



Entrepreneurship Assistance Centers

2018-19

ANNUAL REPORT
to Governor Andrew Cuomo and
the New York State Legislature



Empire State Development

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Commissioner, NYS Department of Economic Development



INTRODUCTION

EXECUTIVE SUMMARY

The Entrepreneurship Assistance Centers (“EAC”) is an enterprise development program with centers in local communities throughout New York State. These Entrepreneurship Assistance Centers (“EAC Centers” or “Centers”) provide instruction, training, technical assistance and support services to individuals who have recently started their own business or are interested in starting a business and also strengthen the operation of these firms during the early stages of development, generally within the first five years.

For the 2018 EAC contract year, June 1, 2018 to May 31, 2019, the state funded the program at \$1,764,000 for the 24 Centers to provide business training and skill development to New York State entrepreneurs. These grant funds were matched with cash and in-kind funding from other non-state sources.

EAC assists new and aspiring entrepreneurs in developing basic business management skills by providing business training, one-on-one counseling and technical assistance. For Centers to maintain continued EAC status, they must meet specific performance objectives set at the beginning of their contract year. The goals of the program are to increase the formation of new businesses and strengthen the operations of existing businesses during the early stages of development with increased sales, job creation and business financing. (Table 1, Page 15)

For over three decades EAC has helped aspiring New York State small business owners turn their dreams into reality and established centers in local communities to provide instruction, training, technical assistance and support services.

PROGRAM OVERVIEW

The Omnibus Economic Development Law of 1987 established the original Entrepreneurial Assistance Program (EAP). In January of 2019, the law was amended, and the program was renamed Entrepreneurship Assistance Centers. The law authorizes the Department of Economic Development d/b/a Empire State Development (“ESD”), through the Entrepreneurship Assistance Centers (“EAC” or the “Program”), to issue contracts to not-for-profit corporations, community colleges and boards of cooperative educational services for the development of EAC Centers.

Encouraging the formation and growth of small businesses is an important strategic goal of New York State. EAC programs provide intensive, community-based training, technical assistance and other related services to small business owners or entrepreneurs, particularly minorities and women, to stimulate new business development and to strengthen businesses in the early stages of development—typically from one to five years. Such assistance is especially important in economically distressed areas where high levels of unemployment and declining infrastructure further limit the ability for these young businesses to develop. Effective programs are built on a working knowledge of the needs and resources of a community and its region.

There are 24 EAC Centers (see Entrepreneurship Assistance Centers Listing, pages 18) serving New York State. The Centers work with ESD regional offices and many local and state agencies. In addition, they collaborate with local businesses, chambers of commerce, non-profit agencies, colleges and universities.

The EAC Centers provide a 60-hour entrepreneurship training course, supplemented by intensive technical assistance, to help new entrepreneurs complete business plans and develop a viable business. Participants learn how to refine their business concept, conduct break-even analysis, develop marketing strategies and learn financial management skills.

In FY 18-19 EAC Centers provided over 27,000 hours of one-on-one counseling and training to help clients create more than 331 business plans.

EAC Centers also give technical assistance to existing businesses that are generally less than five years old. This technical assistance is designed to help these microbusinesses over time to ensure conditions that will support their sustainability and allow for expansion. Such support includes access to working capital and cash-flow management, general management skills, new market development, hiring and managing employees, managing growth, and sourcing available credit.

OBJECTIVES

The primary objectives of the EAC Centers are:

- Increase the number of new businesses in New York State, with a particular focus on expanding economic opportunity for minority group members, women, dislocated workers, Veterans and individuals with special needs;
- Expand the sales and employment levels of small businesses during the critical first five years of operation;
- Decrease the business failure rates among small businesses in the state; and
- Assist in the revitalization of distressed communities through the encouragement of “home grown” businesses.

