Erie County Business Assistance Directory

CONTENTS

ALPHABETICAL AGENCY INDEX ................................................................................................................. 2
ALPHABETICAL NAME INDEX .................................................................................................................. 3
SUBJECT INDEX ........................................................................................................................................... 6

COVID-19 INFORMATION RESOURCES ................................................................................................. 6
ECONOMIC DEVELOPMENT - COMPREHENSIVE SERVICE PROVIDERS .............................................. 6
ECONOMIC DEVELOPMENT - INDUSTRIAL DEVELOPMENT AGENCIES ........................................... 6
ECONOMIC DEVELOPMENT - OTHER AGENCIES ............................................................................... 6
EMPIRE ZONES .......................................................................................................................................... 7
EDUCATION AND TRAINING RESOURCES ......................................................................................... 7
ENGINEERING ASSISTANCE .................................................................................................................... 7
ENVIRONMENTAL RESOURCES ............................................................................................................. 7
EXPORT - CULTURAL INFORMATION, INTERPRETING AND/OR TRANSLATION RESOURCES ........ 8
EXPORT - FINANCE AND/OR INFORMATIONAL RESOURCES ............................................................... 8
FOREIGN TRADE ZONES (FTZ) ................................................................................................................ 8
GOVERNMENT ASSISTANCE - COUNTY ............................................................................................ 9
GOVERNMENT ASSISTANCE - STATE .................................................................................................. 9
GOVERNMENT ASSISTANCE – FEDERAL ............................................................................................... 9
INDUSTRY ASSOCIATIONS, LOBBYING AND NETWORKING GROUPS .............................................. 9
MINORITY/WOMEN BUSINESS ASSISTANCE .................................................................................... 10
PLANNING AND ZONING INFORMATION ............................................................................................ 10
SMALL BUSINESS/START-UP - TECHNICAL BUSINESS ASSISTANCE ........................................... 10
TOURISM RELATED ............................................................................................................................... 10
TRANSPORTATION RELATED ............................................................................................................... 11
UTILITIES - ENERGY, SEWER, & WATER ............................................................................................. 11
WORKFORCE DEVELOPMENT RESOURCES ...................................................................................... 11
VENTURE CAPITAL RESOURCES ........................................................................................................ 11
AGENCY AND PROGRAM DESCRIPTIONS ............................................................................................. 12
SMALL BUSINESS REFERENCE SECTION ............................................................................................. 46
ERIE COUNTY FACTS ............................................................................................................................ 49
NOTES ...................................................................................................................................................... 51

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

<table>
<thead>
<tr>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
<th>G</th>
<th>H &amp; I</th>
<th>L</th>
<th>N &amp; O</th>
<th>U &amp; V</th>
<th>W</th>
</tr>
</thead>
</table>
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

ALPHABETICAL INDEX

R

Ranalli, Steve | 716-846-8200 | ECHDC | P. 14
Rand, Benjamin | 716-636-3626 | Insyte Consulting | P. 17
Ranney, Michael R. | 716-858-8531 | EC - Mental Health | P. 43
Ranzenhofer, Michael H. | 716-631-8695 | NYS Senator | P. 36
Rath III, Edward A. | 716-858-8676 | EC - Legislator | P. 29
Redfield, Robert R. | 800-232-4636 | CDC | P. 6, 14
Rienas, Ron | 716-884-6744, ext. 226 | Bfl. & Ft. Erie Pblc. Bridge Auth. | P. 8, 11, 12
Rizzo, Daniel | 716-858-8353 | EC - Parks & Rec. | P. 43
Rountree, Mark | 716-858-8390 | EC – DEP | P. 15
Ruffino, Sr., Ronald | 716-683-0512 | Lancaster (town) | P. 34
Ryan, Sean | 716-885-9630 | NYS Assembly | P. 39
Rybczynski, Cathy | 716-649-6111, ext. 2360 | Hamburg (town) | P. 34

S

Saieva, Barbara | 716-685-1781 | Bfl. World Trade Asc. | P. 8,9,13
Salaman-Fernández, Yves | 585-343-0055 | GCC | P. 28
Savage, III, Peter J. | 716-832-0493 | EC - Legislator | P. 29
Savage, Richard | 716-937-6999 | Alden (town) | P. 15
Schimminger, Robin | 716-873-2540 | NYS Assembly | P. 37
Schmand, Michael T. | 716-856-3150 | Buffalo Place, Inc. | P. 10, 13
Schroeder, William C. | 716-683-2105 | Lancaster (village) | P. 32
Schumer, Charles E. | 716-846-4111 | NYS Congress | P. 39
Schweikert, Darlene G. | 716-592-4948 | Concord | P. 33
Sciortino, Franklin J. | 716-551-4301 | SBA | P. 6, 7, 8,9,10, 20, 21, 46
Shaw, James | 716-649-6111, ext. 2380 | Hamburg (town) | P. 34
Shenk, David J. | 716-858-6349 | Veterans Service Agency | P. 44
Shibley, Robert G. | 716-878-2440 | UB Regional Institute | P. 7, 10, 21
Siragus, Michael A. | 716-858-2200 | EC - Law | P. 43
Smith, David | 716-532-3353 | Gowanda | P. 32
Snyder, Abby M. | 716-851-7200 | NYSDEC | P. 7, 9, 19
Smith, Debra M. | 716-896-2996 | Sloan | P. 32
Smith, William | 716-549-3915 | Evans Com. Dev. | P. 6, 16
Snyder, James J. | Catt. Co. Gov. | P. 45
Spoth, Francina J. | 716-631-7021 | Amherst | P. 33
Stegmeier, Michael | 716-683-2105 | Lancaster (village) | P. 32
Stillwell, Lori | 716-858-2688 | EC - DISS | P. 42
Sullivan, John | 716-858-6291 | STOP DWI | P. 44
Summers, Becky Jo | 716-532-4887, ext. 101 | Collins | P. 33

T

Taylor, Jr., Henry Louis | 716-829-2305 | CUS | P. 6, 7, 10, 14
Taylor, Michael A. | 716-626-3423 | NYBDC | P. 6, 10, 18
Terranova, Diane | 716-683-9028 | Lancaster (town) | P. 34
Tobia, John M. | 716-337-3839 | North Collins (town) | P. 34
Todaro, Frank J. | 716-681-2071 | EC - Legislator | P. 30
Toss-Jones, Marvel | 716-884-9120 | Bryant-Stratton | P. 28
Toth, LTC Jason A. | 716-879-4104 | U.S. Army Corps of Engineers | P. 7, 9, 10, 20

U & V

Ulbrich, Tom | 716-885-5715 | CEL | P. 7, 21
Underberg, Jessica | 716-648-9733 | International Agri-Center | P. 10, 17
Venditti, Rickey | 716-652-0589, ext. 1 | Wales | P. 35
Vescio, Sara | 716-888-8280 | Canisius College Women's Bus. Ctr. | P. 10, 14
Vinal, Jeanne M. | 716-836-0198 | EC - Legislator | P. 29

