



Entrepreneurial Assistance Program

New York State's Entrepreneurial Assistance Program ("EAP") was created in 1987 by the NYS Omnibus Economic Development Act. Since its inception, the EAP initiative has helped entrepreneurs create new businesses and has provided in-depth assistance to minorities, women, dislocated workers and individuals with a disability interested in starting a business.

The EAP establishes centers in local communities to provide instruction, training, technical assistance and support services to individuals who have recently started their own business or are interested in starting a business. The program's EAP centers are strategically located throughout the State. EAP assists new and aspiring entrepreneurs in developing basic business management skills, refining business concepts, devising early-stage marketing plans and preparation of action plans. In addition, the program actively assists EAP client efforts to obtain business financing. Two thirds of the centers operate or are formally affiliated with a micro-loan fund.

A typical EAP center provides the following in-depth services to owners and operators of start-up businesses:

- Counseling on the feasibility of starting a business;
- Assistance in refining a business concept and developing a business plan;
- Assistance with completing MWBE Certification Applications;
- Education in established management principles and practices;
- In-depth business counseling in product development and marketing;
- Guidance in exporting, contract procurement and licensing;
- One-on-one counseling in identifying and accessing capital and credit;
- Access to business support networks; and
- Ongoing and continued technical assistance to program graduates including linkages to other small business services.

For more information about EAP, please contact
Flora Chi, Program Coordinator
NYC Office, Empire State Development – (212) 803-3241

Visit us on the Web:

<http://esd.ny.gov/BusinessPrograms/EAP.html>

New York City Region

<p>Service Area: Queens Corona and Jamaica</p>	<p>Nancy Carin, Executive Director Business Outreach Center Network, Inc. 85 South Oxford Street Brooklyn, NY 11217 Tel: (718) 624-9115 Fax: (718) 246-1881 Email: ncarin@bocnet.org</p>	<p><u>EAP Contact:</u> Lauder Sosa, Office Manager/Trainer 96-11 40th Road Corona, NY 11368 Tel: (718) 205-3773 Fax: (718) 205-3774 Email: lsosa@bocnet.org Tiffany Lopez Business Counselor 96-11 40th Road Corona, NY 11368 Tel: (718) 205-3773 Fax: (718) 205-3774 Email: tlopezquinones@boc.net.org Rene Cruz, Business Finance Counselor 96-11 40th Road Corona, NY 11368 Tel: (718) 205-3773 Fax: (718) 205-3774 Email: rcruz@bocnet.org</p>
<p>Service Area: Manhattan, Queens, and Brooklyn</p> <p>Languages: English, Chinese and Korean</p> <p>Website Address: www.renaissance-ny.org</p>	<p>Siu Kwan Chan, Director of Operations Renaissance Economic Development Corporation* 2 Allen Street, 7th Floor New York, NY 10002 Tel: (212) 964-6022 Fax: (212) 964-6003 Email: siukwanc@aafecdf.org</p>	<p><u>EAP Contact:</u> Fernando Aguilar, Development Officer Tel : (212) 964-6022 Ext 2126 Fax: (212) 964-6003 Email: fernando@renaissance-ny.org May Kuang, Technical Assistance & Outreach Coordinator Tel: (212) 964-6022, Ext. 2105 Fax: (212) 964-6003 Email: may@renaissance-ny.org</p>

* In house loan program

New York City Region (con't)

