

HSBC Bank Provides Financial Help For Small Business Development Center

HSBC Bank has presented SUNY Canton's Small Business Development Center (SBDC) with funding to support the SBDC's efforts to help existing and startup small businesses in the North Country flourish.

Kent G. Backus, HSBC's Vice President and Branch Manager for the Massena Office, and Ronald J. Bacon, Vice President of Commercial Banking, visited the SBDC to present the \$3,250 check to SBDC director Bert Corey.

"We partner with the SBDC because, from an economic and community development standpoint, the SBDC gives our customers a chance to start or grow their business right here in the North Country," said Backus. "Most small businesses don't have the kind of expertise on their staff that the SBDC offers, so the SBDC offers a free sounding board - a way to get feedback on their business plans."

Bacon, who works with many customers looking to start their own businesses, said, "They have a much higher chance of success if they develop a well thought out business plan. They often need to have someone go

through it with them and ask them the tough questions, and develop a secondary game plan - a fallback."

Corey stressed that, although the center is partially funded by the U.S. Small Business Administration and SUNY Canton, contributions from the private sector allows the SBDC to provide additional free services. "Support from the commercial banking

community allows the SBDC to continue its service to the small businesses of St. Lawrence County," he said. "This generous donation from HSBC Bank demonstrates the bank's commitment to the economic development of the area. Their strategic partnership with the Canton SBDC helps ensure the continuing success of our local entrepreneurs."



DISCUSS STRATEGY - Ronald Bacon (left) and Kent Backus (center), both of HSBC Bank, talk with SUNY Canton Small Business Development Center Director Bert Corey about the Center's plans for the upcoming year.

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