ADDITIONAL SERVICES

The Entrepreneurship Assistance Centers support the following initiatives to increase the formation of new businesses owned and operated by minorities, women, Veterans, dislocated workers and individuals with special needs:

Business Mentor New York (BMNY)

Business Mentor New York is an online platform that connects volunteer mentors to small businesses and emerging entrepreneurs to help them address specific challenges and realize their full economic potential. EAC Centers facilitate BMNY registrations for clients, assist with their mentee profile and help connect the entrepreneurs with mentors. The EAC Centers recognize that all successful entrepreneurs need confidence and connections. To facilitate this, they encourage local community professionals and EAC workshop presenters to register as mentors. Following are BMNY results from the EAC Centers:

- 267 new mentees enrolled into BMNY;
- 59 new mentors were added; and
- 243 counseling matches occurred.

The Department of State – Office of New Americans

The Office of New Americans (ONA) helps New Americans fully participate in New York State civic and economic life. ONA operates through a network of 27 community-based organizations.

This was the final year of a three-year contract with ONA to teach two “Starting Your Own Business” seminars biannually at each ONA Center. The 27 ONA Centers were matched with 17 EAC Centers to conduct these seminars on mutually agreed-upon dates throughout the year.

EAC Centers provided workshops on business ownership in America to 692 New Americans in 2018. Comprehensive instructions featured how to start and register a business in New York State including information on tax and licensing requirements. A cumulative total of 1,892 New Americans have been initiated to this process.

Each EAC Center customized the training to the population being served. In some cases they needed to be taught in dual-language instruction (e.g. Spanish, Chinese, Haitian Creole, etc.)

Minority and Women Business Enterprise Support and Outcomes

EAC Centers also work closely with NYS's Division of Minority and Women's Business Development. Centers provide direct assistance to individuals interested in becoming MWBE certified to do business with New York State. EAC Center staff is trained to provide guidance in the preparation of MWBE online certification applications. MWBEs receiving services from the Centers had the following outcomes: (Table 2, Page 16)

- 431 MWBE businesses increased sales by \$53.7 million;
- 212 MWBE businesses increased employment by 525 new hires;
- 268 MWBE businesses retained 2,040 employees; and
- 146 MWBE businesses secured nearly \$13.2 million in financing.

Veteran Entrepreneurship Services

Introduced in FY14-15 as a pilot program Veteran entrepreneurship services is now a permanent part of the EAC program. EAC Centers continued to meet veteran goals and provided entrepreneurship services to veterans interested in starting a business or expanding an existing business which includes but is not limited to: (1) counseling on the feasibility of starting a business; (2) education in established management principles and practices; (3) access to veteran business support networks; and (4) ongoing and continued technical assistance.

Some EAC Centers offer customized programs for veterans at free or reduced prices for services and have also formed partnerships with many different veteran organizations, support groups, hospitals and agencies across the state. This year, 64 new veterans entered the program and started 10 new businesses. (Table 3, Page 17)

FUNDING

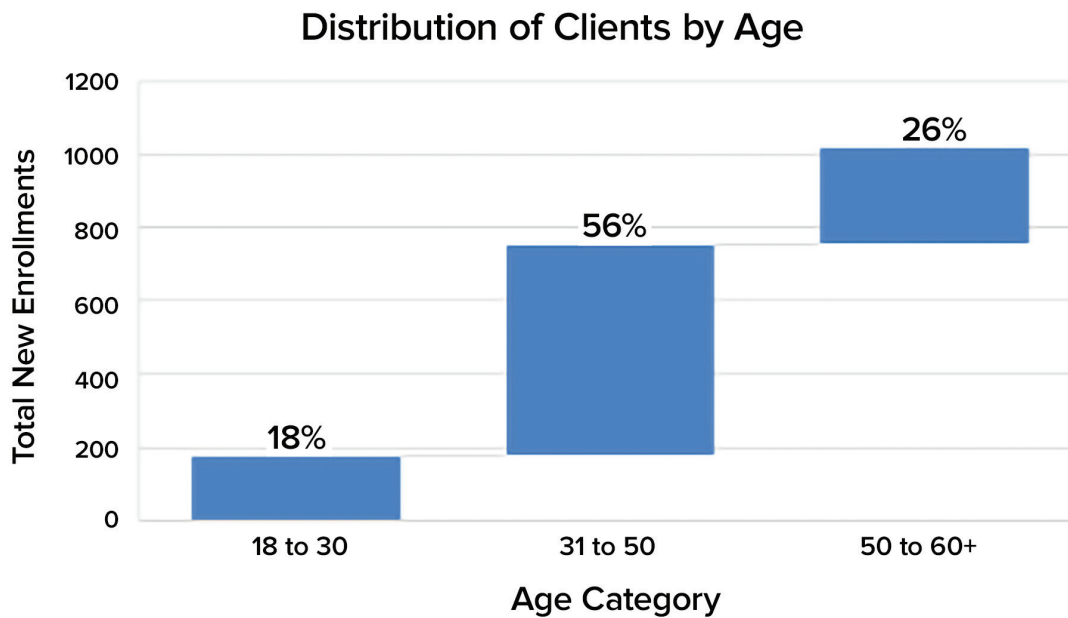
The FY 2018-19 NYS budget appropriation for the EAC was funded at \$1,764,000. In addition to this appropriation, an additional \$70,608 was made available from previous funding. All 24 EAC Centers were each awarded a grant of \$76,442 for 12-month contracts. EAC Centers are required to match these grants one-to-one (50% or more in cash and no more than 50% in-kind). The sources of matching funds include, but are not limited to:

- Federal Government – U.S. Small Business Administration (PRIME);
- NYS Government – NY Business Development Corporation and Harlem Community Development Corporation;
- Banks and Credit Unions – Allegany County Land Bank, Apple Bank, Bank of Utica, Bridge Hampton National Bank, Citibank, Deutsche Bank, Savoy Bank, Signature Bank, Spring Bank, and Sunmark Bank;
- City - Small Cities, NYC EDC, NYC Dept. of Consumer Affairs, NYC Health & Human Service, and THRIVE Award to Help Reach Immigrant Ventures, and Entrepreneurs;
- Universities/Community Colleges – Alfred University, Columbia University Law School, Dutchess Community College, Hofstra University, Houghton College, Medaille College/ Buffalo, Rockland Community College, Suffolk County Community College, SUNY Broome Community College, SUNY Orange, and Syracuse University;
- Chambers of Commerce – Allegany Chamber of Commerce, and Capital Chamber Foundation;
- Local and County – Avenue NYC, Broome Triad, Broome Employment Center for Broome Tioga Workforce Development, Broome County Urban League, and Think Dutchess;
- Not-for-profits – ACCORD Corporation, Bedford Stuyvesant Restoration, Bronx Health Reach, BOC Network, Inc., BOC-ORR, Chinatown Manpower Project, Inc., Hot Bread Kitchen, Ltd, IBERO American Action League, Jumpstart, Inc., Queens Economic Development Corporation, Refugee Social Services Program, South Bronx Overall Economic Development Corporation, Urban League of Rochester, Women’s Enterprise Development Center, Inc., Washington Heights-Inwood Development Corporation, Wheels for Work, Inc., the Women’s Foundation; and
- Corporate Sponsors -- Clifford Chance USA, State Farm, and Thrive, Inc.

In addition, part of the costs were covered by hundreds of business owners, accountants, lawyers, marketing consultants, professional associations and bank employees who donated time and expertise on a pro bono or reduced-fee basis to help EAC clients start or expand their businesses.

EAC CLIENT & BUSINESS CHARACTERISTICS (NEW ENROLLMENTS ONLY)

EAC’s rigorous program attracts persons with potential for success in business ownership.



Client Demographics

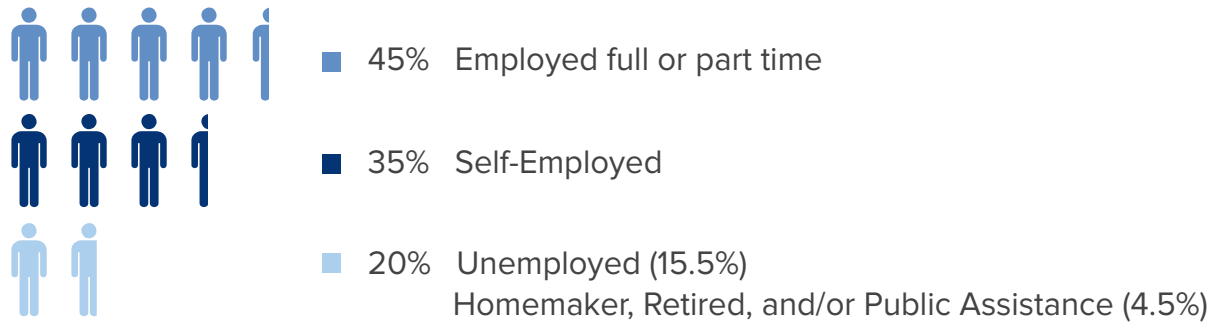
Of the total 1,021 new enrollments:

- 90% of clients enrolled were Minority & Women-Owned Business Enterprises (MWBE);
- 64% represented all woman-owned firms; and
- 78.5% had no business plan and 16% came in with a partial plan.

Education Level	FY 18-19 Percentage
High School or GED	26%
Trade School or 2-year college	22%
4-year college	32%
Graduate Degree	18%
Grade School/Junior High	2%

Work Experience

Work experience captures the labor participation segment of this year's new EAC enrollments. This year 80% of enrollees were either employed as a wage earner or self-employed. The other 20% are unemployed representing displaced homemakers, retired, or those on public assistance. EAC works with displaced workers or unemployed persons in partnership with the Self-Employment Assistance Program (SEAP) of the NYS Division of Labor to assess their readiness for business ownership and provide one-on-one counseling to prepare them for starting a business.



Business Characteristics

At the point of intake, 39% of newly enrolled businesses were home-based, another 19% were operated out of a rented facility and 3% owned their facility. The remaining 39% were unknown at the time of intake.

The industry breakdown of the businesses categorized as either new or existing businesses is as follows:

Business Sector	Percentage
Service	71%
Retail	15%
Construction	7%
Manufacturing	3%
Wholesale/Distribution	2%
Finance, Insurance and Real Estate	2%

The vast majority (83%) of EAC client firms were micro-enterprises. A micro-enterprise is a very small business operating from a home, storefront or office, which typically employs no more than five people. These businesses do not generally have access to commercial bank loans, yet it could benefit from a loan under \$25,000. The income breakdown of EAC clients with existing businesses are as follows:

Annual Incomes	Percentage
Less than \$5,000	29%
\$5,000 - \$10,000	6%
\$10,000 - \$25,000	12%
\$25,000 - \$50,000	14%
\$50,000 - \$100,000	9%
\$100,000 - \$500,000	17%
Over \$500,000	13%

OVERSIGHT AND EVALUATION

Empire State Development’s EAC Director provides overall program management, assists EAC Centers and monitors each Center’s performance. Performance monitoring consists of: EAC Center site visits, classroom audits, client file reviews, client site visits and client telephone surveys. Other services provided by EAC include the definition of contract terms and program requirements, program orientation for new EAC Center staff, monthly conference calls to review program direction and/or strategies, professional development webinars and telephone/email support in planning program activities.

EAC Centers are evaluated annually based on specific performance objectives regarding business creation and expansion, increased sales, job creation and business financing. A Center’s eligibility for reimbursement of expenses and continued funding are contingent on the Center achieving quarterly and annual performance objectives, along with other contractual obligations.

Grantees are required to meet all of the minimum performance standards. EAC Centers that do not meet the minimum of at least 75% of the 24 standards may not receive the final 10% of the grant amount. EAC Centers not achieving a minimum 75% of goals for two consecutive years will be subject to review for continued participation in the EAC.

The EAC Director also convenes an annual training conference after the completion of each fiscal year to review the program’s effectiveness, compare best practices with national micro business programs as well to provide an opportunity for Centers to meet face to face and exchange best practices with each other. This is also a time to recognize and celebrate top EAC Centers for best performance. Winners of the FY 18-19 Awards for Excellence went to Allegany County Community Opportunity and Rural Development (ACCORD), Binghamton Local Development Corporation, Hofstra University and Suffolk County Community College.