W

Wachowiak, Teresa | 716-683-7451 | Depew | P. 31
Wagner, Danielle | 716-532-3353 | Gowanda | P. 32
Wallace, Monica P. | 716-886-0080 | NYS Assembly | P. 38
Wendel, Paul | Chau. Co. Gov. | P. 45
Whitney, John C. | 716-773-9600 | Grand Island | P. 34
Whyte, Maria | 716-858-8500 | County Executive | P. 41
Witkowski, Corey R. | 716-699-2005 | Catt. Co. IDA | P. 45
Witkowski, Donald | 716-649-0200 | Hamburg (town) | P. 32
Wilson, Esq., Gary A. | 716-858-8476 | NYSDOL | P. 42

Z

Zellner, Jeremy J. | 716-858-8388 | EC - Elections | P. 41
Zeplowitz, Jeffery | 716-631-7021 | Amherst | P. 33
Zientek, Jill M. | 716-537-9443, ext. 2 | Holland | P. 34
SUBJECT INDEX

GUIDE TO SUBJECT INDEX

The index is sorted by subject and 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 section.

COVID-19 INFORMATION RESOURCES

New York Forward
Tel: 518-474-8390 | https://forward.ny.gov/
Kathy Hochul, Regional Captain and Lieutenant Governor, Page 18

Centers for Disease Control and Prevention (CDC)
Robert R. Redfield, Director, Page 14

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 Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
95 Perry Street, Suite 403 | Buffalo, NY 14203
John Cappellino, 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

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

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

ECONOMIC DEVELOPMENT – INDUSTRIAL DEVELOPMENT AGENCIES

 Erie County Industrial Development Agency (ECIDA)
Tel: 716-856-6525 | http://www.ecidany.com
95 Perry Street, Suite 403 | Buffalo, NY 14203
John Cappellino, 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 Benz, 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 Lewis 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: 716-549-3915 | https://www.townofevans.org/departments/economic.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
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

**SUBJECT INDEX**

### EDUCATION AND TRAINING RESOURCE

**Canisius College Center for Professional Development**
Tel: 716-888-8490 | [http://www.canisius.edu/cpd](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/](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

**Empire State Development Corporation (ESD)**
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](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](http://www.ecidany.com)
95 Perry Street, Suite 403 | Buffalo, NY 14203
John Cappellino, Chief Executive Officer, Page 16

**SCORE**
Tel: 716-554-4301 | [http://buffaloniagara.score.org](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](http://www.nys-sbdc.suny.edu)
1300 Elmwood Avenue | Buffalo, NY 14222
Susan McCartney, Director, Page 20

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

**UB Center for Entrepreneurial Leadership (CEL)**
Tel: 716-885-5715 | [http://www.mgt.buffalo.edu/CEL](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](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/technology-transfer.html](http://www.buffalo.edu/research/about/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](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)**
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](http://www.ecidany.com)
95 Perry Street, Suite 403 | Buffalo, NY 14203
John Cappellino, Chief Executive Officer, Page 16

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

**U.S. Army Corps of Engineers**
Tel: 716-879-4104 | [http://www.lrb.usace.army.mil](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](https://wnysustainablebusiness.org)
C/O 95 Franklin Street | Buffalo, NY 14202
Asa Guilamo, Coordinator, Page 23
<table>
<thead>
<tr>
<th><strong>EXPORT – CULTURAL INFORMATION, INTERPRETING AND/OR TRANSLATION RESOURCES</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>International Institute of Buffalo NY, Inc.</td>
</tr>
<tr>
<td>Tel: 716-883-1900</td>
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<tr>
<td>864 Delaware Avenue</td>
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<tr>
<td>Eva Hassett, Executive Director, Page 17</td>
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<th><strong>EXPORT – FINANCE AND/OR INFORMATIONAL RESOURCES</strong></th>
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<tr>
<td>Buffalo &amp; Erie Public Bridge Authority</td>
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<tr>
<td>Tel: 716-884-6744, ext. 226</td>
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<tr>
<td>One Peace Bridge Plaza</td>
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<td>Ron Rienas, General Manager, Page 12</td>
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<th><strong>EXPORT – FINANCE AND/OR INFORMATIONAL RESOURCES</strong></th>
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<tr>
<td>Buffalo World Trade Association</td>
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<tr>
<td>PO Box 130</td>
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<tr>
<td>Barbara Saieva, President, Page 13</td>
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<th><strong>EXPORT – FINANCE AND/OR INFORMATIONAL RESOURCES</strong></th>
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<tr>
<td>Canadian Consulate General</td>
</tr>
<tr>
<td>466 Lexington Avenue</td>
</tr>
<tr>
<td>Phyllis Yaffe, Consul General of CA in NY, Page 13</td>
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<td>Empire State Development Corporation (ESD)</td>
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<tr>
<td>95 Perry Street, Suite 500</td>
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<td>Amanda Mays, Regional Director, Page 14</td>
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<td>Tel: 716-858-8900</td>
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<td>1 Lafayette Square</td>
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<td>Mary Jean Jakubowski, Director, Page 12</td>
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<td>Erie County Industrial Development Agency (ECIDA)</td>
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<td>Tel: 716-856-6525</td>
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<td>95 Perry Street, Suite 403</td>
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<td>John Cappellino, Chief Executive Officer, Page 16</td>
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<th><strong>FOREIGN TRADE ZONES (FTZ)</strong></th>
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<tr>
<td>Erie County Dept. of Environment and Planning</td>
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<tr>
<td>Division of Planning</td>
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<tr>
<td>Tel: 716-858-8390</td>
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<tr>
<td>95 Franklin Street</td>
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<tr>
<td>Tuona Batchelor, Industrial Assistance Program, Page 15</td>
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<tr>
<td>U.S. Customs and Border Protection</td>
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<tr>
<td>Tel: 716-626-0400</td>
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<tr>
<td>300 Airborne Parkway, Suite 300</td>
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<td>James Engelman, Director, Field Operations, Page 20</td>
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<td>WNY Foreign Trade Zones Operators, Inc.</td>
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<td>Tel: 716-823-2142</td>
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<tr>
<td>10 North Gates Avenue</td>
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<td>Timothy J. Palisano, President, Page 22</td>
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</tbody>
</table>
GOVERNMENT ASSISTANCE - COUNTY

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

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

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

GOVERNMENT ASSISTANCE - STATE

Empire State Development Corporation (ESD)
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