<p>Service Area: East Harlem and Surrounding neighborhoods</p> <p>Language: English</p> <p>Website Address: www.hotbreadkitchen.org</p>	<p>Jessamyn Rodriguez, Chief Executive Officer Hot Bread Kitchen, Ltd. 1590 Park Avenue New York, NY 10029 Tel: (212) 369-3331 Fax: N/A Email: jessamyn@hotbreadkitchen.org</p>	<p><u>EAP Contact:</u> Kobla Asamoah, Program Director HBK Incubates Business Center 1580 Park Avenue New York, NY 10029 Tel: (212) 369-3331 ext. 127 Fax: N/A Email: kasamoah@hotbreadkitchen.org Jasmyn S. Farris, Sr. Director of Strategy Hot Bread Kitchen, Ltd. 1590 Park Avenue New York, NY 10029 Tel: (212) 369-3331 ext. 124 Fax: N/A Email: jsfarris@hotbreadkitchen.org</p>
<p>Service Area: Chinatown, Lower East Side, and all of Manhattan, Queens, and Brooklyn</p> <p>Languages: English, Chinese, Mandarin & Cantonese</p> <p>Website Address: www.cmpny.org</p>	<p>Stephanie Lau, Assistant Executive Director Chinatown Manpower Project/ Business Outreach Center 70 Mulberry St., 3rd Floor New York, NY 10013 Tel: (212) 571-1691 Fax: (212) 571-1686 Email: Stephanielau@cmpny.org</p>	<p><u>EAP Contact:</u> Larry Mei, Senior Business Counselor Tel: (212) 571-1698 Fax : (212) 571-1686 Email: larrymei@cmpny.org</p>

New York City Region (con't)

<p>Service Area: Washington Heights-Inwood, Harlem, East Harlem and Western Bronx</p> <p>Languages: English & Spanish</p> <p>Website address: www.whidc.org</p>	<p>Dennis C. Reeder, Executive Director Washington Heights and Inwood Development Corporation* 57 Wadsworth Ave New York, NY 10033 Tel: (212) 795-1600 Fax: (212) 781-4051 Email: WHIDC@aol.com</p>	<p><u>EAP Contact:</u> Geiny Paulino, Business Counselor Washington Heights and Inwood Development Corp 57 Wadsworth Ave New York, NY 10033 Tel: (212) 795-1600 Fax: (212) 781-4051 Email: gpaulinowhidc@aol.com</p> <p>Evelyn Vargas, Business Counselor/Loan Officer Same address as above Tel: (212) 795-1600 Fax: (212) 781-4051 Email: evargaswhidc@aol.com</p>
<p>Service Area: Bronx County</p> <p>Languages: English & Spanish</p> <p>Website Address: www.sobro.org</p>	<p>Phillip Morrow, President South Bronx Overall Economic Development Corporation – SOBRO* 555 Bergen Avenue, 3rd Floor Bronx, NY 10455 Tel: (718) 292-3113 Fax: (718) 292-3115 Email: pmorrow@sobro.org</p>	<p><u>EAP Contact:</u> Taneika Green, Business Service Coordinator 555 Bergen Ave, Third Fl Bronx, NY 10455 Tel: (718) 732-7529 Fax: (718) 292-6645 Email: tgreen@sobro.org</p>
<p>Service Area: Bronx County</p> <p>Languages: English & Spanish</p> <p>Website Address: www.sobro.org</p>	<p>Acy a Ergenman, Senior Vice President Design and Development South Bronx Overall Economic Development Corporation – SOBRO* 555 Bergen Avenue, 3rd Floor Bronx, NY 10455 Tel: (718) 292-3113 Fax: (718) 292-3115 Email: aergenman@sobro.org</p>	<p>Alfred P. Baez EAP Business Service Provider SOBRO Venture EAP Center EAP Business Service Provider 199 Lincoln Ave Suite 216 Bronx NY, 10454 Tel: (718) 732-7561 Email: ABaez@sobro.org</p>

*In house loan program

New York City Region (con't)

