



Empire State Development



eap
ENTREPRENEURIAL
ASSISTANCE PROGRAM

*633 Third Avenue
New York, New York 10017*

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
- Education in established management principals 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
- Ongoing and continued technical assistance to program graduates including linkages to other small business services.

For more information about EAP, please contact
Joyce Smith, Director
NYC Office, Empire State Development – (212) 803-3234

Visit us on the Web:

http://www.nylovesbiz.com/Small_and_Growing_Businesses/entr_assistance.asp

as of 2/11/11

New York City Region

<p>Service Area: Lower Eastside and Chinatown of Manhattan (assistance in Chinese and Spanish)</p> <p>Website Address: www.renaissance-ny.org</p>	<p>Kevin Kong, Associate Managing Director Renaissance Economic Development Corporation** One Pike Street New York, NY 10002 Tel: (212) 964-6022 x138 Fax: (212) 964-6003 Email: kevin@renaissance-ny.org</p>	<p><u>EAP Contact:</u> (same address for all) May Kuang, Technical Assistance & Outreach Coordinator Tel: (212) 964-6022, Ext. 163 Fax: (212) 964-6003 (same fax for all) Email: may@renaissance-ny.org</p> <p>Jing Li, Development Associate Tel : (212) 964-6022 Ext 135 Email : jing@renaissance-ny.org</p>
<p>Service Area: Chinatown and Other Immigrant Communities throughout NYC (assistance in Chinese)</p> <p>Website Address: www.cmpny.org</p>	<p>Stephanie Lau, Assistant Executive Director Chinatown Manpower Project/ Business Outreach Center 70 Mulberry St., New York, NY 10013 Tel: 212-571-1691 Ext. 238 Fax: 212-571-1686 Email: Stephanielau@cmpny.org</p>	<p><u>EAP Contact:</u> Eddie Chan, Program Coordinator Tel: 212-571-1690 Ext. 241 Fax: 212-571-1686 Email: eddiechan@cmpny.org</p> <p>Larry Mei, Senior Business Counselor Tel: (212) 571-1690 Email: larrymei@cmpny.org</p> <p>Wenxiao Li Tel : (212) 571-1690 Email : wenxiaoli@cmpny.org</p>
<p>Service area: Harlem, Manhattan, The Bronx, Staten Island.</p> <p>Languages spoken: English & Spanish</p> <p>Website address: www.projectenterprise.org</p>	<p>Project Enterprise, Inc. 144 West 125th Street – 4th Floor New York, NY 10027 Tel: (212) 678-6734 Ext. 16 Fax: (212) 678-6737 Email: catherineb@projectenterprise.org</p>	<p><u>EAP Contact:</u> Michelle Eames, Center Manager Project Enterprise, Inc. 144 West 125th Street – 4th Floor New York, NY 10027 Tel: (212) 678-6734 ext 19 Fax: (212) 678-6737 Email: michellee@projectenterprise.org</p>

New York City (con'd)