GOVERNMENT ASSISTANCE - FEDERAL

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 2

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

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

TO U R I S M  R E L A T E D

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

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

<table>
<thead>
<tr>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buffalo &amp; Fort Erie Public Bridge Authority</td>
<td>95 Perry Street, Suite 403</td>
<td>716-884-6744, ext. 226</td>
<td><a href="http://www.peacebridge.com">http://www.peacebridge.com</a></td>
</tr>
<tr>
<td>New York State (NYS) Dept. of Transportation (DOT)</td>
<td>100 Seneca Street</td>
<td>716-847-3238</td>
<td><a href="https://www.dot.ny.gov/index">https://www.dot.ny.gov/index</a></td>
</tr>
<tr>
<td>Greater Buffalo-Niagara Regional Transportation Council (GBRRTC)</td>
<td>438 Main Street, Suite 503</td>
<td>716-856-2026</td>
<td><a href="http://www.gbrrtc.org">http://www.gbrrtc.org</a></td>
</tr>
<tr>
<td>Niagara Frontier Transportation Authority (NFTA)</td>
<td>181 Ellicott Street</td>
<td>716-855-7470</td>
<td><a href="http://www.nfta.com">http://www.nfta.com</a></td>
</tr>
<tr>
<td>Erie County Dept. of Environment and Planning Division of Sewerage Management</td>
<td>95 Franklin Street, Room 1053</td>
<td>716-894-8484</td>
<td><a href="http://www.ecidany.com">http://www.ecidany.com</a></td>
</tr>
<tr>
<td>ECIDA</td>
<td>726 Exchange Street, Suite 630</td>
<td>716-636-3625</td>
<td><a href="http://www.wnyventure.com">http://www.wnyventure.com</a></td>
</tr>
<tr>
<td>UB The Center for Industrial Effectiveness (TCIE)</td>
<td>1576 Sweet Home Road</td>
<td>716-645-8844</td>
<td><a href="http://www.esd.ny.gov">http://www.esd.ny.gov</a></td>
</tr>
</tbody>
</table>

**UTILITIES – ENERGY, SEWER, AND WATER**

<table>
<thead>
<tr>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>National Grid</td>
<td>181 Ellicott Street, Suite 821</td>
<td>716-856-8200</td>
<td><a href="http://www.nationalgridus.com">http://www.nationalgridus.com</a></td>
</tr>
<tr>
<td>New York State Electric &amp; Gas Corporation (NYSEG)</td>
<td>18 Link Drive</td>
<td>716-856-5627</td>
<td><a href="http://www.nysega.com">http://www.nysega.com</a></td>
</tr>
<tr>
<td>Erie County Water Authority (ECWA)</td>
<td>350 Ellicott Sq. Building</td>
<td>716-856-8200</td>
<td><a href="http://www.ecwa.org">http://www.ecwa.org</a></td>
</tr>
<tr>
<td>ECWA</td>
<td>6363 Main Street</td>
<td>716-686-6123</td>
<td><a href="http://www.nyserga.com">http://www.nyserga.com</a></td>
</tr>
<tr>
<td>NYS Energy Research &amp; Development Authority (NYSERDA)</td>
<td>295 Main Street</td>
<td>716-686-6123</td>
<td><a href="http://www.nysega.com">http://www.nysega.com</a></td>
</tr>
</tbody>
</table>

**WORKFORCE DEVELOPMENT RESOURCES**

<table>
<thead>
<tr>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
<th>Website</th>
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</thead>
<tbody>
<tr>
<td>Empire State Development Corporation (ESD)</td>
<td>95 Perry Street, Suite 500</td>
<td>716-851-2750</td>
<td><a href="http://www.esd.ny.gov">http://www.esd.ny.gov</a></td>
</tr>
<tr>
<td>Workforce Buffalo</td>
<td>726 Exchange Street, Suite 630</td>
<td>716-846-8200</td>
<td><a href="http://www.wbdn.org">http://www.wbdn.org</a></td>
</tr>
<tr>
<td>New York State Department of Labor (DOL)</td>
<td>290 Main Street</td>
<td>716-856-8200</td>
<td><a href="http://www.dol.ny.gov">http://www.dol.ny.gov</a></td>
</tr>
<tr>
<td>Business Services Department</td>
<td>290 Main Street</td>
<td>716-819-9845</td>
<td><a href="http://www.nyserda.org">http://www.nyserda.org</a></td>
</tr>
<tr>
<td>UB The Center for Industrial Effectiveness (TCIE)</td>
<td>1576 Sweet Home Road</td>
<td>716-645-8844</td>
<td><a href="http://www.wbdn.org">http://www.wbdn.org</a></td>
</tr>
<tr>
<td>ECC Employment and Training Center</td>
<td>3176 Abbott Road</td>
<td>716-856-8200</td>
<td><a href="http://www.wbdn.org">http://www.wbdn.org</a></td>
</tr>
<tr>
<td>Workforce Investment Board, Inc., Bfo. &amp; Erie County (WIB)</td>
<td>726 Exchange Street, Suite 821</td>
<td>716-856-8200</td>
<td><a href="http://www.wbdn.org">http://www.wbdn.org</a></td>
</tr>
</tbody>
</table>

**VENTURE CAPITAL RESOURCES**

<table>
<thead>
<tr>
<th>Agency</th>
<th>Address</th>
<th>Phone</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erie County Industrial Development Agency (ECIDA)</td>
<td>95 Perry Street, Suite 403</td>
<td>716-856-6525</td>
<td><a href="http://www.esd.ny.gov">http://www.esd.ny.gov</a></td>
</tr>
<tr>
<td>WNY Venture Association</td>
<td>726 Exchange Street, Suite 630</td>
<td>716-636-3625</td>
<td><a href="http://www.wnyventure.com">http://www.wnyventure.com</a></td>
</tr>
<tr>
<td>John Cappellino, Chief Executive Officer</td>
<td>95 Perry Street, Suite 403</td>
<td>716-856-6525</td>
<td><a href="http://www.esd.ny.gov">http://www.esd.ny.gov</a></td>
</tr>
<tr>
<td>Jack McGowan, Executive Director</td>
<td>726 Exchange Street, Suite 630</td>
<td>716-636-3625</td>
<td><a href="http://www.wnyventure.com">http://www.wnyventure.com</a></td>
</tr>
</tbody>
</table>
**Amherst Industrial Development Agency (AIDA)**

http://www.amherstida.com

4287 Main Street
Amherst, NY 14226

David S. Mingoia, Executive Director
Laurie A. Manuszewski, Director of Administrative Services

Telephone: 716-698-9000
Fax: 716-688-0205
Email: dmingoia@amherstida.com
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: assoceofegov@roadrunner.com

Networking group of local elected officials in Erie County.

---

**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
Fax: 716-855-1996
Email: info@buffaloconvention.com

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

---

**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.

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**Buffalo Niagara Manufacturing Alliance (BNMA)**

http://www.bnmalliance.com

169 Bullis Road
Cowlesville, NY 14037

Kevin Calvello, President

Telephone: 716-870-7084
Email: kevin@bwheat treating.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.
**Agency Descriptions**

**Buffalo Niagara Partnership**
http://www.thepartnership.org
257 W. Genesee St., Ste. 600
Buffalo, NY 14202
Dottie Gallagher-Cohen, President & CEO
Telephone: 716-541-1701
Fax: 716-852-2761
Email: dgc@thepartnership.org

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

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

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

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

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

**Buffalo Urban Renewal Agency (BURA)**
http://www.buffalourbanrenewal.com

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

- **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.*
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.

