

**Contents**

Economic Development Agencies ..... 2

- Niagara Country Center for Economic Development ..... 2
- Niagara County Industrial Development Agency ..... 2
- Niagara County Farm Bureau ..... 2
- Lumber City Development ..... 3

Federal and New York State Agencies ..... 4

- Empire State Development ..... 4
- Internal Revenue Service (IRS) ..... 5
- New York State Department of Taxation and Finance ..... 5
- United States Small Business Administration ..... 5
- Business Council of New York State ..... 5

Utilities ..... 6

Universities ..... 6

- Canisius College Women’s Business Center ..... 6
- Cornell Cooperative Extension ..... 7
- Niagara County Community College Small Business Development Center ..... 7
- Niagara University Family Business Center ..... 8

Chambers of Commerce ..... 8

Other Entities ..... 8

- Asian American Business Development Center ..... 8

## Economic Development Agencies

### Niagara Country Center for Economic Development

Website: [www.nccedev.com](http://www.nccedev.com)

Address: 6311 Inducon Corporate Drive, Sanborn, NY, 14132

Contact: Samuel M. Ferraro; Michael A. Casale

Phone: 716-278-8750

Fax: 716-278-8757

Email: [sam.ferraro@niagaracounty.com](mailto:sam.ferraro@niagaracounty.com)

The Niagara County Department of Economic Development provides information support for business and the public in regard to marketing and general data, especially demographic, economic, geographic and related socioeconomic data.

Furthermore, we provide technical data related to land use, zoning and other planning matters, provide natural resource data, geographic information system analysis, technical information regarding wetland and floodplain regulations, economic development technical referral services, and identify, assess and implement redevelopment initiatives that can return brownfield sites to appropriate and creative new uses.

- Niagara County Business Growth & Retention Program
- Local Affiliate Data Center for U.S. Census Bureau
- Staff & Coordinator for Niagara County Planning Board
- Coordinative center for Niagara County Economic Development Alliance
- USEPA Brownfields Assessment Program
- USEPA Brownfields Cleanup Revolving Loan Fund

### Niagara County Industrial Development Agency

Website: <http://www.nccedev.com/>

Address 6311 Inducon Corporate Drive, Sanborn, NY, 14132

Contact: Samuel M. Ferraro; Michael A. Casale

Phone: 716-278-8750

Fax: 716-278-8757

Email: [sam.ferraro@niagaracounty.com](mailto:sam.ferraro@niagaracounty.com)

The NCIDA facilitates economic growth and expansion through financial incentives and a variety of other support services.

Under the provisions of the New York State Industrial Development Agency Act, the NCIDA is empowered to actively retain, attract and develop economically sound commerce and industry, thereby fostering job opportunities, general prosperity and economic well-being for all residents of Niagara County.

- Property tax and sales tax abatements for capital investment projects
- Below-marketing-rate loan funds
- Programs for Brownfield remediation and development
- Foreign Trade Zone #34
- Microenterprise Assistance Program
- Coordination of State and Federal programs relating to economic development

### Niagara County Farm Bureau

Website: [www.niagarafb.org](http://www.niagarafb.org)

Contact: Elaine Barnett

Phone: 716-735-7791  
Fax: 716-735-6037  
Email: [niagcofb@yahoo.com](mailto:niagcofb@yahoo.com)

Niagara County Farm Bureau gives farmers and non-farmers alike the opportunity to be part of an organization dedicated to supporting and enriching the rural way of life. It provides an opportunity for individuals involved in agriculture to join together and make their voices heard.

We are active within the political system on a broad range of issues that concern every rural New York landowner, from taxation to conservation. We work hard to promote public policy that protects an owner's right to use land.

We believe that a strong, viable agricultural industry is beneficial not only to our economy, but also to our local communities and our consumers.

