919,040
2017 Total (ACS 5-year estimates)	923,995
% Change 2010-2017	0.54%
Population Density 2010	880

Source: U.S. Census Bureau

2017 POPULATION BY RACE

(TOTAL POPULATION - 923,995)

	#	%
White (not Hispanic or Latino)	721,101	78.04
Black or African American	124,101	13.43
American (not Hispanic or Latino)	4,533	0.49
Asian (not Hispanic or Latino)	31,935	3.46
Two or more races	296	0.03
American Indian and	20,387	2.21
Some other race	21,642	2.34
Native Hawaiian and Other	3,913	0.42
Pacific Islander (not Hispanic or Latino)	17,729	1.92

Source: U.S. Census Bureau

POPULATION CHANGE 2010-2017

Area	2017	2010	# Change	% Change
CITIES				
Buffalo	259,574	261,310	-1736	-0.7%
Lackawanna	18,012	18,141	-129	-0.7%
Tonawanda	14,992	15,130	-138	-0.9%
Total Cities	292,578	294,581	-2003	-0.7%
TOWNS				
Alden	10,135	10,865	-730	-6.7%
Amherst	125,024	122,366	2658	2.2%
Aurora	13,857	13,782	75	0.5%
Boston	8,068	8,023	45	0.6%
Brant	2,117	2,065	52	2.5%
Cheektowaga	87,484	88,226	-742	-0.8%
Clarence	31,954	30,673	1281	4.2%
Colden	3,310	3,265	45	1.4%
Collins	6,583	6,601	-18	-0.3%
Concord	8,550	8,494	56	0.7%
Eden	7,692	7,688	4	0.1%
Elma	11,735	11,317	418	3.7%
Evans	16,284	16,356	-72	-0.4%
Grand Island	20,855	20,374	481	2.4%
Hamburg	58,147	56,936	1211	2.1%
Holland	3,382	3,401	-19	-0.6%
Lancaster	43,477	41,604	1873	4.5%
Marilla	5,389	5,327	62	1.2%
Newstead	8,722	8,594	128	1.5%
North Collins	3,520	3,523	-3	-0.1%
Orchard Park	29,545	29,054	491	1.7%
Sardinia	2,792	2,775	17	0.6%
Tonawanda	73,044	73,567	-523	-0.7%
Wales	3,032	3,005	27	0.9%
West Seneca	45,340	44,711	629	1.4%
Total Towns	**630,038**	**622,592**	**7,446**	**1.2%**
RESERVATIONS				
Cattaraugus	1,910	1,833	77	4.2%
Tonawanda	4	34	-30	-88.2%
Total Reserve	1,914	1,867	47	2.5%
Erie County	**924,530**	**919,040**	5,490	**0.6%**
VILLAGES (Village populations are included in Town Totals)				
Akron	2,893	2,868	25	0.9%
Alden	2,587	2,605	-18	-0.7%
Angola	2,002	2,127	-125	-5.9%
Blasdell	2,631	2,553	78	3.1%
Depew	15,283	15,303	-20	-0.1%
East Aurora	6,230	6,236	-6	-0.1%
Farnham	422	382	40	10.5%
Gowanda (pt.)	2,864	2,709	155	5.7%
Hamburg	9,603	9,409	194	2.1%
Kenmore	15,319	15,423	-104	-0.7%
Lancaster	10,207	10,294	-87	-0.8%
North Collins	1,303	1,232	71	5.8%
Orchard Park	3,177	3,246	-69	-2.1%
Sloan	3,615	3,661	-46	-1.3%
Springville	4,333	4,296	37	0.9%
Williamsville	5,263	5,300	-37	-0.7%

Source: U.S. Census Bureau

2017 POPULATION BY SEX AND AGE

(TOTAL POPULATION - 923,995)

	#	%
Female	476,971	51.6
Male	447,024	48.4
Under 9 years	101,230	11.0
10 to 14 years	54,320	5.9
15 to 24 years	125,574	13.6
25 to 34 years	127,189	13.8
35 to 44 years	102,308	11.1
45 to 54 years	127,361	13.8
55 to 64 years	130,196	14.1
65 to 74 years	84,337	9.1
75 years and over	71,480	7.7
Median Age (years)	40.3	

Source: United States Census Bureau

HOUSEHOLDS

2017 Total	386,371
2010 Total	383,164
% Change 2010-17	0.84%

Source: United States Census Bureau

AVERAGE HOUSEHOLD SIZE

2017	2.32
2010	2.32

Source: United States Census Bureau

FAMILIES

2017 Total	229,623
2010 Total	230,009
% Change 2010-17	-0.002

Source: United States Census Bureau

UNEMPLOYMENT RATES FOR ERIE COUNTY

2018 Rate	3.90%
2008 Rate	5.80%

Source: NYS Department of Labor

ERIE COUNTY

2017 EMPLOYMENT BY INDUSTRY

2017

Industry	#	%
Mgmt., Business, Science, & Arts	173,308	0.39
Service	82,958	0.19
Sales and Office	113,696	0.25
Nat. Resources, Construction, & Maint.	28,047	0.06
Production, Trans., & Material Moving	50,383	0.11
Total	448,392	1.00

Source: U.S. Census Bureau

MAJOR PRIVATE SECTOR EMPLOYEES

(FULL-TIME EMPLOYEES IN WNY)

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

Source: Business First Book of Lists, 2018

WEB SITES FOR REGIONAL INFORMATION, LABOR MARKET INFORMATION AND DEMOGRAGHICS

Department of Labor | https://www.labor.ny.gov/home/

Invest Buffalo Niagara | https://buffaloniagara.org/

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

WNY Regional Information Network | https://www.e1b.org/wnyric

NOTES: