ABOUT THE SBDC

THE NYS SMALL BUSINESS DEVELOPMENT CENTER, WITH MORE THAN TWO DECADES OF SERVICE TO THE SMALL BUSINESS COMMUNITY IN NEW YORK, HAS A STERLING REPUTATION FOR PROVIDING ONE-TO-ONE COUNSELING, RELEVANT TRAINING, AND CUSTOMIZED BUSINESS RESEARCH.

The SBDC has nearly 50 service centers throughout the state that facilitate easy access to business professionals. The SBDC has a toll free number – 1-800-732-7232 and a Web site – www.nyssbdc.org to further enhance access to SBDC services. At the Web site, New Yorkers can find the SBDC service center in their community, learn the location, date and time for a local business-related training session, fill out a Request for Counseling form, contact the SBDC with a question, or read the inspirational story of a small business.

The SBDC assists New Yorkers with one-to-one business advertisement to promote growth and entrepreneurial success. Each year, the SBDC helps New Yorkers secure financing for their businesses, grow sales, expand, launch new products and comply with regulations. Individuals assisted by SBDC create and save jobs, helping to make New York communities more vibrant.

To learn more about becoming an SBDC partner for success, call 518-443-5398 or email james.king@nyssbdc.org. Thank you.

www.nyssbdc.org
LEVERAGING DYNAMIC ALLIANCES

WOULD YOU LIKE TO BE A PARTNER?

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

The New York State SBDC delivers the highest quality, pro bono business advisement, training, and focused, industry-specific research to New York entrepreneurs, and partners with numerous economic development entities to ensure that maximum resources are brought to bear to promote the success of every SBDC client. Entrepreneurs and small business owners who become SBDC clients benefit in concrete ways from active alliances cultivated by the SBDC with a wide range of public and private organizations. SBDC clients can participate in networking opportunities, find a mentor, gain an advocate to help communicate with regulatory agencies, and find appropriate sources of funding when needed.

Approximately half of the SBDC’s clients are owners of existing businesses seeking assistance with expansion or resolution of issues such as: regulatory compliance, government procurement, success planning, technology implementation and other challenging issues. SBDC allies include government agencies, business and professional associations, economic development entities, and many other organizations. Good working relationships with these organizations, as well as with chambers of commerce and other local business and development boards, are critical to the success of the SBDC program – and to the success of SBDC clients.

ECONOMIC DEVELOPMENT ORGANIZATIONS

Some small businesses are low tech, but over the last decade, an increasing number of small businesses are involved with advanced technology. As technology has evolved, the demand for technology-focused assistance has grown exponentially. A significant proportion of the businesses assisted by SBDC have a technical focus. For this reason, the program maintains alliances with numerous technology-focused organizations to ensure SBDC clients have access to the best technical assistance available.

Among SBDC’s technical assistance partners are: Space Alliance Technology Outreach Program (SATOP); Technology Development Organizations (TDOs); Regional Technology Development Centers (RTDCs); Long Island Forum for Technology (LIFT), and Alliance for Manufacturing and Technology (in the Southern Tier). The campuses on which the SBDC centers are located are a valuable source of technology experts working in a variety of fields from engineering and applied science to information technology.

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 numerous fields such as biomedicine, information technology including software development, the environment, and nanotechnology.

ECONOMIC DEVELOPMENT ORGANIZATIONS

The regional SBDC service centers have strong working relationships with industrial development agencies (IDA); regional, county, and community economic development agencies; job development organizations; regional planning and development organizations; local development corporations (LDC); chambers of commerce; business improvement districts; regional consortia of economic development organizations; and Empire Zones.

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 other lenders to provide creative and innovative financing to small businesses across New York.

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 (OSHA), the Department of Commerce, the Department of Taxation and Finance, the NYS Banking Department, the NYS Insurance Department, the Internal Revenue Service, and the US Environmental Protection Agency. The SBDC also is an active member of the Interagency Small Business Task Force, a group established to target areas of high priority to the NYS small business community and to serve as a collaborative forum to resolve issues. The SBDC works with its SBA resource partner, SCORE, to aid in the formation, growth, and success of small businesses statewide.

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.

ECONOMIC DEVELOPMENT ORGANIZATIONS

Representative of SBDC’s regional economic partners is Catskill Watershed Corporation (CWC), an agency with a complex mission: water quality protection, economic development and community preservation for the NYC Watershed west of the Hudson River. An SBDC outreach office in Margaretville enables Watershed residents to receive assistance in business planning, marketing, finance, and other topics. SBDC and CWC work together to create jobs and improve the economic climate of the region.

BUSINESS and PROFESSIONAL ASSOCIATIONS

SBDC business professionals throughout the state are members of and work with state and local business and professional groups such as the Business Council of NYS; National Federation of Independent Business (NFIB); downtown business associations; and Chambers of Commerce.