

BUFFALO DISTRICT OFFICE NEWS

MARCH 2011

Franklin J. Sciortino
District Director

DISTRICT DIRECTOR'S CORNER

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Each year, March is designated as National Women's History Month to ensure that the history of American women will be recognized and celebrated in schools, workplaces, and communities throughout the country. To honor the originality, beauty, imagination, and multiple dimensions of women's lives, the 2011 theme for National Women's History Month is: **"Our History is Our Strength"**

On March 8, 1857, women from the garment and textile industry in New York staged a demonstration protesting low wages and the 12 hour workday with increased workloads. They called for improved conditions and equal pay for all working women. Three years later, in March of 1860, these women formed their own union and called again for their demands to be met. On March 8, 1908, thousands of women from the garment trade industry demonstrated once more in New York, adding demands for legislation regulating child labor and the right for women to vote.

In 1910, the German labor leader Clara Zetkin proposed that March 8th be proclaimed International Women's Day (IWD) in memory of the earlier struggles of women for better lives. Over the next 60 years, March 8th was celebrated mostly in European countries. By 1967, groups in the United States began to celebrate the event and by 1970, owing to the growing women's liberation movement, events were planned in most major cities. The United Nations designated 1975 as International Women's Year. In 1980 International Women's Day was used as the focus for the first National Women's History Week, which in 1987 became National Women's History Month.

The stories of women's achievements are integral to the fabric of our history. Learning about women's tenacity, courage, and creativity throughout the centuries is a tremendous source of strength. Until relatively recently, this sphere of women's history was overlooked and undervalued. Women's achievements were often distorted, disdained, and denied.



President Barack Obama stated, "Today, women have reached heights their mothers and grandmothers might only have imagined. Women now comprise nearly half of our workforce and the majority of students in our colleges and universities. They scale the skies as astronauts, expand our economy as entrepreneurs and business leaders, and serve our country at the highest levels of government and our Armed Forces. In honor of the pioneering women who came before us, and in recognition of those who will come after us, this month, we recommit to erasing the remaining inequities facing women in our day."

Although women's history is intertwined with the history shared with men, several factors - social, religious, economic, and biological have worked to create a unique sphere of women's history.

Women are astronauts, mathematicians, singers, musicians and are involved in every social movement. Women working together in the labor, suffrage, civil rights, women's rights, and environment movements showed how each movement built on the strength, courage, and determination of the women who preceded them.

SBA Welcomes
Newest Lender

.....
ESL Federal Credit
Union

Helping small businesses
start, grow and succeed.



SBA Lender Training

March 22, 2011

SBA Lenders are cordially invited to attend a Lender's Roundtable at SBA's Buffalo District office on Tuesday, March 22 from 8:30 – 12:00 p.m.

Topics include changes to SBA as a result of the Jobs Act, new SBA advantage programs, success stories, 504 debt refinancing and more.

For additional information or to make a reservation, please contact Paul Hoffman, Lender Relations Specialist via e-mail at paul.hoffman@sba.gov or call (716) 551-4301 x306.

SEATING IS LIMITED
RESERVATIONS
REQUESTED

FEBRUARY 2011
Lending Reports
Available

Reports can be viewed at:
www.sba.gov/ny/buffalo

Internal Revenue Service **FREE** Webinar for Tax Professionals: *Business Taxes for the Self-Employed*

On Tuesday, March 29, 2011, the Internal Revenue Service is presenting a FREE webinar for tax professionals, small businesses, self-employed persons and independent contractors: Business Taxes for the Self-Employed: The Basics.

The webinar will cover:

- Reporting profit or loss from a business or profession
- Self-employment tax and estimated tax payments
- Schedule C and C-EZ
- Deducting business expenses
- Husband and wife businesses
- Recordkeeping

The webinar starts at 2 p.m. Eastern, 1 p.m. Central, noon Mountain and 11 a.m. Pacific.

Register and attend by clicking on this [link](http://www.visualwebcaster.com/IRS/77024/reg.asp?id=77024) or copy and paste this URL in your browser: <http://www.visualwebcaster.com/IRS/77024/reg.asp?id=77024>.