<p>Service area: Washington Heights-Inwood section of New York City (Manhattan) Languages spoken: English & Spanish Website address: www.whidc.org</p>	<p>Dennis C. Reeder, Executive Director Washington Heights –Inwood Development Corporation ** 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 Outreach Counselor Washington Heights Inwood Development Corp Tel: 212-795-1600 Fax: 212-781-4051 Email: gpaulinowhidc@aol.com</p>
<p>Service Area: Bronx County (assistance available in Spanish) Website Address: www.bronxwbc.org</p>	<p>Josephine Infante, President Hunts Point Economic Development Corporation** 355 Food Center Drive, Suite C-104 Bronx, NY 10474 Tel: (718) 842-1717, Ext. 222 Fax: (718) 842-6592 Email: jsinfante64@gmail.com</p>	<p><u>EAP Contact:</u> Marcia Cameron, Director Bronx Women’s Business Resource Center EAP Hunts Point Economic Development Corporation (HPEDC) 355 Food Center Drive, suite C-104 Bronx, NY 10474 Tel: 718-842-1717 ext 225 Fax: 718-842-6592 Email: mcameron@bronxwbc.org</p> <p><u>Training</u> The Annex at Monroe College Ustin Hall 2375 Jerome Avenue Bronx NY 10468</p>
<p>Service Area: Bronx County 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> (use same address) Evonn Stapleton, Director of EDP 555 Bergen Ave, Third Fl Bronx, NY 10455 Tel: (718) 732-7534 Fax: (718) 292-6645 Email: estapleton@sobro.org</p> <p>Garrett Lucien, Director of Operations Tel: (718) 292-3113 Fax: (718) 292-6645 Email: glucien@sobro.org</p>
<p>Service Area: East New York & Brownsville Sections of Brooklyn Website Address: www.ldceny.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: sdroberts100@aol.com</p>	<p><u>EAP Contact:</u> (use same address) Elisa Balabram, EAP Director Tel: (718) 385-6700, Ext. 24 Fax: (718) 385-7505 Email: elisab@ldceny.org</p>

New York City (con'd)

<p>Service Area: Kings County</p> <p>Website Address: www.camba.org</p>	<p>Joanne M. Oplustil, Executive Director CAMBA, Inc. (Church Avenue Merchants Block Association) 1720 Church Avenue Brooklyn, NY 11226 Tel: (718) 287-2600 Fax: (718) 856-4647 Email: joanneO@camba.org</p>	<p><u>EAP Contact:</u> Robert Place, EAP Director CAMBA 884 Flatbush Avenue Brooklyn, NY 11226 Tel: (718) 282-2500, Ext. 238 Fax: (718) 282-8329 (same fax for all) Email: RobertP@camba.org</p> <p>Jessie C. Lee, Director of Small Business Services (same address as above) Tel: 718-282-2500 x241 Email: jessiel@camba.org</p> <p>Gary B. Sutnick, Director of Government Grants CAMBA 1720 Church Avenue Brooklyn, NY 11226 Tel: (718) 287-2600 ext. 20257 Fax: (718) 287-0857 Email: garys@camba.org</p>
<p>Service Area: Kings County</p> <p>Website Address: www.brooklynbusinesscenter.com</p>	<p>Joan Bartolomeo, President Brooklyn Economic Development Corporation (BEDC)** Kingsborough Community College 2001 Oriental Blvd, Room T-4162 Brooklyn NY 11235 Tel: (718) 368-6781 Fax: (718) 368-6788 Email: jgb@bedc.org</p>	<p><u>EAP Contact:</u> (same address for all) Nina Sampayo, Manager for Business Services Brooklyn EDC Kingsborough Community College 2001 Oriental Blvd, Room T-4162 Brooklyn NY 11235 Tel: 718- 368-6790 Fax: 718-368-6788 Email: n_sampayo@bedc.org</p> <p>Gloria Benjamin, Business Counselor Tel: 718-368-6785 Fax: 718-368-6788 Email: gbenjamin@bedc.org</p>
<p>Service Area: Williamsburg & Bushwick Sections</p> <p>Website Address: www.ewidco.com and/or www.stnicksnpc.com</p>	<p>Michael Rochford, Executive Director St. Nicks Alliance Corp 2 Kingsland Avenue Brooklyn NY 11211 Tel: (718) 388-5454 Fax: (718) 963-1905 Email : mrochford@stnicksalliance.org</p>	<p><u>EAP Contact:</u> (same address for all) Jose Leon, EAP Manager Tel: 718-388-5454, Ext. 161 Fax: 718-486-5982 (same fax for all) Email: jleon@stnicksalliance.org</p> <p>Ernie Spears, Small Business Development Manager Tel: (718) 388-5454, Ext. 162 Email: espears@stnicksalliance.org</p>
<p>Service Area: Queens County (assistance available in English & Spanish)</p> <p>Website Address: www.queensny.org</p>	<p>Seth Bornstein, Exec. Director Queens Overall 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> Franklin Mora, EAP Director Tel: (718) 263-0546 Fax: (718) 263-0594 (same fax for all) Email: fmora@queensny.org</p>

