

BUFFALO DISTRICT OFFICE NEWS

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Franklin J. Sciortino
District Director

INSIDE THIS ISSUE:

SBA Regional Administrator Tours Small Business Facilities in Rochester & Buffalo	1
District Staff	2
Tour—Buffalo Cont.	2
Manufacturer’s Growth Leads to Expansion, Job Creation	3
Small Business Week Nominations Due	4
E3 Charter Agreement	4

SBA Region II Regional Administrator Tours Small Business Facilities in Rochester and Buffalo

October 11, 2011—SBA Regional Administrator Jorge Silva-Puras visited with Datrose, Inc. during a two-day visit during the month of October to highlight the important role that small businesses play in creating jobs and keeping those jobs onshore, and in the U.S.

Silva-Puras is the regional administrator for the U.S. Small Business Administration’s Region II, which includes Puerto Rico.

“Innovative small businesses are rebuilding the economy, putting more people back to work and putting more money in the pockets of Americans”, said Silva-Puras.



SBA staff tour Datrose Inc.

Datrose has employees working in over 20 states across the United States and was recently selected as one of SBA’s 100. SBA 100 features one hundred businesses that have created at least 100 jobs since receiving SBA assistance.

Silva-Puras continued his tour in Rochester, New York at the Urban League of Rochester. The U.S. Small Business Administration (SBA) granted ULR, NY with a \$300,000 which will be used to provide training, counseling and mentoring services to help small businesses enter into teaming relationships and compete for larger contracts.



William G. Clark, ULR President & CEO

ULR will help small businesses find other firms interested in teaming; form teaming arrangements; and find and bid on large contracts. ULR will leverage its existing resources and collaborate with SBA District Offices, resource partners, and other federal, state, and local government small business development programs, to provide program services.

Tour continued next page....

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Helping small businesses **start, grow and succeed.**



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Tour —BUFFALO

October 12, 2011— It was Jorge Silva-Puras’ first time attending the Region II Buffalo District Advisory Council meeting on October 12, and he experienced a variety of council advice and opinions regarding the effectiveness of and need for SBA programs, particularly in the Buffalo district which members represent.

The meeting was hosted by advisory council member Melinda Rath Sanderson, executive director, Canisius College Women’s Business Center.



Victoria Reynolds, SBA DDD and Anthony Carroll, SVP regional business banking executive, HSBC Bank address the council.

Silva-Puras presented on “SBA The Year Ahead” highlighting new initiatives, programs, and outreach activities.



Jorge Silva-Puras discusses “The Year Ahead” at SBA.

Council members also listened to SBA deputy district director Victoria Reynolds who discussed district loan production, lending results, SBA programs, and current outreach and marketing activities.

Small business leaders, representing a balance of industries, associations, media, federal and state, and local agencies offered unique small business perspectives and reported on issues facing small businesses.

Silva-Puras continued his day with a tour and visit at Farmis Inc. dba United Biochemicals to emphasize the importance that small businesses play in creating jobs, exporting and manufacturing.

Farmis Inc. dba United Biochemicals through the support of SBA has expanded its facilities to capture new business opportunities, create jobs, and complete facility improvements and equipment upgrades.

“The U.S. Small Business Administration is providing \$30 million in grants to states, territories, and the District of Columbia, to help increase exporting by small businesses during the next 12 months. The grants were authorized by the Small Business Jobs Act of 2010, under the State Trade and Export Promotion Program (STEP),” “Since Farmis exports certain products to the United Kingdom and continues exploring additional opportunities to sell additional products internationally, this funding will support small exporters, like Farmis and others across the country as they enter and succeed in the global market.”



Fayyaz Hussain (right) President, Farmis Inc. dba United Biochemicals explains renovation activities to SBA Region II Regional Administrator, Silva-Puras (left), and SBA District Director, Franklin Sciortino (center)

U.S. Small Business Administration



Manufacturer's Growth Leads to Expansion, Job Creation

Facility Upgrades Capture New Business Opportunities

When Fayyaz Hussain set out to grow his manufacturing business, he never imagined he would end up making the decision to focus on specific products essential to manufacturing cell culture media –one in which his new strategy would turn out to be the perfect fit – and one of ultimate opportunity!

Farmis, Inc. dba was founded by Fayyaz Hussain in 1996. Now known as United Biochemicals, the company manufactures and sells laboratory reagents and general biochemicals. In layman's terms, the company produces purified reagents (nutrients) for cell/tissue culture media (cell food). A subsidiary, Universal Fine Chemicals, was established in 2006 to strengthen manufacturing capabilities of Farmis, Inc. particularly related to the manufacture of purified reagents (nutrients).