2018-19 ENTREPRENEUR OF THE YEAR AWARDEES



Nomination by Ibero-Wavery EAC

PAULA TARALLO
East Shore Marketing



Paula Tarallo, President of East Shore Marketing, founded her Ithaca business in 2016. With more than 30 years of experience, including award-winning marketing and advertising leadership roles at Time Warner in Central New York and teaching experience at Ithaca College and Cornell University's Entrepreneurship Bootcamp for Veterans, Tarallo decided to start her own marketing and communications agency. Her aim: helping Finger Lakes and Southern Tier businesses navigate a changing media and marketing landscape with a results-focused, data-driven approach to marketing and digital media strategies. The company, which works collaboratively as an extension of its clients' marketing teams to help drive business goals, has already

added employees and has grown existing business from current clients by 10 percent—with an overall 30% increase in total revenue since it was founded, up to \$1.9 million in 2018. The company notes that its work has had a direct impact on the regional economy through increased tourism and spending. In 2018, East Shore Marketing secured a contract for strategic consulting and media planning and buying for the Corning Museum of Glass (CMoG) GlassBarge initiative, a five-month project and tour that involved 17 markets around New York State that resulted in sold-out visitation to the GlassBarge at virtually every stop. This year, the company secured a \$50,000 National Highway Traffic Safety contract.



Nomination by Binghamton Local Development Corp. (BLDC)

JOSEPH AND MICHELLE ALIG
Waterman's Distillery, LLC



In the past four years, Joseph Alig has gone from being an Endicott elementary school teacher to the co-owner, with wife Michelle, of a Southern Tier craft spirits distillery that's already earned mentions in Forbes and in the New York Times. Alig credits the Binghamton Local Development Corp. EAC (BLDC) with sharing the knowledge and technical training that's made his onetime hobby a reality. In 2015, Alig registered with BLDC and at the end of a 23-session training course, submitted a business plan. The EAC then guided him in fleshing out the details for everything from retail and marketing to aesthetics while also connecting Alig

with community professionals and networks. He met with lawyers and accountants who advised on LLC and trademark issues and sought the necessary funding and zoning approvals to renovate a historic barn on Route 434 in Apalachin that is now home to Waterman's Distillery. The distillery, held its Grand Opening in April 2018, produces nine all-natural flavored whiskeys sourced from 90% NYS ingredients. The distillery currently features a tasting and viewing room, a packed events schedule and products that are featured in a growing number of restaurants and retailers. The business, has already gotten recognition from national outlets including Forbes, which cited Waterman's in 2018 among "Craft Distilleries You Don't Want to Miss Visiting This Summer."

2018-19 ENTREPRENEUR OF THE YEAR AWARDEES



Nomination by Suffolk County Community College EAC (SCCC)

JESSICA DUSSAN
Green Island Group Corp.



Jessica Dussan, Co-Founder and Chief Executive Officer of Green Island Group Corp. on Long Island, has built her environmental and construction company on a foundation of experience in environmental cleanup and operations, from asbestos and lead abatement to oil spill cleanups and mold remediation. The Bohemia-based company, with \$2.8 million in revenue in 2018, has 14 full-time employees, one part-time employee and is a union shop. Dussan got her start working in Lower Manhattan on post 9/11 cleanup operations and putting to work the leadership skills she'd honed from Junior Army ROTC training. She then went on to

roles as a field supervisor and project manager for environmental projects throughout Long Island and New York City, including the decommissioning of Long Island's Glenwood Landing power plant. Her responsibilities have included estimating and bidding projects; planning and overseeing field operations and project performance. Dussan launched the Green Island Group in 2012, building her business by working with the private sector to generate revenue to obtain the equipment she needed for government contracts. With the help of the SCCC Entrepreneurship Assistance Center, Dussan was introduced to Empire State Development's programs and obtained her MWBE re-certification, as well as \$3 million in bonding and bridge financing. The EAC also helped resolve late payments from a state agency that was disrupting Green Island's cash flow and ability to take on additional contracts. Dussan credits her success to hard work and determination—but the resources, capital and tools she has obtained through the EAC have made a decisive difference in her company's growth.

