



*Are you ready to take  
your business to the  
next level in 2019?*



**Owning and operating your own small business can mean wearing many different hats. How often do you make the time to manage your business as an entrepreneur?**

If you are ready to transition your business to the next level, consider a new strategy for 2019: the SBA's Emerging Leaders program. Whether your company is ready to explore new markets, expand operations, or bring on a new generation of family-ownership, this free executive-level training program can make your company goals a reality.

### ***Here is what graduates are saying about Emerging Leaders...***

- "In our busy life as owners, employers and problem solvers, we often find ourselves figuring out the next right move, alone. This program gave me new knowledge, tools and the excellent opportunity to work alongside other business owners like myself. It forced me to take the time to step away from the day-to-day and work on strategy and planning. We all left smarter and stronger, with newly defined goals and professional allies to turn to when we need advice or a friend!"  
**Chris Belna, owner of A La Carte Business Services, Class of 2016**
- "Thanks to my experience in Emerging Leaders, I moved forward with my plans to expand my business. I put on an addition to my building, purchased two new machines, and plan to hire new employees. Also, we have successfully launched and are now producing our pickup truck hitch plug product in high numbers."  
**Robert Hulchanski, owner of Lakeside Innovative Technologies, Inc., Class of 2015**
- "Emerging Leaders has been incredibly valuable to our business. As business owners, we knew what was and was not working; but Emerging Leaders provided the necessary insight to take our business to the next level. This class shed new light on issues we had struggled with in the past, with the added benefit of participating with other business owners in the area. The networking was a huge plus!"  
**Jesse Daino, co-owner of Recess Coffee, Class of 2016**



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**PROGRAM OVERVIEW:** Emerging Leaders is an intensive executive-level training program to accelerate growth of high potential small businesses developed by the U.S. Small Business Administration. Emerging Leaders offers qualified business owners powerful benefits, including innovative strategies to grow, acquire financing, access new markets and leverage networking. Through the program, participants develop a three-year Strategic Growth Action Plan for their company's unique goals.

**ELIGIBILITY:** The Emerging Leaders training is open to small businesses located in Central NY with annual revenues between \$250,000 to \$10 million that have been in business for at least three years. This training is not for startup businesses.

**SCHEDULE:** Thirteen classes will begin in late April at The Tech Garden in downtown Syracuse and run every other week through early November. Class size is limited; one owner per business.

**WHAT'S THE COST?** The only costs are your time and commitment to complete the curriculum. Anticipate 100 hours of combined classroom, homework and peer-to-peer mentoring.

**HOW TO APPLY?** Please submit letter of interest by **3/29** to:

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Steve Barr [stephen.barr@sba.gov](mailto:stephen.barr@sba.gov) 315-471-9393 x 249

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