## **Lumber City Development**

Website: [www.lumbercitydc.com](http://www.lumbercitydc.com)  
Contact: James Sullivan

Phone: 716-695-8580 ext 5517

Email: [ntcd03@wny.twcbc.com](mailto:ntcd03@wny.twcbc.com)

Address: 500 Wheatfield Street, North Tonawanda, NY 14120

Fax: 716-614-0519

The Lumber City Development Corporation is committed to provide opportunities for new development in the city of North Tonawanda. We help businesses small and large with property availability, finding shovel-ready sites for new construction, vacant and rehabilitated buildings, and space for both new business and business expansion.

Our mission is to undertake planning and implementation of programs, projects, and activities designed to create or stimulate economic and community development in the City of North Tonawanda and to reduce the burden of government by:

- Creating employment opportunities for City of North Tonawanda residents, particularly those employment positions that pay a living wage, offer health, retirement, and other employee benefits, and provide skills training;
- Increasing the property tax base of the City of North Tonawanda;
- Increasing sales tax revenue in the City of North Tonawanda;
- Encouraging and fostering entrepreneurship;
- Strengthening and expanding existing businesses;
- Bringing new businesses in to the City of North Tonawanda;
- Revitalizing Downtown and other commercial shopping areas;
- Stimulating tourism growth;

- Encouraging the environmental remediation and reuse of contaminated property;
- Promoting the development of land use policies designed to encourage development and preserve City neighborhoods;
- Encouraging and supporting the development and maintenance of municipal infrastructure, recreational facilities, and other public facilities and services that support businesses and residential neighborhoods; and
- Undertaking any other activities that affect the general purposes of the Corporation

## Federal and New York State Agencies

### Empire State Development

Website: [www.empire.state.ny.us](http://www.empire.state.ny.us)

Address: 95 Perry Street, Suite 500, Buffalo, New York 14203

Contact: Ray Witzleben

Phone: 716-846-8200

Fax: 716-846-8260

Email: [rwitzleb@empire.state.ny.us](mailto:rwitzleb@empire.state.ny.us)

Empire State Development (ESD) is New York State's primary agent for economic development, dedicated to making New York the most compelling place in which to live, work and do business.

ESD works in partnership with the public and private sectors to create an environment that spurs innovation and economic development while enhancing New York State's competitive advantage as the world capital for many industries, ranging from finance and media to technology and agriculture.

Our services include:

- Conducting targeted corporate outreach to companies in key industry clusters while providing retention, expansion and attraction services to the State's largest and most important employers.
- Providing hands-on technical assistance to help businesses, big and small, meet their goals.
- Helping companies identify the financial assistance that will most benefit their business. This includes direct loan, loan guarantees and grants that can help companies reduce the costs of undertaking a job creation or retention project in the State.

With small businesses comprising 98 percent of all businesses in New York, our Division for Small Business works to address the challenges that small businesses face, helping them to navigate State programs and find the assistance they need to ensure future growth and success. In addition, our Division of Minority- and Women-Owned Business promote the equality of economic opportunities for minority and women business enterprises (MWBs), eliminating barriers to their participation in state contracts.

## **Internal Revenue Service (IRS)**

Website: [www.irs.gov](http://www.irs.gov)

Local Address: 130 South Elmwood Ave, Buffalo, NY 14202

Phone: 716-961-5100

The IRS Restructuring and Reform Act of 1998 prompted the most comprehensive reorganization and modernization of IRS in nearly half a century. The IRS reorganized itself to closely resemble the private sector model of organizing around customers with similar needs. To support its structure and ensure accountability, the IRS is divided into three commissioner-level organizations: Commissioner, Deputy Commissioner for Services and Enforcement, and Deputy Commissioner for Operations Support.

