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Would You Like to be a Partner?

The NY SBDC continues to look for partners to enrich its business assistance services. Does your organization provide services for entrepreneurs and small businesses? Would you like to work with the SBDC to help build successful small businesses in New York State?

- *SBDC clients benefit in concrete ways from active alliances cultivated with a wide range of public and private organizations.*
- *Many SBDC clients are existing business owners seeking assistance with expansion or resolution of issues such as: regulatory compliance, government procurement, succession planning, and technology implementation.*
- *SBDC partners include government agencies, business and professional associations, economic development entities, and many other organizations.*

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Dynamic Alliances

SBDC Partners for Success



Government and Education Sectors

The New York Small Business Development Center's principal partners are the **Small Business Administration (SBA)**, **The State of New York**, **The State University of New York (SUNY)**, **The City University of New York (CUNY)**, and host campuses across the state.

In addition, some key partnerships in state and federal government include:

- **The Empire State Development Corporation**
- **The Department of State**
- **The Department of Education**
- **The Department of Labor**
- **The Department of Commerce**
- **The NYS Department of Taxation and Finance**
- **The NYS Banking Department**
- **The NYS Insurance Department**
- **The Internal Revenue Service**
- **The US Environmental Protection Agency**



The Private Sector

The SBDC cultivates alliances with private sector organizations from a range of industries, such as banking, information technology, small business services, financial advisors and others. These private sector partners provide financial and other support for a wide range of special projects and initiatives, including the program's annual staff development conference, and workshops and seminars for small business owners and entrepreneurs.



Technology Sector

A significant proportion of the businesses assisted by SBDC have a technical focus, so the program maintains alliances with numerous technology-focused organizations to ensure that SBDC clients have access to the best technical support available.

Several of the regional centers work closely with business and technology incubators that support the growth of high-tech companies developing new products and services in fields such as biomedicine, information technology, software development, environmental technology, and nanotechnology.



Among SBDC's technical assistance partners are:

- **Technology Development Organizations**
- **Regional Technology Development Centers**
- **Long Island Forum for Technology**
- **Alliance for Manufacturing & Technology**

Economic Development

The regional SBDC centers have strong working relationships with regional, county and community economic development agencies; regional planning and development organizations; job development organizations; and chambers of commerce.

The **New York Business Development Corporation (NYBDC)** is another key partner of the SBDC. NYBDC is a private corporation that works in conjunction with leading New York banks and lenders to provide creative and innovative financing to small businesses throughout New York.