

**ENTREPRENEURIAL ASSISTANCE PROGRAM  
EMPIRE STATE DEVELOPMENT  
633 Third Avenue – 32<sup>nd</sup> Floor  
New York, New York 10017**

The Entrepreneurial Assistance Program (EAP) was created in New York State by the NYS Omnibus Economic Development Act of 1987. Since its inception, the EAP initiative has helped entrepreneurs create new businesses and has provided in-depth assistance to minorities, women and dislocated workers 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:

1. *Counseling on the feasibility of starting a business*
2. *Assistance in refining a business concept and developing a business plan*
3. *Education in established management principals and practices*
4. *In-depth business counseling in product development and marketing*
5. *Guidance in exporting, contract procurement and licensing*
6. *One-on-one counseling in identifying and accessing capital and credit*
7. *Access to business support networks*
8. *Ongoing and continued technical assistance to program graduates including linkages to other small business services.*

For more information on EAP please contact:  
**Joyce Smith, NYC Office, Empire State Development at (212) 803-3234**

Visit us on the Web at:  
[http://www.nylovesbiz.com/Small\\_and\\_Growing\\_Businesses/entr\\_assistance.asp](http://www.nylovesbiz.com/Small_and_Growing_Businesses/entr_assistance.asp)

New York City Region

<p>Service area: Manhattan</p>	<p><b>Ms. Lorraine Kelsey, Exec. VP</b>          Interracial Council for Business Opportunity (ICBO)          225 West 34<sup>th</sup> St. – 14 Penn Plaza          New York, NY 10122          Tel: 212-947-4900 Ext. 26          Fax: 212-947-1506</p>	<p>EAP Contact: <a href="#">(use same address)</a>          Mr. George Moore, EAP Director          Tel: (212) 947-4900 Ext. 25          Fax: 212-947-1506          Email: <a href="mailto:ICBONY@hotmail.com">ICBONY@hotmail.com</a></p>
<p>Service area: Lower Eastside and Chinatown of Manhattan; Spanish &amp; Chinese languages available.</p>	<p><b>Ms. Siu Kwan Chan, Acting Dir.</b>          **Renaissance Economic Development Corporation          One Pike Street          New York, NY 10002          212-964-2288 Ext. 228          Fax; 212-964-6003          Email: <a href="mailto:siukwanc2000@yahoo.com">siukwanc2000@yahoo.com</a></p>	<p>EAP Contact: <a href="#">(use same address)</a>          Ms Mary Liu, CFA          Assistant Director/Manager of Portfolio Mgmt.          Tel: 212-964-2288 Ext: 220          Fax: 212-964-6003          Email: <a href="mailto:mary@renaissance-ny.org">mary@renaissance-ny.org</a>  <b>OR</b>          Ms. May Kuang, Technical Assistance &amp; Outreach Coordinator          Email: <a href="mailto:may_kuang@aafe.org">may_kuang@aafe.org</a>.</p>
<p>Service area: Chinatown. Assistance available in Chinese.</p>	<p><b>James Melendez, Exec. Dir.</b>          Chinatown Manpower Project/ Business Outreach Center          70 Mulberry St.,          New York, NY 10013          212-571-1690 Ext. 239          Fax: 212-571-1686          Email: <a href="mailto:jamesmelendez@cmpny.org">jamesmelendez@cmpny.org</a></p>	<p>EAP Contact:          Ms. Karina Wong, EAP Director          125 Canal Street – Ste. 302          New York, NY 10002          Tel: 212-966-7328 Ext. 23          Fax: 212-966-7651          Email: <a href="mailto:karinawong@cmpny.org">karinawong@cmpny.org</a></p>
<p>Service area: Harlem. Assistance available in Spanish.</p>	<p><b>Mr. Akbar Muhammad, Ass't CEO</b>          Masjid Malcolm Shabazz, Inc.          Harlem Business Outreach Center          102 West 116<sup>th</sup> Street          New York, NY 10026          212-662-2201          Fax: 212-662-2125          Rep for: Iman Izak M. Pasha, CEO</p>	<p>EAP Contact: <a href="#">(use same address)</a>          Dawud I. Muhammad          EAP Director          Tel: 212-828-0082          Fax: 212-662-2125          Email: <a href="mailto:DawHrm102@aol.com">DawHrm102@aol.com</a></p>
<p>Service area: Bronx County</p>	<p><b>Mr. Phillip Morrow, President</b>          **South Bronx Overall Economic Development Corp. - SOBRO          555 Bergen Avenue – 3<sup>rd</sup> Floor          Bronx, NY 10454          718-292-3113 (dir. #)          Fax: 718-292-3115          Email: <a href="mailto:pmorrow@sobro.org">pmorrow@sobro.org</a></p>	<p>EAP Contact: <a href="#">(use same address)</a>          Ms. Erika Powell          EAP Director          Tel: 718-732-7534          Fax: 718-665-5990          E-Mail: <a href="mailto:epowell@sobro.org">epowell@sobro.org</a>          Gerard Weinbrecht (financial administrator)  <a href="mailto:gweinbrecht@sobro.org">gweinbrecht@sobro.org</a></p>

New York City (Con't.)