Long Island Region

<p>Service Area: Suffolk County</p> <p>Website Address: www.sunysuffolk.edu</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: mckay@suffolk.edu</p>	<p>EAP Contact: Daphne Gordon, EAP Director Suffolk County Comm. College 1001 Crooked Hill Road Brentwood, NY 11717-1017 Tel: (631) 851-6206 Fax: (631) 851-6222 Email: gordond@sunysuffolk.edu</p>
<p>Service Area: Nassau/Suffolk</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.edu</p>	<p>EAP Contact: Judith Tyne, Associate Dean Scott Skodnek Business Development Center 250 Hofstra University, Rm. 130 Hempstead, NY 11549 (same address for all) Tel: (516) 463-5285 Fax: (516) 463-3907 (same fax for all) Email: Judith.Tyne@Hofstra.edu</p> <p>Laura Fetter, Program Administrator Tel: (516) 463-5850 Email: Laura.j.Fetter@hofstra.edu</p>

Mid-Hudson Region

<p>Service area: Westchester County areas;</p> <p>Languages: English; Spanish</p> <p>Website: www.wedc-westchester.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>EAP Contact: Joy Rosenzweig, Associate Director Women's Enterprise Dev. Center Inc. 1133 Westchester Ave Suite N-220 White Plains, NY 10604 Tel: (914) 948-6098 Ext. 11 Fax: (914) 470-2972 Email: jrosenzweig@westchester.org</p> <p>Kenya Ajose, Office Manager/Program Coordinator Women's Enterprise Dev. Center Inc. 1133 Westchester Ave Suite N-220 White Plains, NY 10604 Tel: (914) 948-6098 Ext. 10 Fax: (914) 470-2972 Email: kajose@westchester.org</p>
<p>Service areas; Orange, Sullivan, Ulster, Putnam, Dutchess, Rockland, and Westchester Counties</p> <p>Languages: English</p> <p>Website: www.orangeny.com ; Email: info@orangeny.com</p>	<p>Carol Smith, VP Government Initiatives and Special Projects Orange County Chamber of Commerce 30 Scott's Corners Drive Montgomery NY 12549 Tel: (845) 457-9700 Fax: (845) 457-8799 Email: carols@orangeny.com</p>	<p>EAP Contact: Edison R. Guzman, Program Director Orange County Chamber of Commerce 30 Scott's Corners Drive Montgomery NY 12549 Tel: (845) 457-9700 Fax: (845) 457-8799 Email: edisong@aeadvertising.com</p>

Capital Region

<p>Service Area: Albany, Town of Colonie</p> <p>Website Address: www.ac-chamber.org</p>	<p>Mark Eagan, President & CEO Capital Chamber Foundation of Albany-Colonie Regional Chamber of Commerce Five Computer Drive South Albany, NY 12205-1631 Tel: (518) 431-1430 Fax: (518) 434-1402 Email: marke@acchamber.org</p> <p>Patricia McGuire, Chief Operating Officer Capital Chamber Foundation of Albany-Colonie Regional Chamber of Commerce Five Computer Drive South Albany, NY 12205-1631 Tel: (518) -431-1416 Fax: (518) -431-1452 Email: PatM@acchamber.org</p>	<p><u>EAP Contact:</u> Janet L. Tanguay, Entrepreneurship Manager Capital Chamber Foundation of Albany-Colonie Regional Chamber of Commerce Five Computer Drive South Albany, NY 12205 Tel: (518) 431-1430 Fax: (518) 431-1402 Email: janett@acchamber.org</p>
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Central New York Region