Ctr. for Diseased Control and Prevention (CDC)
1600 Clifton Road
Atlanta, GA 30329
Robert R. Redfield, Director
Telephone: 800-232-4636

The Centers for Disease Control and Prevention is the leading, national public health institute of the United States. The CDC maintains a COVID-19 website dedicated to providing up-to-date information, including health considerations and tools for businesses operating during the pandemic.

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 eliminating inequality and injustice through the development neighborhood regeneration projects.

Clarence Industrial Development Agency
http://www.clarenceida.com
1 Town Place
Clarence, NY 14031
Christopher Kempton, Chairperson
Telephone: 716-741-0149
Fax: 716-741-8935
Email: 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: nyswnyredc@esd.ny.gov

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

Erie Canal Harbor Development Corporation (ECHDC)
http://www.eriecanalharbor.com
95 Perry Street, Suite 500
Buffalo, NY 14203
Steve Ranalli, President
Robert Gioia, Chairperson
Telephone: 716-846-8200
Fax: 716-846-8262

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

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

Agency Descriptions

Erie County Clerk’s Office
http://www.erie.gov/clerk

92 Franklin Street
Buffalo, NY 14202

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

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

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

Erie County Dept. of Environment and Planning
http://www.erie.gov/environment

95 Franklin Street, Room 1053
Buffalo, NY 14202

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

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

The Department consists of the following divisions:

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

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

Division of Planning
Daniel Castle, AICP, Deputy Commissioner
Mark Rountree, Principal Planner
Lisa Matthies-Wiza, Director, GIS
Tuona Batchelor, 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. Fiegli, 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/eep

95 Franklin Street, Room 1652
Buffalo, NY 14202

Jesse L. Burnette, Director
Telephone: 716-858-6169
Fax: 716-858-8464

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

### AGENCY DESCRIPTIONS

#### Erie County Industrial Development Agency (ECIDA)

**http://www.ecidany.com**

95 Perry Street, Suite 403  
Buffalo, NY 14203

John Cappellino, Chief Executive Officer  
Grant Lesswing, Business Development Officer  
Beth O'Keefe, Business Development Officer:

**Telephone:** 716-856-6525  
**Fax:** 716-856-6754

**Email:** jcappell@ecidany.com  
glesswing@ecidany.com  
bokeefe@ecidany.com

ECIDA is a county-wide agency that authorizes industrial revenue bonds for eligible industrial and commercial projects within county limits. It administers a revolving loan fund for fixed assets and working capital for business projects in specific county areas. It 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 a 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.

#### Evans Community Development, Town of

**https://www.townofevans.org/departments/commdev.html**

8787 Erie Road  
 Angola, NY 14006

William Smith, Director

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

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

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

**https://www.bomabuffalo.com**

465 Main Street, Suite 130  
Buffalo, NY 14203

Jennifer Aiple, Executive Director

**Telephone:** 716-856-3801  
**Fax:** 716-843-8607

**Email:** info@bomabuffalo.com

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

#### Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)

**http://www.gbnrtc.org**

438 Main Street, Suite 503  
Buffalo, NY 14202

Hal Morse, Executive Director

**Telephone:** 716-856-2026  
**Fax:** 716-856-3203

**Email:** hmorse@gbnrtc.org

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

#### 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.

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
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.

International Agri-Center
http://www.agricenter.com

5600 McKinley Pkwy
Hamburg, NY 14075
Jessica Underberg, Chief Executive Officer
Telephone: 716-648-9733
Fax: 716-649-3900
Email: frankdesk@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.

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 LCDC also assists existing Empire Zone companies. The Lackawanna Housing Development Corporation (LHDC), a not-for-profit housing corporation, was founded in 1990 as an associated corporation of the 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.

Wards in the city of Lackawanna.

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

Lackawanna Community Development 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 LCDC also assists existing Empire Zone companies. The Lackawanna Housing Development Corporation (LHDC), a not-for-profit housing corporation, was founded in 1990 as an associated corporation of the LCDC. LHDC is designed to improve the quality of life through the restoration of deteriorated housing stock, creating new housing, and encouraging residential growth for low to moderate income households in the First and Second Wards in the city of Lackawanna.
**AGENCY DESCRIPTIONS**

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

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

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

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

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

Delivers natural gas to all areas of Erie County and most of Western New York. Provides technical assistance for equipment applications, and energy conservation projects and methods. Discounted rate offered within a NYS Empire Zone for qualified customers.

**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 Forward**
https://forward.ny.gov
Kathy Hochul, Regional Captain and Lieutenant Governor
Telephone: 518-474-8390
Email: wnynyf@esd.ny.gov

New York Forward is a one-stop website outlining the phased reopening of NYS. The website includes metrics to guide reopening, industry guidance for each phase, and information on the New York Forward Loan Fund.

**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 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.

**NYS Electric & Gas Corporation (NYSEG)**
http://www.nyseg.com
18 Link Drive
Binghamton, NY 13902
Paul Huonker, Regional Mgr. Econ. Dev.
Telephone: 607-762-4022
Fax: 607-762-8400
Email: pjhuonker@nyseg.com

NYSEG provides electric transmission and distribution service to communities of Cheektowaga, Clarence, East Aurora, Hamburg, Orchard Park, West Seneca, and eastern and southern Erie County. Also provides technical assistance and energy price incentives for economic development purposes.
NYS Energy Research & Development Authority (NYSERDA)
http://www.nyserda.org
726 Exchange Street, Suite 821
Buffalo, NY 14203
Kelly Tyler, Dir. of Communities & Local Gov.
Telephone: 716-842-1522
Fax: 716-842-0156
Email: buffalo-office@nyserda.ny.gov
NYSEG provides electric transmission and distribution service to communities of Cheektowaga, Clarence, East Aurora, Hamburg, Orchard Park, West Seneca, and eastern and southern Erie County. Also provides technical assistance and energy price incentives for economic development purposes.

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), empire zone program, equal employment opportunity services, OSHA consultation, layoff transition services, and unemployment insurance programs. Below are two service divisions in more detail:

Division of Employment and Workforce Solutions
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: 716-636-3826, ext. 302
Fax: 716-662-0238
Email: jmurray@instye-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.*

**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.*

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

**DID YOU KNOW**
It’s never been easier to access the necessary documents for various business permits and applications. Links to 12 forms and documents are available via the following webpage from the Erie County Department of Health:
http://www2.erie.gov/health/index.php?q=node/57
The webpage also contains a new link for convenient online facility payments for facility permit renewal applications and invoices.
**AGENCY DESCRIPTIONS**