<p>Service Area: Queens County</p> <p>Languages: English, Spanish and Mandarin</p> <p>Website Address: www.queensny.org</p>	<p>Seth Bornstein, Exec. Director Queens Economic Development Corporation 120-55 Queens Blvd, Suite 309 Kew Gardens, NY 11424-1015 Tel: (718) 263-0546 Fax: (718) 263-0595 Email: sbornstein@queensny.org</p>	<p><u>EAP Contact:</u> Sante Antonelli, EAP Director Tel: (718) 263-0546 Fax: (718) 263-0594 Email: santonelli@queensny.org</p> <p>Bhavna Punjwani Business Advisor Tel: (718) 263-0546 Fax: (718) 263-0594 Email: bpunjwani@queensny.org</p>
<p>Service Area: East Brooklyn and surrounding Brooklyn neighborhoods</p> <p>Languages: English & Spanish</p> <p>Website Address: www.ldcenyn.org</p>	<p>Sherry Roberts, Executive Director Local Development Corporation of East New York 80 Jamaica Avenue, 3rd Floor Brooklyn, NY 11207-2045 Tel: (718) 385-6700, Ext. 11 Fax: (718) 385-7505 Email: sherry@ldcenyn.org</p>	<p><u>EAP Contact:</u> Gail Davis, Director, Brooklyn Enterprise Center Tel: 718-385-6700 ext. 24 Fax: 718-385-7505 Email: gaild@ldcenyn.org</p>
<p>Service Area: Kings County</p> <p>Languages: Spanish, Russian, Arabic, French, Haitian Kreyol, Serbo Croatian, Albanian, Mandarin & Tibetan.</p> <p>Website Address: www.camba.org</p>	<p>Joanne M. Oplustil, President & CEO CAMBA, Inc. 1720 Church Avenue Brooklyn, NY 11226 Tel: (718) 287-2600 Fax: (718) 856-4647 Email: joanneO@camba.org</p> <p>Eileen Reilly, Vice President, Economic Development CAMBA, Inc. 2211 Church Avenue, Suite 207 Brooklyn, NY 11226 Tel: (718) 282-0108 Fax: (718) 282-4858 Email: eileenr@camba.org</p>	<p><u>EAP Contact:</u> Isaac Roldan, Director, Small Business Services 2244 Church Avenue, 4th Floor Brooklyn, NY 11226 Tel: 718-226-0436 Fax: 718-282-8329 Email: Isaacr@camba.org</p>

New York City Region (con't)

<p>Service Area: Kings County</p> <p>Language: English</p> <p>Website Address: www.restorationplaza.org</p>	<p>Colvin Grannum, President & CEO Bedford Stuyvesant Restoration Corporation 1368 Fulton Street Brooklyn, NY 11216 Tel: (718) 636-6931 Fax: (718) 636-0511 Email: cwgrannum@restorationplaza.org</p> <p>Gordon Bell, EVP Bedford Stuyvesant Restoration Corporation 1368 Fulton Street Brooklyn, NY 11216 Tel: (718) 636-6984 Fax: (718) 636-0511 Email: gbell@restorationplaza.org</p>	<p><u>EAP Contact:</u> BJ Handal, Director of Small Business Services Bedford Stuyvesant Restoration Corporation 1368 Fulton Street Brooklyn, NY 11216 Tel: (718)636-6973 Fax: (718) 636-0511 Email: bhandal@restorationplaza.org</p> <p>Zuleika Gavilanes, Small Business Development Counselor Tel: (929)-432-3310 Fax: Email: zgavilanes@restorationplaza.org</p>
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Long Island Region

<p>Service Area: Suffolk County</p> <p>Languages: English & Spanish</p> <p>Website Address: www.sunysuffolk.edu/Workforce/EAC.asp</p>	<p>Dr. Shaun L. McKay, President Suffolk County Community College Norman F. Lechtrecker Building - 237 533 College Road Selden, NY 11784 Tel: (631) 451-4736 Fax: (631) 451-4715 Email: mckays@suffolk.edu</p>	<p><u>EAP Contact:</u> Daphne Gordon, EAP Director Grant Campus Sally Ann Slacke Building 1001 Crooked Hill Road Brentwood, NY 11717 Tel: (631) 851-6214 Fax: (631) 851-6222 Email: gordond@sunysuffolk.edu</p> <p>Kenya Harvey Project Coordinator Grant Campus Sally Ann Slacke Building – 1001 Crooked Hill Road Brentwood, NY 11717 Tel: (631) 851-6201 Fax: (631) 851-6222 Email: harveyk@sunysuffolk.edu</p>
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Long Island Region (con't)