OTHER 2018-19 ENTREPRENEURSHIP ASSISTANCE CENTERS SUCCESS STORIES

QUEENS ECONOMIC DEVELOPMENT CORPORATION – DF BUSINESS HUB, INC. D/B/A ATAX ELMHURST

Financial Administrator Harnesses Skills and Launches Successful Tax Franchise

When Digna F. Cueto learned her company was moving her job, she had to decide between moving or staying, and whether she could make a go of her own business. She had more than two decades of experience as a corporate finance and logistics manager for major brands such as Banana Republic and GAP, an engineering degree from her native Dominican Republic, and an associate degree in business administration from LaGuardia Community College. She'd also prepared tax returns for friends and family, something she enjoyed doing because it helped her community. With a focus on tax preparation as a potential business, Cueto next got her certification.



She knew she still needed to learn more about operating a business, and through her research, discovered the Queens Economic Development Corporation's (QEDC) Entrepreneurship Assistance Center (EAC). She enrolled in the EAC's 60-hour training course, where she tested different business ideas. When it came time to identify target markets, Cueto was surprised to learn—through a community survey—that the local Hispanic community lacked an understanding and trusting tax educator. After doing more research to confirm this finding, Cueto felt confident that a tax preparation business would be the answer for her. Using money from a retirement savings account, she was able to purchase a tax franchise

Cueto held the grand opening of ATAX Elmhurst, on Jan. 19, 2019, right after graduating from the EAC program. Within two months, the business had generated \$20,000 in revenue and Cueto needed to hire a part-time assistant. Cueto has since expanded her services to include bookkeeping services. As of this writing, Cueto has almost fully recovered her \$40,000 investment and has enough clients to cover operating costs and her salary. She's also interested in exploring another market where she feels she can make a meaningful contribution – women-focused non-profit organizations.

OTHER 2018-19 ENTREPRENEURSHIP ASSISTANCE CENTERS SUCCESS STORIES

QUEENS ECONOMIC DEVELOPMENT CORPORATION – SALSA GOD, LLC

Securities lawyer-turned- entrepreneur turns his love of salsa into an international brand

In his previous life, owner Danny Mayans was a securities lawyer before the 2009 financial crisis led to a layoff and uncertainty about his next career move. His first step was a move to Paris to obtain his MBA. Once there, he realized he missed salsa—the dip, not the dance—and that it was hard to come by. To satisfy his craving, Mayans started dabbling with family recipes to create his idea of the perfect salsa and shared it with friends. After moving back to the U.S., where countless parties included his perfected salsa recipes, Mayans decided to go into business producing his salsa recipe—dubbed Salsa God—for a wider audience. In 2014, after doing some online research, he met with Entrepreneur Space (E-Space), a commercial kitchen located in Long Island City and managed by the Queens Economic Development Corporation (QEDC). Mayans was also introduced to the Entrepreneurship Assistance Center’s (EAC) business counselors, who helped him figure out how to increase production by reworking his processing schedule. With this new plan and a referral to Kiva, (an international, non-profit alternative lender conducting interactions over the internet to low -income entrepreneurs and students in over 77 countries) Mayans was able to secure an initial \$10,000 loan to scale up production and expand buyer outreach.



In 2016, Mayans participated in QEDC’s Made in Queens (MiQ) project, allowing him to sell his salsas and be part of an initiative that doubled his sales and granted him recognition as a proud Queens brand. This was also a turning point for his business, allowing Mayans to quit his legal job and pursue his salsa business full-time. Increased demand for Salsa God necessitated a move to a co-packer facility with more space and the machinery to handle the manufacturing and packing capacity for large-scale production.

Salsa God currently sells in 1,500 stores nationwide as well as in Puerto Rico, Australia and Germany.

OTHER 2018-19 ENTREPRENEURSHIP ASSISTANCE CENTERS SUCCESS STORIES

ACCORD – RESCUE PUPS, INC.

Micro Business Creates Effective Fundraising Strategy, Raises \$5,000+ in Two Days



Lisa Hitchcock has been rescuing animals all her life. She spent all her free time and years of volunteering with local rescue shelters until she finally opened her own business, Rescue Pups, Inc., in Friendship, NY is dedicated to rescuing dogs and adopting them out to forever homes. Rescue Pups had been operating for three years before Hitchcock sought help from ACCORD's Entrepreneurship Assistance Center (EAC) in Belmont New York. Her goal: to strengthen her business model and develop her business skills.

