



Rep. Louise M. Slaughter's Small Business Resources Directory

U.S. Small Business Administration - Congress created the U.S. Small Business Administration (SBA) to help America's entrepreneurs form successful small enterprises. Today, the SBA offers financing, training and advocacy for small firms. The Agency also works with thousands of lending, educational and training institutions nationwide.

While the SBA does not offer direct loans or grants it does enable its lending partners to provide financing to small businesses when funding is otherwise unavailable on reasonable terms by guaranteeing major portions of loans made to small businesses.

The eligibility requirements and credit criteria of the program are very broad in order to accommodate a wide range of financing needs. When a small business applies to a lending partner for a loan, the lender reviews the application and decides if it merits a loan on its own or if it requires additional support in the form of an SBA guaranty. SBA backing on the loan is then requested by the lender. In guaranteeing the loan, the SBA assures the lender that, in the event the borrower does not repay the loan, the government will reimburse the lending partner for a portion of its loss.

By providing this guaranty, the SBA is able to help tens of thousands of small businesses every year get financing they would not otherwise obtain. To qualify for an SBA guaranty, a small business must meet the SBA's criteria, and the lender must certify that it could not provide funding on reasonable terms without an SBA guaranty.

SBA Direct is a great way to access SBA programs. Simply type in your business zip code when prompted at [SBA Direct | SBA.gov](#) and resources in your area will be displayed.

Buffalo District Office

Franklin J. Sciortino, District Director
111 West Huron Street, Suite 1311
Buffalo, New York 14202
Phone: (716) 551-4301
Fax: (716) 551-4418

Rochester Branch Office

Branch Manager TBD
4100 Federal Building
100 State Street
Rochester, NY 14614
Phone: (585) 263-6700

Service Corps of Retired Executives (SCORE)-SCORE is a nonprofit association dedicated to providing entrepreneurs with free, confidential face-to-face and

email business counseling. Business counseling and workshops are offered at 389 chapter offices across the country. From marketing advice to finances, sales and operations, SCORE's volunteer counselors help you find the answers. Just as important, counselors will help you develop and think through your business plan to make sure you're asking the right questions. When you seek help from a SCORE business counselor, you get the benefit of all his or her ideas—and the continuity of knowing that someone who knows and understands your small business is available for ongoing support. Seeking advice from a SCORE counselor provides a distinct advantage as you go forward.

Rochester Office

Call the SBA Branch office number above

U.S. Department of Commerce, Export Assistance Center – This Center assists small businesses with trade and exporting issues.

Rochester Office

Timothy McCall, International Trade Specialist
400 Andrews Street, Suite 710
Rochester, NY 14604
Phone: (585) 263-6480
Fax: (585) 325-6505

SUNY Brockport Small Business Development Center - The SUNY Brockport Small Business Development Center is one of 23 regional centers in New York State. Their mission is to assist new and existing small business owners in all areas of start-up, expansion, and the resolution of organizational, financial, and marketing problems that may arise in day-to-day operations. An entrepreneur needing answers to any of these problems may come in for a one-on-one counseling with a Business Advisor. The professionals on staff provide this expert and confidential counseling free of charge. They also draw from outside resources for continued improvement in the quality of our services. These outside resources include various local, state, and federal government entities. If you are presently operating or plan to operate a business perhaps they can assist you.

Rochester Office

Mr. Jan Pisanczyn
55 St. Paul Street, Riverside Entrance
Rochester, NY 14604
Phone: (585) 232-7310
Fax: (585) 232-7274

Empire State Development Corporation - Empire State Development (ESD) is New York State's economic development agency. This organization, with co-headquarters in Albany and New York City, is supported by a network of 18 additional ESD Offices throughout the state and around the world. The organization is comprised of highly qualified professionals who help businesses: start up a company in New York

State; relocate to or establish a presence in New York State; expand already existing operations in New York State; retain and enlarge their work force in New York State; compete more effectively and profitably in the domestic and global marketplace.

Finger Lakes Regional Office

Vincent Esposito, Director
400 Andrews Street Suite 710
Rochester, NY 14604
Phone: (585) 325-1944
Fax: (585) 325-6505

Monroe County Industrial Development Agency (COMIDA):

The County of Monroe Industrial Development Agency (COMIDA) is a not-for-profit, public benefit corporation and governmental agency. Its purpose is to encourage established businesses to expand locally and to attract new industries to the Greater Rochester area. The agency's primary goal is to help businesses create and retain jobs.

Judy Seil or Lydia Birr
Monroe County
City Place, Suite 8100
50 West Main Street, Suite 8100
Rochester, New York 14614
Phone: (585) 753-2000

City of Rochester/Rochester Economic Development Corporation

The mission of the Bureau of Business and Housing Development is to create economic opportunity for residents and businesses to enhance the growth of the City of Rochester through real estate development, neighborhood revitalization, business attraction, housing production and rehabilitation, and workforce development.

30 Church Street - 005A
Rochester, NY 14614
(585) 428-6912

REDCO (Rochester Economic Development Corporation) is a not-for-profit development corporation, established in 1983, dedicated to stimulating and increasing business investment in the City of Rochester, New York. REDCO's purpose is the creation and retention of jobs, as well as providing viable commercial services for city residents.

As a non-profit development company, REDCO has the ability to provide creative solutions for economic development projects. These include the ability to offer low interest rate loans, provide access to New York State and Federal programs, develop and operate commercial/industrial real estate, and offer specialized loan programs, such as the US Small Business Administration 504 loan program.

There are several ways in which REDCO can provide assistance for qualified economic development projects. Assistance available includes:

- Low interest financing
- Access to NYS and Federal programs
- Commercial real estate development
- Technical industrial assistance
- SBA 504 Loans

REDCO also links businesses with other organizations, such as the City of Rochester, as well as other local economic development agencies. For more information on REDCO, please contact David Balestiere at (585) 428-6817.

Urban League of Rochester:

The **Urban League of Rochester's Business Development Center** assists minorities and women in launching and growing their businesses through classroom instruction and one-on-one technical assistance. The Urban League also assists dislocated workers, the disabled, and other small aspiring businesspersons in the start-up, development and/or expansion of independent self-owned micro enterprise ventures. The Center is one of 20 Entrepreneurial Assistance Program (EAP) Centers in NY State, funded by New York State's Empire State Development.

Stephanie Miles

265 North Clinton

Rochester, NY 14605

Phone: (585) 325-6530 x3066

smiles@ulr.org

PathStone

PathStone provides guidance to low- to moderate-income individuals who wish to start or expand their business and provide credit to businesses that provide jobs to low- to moderate-income individuals.

Their programs include:

- E-commerce training
- Loan Fund
- Microenterprise Assistance Program- business plan development and training
- Technical Assistance

400 East Avenue

Rochester, NY 14607

peci@pathstone.org

(585) 340-3387

PTAC

PTAC helps companies with all aspects of securing government contracts.

50 West Main Street, Suite 8100

Rochester, New York 14614

ptac@monroecountyfingerlakesptac.org

(585) 753-2015