<p>Service Area: Nassau/Suffolk</p> <p>Language: English</p> <p>Website Address: www.Hofstra.edu</p>	<p>Catherine Hennessy Vice-President /Financial Affairs & Treasurer Office of VP for Finance & Treasury Hofstra University 128 Hofstra University Hempstead, NY 11549-1450 Tel: (516) 463-6820 Fax: (516) 463-6870 Email: Catherine.Hennessy@hofstra.e du</p>	<p><u>EAP Contact:</u> Judith Tyne, Associate Dean & EAP Director University College Hall, Room 130 250 Hofstra University Hempstead, NY 11549-2500 Tel: (516) 463-5285 Fax: (516) 463-3907 Email: Judith.Tyne@Hofstra.edu</p> <p>Laura Fetter, Program Coordinator Tel: (516) 463-4069 Fax: (516) 463-3907 Email: Laura.j.Fetter@hofstra.edu</p>
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Mid-Hudson Region

<p>Service Area: Westchester County areas;</p> <p>Languages: English & Spanish</p> <p>Website: www.wedcbiz.org</p>	<p>Anne Janiak, Executive Director Women's Enterprise Development Center Inc. 1133 Westchester Ave, Suite N-220 White Plains, NY 10604 Tel: (914)-948-6098 Ext. 12 Fax: (914)-470-2972 Email: ajaniak@wedcbiz.org</p>	<p><u>EAP Contact:</u> Kenya Lloyd, Program Manager 1133 Westchester Ave Suite N-220 White Plains, NY 10604 Tel: (914) 948-6098 Ext. 10 Fax: (914) 470-2972 Email: Klloyd@wedcbiz.org</p>
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Mid-Hudson (con't)

<p>Service Area: Sullivan, Orange; Dutchess, Ulster and Putnam County</p> <p>Language: English</p> <p>Website: www.wedcbiz.org</p>	<p>Anne Janiak, Executive Director Women's Enterprise Development Center Inc. 1133 Westchester Ave, Suite N-220 White Plains, NY 10604 Tel: (914)-948-6098 Ext. 12 Fax: (914)-470-2972 Email: ajaniak@westchester.org</p> <p>Barbara Venturi, COO Women's Enterprise Development Center Inc. 1133 Westchester Ave, Suite N-220 White Plains, NY 10604 Tel: (914)-948-6098 Ext. 11 Fax: (914)-470-2972 Email: bventuri@wedbiz.org</p>	<p>Cynthia Marsh-Croll Project Director, Mid-Hudson EAP Center 3 Neptune Road, Suite A21 Poughkeepsie, NY 12601 Tel: 845-363-6432 Fax: 914-470-2972 Email: cmarsh-croll@wedcbiz.org</p>
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Capital Region

<p>Service Area: Albany, Town of Colonie; Rensselaer, Schenectady, Columbia, Greene, Saratoga, Montgomery and Fulton Counties</p> <p>Language: English</p> <p>Website Address: www.capitalregionchamber.com</p>	<p>Mark Eagan, President & CEO Capital Chamber Foundation, Inc. Five Computer Drive South Albany, NY 12205-1631 Tel: (518) 431-1430 Fax: (518) 434-1402 Email: meagan@capitalregionchamber.com</p> <p>Patricia Maguire, Chief Operating Officer Capital Region Chamber Five Computer Drive South Albany, NY 12205-1631 Tel: (518) 431-1416 Fax: (518) 431-1452 Email: pmaguire@capitalregionchamber.com</p>	<p><u>EAP Contact:</u> Entrepreneur Boot Camp Janet L. Tanguay, Entrepreneurship Manager Capital Chamber Foundation, Inc. Five Computer Drive South Albany, NY 12205 Tel: (518) 431-1430 Fax: (518) 431-1470 Email: jtanguay@capitalregionchamber.com</p>
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Central New York Region

<p>Service Area: Onondaga, Oswego, Syracuse, Madison, and Cortland Counties</p> <p>Language: English</p> <p>Website: www.southsideinnovation.syr.edu</p> <p>Website: www.whitman.syr.edu</p>	<p>Meghan T. MacBlane, Research Administrator Syracuse University Office of Sponsored Programs 113 Bowne Hall Syracuse, NY 13244 Tel: (315) 443-8252 Fax: (315) 443-9361 Email: mtmacbla@syr.edu</p> <p>Terry L. Brown, Executive Director Syracuse University Falcone Center For Entrepreneurship The Martin J. Whitman School of Management 721 University Ave / Suite 116 Syracuse, NY 13244 Tel: (315) 443-0286 Fax: (315) 443-2654 Email: tlbrown04@syr.edu</p>	<p><u>EAP Contact:</u> El Java Williams Abdul-Qadir, Manager South Side Innovation Center 2610 South Salina Street Syracuse NY 13205 Tel: (315) 443-8596 Fax: (315) 443-8636 Email: eawillia@syr.edu</p> <p>Samantha Brennan, EAP Coordinator South Side Innovation Center 2610 South Salina Street Syracuse, NY 13205 Tel: (315) 443-8466 Fax: (315) 443-8636 Email: sbrennan@syr.edu</p>
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North Country Region