<p>Service area: Onondaga, Oswego, Syracuse, Madison, Cortland,</p> <p>Languages spoken: English</p> <p>Website: www.syr.edu</p>	<p>Bob Herz, Director South Side Innovation Center 2610 South Salina St Syracuse, NY 13205 Tel: (315) 443-8600 Fax: (315) 443-8636 Email: reherz@syr.edu</p>	<p><u>EAP Contact:</u> Margaret Butler, Facilities Coordinator South Side Innovation Center 2610 South Salina Street Syracuse NY 13205 Tel: (315) 443-8631 Fax: (315) 443-8636 Email: mmbutler@syr.edu</p> <p>Christine Sauve, Grants Coordinator Falcone Center for Entrepreneurship The Martin J. Whitman School of Management 721 University Ave / Suite 116 Syracuse, NY 13244 Tel: 315-443-1719 Fax: 315-443-2654 Email: ccsauve@syr.edu Website: www.whitman.syr.edu</p>
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North Country Region

<p>Service Area: Jefferson, Essex, Lewis, St. Lawrence, Hamilton, Warren, Washington, Oswego, Oneida, Franklin, Herkimer, Saratoga, Fulton & Clinton Montgomery and Otsego Counties</p> <p>Website Address: www.AEDCOnline.com</p>	<p>, Exec. Director Adirondack Economic Development Corporation - (AEDC) 67 Main Street Suite 200 Saranac Lake, NY 12983-0747 Tel: 518-891-5523 ext. 101 Fax: 518-891-9820 Email:</p> <p>Nicole Wright, Senior Lending Officer (same address as above) Tel: (518) 891-5523 ext. 103 Email: nwright@aedconline.com</p>	<p>EAP Contact: J.R. Risley, EAP Director AEDC Business Development Center 67 Main Street Suite 200 Saranac Lake, NY 12983-0747 Tel: (315) 354-4266 Tel: (888)243-2332 Fax: (315)-354-4266 Email: jrrisley@frontiernet.net</p> <p>Beverly Deso, Comptroller 67 Main Street Suite 200 Saranac Lake, NY 12893 Tel : (518) 891-5523 x102 Fax: (518) 891-9820 Email: beverly@aedconline.com</p>
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Mohawk Valley Region

<p>Service Area: Oneida, Madison & Herkimer Counties.</p> <p>Website Address:</p>	<p>Dr. Patricia Laino, Executive Director Business Training Institute, Inc. The Radisson Centre 200 Genesee Street Utica, NY 13502 Email: lainoleo@aol.com</p>	<p>EAP Contact: Dina M. Vullo, EAP Coordinator Business Training Institute, Inc. The Radisson Centre 200 Genesee Street Utica, NY 13502 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>Website Address: www.ulr.org</p>	<p>William G. Clark, President/CEO Urban League of Rochester, NY, Inc. 265 North Clinton Avenue Rochester, NY 14605-1857 Tel: (585) 325-6530, Ext. 3003 Fax: (585) 325-4864 Email: wclark@ulr.org</p>	<p>EAP Contact: (same address for all) Stephanie Miles, Program Coordinator Urban League of Rochester, NY, Inc. 265 North Clinton Avenue Rochester, NY 14605-1857 Tel: (585) 325-6530, Ext. 3066 Fax: (585) 325-4864 (same fax for all) Email: smiles@ulr.org</p>
<p>Service Area: Ontario, Wayne, Seneca, Steuben, Yates, Cayuga, Schuyler and Chemung Counties</p> <p>Website Address: www.iaal.org</p>	<p>Zoraida Martinez, Director of Development & Communications Worker Ownership Resource Center a subsidiary of IBERO – American Action League, Inc. 911 Main Street Rochester, NY 14605 Tel. (585) 256-8900, Ext. 631 Fax: (585) 256-0120 Email: zory@iaal.org</p>	<p>EAP Contact: Donna K. Scrivens, EAP Director 400 East Church Street Elmira, NY 14901 Tel. (607) 737-5212 Fax: (607) 398-7016 Email: dkscrivens@yahoo.com</p>