## **New York State Department of Taxation and Finance**

Website: <http://www.tax.ny.gov/>

## **United States Small Business Administration**

Website: [www.sba.gov](http://www.sba.gov)

Local Office: 130 S. Elmwood Avenue Suite 540, Buffalo, NY 14202

Phone: 716-551-4301

Fax: 716-551-4418

Since its founding on July 30, 1953, the U.S. Small Business Administration has delivered millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. SBA provides assistances primarily through its four programmatic functions:

- **Access to Capital (Business Financing):** SBA provides small businesses with an array of financing for small businesses from the smallest needs in micro lending --- to substantial debt and equity investment capital (venture capital).
- **Entrepreneurial Development (Education, Information, Technical Assistance & Training):** SBA provides free individual face-to-face, and internet counseling for small businesses, and low-cost training to nascent entrepreneurs and established small businesses in over 1,800 locations throughout the United States and US territories.
- **Government Contracting (Federal Procurement):** In keeping with the mandate of Section 15(g) of the Small Business Act, SBA's Office of Government Contracting sets goals with other federal departments and agencies to reach the statutory goal of 23 percent in prime contract dollars to small businesses. This office also provides small businesses with subcontracting procurement opportunities, outreach programs, and training.
- **Advocacy (Voice for Small Business):** Created in 1978, this Office reviews Congressional legislation and testifies on behalf of small business. It also assesses the impact of the regulatory burden on behalf of small businesses. Additionally, it conducts a vast array of research on American small businesses and the small business environment. The Chief Counsel of this office is appointed by the President of the United States.

## **Business Council of New York State**

Website: [www.bcnys.org](http://www.bcnys.org)

Address: 152 Washington Avenue, Albany, NY 12210

Phone: 518-465-7511/ 800-358-1202

Fax: 518-465-4389

The Business Council of New York State, Inc., is the leading business organization in New York State, representing the interests of large and small firms throughout the state. Its membership is made up of thousands of member companies, as well as local chambers of commerce and professional and trade associations.

The primary function of the organization is to serve as an advocate for employers in the state political and policy-making arena, working for a healthier business climate, economic growth, and jobs.

We also help our members cut costs and provide important benefits to their employees, with group insurance programs that are known for competitive costs and high-quality service. And we serve as an information resource center for our members, providing an array of news and update services, seminars, networking, and individualized regulatory and legislative assistance to members who need it.

## Utilities

## Universities

### Canisius College Women's Business Center

Address: Demerly Hall | 2365 Main Street | Buffalo, NY 14214-2326

Phone: 716-888-8280

Fax: 716-888-8284

Email: [wbcinfo@canisius.edu](mailto:wbcinfo@canisius.edu)

Website: [www.canisius.edu/wbc/](http://www.canisius.edu/wbc/)

The Women's Business Center is a collaborative effort between the Small Business Administration and Canisius College. More than 4,000 professionals in Western New York have taken advantage of the Canisius College Women's Business Center to develop thriving business enterprises. The WBC offers:

- **Empowerment:** The WBC provides a comprehensive package of programs and services, including coaching, education, business development programs, and networking opportunities that enable women in business to build and strengthen their enterprises and networks. WBC offers clients immediate access to support, not available elsewhere in Western New York.
- **Engagement:** At the WBC, Canisius College, the Small Business Administration and key WNY business leaders come together to coach, counsel and connect with entrepreneurs and women in business. More than 200 successful members of the local business community are involved as volunteer business coaches, board members, committee members and program developers. WBC clients also have access to Canisius College students and faculty and the over 1,200 local Canisius College MBA alumni for support and assistance, both in and outside the classroom.
- **Education:** The WBC mission is to provide entrepreneurs and small business owners the critical skills, knowledge, tools and support to help them grow their businesses.

WBC clients have access, right here at Canisius College to business courses, our specialty workshops and other continuous learning opportunities.

- **Energy:** The Women's Business Center supports clients in all stages of their business development, from the newly established to more experienced owners who want to take their business to the next level. Our vision is to become a nationally recognized leader in women's entrepreneurship.
- **Mission:** To provide entrepreneurs and small business owners, with a focus on women, the critical skills, knowledge, tools and support network to increase their successes and positively impact the economic development in their communities.