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

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

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

**UB 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-ce@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/nquia  
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.
<table>
<thead>
<tr>
<th>AGENCY DESCRIPTIONS</th>
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</thead>
<tbody>
<tr>
<td><strong>UB The Center for Industrial Effectiveness (TCIE)</strong></td>
</tr>
<tr>
<td><a href="http://www.tcie.buffalo.edu">http://www.tcie.buffalo.edu</a></td>
</tr>
<tr>
<td>1576 Sweet Home Road</td>
</tr>
<tr>
<td>Amherst, NY 14228</td>
</tr>
<tr>
<td>Timothy Leyh, Executive Director</td>
</tr>
<tr>
<td>Telephone: 716-645-8844</td>
</tr>
<tr>
<td>Fax: 716-636-5921</td>
</tr>
<tr>
<td>Email: <a href="mailto:tleyh@buffalo.edu">tleyh@buffalo.edu</a></td>
</tr>
<tr>
<td>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 workforce 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).</td>
</tr>
</tbody>
</table>

| **Visit Buffalo Niagara (VBN)** |
| [http://www.visitbuffaloniagara.com](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](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 I - 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](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](http://www.wdcinc.org) |
| 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. |

| **Business Services Department** |
| 726 Exchange Street, Suite 630 |
| Buffalo, NY 14210 |
| Jack McGowan, Executive 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](http://www.workforcebuffalo.org) |
| 77 Goodell Street |
| Buffalo, NY 14203 |
| Terry Chatfield, Deputy Director |
| Telephone: 716-856-5627 |
| Fax: 716-856-5670 |
| Offers job seekers access to a wide array of job training, education and employment services all under one roof. Services include, but are not limited to the following: career counseling, resume development, interviewing assistance, job training, classroom instruction and job referral and placement. |

| **ECC Employment and Training Center** |
| [https://www.ecc.edu/onestop/](https://www.ecc.edu/onestop/) |
| 3176 Abbott Road |
| Orchard Park, NY 14127 |
| Telephone: 716-270-4444 |
| Provides 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 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.
<table>
<thead>
<tr>
<th>Chamber of Commerce</th>
<th>Address</th>
<th>Website</th>
<th>Contact Information</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>Akron Chamber of Commerce</td>
<td>PO Box 248, Akron, NY 14001</td>
<td><a href="http://www.akronchamberofcommerceny.com">http://www.akronchamberofcommerceny.com</a></td>
<td>Mike Holland, President; Telephone: 716-542-4050; Fax: 716-542-4050; Email: <a href="mailto:akronchamber@gmail.com">akronchamber@gmail.com</a></td>
<td>67</td>
</tr>
<tr>
<td>Alden Chamber of Commerce</td>
<td>13500 Broadway, Alden, NY 14004</td>
<td><a href="http://www.aldenny.org">http://www.aldenny.org</a></td>
<td>Sue Galbraith, President; Telephone: 716-937-6177; Fax: 716-937-4106; Email: <a href="mailto:secretary@aldenny.org">secretary@aldenny.org</a></td>
<td>112</td>
</tr>
<tr>
<td>Amherst Chamber of Commerce</td>
<td>400 Essjay Road, Suite 150, Williamsville, NY 14221</td>
<td><a href="https://amherst.org">https://amherst.org</a></td>
<td>A.J. Baynes, President &amp; CEO; Telephone: 716-632-6905; Fax: 716-632-0548; Email: <a href="mailto:ajbaynes@amherst.org">ajbaynes@amherst.org</a></td>
<td>3,621</td>
</tr>
<tr>
<td>Buffalo Niagara Partnership</td>
<td>665 Main Street, Suite 200, Buffalo, NY 14203</td>
<td><a href="http://www.thepartnership.org">http://www.thepartnership.org</a></td>
<td>Dottie Gallagher-Cohen, President &amp; CEO; Telephone: 716-852-7100; Fax: 716-852-2761; Email: <a href="mailto:dgc@thepartnership.org">dgc@thepartnership.org</a></td>
<td>2,500</td>
</tr>
<tr>
<td>Cheektowaga Chamber of Commerce</td>
<td>AppleTree Business Park, Cheektowaga, NY 14227</td>
<td><a href="http://www.cheektowaga.org">http://www.cheektowaga.org</a></td>
<td>Kristina Groff, Executive Director; Telephone: 716-684-5838; Fax: 716-684-5571</td>
<td>900</td>
</tr>
<tr>
<td>Clarence Chamber of Commerce Inc.</td>
<td>8899 Main Street, Suite 4, PO Box 177, Clarence, NY 14031</td>
<td><a href="http://www.clarencechamber.org">http://www.clarencechamber.org</a></td>
<td>Robert Geiger, President; Telephone: 716-631-3888; Fax: 716-631-3946; Email: <a href="mailto:info@clarencechamber.org">info@clarencechamber.org</a></td>
<td>600+</td>
</tr>
<tr>
<td>East Aurora Chamber of Commerce, Greater</td>
<td>652 Main Street, East Aurora, NY 14052</td>
<td><a href="http://www.eanycc.com">http://www.eanycc.com</a></td>
<td>Gary Grote, Executive Director; Telephone: 716-652-8444; Fax: 716-652-8384; Email: <a href="mailto:ggdgrote@verizon.net">ggdgrote@verizon.net</a></td>
<td>500+</td>
</tr>
<tr>
<td>Eden Chamber of Commerce</td>
<td>8226 N. Main Street, Eden, NY 14057</td>
<td><a href="https://www.edennycc.com">https://www.edennycc.com</a></td>
<td>Edward Krycia, President; Telephone: 716-992-4799; Fax: 716-992-4751; Email: <a href="mailto:edenchambercomm@gmail.com">edenchambercomm@gmail.com</a></td>
<td>178</td>
</tr>
<tr>
<td>Evans-Brant Chamber of Commerce</td>
<td>70 N. Main Street, Angola, NY 14006</td>
<td><a href="https://www.evanschamber.com">https://www.evanschamber.com</a></td>
<td>Michelle Ford, President; Telephone: 716-780-2085; Email: <a href="mailto:chamber.evans@gmail.com">chamber.evans@gmail.com</a></td>
<td>175</td>
</tr>
<tr>
<td>Gowanda Area Chamber of Commerce</td>
<td>PO Box 45, Gowanda, NY 14070</td>
<td><a href="http://www.gowandachamber.com">http://www.gowandachamber.com</a></td>
<td>Nick Crassi, President; Telephone: 716-532-2834; Fax: 716-532-2834; Email: <a href="mailto:gowandachamber@yahoo.com">gowandachamber@yahoo.com</a></td>
<td>140</td>
</tr>
</tbody>
</table>
**CHAMBERS OF COMMERCE**

**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+

**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+

**Hamburg Chamber of Commerce, Inc.**
http://www.hamburg-chamber.org
PO Box 848
Hamburg, NY 14075
Cyndi Matla, Executive Director
Telephone: 716-649-7917
Fax: 716-649-6362
Email: hccmail@hamburg-chamber.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+

**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+

**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+

**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

**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+

**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+

**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)

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

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

Source: Business First Book of Lists, 2018

---

### Buffalo State College

[http://www.buffalostate.edu](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](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](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](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](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](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)
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)
ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY
EDUCATION – COLLEGES, INSTITUTES, AND UNIVERSITIES

BACHELOR DEGREE PROGRAMS

Bryant & Stratton Business Institute
http://www.bryantstratton.edu
Francis J. Felser, President and Chief Executive Officer