<p>Service Area: Clinton, Essex, Franklin, Fulton, Hamilton, Herkimer, Jefferson, Lewis, Oneida, Oswego, Saratoga, St. Lawrence, Warren and Washington Counties</p> <p>Language: English</p> <p>Website Address: www.AEDCOnline.com</p>	<p>James Murphy, Exec. Director Adirondack Economic Development Corporation - (AEDC)* 67 Main Street Suite 300 Saranac Lake, NY 12983-5747 Tel: (518)891-5523 ext. 101 Fax: (518) 891-9820 Email: jamesmurphy52@me.com</p>	<p><u>EAP Contact:</u> James Murphy, EAP Director 67 Main Street Suite 300 Saranac Lake, NY 12983-5747 Tel: (518) 891-5523 ext. 101 Fax: (518) 891-9820 Email: jamesmurphy52@me.com</p> <p>Beverly Deso, Comptroller 67 Main Street Suite 300 Saranac Lake, NY 12893 Tel : (518) 891-5523 x102 Fax: (518) 891-9820 Email: beverly@aedconline.com</p>
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* In house loan program

Mohawk Valley Region

<p>Service Area: Oneida, Madison & Herkimer Counties.</p> <p>Language: English</p> <p>Website Address: www.nywbc.org</p>	<p>Dr. Patricia Laino, Executive Director Business Training Institute, Inc. The Radisson Centre 200 Genesee Street Utica, NY 13502</p> <p>Tel: (315) 733-9848 Fax: (315) 733-0247 Email: lainoleo@aol.com</p>	<p><u>EAP Contact:</u> Dina M. Vullo, EAP Coordinator Business Training Institute, Inc. The Radisson Centre 200 Genesee Street Utica, NY 13502</p> <p>Tel: (315) 733-9848 Fax: (315) 733-0247 Email: Dinaml@aol.com</p>
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Finger Lakes Region

<p>Service Area: Monroe, Wayne, Ontario, Erie, and Genesee Counties. Primary focus is Monroe County</p> <p>Language: English</p> <p>Website Address: www.ulr.org</p>	<p>William G. Clark, President/CEO Urban League of Rochester, N.Y., Inc. 265 North Clinton Avenue Rochester, NY 14605-1857</p> <p>Tel: (585) 325-6530, Ext. 3003 Fax: (585) 325-4864 Email: wclark@ulr.org</p>	<p><u>EAP Contact:</u> Leticia Negron, Program Director Urban League of Rochester, N.Y, Inc. 265 North Clinton Avenue Rochester, NY 14605-1857</p> <p>Tel: (585) 325-6530, Ext. 3066 Fax: (585) 325-4864 Email:lnegron@ulr.org</p>
<p>Service Area: Ontario, Wayne, Seneca, Steuben, Yates, Cayuga, Schuyler, Tioga and Chemung Counties</p> <p>Language: English</p> <p>Website Address: www.iaal.org</p>	<p>Hilda Escher, President & CEO IBERO – American Action League, Inc. 817 East Main Street Rochester, NY 14605</p> <p>Tel. (585) 256-8900 Fax: (585) 256-0120 Email: Hilda.Escher@iaal.org</p>	<p><u>EAP Contact:</u> Donna K. Scrivens, Program Director IBERO American Action League 106 Chemung St. Waverly, NY 14892</p> <p>Telephone: (607) 249-6193 Fax: (607) 565-8193 Email: dkscrivens@yahoo.com</p> <p>Margaret Howard, Program Coordinator Tel: (607) 249-6193 Fax: (607) 565-8193 Email:peghoward52@yahoo.com</p>