## Cornell Cooperative Extension

Website: <http://www.ece.cornell.edu/>

Nearest local office:

4478 Lake Avenue, Lockport, NY 14094; Phone: 716-433-8839; Fax: 716-438-0275; Email: [Niagara@cornell.edu](mailto:Niagara@cornell.edu)

237 Main Street, Suite 1200, Buffalo, NY 14203; Phone: 716-852-4191; Fax: 716-852-3802; Email: [ilr-buffalo@cornell.edu](mailto:ilr-buffalo@cornell.edu)

Cornell Cooperative Extension is a key outreach system of Cornell University with a strong public mission and an extensive local presence that is responsive to needs in New York communities. The Cornell Cooperative Extension educational system enables people to improve their lives and communities through partnerships that put experience and research knowledge to work.

The nationwide network of Cooperative Extension programs began in 1914 as a means of applying land-grant university research in understandable and useful ways to farmers and rural families. Today, Cooperative Extension serves urban, suburban, town and rural areas by offering programs in five broad areas: Agriculture & Food Systems; Children, Youth, & Families; Community & Economic Vitality; Environment & Natural Resources; and Nutrition & Health.

Cornell Cooperative Extension operates on the Cornell campus through the leadership of faculty and staff in departments in the College of Agriculture and Life Sciences and the College of Human Ecology, with contributions from the College of Veterinary Medicine.

Cornell Cooperative Extension Associations and the New York City office provide 56 portals to Cornell University. Extension educators in these locations form powerful community-university partnerships with the Cornell campus, and involve local constituents to address the issues and concerns of New Yorkers.

## Niagara County Community College Small Business Development Center

Website: [www.niagaracc.suny.edu/wfcd/sbdc](http://www.niagaracc.suny.edu/wfcd/sbdc)

Contact: Lynn Oswald

Address: 50 Main Street, Lockport, NY, 14094-4529

Phone: 716-434-3815

Fax: 716-433-5155

For start-up and existing small-business firms, the Niagara Small Business Development Center (SBDC) provides management and technical assistance, such as business planning, marketing strategies, cash-flow projections, and financial analysis. The SBDC is staffed by knowledgeable, experienced professionals who can provide you with expert individualized counseling on the start-up and operation of a small business.

Administered by the State University of New York (SUNY), the center specializes in free one-on-one counseling on small-business opportunities and problems. The SBDC also offers training and instructional programs targeted to the needs and interests of the small business.

## Niagara University Family Business Center

Website: [www.niagara.edu/fbc](http://www.niagara.edu/fbc)

Phone: 716-278-8760

The Niagara University Family Business Center was established in 2003. The Center is dedicated to serving the needs of family and privately owned businesses in Western New York and Southern Ontario through the exchange of knowledge. The Center's activities are member-driven and the Center is run for and by its business members.

The Center's mission is to develop and exchange relevant information on family business issues in order to strengthen the stability and long term viability of family and privately owned businesses through education, research, and service. A sampling of the Center's activities includes:

- Speakers' series and seminars on family business issues.
- Quarterly newsletters.
- Maintaining a library of family business materials including current research on family business.
- Consulting support for local family owned businesses.
- Support for faculty and student research on family business issues.
- Development of curriculum to enhance student learning in the area of Entrepreneurship and Family Owned Business Issues.

## Chambers of Commerce

### Other Entities

#### Asian American Business Development Center

Address: 80 Wall Street, Suite 418, New York, NY 10005

Phone: 212-966-0100

Email: [johnwang@aabdc.com](mailto:johnwang@aabdc.com)

Website: [www.aabdc.com/aabdc\\_upload/newhome.php](http://www.aabdc.com/aabdc_upload/newhome.php)

Asian American Business Development Center (AABDC) has access to senior government officials, decision makers in the business community and long standing partnership agreements with leading trade organization in different regions of the country. AABDC can put you in contact with who you need to talk to and help you

successfully navigate the national and provincial regulations and requirements. Through its strategic connections, the Center brings together a network of essential business and trade promotion organizations in New York and China, providing New York businesses with access to information and targeted opportunities.