Hitchcock attended the EAC's 60-hour business training course in the fall of 2018 and won a \$1,000 award in the business plan competition. When asked what she found most valuable in the EAC sessions, Hitchcock said that developing a business plan "provided Rescue Pups with a road map for the future." Hitchcock further explained that "the plan helped focus my attention on a timeline for expansion, marketing strategies and a structured format for organizing Rescue Pups." One of the plan's strategies involved launching a fundraising campaign for the holiday season. "We raised over \$5,000 in two days as a result of our launch on #GIVINGTUESDAY," she said. As of this writing, Rescue Pups recently exceeded 10,000 followers on Facebook and has developed a strategy to maintain engagement. Their current reach exceeds 100,000 people.

Rescue Pups, Inc. offers safety, security and training to all the dogs Hitchcock rescues. She enjoys watching people who come to Rescue Pups to adopt as they meet their new best friends—especially when it's love at first sight. The organization follows a careful review process, ensuring that all dogs get properly vaccinated. Hitchcock helps new pet owners with house training as well. For more information about hours and adoptions, visit the Rescue Pups website: <https://rescuepups.org>.

TABLE 1
ENTREPRENEURSHIP ASSISTANCE CENTERS
2018-2019 GOALS AND OUTCOMES

Clients	Individual Center Goals	Program Goals ¹	Program Outcomes ²
New Enrollments	10	240	1,021 ³
Prior Year Client Served	10	220	632
Businesses			
Businesses Started	6	144	184
Businesses Saved/Retained	3	72	134
Existing Business Impacts			
Businesses with Increased Sales	5	120	342
Aggregate Amount of Increased Sales	\$150,000	\$3,600,000	\$55,102,531
Businesses with Expanded Employment	3	72	154
New Employees	6	144	418.5
Businesses with Retained Employment	3	72	254
Retained Employees	6	144	2,072.60
Start-up Business Impacts			
Businesses with Increased Sales	2	48	115
Aggregate Amount of Increased Sales	\$40,000	\$960,000	\$5,716,706
Businesses with Expanded Employment	2	48	72
New Employees	2	48	190.5
Financing Impacts (Start-up and Existing)			
Financial Packages Developed	6	144	147
Financial Packages Secured	4	96	165
Amount of Financing Secured	\$150,000	\$3,600,000	\$14,068,083
Business Plans Developed			
New Enrollments/Prior Year Clients	8	192	331
MWBE Goals			
MWBE Certification Applications Developed	8	192	112
Veteran Program Goals			
New Clients Enrolled	4	96	64
Businesses Started	2	48	10
Business Mentor NY Goals			
New Mentees Enrolled	20	480	267
New Mentors Enrolled	4	96	59
Number of Counseling Matches	10	240	243

¹Program Goals are equal to the sum of individual center goals for 24 centers.

²Program Outcomes captured from EAC on-line database as of October 3, 2018.

³New Enrollment program goals were not increased due to added program goals and new program initiatives.

TABLE 2
ENTREPRENEURSHIP ASSISTANCE CENTERS
2018-2019 MWBE OUTCOMES

MWBE Clients	MWBE Outcomes	% of All Outcomes
New Enrollments	921	90%
Prior Year Client Served	585	93%
MWBE Businesses		
Businesses Started	162	88%
Retained Businesses	126	94%
MWBE Existing Businesses		
Businesses with Increased Sales	322	94%
Aggregate Increase in Sales	\$48,260,481	88%
Businesses with Expanded Employment	145	94%
New Employees	342	82%
Businesses with Retained Employment	242	95%
Retained Employees	1,920	93%
MWBE Start-up Businesses		
Businesses with Increased Sales	109	95%
Aggregate Increase in Sales	\$5,410,608	95%
Businesses with Expanded Employment	67	72%
Expanded Employment	183	96%
Financing (MWBE Start-ups and Existing)		
Financial Packages Developed	126	86%
Financial Packages Approved	146	88%
Aggregate Financing Secured	\$13,193,416	94%
MWBE Goals (Start-ups and Existing)		
Number of MWBE Applications Developed	112	100%
Business Plans (MWBE Start-ups and Existing)		
New Enrollees & Prior Year Clients	298	90%