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

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

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

Erie Community College
http://www.ecc.edu
Dan Hocoy, President

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

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

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

Genesee Community College
http://www.genesee.edu
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
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/chimera/  
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. Jeanne Vinal  
Legislator - District 5  
http://www2.erie.gov/vinal/  
13 Lincoln Road  
Amherst, NY 14226  
Telephone: 716-836-0198  
Fax: 716-836-0199  
Email: Jeanne.Vinal@erie.gov

Hon. Edward A. Rath III  
Legislator - District 6  
http://www2.erie.gov/rath/  
Old Erie County Hall  
92 Franklin Street  
Buffalo, NY 14202  
Telephone: 716-858-8676  
Fax: 716-858-8818  
Email: Edward.Rath@erie.gov

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

1214 Walden Avenue
Cheektowaga, NY 14211

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

Email: Timothy.Meyers@erie.gov

Hon. Frank J. Todaro
Legislator - District 8
http://www2.erie.gov/todaro/

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

Telephone: 716-681-2071
Fax: 716-858-8818

Email: Frank.Todaro@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

Hon. John Gilmour
Legislator - District 9
http://www2.erie.gov/gilmour/

Old Erie County Hall
92 Franklin Street
Buffalo, NY 14202

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

Email: John.Gilmour@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

Hon. Annette Iafello
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

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

VILLAGE MAYORS

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

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

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

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

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

Hon. Peter M. Mercurio
Mayor, Village of East Aurora
http://www.east-aurora.ny.us
571 Main Street
East Aurora, NY 14052
Telephone: 716-652-6000, ext. 219
Fax: 716-652-1290
Email: village.board@east-aurora.ny.us
Maureen Jeracks, Village Clerk | 716-652-6000
Hon. Jere Hoisington
Mayor, Village of Farnham
https://www.brantny.com/Farnham.php
526 Commercial Street
Farnham, NY 14061
Telephone: 716-549-0890
Fax: 716-549-7149
Email: farnhammayor@roadrunner.com
Jackie Hoisington, Village Clerk

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

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

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

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

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
Hon. Dean W. Adamski
Supervisor, Town of Alden
http://www2.erie.gov/alden/
3311 Wende Road
Alden, NY 14004
Telephone: 716-937-6969
Fax: 716-937-9817
Email: dean.adamski@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
Fax: 716-631-7021
Email: bkulpa@amherst.ny.us
Francina J. Spoth, 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.branntny.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: supervisoroffice@tocny.org
Kimberly A. Burst, Town Clerk | 716-686-3434

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 14114
Telephone: 716-592-4946
Fax: 716-592-5030
Email: concordsupervisor@gmail.com
Darlene G. Schweikert, Town Clerk | 716-592-4948
<table>
<thead>
<tr>
<th>Town Supervisor</th>
<th>Town Clerk</th>
<th>Email</th>
<th>Telephone</th>
<th>Fax</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hon. Melissa M. Hartman</td>
<td>Emily Hawkins</td>
<td><a href="mailto:supervisor@edenny.gov">supervisor@edenny.gov</a></td>
<td>716-992-3408</td>
<td>716-992-4131</td>
</tr>
<tr>
<td>Hon. Wayne A. Clark</td>
<td>Patricia A. King</td>
<td><a href="mailto:supervisor@elmanewyork.com">supervisor@elmanewyork.com</a></td>
<td>716-652-3260, ext. 7</td>
<td>716-652-3560</td>
</tr>
<tr>
<td>Hon. Mary Hosler</td>
<td>Lynn M. Krajacic</td>
<td><a href="mailto:mholl@townofevans.org">mholl@townofevans.org</a></td>
<td>716-549-5787</td>
<td>716-217-3595</td>
</tr>
<tr>
<td>Hon. John Whitney</td>
<td>Pattie Frentzel</td>
<td><a href="mailto:jwhitney@grand-island.ny.us">jwhitney@grand-island.ny.us</a></td>
<td>716-773-9600, ext. 616</td>
<td>716-773-9618</td>
</tr>
<tr>
<td>Hon. James Shaw</td>
<td>Cathy Rybczynski</td>
<td><a href="mailto:supervisor@townofhamburgny.com">supervisor@townofhamburgny.com</a></td>
<td>716-649-6111, ext. 2380</td>
<td>716-646-1384</td>
</tr>
<tr>
<td>Hon. Michael C. Kasprzyk</td>
<td>Jill M. Zientek</td>
<td><a href="mailto:mkasprzyk@townofhollandny.com">mkasprzyk@townofhollandny.com</a></td>
<td>716-537-9443, ext. 1</td>
<td></td>
</tr>
<tr>
<td>Hon. Ronald Ruffino, Sr.</td>
<td>Diane Terranova</td>
<td><a href="mailto:supervisor@lancasterny.gov">supervisor@lancasterny.gov</a></td>
<td>716-683-0512</td>
<td></td>
</tr>
<tr>
<td>Hon. Earl Gingerich, Jr.</td>
<td>Dawn Pearce</td>
<td><a href="mailto:egingerich@townofmarilla.com">egingerich@townofmarilla.com</a></td>
<td>716-652-7293, ext. 403</td>
<td>716-652-2541</td>
</tr>
<tr>
<td>Hon. David Cummings</td>
<td>Dawn D. Izydorczak</td>
<td><a href="mailto:dcummings@townofnewstead.com">dcummings@townofnewstead.com</a></td>
<td>716-542-1231</td>
<td>716-542-3702</td>
</tr>
<tr>
<td>Hon. John M. Tobia</td>
<td>Lynn M. DiVincenzo</td>
<td><a href="mailto:jtobia@northcollinsny.org">jtobia@northcollinsny.org</a></td>
<td>716-337-3839</td>
<td>716-337-3391</td>
</tr>
</tbody>
</table>
GOVERNMENT – LOCAL ELECTED OFFICIALS

TOWN SUPERVISORS

Hon. Patrick J. Kean
Supervisor, Town of Orchard Park
https://www.orchardparkny.org/
4295 South Buffalo Street
Orchard Park, NY 14127
Telephone: 716-662-6400, ext. 1502
Fax: 716-662-6162
Email: supervisor.keem@orchardparkny.org
Remy C. Orfeo, 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. Gary A. Dickson
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: gdickson@twnys.org
Amy M. Kobler, Town Clerk | 716-558-3215

GOVERNMENT – STATE ELECTED OFFICIALS

GOVERNOR

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

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

PLEASE NOTE
Districts 59 and 61 extend beyond Erie County
For additional information, visit the Senate website at:
https://www.nysenate.gov/
Hon. Robin Schimminger
District 140
https://nyassembly.gov/mem/Robin-Schimminger
Local Office:
3514 Delaware Avenue
Kenmore, NY 14217
Telephone: 716-873-2540
Email: SchimmR@nyassembly.gov

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

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

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

PLEASE NOTE

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

For additional information, visit the Senate web site at:
https://www.assembly.state.ny.us
Hon. Pat Burke
District 142
https://nyassembly.gov/mem/Pat-Burke
Local Office:
1074 Union Road
West Seneca, NY 14224
Telephone: 716-608-6099
Email: burkep@nyassembly.gov

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

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

Albany Office:
Legislative Office Building, Room 543
Albany, NY 12248
Telephone: 518-455-5314
GOVERNMENT – STATE ELECTED OFFICIALS

NEW YORK STATE ASSEMBLY

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

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

GOVERNMENT – FEDERAL ELECTED OFFICIALS

UNITED STATES SENATE

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

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

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

Washington Address:
322 Hart Senate Office Building
Washington, DC 20510
Telephone: 202-224-6542
Fax: 202-228-3027
PLEASE NOTE
All Congressional Districts listed (26 and 27) extend beyond Erie County.