For more information on IRS national and local phone forums and webinars for small businesses, visit www.irs.gov and search [Webinars](#) for information about this and other events.

To keep up with the latest IRS news and announcements for small businesses, subscribe to e-News for Small Businesses, a bi-weekly, electronic newsletter that alerts small business owners to what's new, hot and important for them to know. It's quick to read, easy to subscribe – and it's FREE. On IRS.gov, click "Subscribe Now" at the bottom of the page and enter your e-mail address.

Do you "Like"
SBA on
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Do you Really "Like" Us?!

You should! We are on Facebook (and you can also follow us on [Twitter!](#)) and keep up with all our small business services (Capital Access, Contracting with Federal Government & Counseling and Training) information we post on the Social Networks! So click the LIKE button on our [SBA Atlantic](#) page to show us you are really a fan of our

[Facebook page!](#)

6th Annual Small Business Matchmaker & Exposition

Dear Small Business Owners, Prime Contractors, National Businesses and Government Agencies:

On behalf of the U.S. Small Business Administration, SCORE Buffalo Niagara and Business First of Buffalo, you are invited to participate in this [important](#) event.

The SBA Expo, Awards Luncheon, and Matchmaker event in Buffalo, New York, on May 11 will combine education, training, counseling, networking, and face-to-face meetings between small businesses and procurement representatives from government agencies and major corporations.



For more information on the event, please visit our homepage at www.sba.gov/ny/buffalo and click on the interested link under "What's New".

To register for the SBA Small Business Week Awards Luncheon, please contact Kelly LoTempio at (716) 551-4301 ext. 309 or by e-mail at Kelly.lotempio@sba.gov

Small Business Week 2011 Awards Luncheon

Western New York banks and organizations are congratulating small businesses that exemplify the entrepreneurial spirit. Executives of banks and business organizations will honor area companies and community groups at the May 11 Small Business Awards Luncheon at the Buffalo Niagara Convention Center from 12:30-2:00 p.m.

I would like ____ reservations for the 2011 SBW Awards Luncheon

Amount enc. ____ \$40.00 per person /tables of (10)

Purchaser: _____

Address: _____ City: _____

State: _____ Zip Code: _____

Phone: _____ E-mail: _____

****Make Check Payable to SCORE Buffalo Niagara and submit to:**

Kelly LoTempio, U.S. Small Business Administration
130 S. Elmwood Avenue, Buffalo, New York 14202

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SBA Resource Contacts

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Brockport – Small Business Development Center

Jan Pisanczyn, Director

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Niagara – Small Business Development Center

Lynn Oswald, Director

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Canisius College Women's Business Center

Melinda Rath Sanderson

Executive Director

716-888-8280

Website: www.canisius.edu

SCORE Workshop March 22

Ever consider attending a business-planning workshop presented by SCORE Buffalo Niagara or a FREE counseling sessions at SCORE's office within the SBA (130 South Elmwood Avenue in Buffalo)? If so, please call (716) 551-4301 for an appointment and/or to sign up for a business-planning workshop given by SCORE during March.

Starting and Managing Your Business

Buffalo and Erie County Public Library
1 Lafayette Square
Buffalo, New York 14202

Tuesday, March 22, 2011;
8:00 AM - 4:00 PM

- \$35 includes coffee and continental breakfast.



This workshop is a must for new business startups to learn all the elements of business management required for success. It is also very helpful for those in business that may be experiencing problems, or want to fine-tune their business for greater efficiency and success.

You will learn about legal structures, minimizing financial risk with insurance and how to select an insurance broker; conducting market research and creating an effective Business Plan, including cash flow estimates, federal and state taxes, government resources, financing, counseling and more. This workshop is conducted by experienced professionals from the small business community.

Enroll on-line for a \$5.00 discount!

Veterans may attend Workshops at no charge.

All SBA funded programs are extended to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least 2 weeks in advance.

SCORE is a nonprofit volunteer organization, sponsored by the
U.S. Small Business Administration