TABLE 3
ENTREPRENEURSHIP ASSISTANCE CENTERS
2018-2019 VETERAN OUTCOMES

Veteran Clients	Veteran Outcomes	% of All Outcomes
New Enrollments	64	6%
Prior Year Client Served	34	5%
Veteran Businesses		
Businesses Started	10	5%
Retained Businesses	3	2%
Existing Veteran Businesses		
Businesses with Increased Sales	2	1%
Aggregate Increase in Sales	\$85,000	0.2%
Businesses with Expanded Employment	0	0%
New Employees	0	0%
Businesses with Retained Employment	2	1%
Retained Employees	6	0.03%
Start-up Veteran Businesses		
Businesses with Increased Sales	6	5%
Aggregate Increase in Sales	\$33,198	1%
Businesses with Expanded Employment	3	4%
Expanded Employment	3	2%
Financing (Veteran Start-ups and Existing)		
Financial Packages Developed	3	2%
Financial Packages Approved	3	2%
Aggregate Financing Secured	\$75,000	1%
MWBE Goals (Veteran Start-ups and Existing)		
Number of MWBE Applications Developed	3	3%
Business Plans (Veteran Start-ups and Existing)		
New Enrollees & Prior Year Clients	17	5%

ENTREPRENEURSHIP ASSISTANCE CENTERS LISTING

By Empire State Development Region

Organization	Service Area
Region 1: WESTERN NEW YORK	
ACCORD Corporation IBERO and Greater South Buffalo Chamber of Commerce	Allegany, Steuben and Cattaraugus Downtown Buffalo area, Erie and Niagara
Region 2: FINGER LAKES	
Urban League of Rochester, NY, Inc. IBERO – American Action League, Inc.	Monroe, Wayne, Ontario, Erie and Genesee Counties - Primary focus is Monroe Ontario, Wayne, Seneca, Steuben, Yates, Cayuga, Schuyler and Chemung
Region 3: SOUTHERN TIER	
Binghamton Local Development Corporation	Binghamton, Broome, Tioga, Chenango and Delaware
Region 4: CENTRAL NEW YORK	
South Side Innovation Center / Syracuse University	Onondaga, Oswego, Syracuse, Madison and Cortland
Region 5: NORTH COUNTRY	
Adirondack Economic Development Corporation (AEDC)	Jefferson, Essex, Lewis, St. Lawrence, Hamilton, Warren, Washington, Oswego, Oneida, Franklin, Herkimer, Saratoga, Fulton, Clinton, Montgomery and Otsego
Region 6: MOHAWK VALLEY	
Business Training Institute, Inc. (BTI)	Oneida, Madison and Herkimer
Region 7: MID-HUDSON VALLEY	
Women’s Enterprise Development Center, Inc. Women’s Enterprise Development Center, Inc.	Westchester Poughkeepsie
Region 8: CAPITAL REGION	
Capital Region Chamber Foundation, Inc.	Albany, Town of Colonie
Region 9: NEW YORK CITY	
South Bronx Overall Economic Development Corporation (SOBRO) SOBRO Venture – A division of South Bronx Overall Economic Development Corporation (SOBRO VC)	Bronx County Bronx County (Spanish Centered)
CAMBA Bedford Stuyvesant Restoration Corporation Local Development Corporation of East New York (LDCENY)	Brooklyn - Kings County Brooklyn - Kings County Brooklyn - East New York and Brownsville sections
Hot Bread Kitchen, Ltd Chinatown Manpower Project, Inc. /Business Outreach Center Renaissance Economic Development Corporation Washington Heights Inwood Development Corporation	Manhattan - New York County Manhattan - Chinatown (Assistance in Chinese) Manhattan - Chinatown (Assistance in Chinese and Spanish) Manhattan - Washington Heights & Inwood section of NYC (Assistance in English and Spanish)
Business Outreach Center (BOC) Queens Economic Development Corporation	Queens County Queens County
Region 10: LONG ISLAND	
Hofstra University Suffolk County Community College	Nassau and Suffolk Counties Suffolk County



Entrepreneurship Assistance Centers