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

https://www.house.gov/

Hon. Brian Higgins
District 26
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

Vacant
District 27
Local Office:

Telephone:
Fax:

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

Jeremy J. Zellner 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 County 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 716-858-6365

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

**Clerk, Erie County**

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

**Division of Planning**

Daniel Castle, AICP, Deputy Commissioner
Mark Rountree, Principal Planner
Lisa Matthies-Wiza, Director, GIS
Tuona Batchelor, 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.

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**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 systems 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.
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.

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 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.

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 ofWeights 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.

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

The Division of Law, the Division of Risk Retention, and the Division of Workers’ Compensation.

The mission of the Department of Senior Services of Erie County is to provide leadership to promote the optimal well being of elders. The Department of Senior Services of Erie County is committed to the following core principles:...
Sheriff, Erie County

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

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

Social Services, Department of

Marie Cannon, Commissioner 716-858-8000

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

STOP DWI

John Sullivan, Project Director 716-858-6291

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

Veterans Service Agency

David J. Shenk, Director 716-858-6349

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

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

CHAUTAUQUA

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

GENESEE

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

NIAGARA

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

WYOMING

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
Starting a business is a rough road to follow. Obstacles and potholes will occur on an entrepreneur’s journey to take a mind - to making it a profitable venture. The starting point. The first two pages (47-48) components of a business plan. A good to obtain capital, and direct the individual agencies that are available to guide don’t be afraid to ask for directions.

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

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

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

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

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

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

**Erie County Industrial Development Agency (ECIDA)***
Tel: 716-856-6525 | http://www.ecidany.com
95 Perry Street, Suite 403 | Buffalo, NY 14203
John Cappellino, 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

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**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: 716-855-5715 | http://www.sba.gov/localresources/district/ny/
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202
Franklin J. Sciortino, 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: 716-855-5715 | 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.

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**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/

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

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Note: Also see Minority/Women Business Assistance Resources in Subject Index on Page 10
Developing and maintaining a successful business requires planning. In some cases, it may only be a concept in the entrepreneur’s mind. A written business plan can be an invaluable business tool that the entrepreneur can use to identify and exploit opportunities. It is also helpful in anticipating problems and developing strategies for avoiding or minimizing those problems.

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

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

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

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

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

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

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

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

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

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

### Manufacturing Process
- Materials and components required for products.
- Sources of supply and alternatives if materials become unavailable.
- Production methods.
- Condition of production facilities and equipment.
SMALL BUSINESS DEVELOPMENT CENTER GUIDELINES FOR ENTREPRENEURS OR START-UPS SEEKING CAPITAL

**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.

- 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 options should be also discussed.
- Organization chart and responsibilities of officers.
- Experience and background of principles and key employees and any potential problems, such as agreements not to compete.
- Investment involvement of principal.
- Staffing plan/number of employees. Include plans for additions of employees, when they will be needed and the qualifications that will be required.
- Space requirements, facilities plan and planned capital improvements.
- Operating plan and schedule of upcoming work for next one to two years.
- Internal control, accounting, inventory and management reporting systems.

**FINANCIAL DATA**

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

**FINANCIAL DATA CONTINUED**

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

#### 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

#### POPULATION CHANGE 2010-2017

<table>
<thead>
<tr>
<th>Area</th>
<th>2017</th>
<th>2010</th>
<th># Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>CITIES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buffalo</td>
<td>259,574</td>
<td>261,310</td>
<td>-1736</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Lackawanna</td>
<td>18,012</td>
<td>18,141</td>
<td>-129</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Tonawanda</td>
<td>14,992</td>
<td>15,130</td>
<td>-138</td>
<td>-0.9%</td>
</tr>
<tr>
<td>Total Cities</td>
<td>292,578</td>
<td>294,581</td>
<td>-2003</td>
<td>-0.7%</td>
</tr>
<tr>
<td>TOWNS</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alden</td>
<td>10,135</td>
<td>10,865</td>
<td>-730</td>
<td>-6.7%</td>
</tr>
<tr>
<td>Amherst</td>
<td>125,024</td>
<td>122,366</td>
<td>2658</td>
<td>2.2%</td>
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<tr>
<td>Aurora</td>
<td>13,857</td>
<td>13,782</td>
<td>75</td>
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</tr>
<tr>
<td>Boston</td>
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<td>8,023</td>
<td>45</td>
<td>0.6%</td>
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<tr>
<td>Brant</td>
<td>2,117</td>
<td>2,065</td>
<td>52</td>
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<tr>
<td>Cheektowaga</td>
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<td>88,226</td>
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<tr>
<td>Clarence</td>
<td>31,954</td>
<td>30,673</td>
<td>1281</td>
<td>4.2%</td>
</tr>
<tr>
<td>Colden</td>
<td>3,310</td>
<td>3,265</td>
<td>45</td>
<td>1.4%</td>
</tr>
<tr>
<td>Collins</td>
<td>6,583</td>
<td>6,601</td>
<td>-18</td>
<td>-0.3%</td>
</tr>
<tr>
<td>Concord</td>
<td>8,550</td>
<td>8,494</td>
<td>56</td>
<td>0.7%</td>
</tr>
<tr>
<td>Eden</td>
<td>7,692</td>
<td>7,688</td>
<td>4</td>
<td>0.1%</td>
</tr>
<tr>
<td>Elma</td>
<td>11,735</td>
<td>11,317</td>
<td>418</td>
<td>3.7%</td>
</tr>
<tr>
<td>Evans</td>
<td>16,284</td>
<td>16,356</td>
<td>-72</td>
<td>-0.4%</td>
</tr>
<tr>
<td>Grand Island</td>
<td>20,855</td>
<td>20,374</td>
<td>481</td>
<td>2.4%</td>
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<tr>
<td>Hamburg</td>
<td>58,147</td>
<td>56,936</td>
<td>1211</td>
<td>2.1%</td>
</tr>
<tr>
<td>Holland</td>
<td>3,382</td>
<td>3,401</td>
<td>-19</td>
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</tr>
<tr>
<td>Lancaster</td>
<td>43,477</td>
<td>41,604</td>
<td>1873</td>
<td>4.5%</td>
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<tr>
<td>Marilla</td>
<td>5,389</td>
<td>5,327</td>
<td>62</td>
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</tr>
<tr>
<td>Newstead</td>
<td>8,722</td>
<td>8,594</td>
<td>128</td>
<td>1.5%</td>
</tr>
<tr>
<td>North Collins</td>
<td>3,520</td>
<td>3,523</td>
<td>-3</td>
<td>-0.1%</td>
</tr>
<tr>
<td>Orchard Park</td>
<td>29,545</td>
<td>29,054</td>
<td>491</td>
<td>1.7%</td>
</tr>
<tr>
<td>Sardinia</td>
<td>2,792</td>
<td>2,775</td>
<td>17</td>
<td>0.6%</td>
</tr>
<tr>
<td>Tonawanda</td>
<td>73,044</td>
<td>72,567</td>
<td>-523</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Wales</td>
<td>3,032</td>
<td>3,005</td>
<td>27</td>
<td>0.9%</td>
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<tr>
<td>West Seneca</td>
<td>45,340</td>
<td>44,711</td>
<td>629</td>
<td>1.4%</td>
</tr>
<tr>
<td>Total Towns</td>
<td>630,038</td>
<td>622,592</td>
<td>7,446</td>
<td>1.2%</td>
</tr>
</tbody>
</table>