Southern Tier Region

<p>Service Area: Binghamton, Broome, Tioga, Chenango, and Delaware</p> <p>Project Sites:</p> <ul style="list-style-type: none">- 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. Front Street Binghamton, NY 13905 <p>Website Address: www.cityofbinghamton.com</p>	<p>Merry Harris, Executive Director Binghamton Local Development Corporation 38 Hawley Street City Hall Binghamton, NY 13901 Tel: (607) 772-7161 Fax: (607) 772-7244</p> <p>Email: maharris@cityofbinghamton.com</p>	<p>EAP Contact: Janet M. Hertzog, Director Workforce Dev. Broome Community College P.O. Box 1017 Binghamton, NY 13902 Tel: (607) 778-5203 Fax: (607) 778-5535 Email: HertzogJM@sunybroome.edu</p> <p>Darlene A. Kanuk, Staff Assistant, EAP Continuing Education Broome Community College (same address as above) Tel: (607) 778-5071 Fax: (607) 778-5535</p> <p>Debra A. Morello, Dean BCC Continuing Education P.O. Box 1017 Binghamton, NY 13902 Tel: (607) 778-5285 Fax: (607) 778-5535 Email: morello_D@sunybroome.edu</p> <p>Mary Ellen Mauro, ED Specialist Email : memauro@cityofbinghamton.com</p>
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Western NY Region

<p>Service Area: Allegany, Steuben & Cattaraugus Counties</p> <p>Website Address: www.accordcorp.org</p>	<p>Charles Kalthoff, Exec. Dir. ACCORD Corporation 84 Schuyler Street P.O. Box 573 Belmont, NY 14813-0573 Tel: (585) 268-7605 x1020 Fax: (585) 268-5085 Email: ckalthoff@accordcorp.org</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 Email: Tmahoney@accordcorp.org</p>	<p>EAP Contact: Gretchen Hanchett, Director Business & Community Development ACCORD Corporation Crossroads Commerce & Conference Center Belmont, NY 14813-0573 (same mailing address for all) Tel: (585) 268-7605, Ext.1701 Fax: (585) 268-5085 Cell: (716) 378-1340 Email: ghanchett@accordcorp.org</p> <p>Linda Baker, Loan & Operations Manager (same address as above) Tel: (585) 268-7605 x1711 Fax: (585) 268-5085 Email: lbaker@accordcorp.org</p> <p>Mike Miller, Business & Loan Counselor (same address as above) Tel: (585) 268-7605 x1712 Email: mgmiller@accordcorp.org</p>
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Western NY Region (con'd)

<p>Service area: Downtown Buffalo area, Erie County & Niagara</p> <p>Language(s) spoken: English</p> <p>Website: www.iaal.org</p>	<p>IBERO and Greater South Buffalo Chamber of Commerce Zoraida Martinez, Director of Development & Communications IBERO – American Action League, Inc. 911 Main Street Rochester, NY 14605 Tel. (585) 256-8900, Ext. 631 Fax: (585) 256-0120 Email: zory@iaal.org</p> <p>Ann Enger, Executive Director Greater South Buffalo Chamber of Commerce 2189 Seneca Street Buffalo, NY 14210 Tel: 716-824-9942 Fax: 716-825-9174 Email: anne@southbuffalochamber.org</p>	<p><u>EAP Contact:</u> Donna K. Scrivens, Program Director IBERO American Action League 2189 Seneca Street Buffalo, NY 14210 Tel: 716-824-9942 Fax: 716-825-9174 Email: dkscrivens@yahoo.com</p> <p>Maureen Pace, EAP Coordinator IBERO American Action League 2189 Seneca St. Buffalo NY 14210 Tel: (716) 628-9525 Fax: (716) 826-1347 Email: pace191@yahoo.com</p>
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****In-house Loan Program**

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