

## BUFFALO DISTRICT OFFICE NEWS

JANUARY 2012

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## Happy New Year!

Scan this code with your mobile device for office hours and SBA information or visit [www.sba.gov/ny/buffalo](http://www.sba.gov/ny/buffalo)



### Region II Regional Administrator, Jorge Silva-Puras

#### Will Attend

## Straight Talk 2012



Region II Regional Administrator  
Jorge Silva-Puras

SCORE Buffalo Niagara and the SBA, in conjunction with the Urban League of Buffalo, the Buffalo Chapter of the NAACP, and several other supporters will present Straight Talk 2012 and the Straight Talk Series. SBA Region II Regional Administrator Jorge Silva-Puras will be speaking during Straight Talk's conference introduction. The joint purpose of these events is to expose future and current small business owners on information about starting or growing a business.

Straight Talk 2012 is a half-day seminar on Saturday, January 21, 2012 at the Buffalo Niagara Convention Center with registration beginning at 8:00 a.m. Historically, "Business Basics" has been the most sought after seminar which covers business plans. Attendees will automatically be registered for this seminar.

Other available classes are "Make Yourself Credit Worthy", "Accessing Business Opportunities Through SBA 8(a), DBE

and MWBE Certification", "Show Me the Money",

"Business Assistance for Veterans", "Navigating Your Business through Taxes & Permits", "We Did It! You Can Too!" and "Marketing Your Small Business" Seminars are 60 minutes long and several will be held during each time slot.

Attendees are asked to select two classes to attend. To view the brochure, please visit

[www.sba.gov/ny/buffalo](http://www.sba.gov/ny/buffalo).

The cost for Straight Talk is \$20 at the door, **\$15 pre-registration**. Students with a valid ID

pay \$10. **Veterans are FREE** (with valid I.D.) The fee includes a continental breakfast and 8 follow-on seminars.

The Straight Talk Series will begin Tuesday, February 7, 2012 and continues each following Tuesday for eight weeks from 6:00 to 8:30 p.m.

This series of seminars covers more detailed information about the "ins and outs" of starting, running or growing your own business. The seminars will be held at Medaille College, 18 Agassiz Circle, Buffalo, New York and are free of charge with your attendance at Straight Talk.

For further information contact Pam Andolina at SBA at 716-551-4301 Ext. 301, or e-mail: [buffalo\\_do@sba.gov](mailto:buffalo_do@sba.gov).

## District Staff

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Victoria Reynolds

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Laura McCabe  
Pamela Andolina

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Paul Hoffman  
Barbara Krieger

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Sheila Haggerty

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Mollie B. Gaughan

## Rochester Branch Staff Directory

Branch Manager  
Malcolm Richards

Procurement Analyst  
Joyce Spears

Program Support  
Specialist  
Tammi Bennett



# SAVE THE DATE!

## WESTERN NEW YORK MATCHMAKING EVENT

May 9, 2012

Buffalo Niagara Convention Center  
Buffalo, New York

### New Contracting Opportunities for Small Business

The U.S. Small Business Administration, SCORE Buffalo Niagara and Business First of Buffalo are hosting their **7th annual Western New York Business Matchmaking event** in Buffalo, New York on Wednesday, May 9, 2012. The event will combine education, training, counseling, networking and face-to-face meetings between small businesses and procurement representatives from government agencies and major corporations.

#### WHAT?

◇ One-on-one meetings with procurement officers from federal, state, and local government agencies, prime contractors and major corporations. Access to counselors from SBA, SCORE, SBDC, PTAC, WBC and other small business resource partners. Unique networking opportunities with other small business owners.

- ◇ Free workshop "Selling to the Government"
- ◇ Participate in SBA's Small Business Week Awards Luncheon from 12:30-2 p.m.
- ◇ A thriving exhibition where small businesses can reach potential customers and business professionals.

#### HOW?

Interested small businesses and procurement officials should e-mail Laura McCabe or Kelly LoTempio, SBA Buffalo District Office at [Laura.mccabe@sba.gov](mailto:Laura.mccabe@sba.gov) or [Kelly.lotempio@sba.gov](mailto:Kelly.lotempio@sba.gov).

**The SBA, SCORE Buffalo Niagara and Business First invite your participation!**

## SBA HOSTS SEMI-ANNUAL PARTNER BRIEFING

SBA Buffalo District office hosted their semi-annual partner briefing on January 11 with resource partners from Small Business Development Centers (Brockport, Buffalo and Niagara), SCORE Buffalo Niagara Chapter 45, SCORE Rochester Chapter 23, Women’s Business Center and 5 different congressional stakeholders.

Discussion topics included SBA disaster updates, lending, marketing and social media, government contracting, upcoming events and partner updates.



Thank you to all the participants for attending this important meeting.



*SBA Buffalo District news is a monthly publication of the U.S. Small Business Administration Buffalo District office.*

**Franklin J. Sciortino**  
**District Director**

**Victoria Reynolds**  
**Deputy District Director**

*To subscribe to the newsletter and other SBA publications, visit <http://web.sba.gov/list>*

## Lender’s Roundtable Held in Rochester



An informational SBA lenders roundtable designed to train SBA lenders, CDC’s, resource partners, or others that support or assist SBA in delivering our programs and services to the small business community in our district was held in Rochester on December 15.

Paul Hoffman, lender relations specialist gave updates on SBA’s finance programs, SOP 50-10 (5)(D), 504 debt refinancing program changes and CAIVRS (with a live demonstration).

Thanks to everyone who came out to the lenders training in Rochester.

## Opportunities for Small Businesses in Upstate New York's Clean Energy Economy

The Buffalo State College Small Business Development Center has released a study exploring "Opportunities for Small Businesses in Upstate New York's Clean Energy Economy."

The study identified opportunities and obstacles for small business in upstate New York in the clean energy sector. Energy efficiency and conservation provide a prime opportunity. Goods and services related to the generation of renewable energy represent another significant opportunity.

Moreover, research universities in New York are among the best-funded in the nation. But the economic impact of the R&D they produce is hamstrung in upstate by a severe shortage of venture capital by private markets and a failure of state government to fill the void.

The report concluded that while small business is exploiting opportunities in the clean energy sector, a far greater upside can be realized through improved government policies and an infusion of venture capital.

Commissioned to advance the SBDC's mission to provide professional business advisement, education, network resources and advocacy for small businesses, the study includes extensive research and recommendations for both businesses and policy makers.

It was prepared for the SBDC by James Heaney, a former reporter with The Buffalo News and Orlando Sentinel. Heaney has written extensively about economic development and the New York Power Authority. He has won numerous journalism awards including Governing magazine's 2006 national reporting award. Heaney also was a finalist for the 1993 Pulitzer Prize for investigative reporting.

The study is available online at <http://www.buffalostate.edu/sbdc/energy.xml> or by contacting the Buffalo State College SBDC at 716-878-4030. Advisors at the SBDC are available to help small business take advantage of the opportunities in clean energy with free one-to-one counseling.

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## What is PTAC? Why Sell to the Government? Are you ready to market to the Government?

Join the Cattaraugus County Procurement Assistance Center on Thursday, January 19 for a Webinar—

**Space is Limited**

**Time: 9:30—11:30 a.m.**



**Cattaraugus County  
Procurement Technical Assistance Center**

Contact Lenora Leasure at [LALeasure@cattco.org](mailto:LALeasure@cattco.org)