#### RESERVATIONS

<table>
<thead>
<tr>
<th>Reservation</th>
<th>2010 Total (pt.)</th>
<th>2017 Total (pt.)</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cattaraugus</td>
<td>1,910</td>
<td>1,833</td>
<td>4.2%</td>
</tr>
<tr>
<td>Tonawanda</td>
<td>4</td>
<td>34</td>
<td>-88.2%</td>
</tr>
<tr>
<td>Total Reserve</td>
<td>1,914</td>
<td>1,867</td>
<td>2.5%</td>
</tr>
</tbody>
</table>

#### VILLAGES

(Village populations are included in Town Totals)

<table>
<thead>
<tr>
<th>Village</th>
<th>2017 Total (pt.)</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Akron</td>
<td>2,893</td>
<td>0.9%</td>
</tr>
<tr>
<td>Alden</td>
<td>2,587</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Angola</td>
<td>2,002</td>
<td>-5.9%</td>
</tr>
<tr>
<td>Blasdell</td>
<td>2,631</td>
<td>3.1%</td>
</tr>
<tr>
<td>Depew</td>
<td>15,283</td>
<td>-0.1%</td>
</tr>
<tr>
<td>East Aurora</td>
<td>6,230</td>
<td>-0.1%</td>
</tr>
<tr>
<td>Farnham</td>
<td>422</td>
<td>10.5%</td>
</tr>
<tr>
<td>Gowanda (pt.)</td>
<td>2,864</td>
<td>5.7%</td>
</tr>
<tr>
<td>Hamburg</td>
<td>9,603</td>
<td>5.7%</td>
</tr>
<tr>
<td>Kenmore</td>
<td>15,319</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Lancaster</td>
<td>10,207</td>
<td>-0.8%</td>
</tr>
<tr>
<td>North Collins</td>
<td>1,303</td>
<td>5.8%</td>
</tr>
<tr>
<td>Orchard Park</td>
<td>3,177</td>
<td>-2.1%</td>
</tr>
<tr>
<td>Sloan</td>
<td>3,615</td>
<td>-1.3%</td>
</tr>
<tr>
<td>Springville</td>
<td>4,333</td>
<td>0.9%</td>
</tr>
<tr>
<td>Williamsville</td>
<td>5,263</td>
<td>-0.7%</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau

### 2017 POPULATION BY RACE

(TOTAL POPULATION - 923,995)

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

Source: U.S. Census Bureau
**2017 POPULATION BY SEX AND AGE**
(TOTAL POPULATION - 923,995)

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

Median Age (years) 40.3

Source: United States Census Bureau

**HOUSEHOLDS**

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

% Change 2010-17 0.84%

Source: United States Census Bureau

**AVERAGE HOUSEHOLD SIZE**

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

Source: United States Census Bureau

**FAMILIES**

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

% Change 2010-17 -0.002

Source: United States Census Bureau

**UNEMPLOYMENT RATES FOR ERIE COUNTY**

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

Source: NYS Department of Labor

**ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY**

**ERIE COUNTY FACTS**

2017 POPULATION BY SEX AND AGE

<table>
<thead>
<tr>
<th>Age Group</th>
<th>#</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Female</td>
<td>476,971</td>
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<td>9.1</td>
</tr>
<tr>
<td>75 years and over</td>
<td>71,480</td>
<td>7.7</td>
</tr>
</tbody>
</table>

Median Age (years) 40.3

Source: United States Census Bureau

**HOUSEHOLDS**

<table>
<thead>
<tr>
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<th>Total</th>
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<tbody>
<tr>
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<td>2010</td>
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**AVERAGE HOUSEHOLD SIZE**

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

Source: United States Census Bureau

**FAMILIES**

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

% Change 2010-17 -0.002

Source: United States Census Bureau

**UNEMPLOYMENT RATES FOR ERIE COUNTY**

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

Source: NYS Department of Labor

**ERIE COUNTY 2017 EMPLOYMENT BY INDUSTRY**

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

Total 448,392 1.00

Source: U.S. Census Bureau

**MAJOR PRIVATE SECTOR EMPLOYEES**

<table>
<thead>
<tr>
<th>Employer</th>
<th>Full-time Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kaleida</td>
<td>8,113</td>
</tr>
<tr>
<td>Catholic Health</td>
<td>7,347</td>
</tr>
<tr>
<td>M&amp;T Bank</td>
<td>7,000</td>
</tr>
<tr>
<td>Tops Friendly Markets</td>
<td>8,423</td>
</tr>
<tr>
<td>Seneca Gaming Corp.</td>
<td>4,000</td>
</tr>
<tr>
<td>Wegmans Food Markets Inc.</td>
<td>3,377</td>
</tr>
<tr>
<td>HSBC Bank USA NA</td>
<td>3,190</td>
</tr>
<tr>
<td>Roswell Park Cancer Institute</td>
<td>3,157</td>
</tr>
<tr>
<td>GEICO</td>
<td>3,060</td>
</tr>
<tr>
<td>People, Inc.</td>
<td>2,675</td>
</tr>
<tr>
<td>Moog Inc.</td>
<td>2,500</td>
</tr>
<tr>
<td>Dresser-Rand Co.</td>
<td>2,200</td>
</tr>
<tr>
<td>Citibank NA</td>
<td>1,800</td>
</tr>
<tr>
<td>GM Powertrain - Tonawanda Engine Plant</td>
<td>1,700</td>
</tr>
<tr>
<td>Ingram Micro</td>
<td>1,694</td>
</tr>
</tbody>
</table>

Source: Business First Book of Lists, 2018

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

Department of Labor | [https://www.labor.ny.gov/home/](https://www.labor.ny.gov/home/)
Invest Buffalo Niagara | [https://buffaloniagara.org/](https://buffaloniagara.org/)
U.S. Census Bureau | [http://factfinder.census.gov](http://factfinder.census.gov)
WNY Regional Information Network | [https://www.etb.org/wnyrin](https://www.etb.org/wnyrin)