Southern Tier Region

<p>Service Area: Binghamton, Broome, Tioga, Chenango, and Delaware</p> <p>Language: English</p> <p>Project Sites: - SUNY Broome Community College 907 Upper Front Street Binghamton, NY 13905 - Broome County Urban League 43-45 Carroll Street Binghamton, NY 13901 - Broome Tioga Workforce Dev. 171 Front Street Binghamton, NY 13905</p> <p>Website Address: www.cityofbinghamton.com</p>	<p>Robert Murphy, Executive Director Binghamton Local Development Corporation 38 Hawley Street City Hall, 4th Floor Binghamton, NY 13901 Tel: (607) 772-7161 Fax: (607) 772-7244 Email: rcmurphy@cityofbinghamton.com</p>	<p><u>EAP Contact:</u> Janet M. Hertzog, Director of Continuing Education and Workforce Development SUNY Broome Community College PO Box 1017 Binghamton, NY 13905 Tel: (607) 778-5203 Fax: (607) 778-5535 Email: HertzogJM@sunybroome.edu</p> <p>Darlene A. Kanuk, Staff Assistant, EAP Continuing Education SUNY Broome Community College PO Box 1017 Binghamton, NY 13905 Tel: (607) 778-5071 Fax: (607) 778-5535 Email: Kanukda@sunybroome.edu</p> <p>Debra A. Morello, VP for Student & Economic Development SUNY Broome Community College P.O. Box 1017 Binghamton, NY 13902 Tel: (607) 778-5325 Fax: (607) 778-5535 Email: morelloda@sunybroome.edu</p>
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Western NY Region

<p>Service Area: Allegany, Steuben & Cattaraugus Counties</p> <p>Language: English</p> <p>Website Address: www.accordcorp.org</p> <p>www.alleganybusinesscenter.org</p>	<p>Lesley Christman, Executive Director ACCORD Corporation 84 Schuyler Street P.O. Box 573 Belmont, NY 14813-0573 Tel: (585) 268-7605 x1020 Fax: (585) 268-5085 Email: LChristman@accordcorp.org</p> <p>Lynn Langworthy, Deputy Executive Director ACCORD Corporation 84 Schuyler Street P.O. Box 573 Belmont, NY 14813-0573 Tel: (585) 268-7605 x1020 Fax: (585) 268-5085</p> <p>Tim Mahoney, Finance Director ACCORD Corporation 84 Schuyler Street P.O. Box 573 Belmont, NY 14813-0573 Tel: (585) 268-7605, Ext. 1054 Fax: (585) 268-5085 Email: tmahoney@accordcorp.org</p>	<p><u>EAP Contact:</u> Jeff Stager Director of Business and Community Development ACCORD Corporation 84 Schuyler Street PO Box 573 Belmont NY 14813 Tel: (585) 268-7605 x1125 Fax: (585) 268-5085 Email: jestager@accordcorp.org</p>
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Western NY Region (con't)

<p>Service Area: Erie & Niagara Counties</p> <p>Languages: English & Spanish</p> <p>Website: www.iaal.org</p>	<p>IBERO and Medaille College at Buffalo Hilda Escher, President & CEO IBERO – American Action League, Inc. 817 East Main Street Rochester, NY 14605 Tel. (585) 256-8900 Fax: (585) 256-0120 Email: Hilda.Escher@iaal.org</p> <p>Medaille College at Buffalo John Crawford, VP for College Relations 18 Agassiz Circle Buffalo, NY 14214 Tel: 716 880-2879 Fax: 716 880-2978 Email: john.p.crawford@medaille.edu</p>	<p><u>EAP Contact:</u> Ann Enger, EAP Coordinator IBERO American Action League</p> <p>Project Site/Training Medaille College 18 Agassiz Circle Buffalo, NY 14214 Tel: (716) 880-3288 Fax: (716) 880- 3294 Email: empirestateeap@gmail.com</p> <p>Donna K. Scrivens, Program Director IBERO/American Action League 106 Chemung St. Waverly, NY 14892 Telephone: (607) 249-6193 Fax: (607) 565-8193 Email: dkscrivens@yahoo.com</p>
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