In the Fall of 2010, the manufacturer was running out of room at its 23,000 square foot facility in Sanborn, New York. The company required a new clean room with upgraded HVAC and water purification systems, as well as some new equipment, to meet customer demand despite the fact that equity was available to help fund the renovations, a financing package was required to complete the job.

So with the help of the NYS Small Business Development Center at Niagara County Community College and the U.S. Small Business Administration, the company submitted a loan request to M&T Bank. The financing application was approved and the project commenced in March 2011.

"Farmis has been a valued client of M&T Bank for quite some time, and it was clearly evident that this project was essential to the company's future", said Frank Mergl, M&T Bank vice president. "We are grateful to Farmis, Mr. Hussain and the SBA for allowing us to again partner with them on this important endeavor."



Pictured from left: Paul Parwulski, Chief Operating Officer, Dr. Mahmud S. Hashmi, Vice President, and Fayyaz Hussain, President of Farmis, Inc. dba United Biochemicals

Farmis, Inc. also received assistance from the Empire State Development Corporation who awarded them with a \$150M grant.

"We are grateful to the SBA, Niagara SBDC, M&T Bank, and ESD for their continuous support. Their assistance has allowed our company to gain a foothold in new markets, opportunities and expansion," said Hussain.

SBA resource partners – Small Business Development Centers, Women's Business Centers and SCORE – as well as U.S. Export Assistance Centers are available to assist small businesses that are interested in exporting in every U.S. state and territory. These resource partners can help entrepreneurs identify potential export markets, facilitate export transactions, develop links between United States small businesses and prescreened foreign buyers, advise on participation in international trade shows, assist in obtaining export financing and developing or reorienting marketing and production strategies. To find your local counseling resources please visit www.sba.gov.

SBA SEEKS NOMINATIONS FOR 2012 'SMALL BUSINESS PERSON OF THE YEAR'

Do you or someone you know have what it takes to become America's "Small Business Person of the Year" for 2012? If so, the U.S. Small Business Administration (SBA) wants to hear from you.

Every year since 1963, the President of the United States has proclaimed National Small Business Week to recognize the contributions of America's entrepreneurs and small business owners. As part of National Small Business Week, the U.S. Small Business Administration takes this opportunity to highlight the impact of outstanding entrepreneurs, small business owners, and others.

During National Small Business Week, we showcase and recognize some of the most successful and inspiring entrepreneurs. We would ask for your assistance in finding and nominating candidates for these awards. Please take the time over the coming weeks to identify outstanding small companies in your district and to champion them through this nomination process. Through your support of the finest candidates in your region, you will be helping the most important national recognition for American small businesses.

Business owners from every state, the District of Columbia, Puerto Rico, the Virgin Islands and Guam, who have been named as their state's "Small Business Person of the Year," travel to Washington for three days of small business-related activities and meetings that typically include high-level government officials. This same pool of winners also competes for the national honor of "Small Business Person of the Year."

Each state's Small Business Person of the year must meet criteria which include staying power, growth in employment, increase in sales/unit volume, innovation, response to adversity, and evidence of contributions to his/her community.

Champion awards are also presented to persons who have used their professional skills or personal talents to further public understanding and awareness of small business. Candidates must have taken an active role in creating opportunities to promote the interests of small business. Champion categories include Women in Business, Minority, Veteran, Family Business, Home-Based Business, and Financial Services. A Champion may or may not be an entrepreneur.

Also, special awards are also presented to the Small Business Exporter and Young Entrepreneur of the Year.

Nominations in the Small Business Person of the Year, Champions of the Year and special Small Business Week award categories can be made by any individual or organizations such as professional and trade associations, business organizations, chambers of commerce, banks, or a small business' employees.

All nominations must be received by the Buffalo District office no later than November 10, 2011. To obtain information or receive a copy of the Nomination Guidelines, please contact Kelly LoTempio at kelly.lotempio@sba.gov or by phone at (716) 551-4301 ext. 309.

E3 Charter Agreement

On September 30th 2011, Victoria Reynolds, DDD BDO signed an E3 Charter Agreement for a collaborate program providing technical assistance to businesses in the Tonawanda community. E3 serves as a unique model by working directly wit local communities and businesses and streamlining the delivery of the best available technical assistance for manufacturers across five federal agencies: EPA, DOC, DOE, DOL and SBA. Participating businesses will received training and counseling on becoming energy efficient, environmentally sound, and growing their business and bottom lines. See www.E3.gov for more information.