<p>Service area: Bronx County. Assistance available in Spanish.  <a href="http://www.huntspoint-trade.com">http://www.huntspoint-trade.com</a>          (website to Hts. Pt. EDC)</p>	<p><b>Ms. Josephine Infante, Exec. Dir.</b>  <b>**Hunts Point Economic Dev. Corp.</b>          355 Food Center Drive - Suite C-104          Bronx, NY 10474          718-842-1717 x 224 (dir. #)          Fax: 18-842-6592          Email: <a href="mailto:jinfante@huntspointedc.org">jinfante@huntspointedc.org</a></p>	<p>EAP Contact:          Elisa Balabram, EAP Director          866-B Hunts Point Avenue          Bronx., NY 10474          718-842-8888 Ext. 11          Fax: 718-620-1153          Email: <a href="mailto:ebalabram@hpwbrc.org">ebalabram@hpwbrc.org</a></p>
<p>Service area: Queens County</p>	<p><b>Spencer Ferdinand, Exec. Dir.</b>  <b>Queens County Overall Economic Development Corp. - (QOEDC)</b>          120-55 Queens Blvd. - Suite 309          Kew Gardens, NY 11424-1015          Email: <a href="mailto:sf@queensny.org">sf@queensny.org</a></p>	<p>EAP Contact: (use same address)          Robert Sanchez          EAP Director          Tel: 718-263-0546          Fax: 718-263-0594          Email: <a href="mailto:rs@queensny.org">rs@queensny.org</a></p>
<p>Service area: East New York &amp; Brownsville sections of Brooklyn</p>	<p><b>Ms. Sherry Roberts, Exec. Director**Local</b>  <b>Dev. Corp. of East New York</b>          80 Jamaica Avenue – 3<sup>rd</sup> Floor          Brooklyn, NY 11207-2045          718-385-6700          Fax: 718-385-7505          Email: <a href="mailto:sdroberts100@aol.com">sdroberts100@aol.com</a></p>	<p>EAP Contact: (use same address)          Laura Sanzsel          EAP Director          Tel: 718-385-6700          Fax: 718-385-7505          Email: <a href="mailto:lauras@ldceny.org">lauras@ldceny.org</a></p>
<p>Service area: Kings County</p>	<p><b>Ms. Joanne M. Oplustil, Exec. Director</b>  <b>Church Avenue Merchants Block Assoc. (CAMBA)</b>          1720 Church Avenue          Brooklyn, NY 11226          718-287-2600 (dir. #)          Fax: 718-856-4647          Email: <a href="mailto:oplustil@worldnet.att.net">oplustil@worldnet.att.net</a></p>	<p>EAP Contact:          Mr. Brian Singer          EAP Director          884 Flatbush Avenue          Brooklyn, NY 11236          Tel: 718 -282-2500 Ext. 241          Fax: 718-282-8329          Email: <a href="mailto:brians@camba.org">brians@camba.org</a></p>
<p>Service area: Kings County</p>	<p><b>Ms. Joan Bartolomeo, President</b>  <b>**Brooklyn Economic Development Corporation (BEDC)</b>          175 Remsen Street - Suite 350          Brooklyn, NY 11201          718-522-4600 Ext. 13          Fax: 718-797-9286          Email: <a href="mailto:jgb@bedc.org">jgb@bedc.org</a></p>	<p>EAP Contact: (use same address)          Mr. Ric Suarez          EAP Director          Tel: 718-522-4600 Ext. 11          Fax: 718-797-9286          Email: <a href="mailto:ric@bedc.org">ric@bedc.org</a></p>
<p>Service area: Williamsburg &amp; Bushwick sections.</p>	<p><b>Michael Rochford, Exec. Director</b>  <b>**St. Nicholas Neighborhood Preservation Corp. - East Williamsburg Valley Industrial Development Corp.</b>          11 Catherine Street          Brooklyn, NY 11211-5187          718-388-5454 (dir. #)          Fax: 718-963-1905          Email: <a href="mailto:michaelrochford@ewvidco.com">michaelrochford@ewvidco.com</a></p>	<p>EAP Contact: (use same address)          Jose Leon          EAP Director          Tel: 718-388-5454 Ext. 161          Fax: 718-486-5982          Email: <a href="mailto:joseleon@ewvidco.com">joseleon@ewvidco.com</a>  <b>OR</b>          Doug Sudell (for reports,etc.)          718-388-5454 x162  <a href="mailto:dougsudell@ewvidco.com">dougsudell@ewvidco.com</a></p>

Long Island Region

Service area: Nassau/Suffolk	<p><a href="#">Mr. Richard V. Guardino, Jr.</a> <a href="#">V.P. for Business Dev.</a> Hofstra University 145 Hofstra University Hempstead, NY 11549-1450 516-463-4694 (dir. #) Fax: 516-463-3907 Email: <a href="mailto:Richard.V.Guardino@Hofstra.edu">Richard.V.Guardino@Hofstra.edu</a></p>	<p>EAP Contact: Ms. Judith Tyne Assistant Dean Scott Skodnek Bus. Dev. Center 145 Hofstra University Hempstead, NY 11549 Tel: 516-463-5285 Fax: 516-463-3907 Email: <a href="mailto:Judith.Tyne@Hofstra.edu">Judith.Tyne@Hofstra.edu</a></p>
Service area: Suffolk County	<p><a href="#">Dr. Shirley Robinson-Pippins</a> <a href="#">Office of the President</a> Suffolk County Community College 533 College Road Seldon, NY 11784 631-451-4736 (dir. #) Fax: 631-451-4715</p>	<p>EAP Contact: Ms. Daphne Gordon EAP Director Suffolk County Comm. College 1001 Crooked Hill Rd. Brentwood, NY 11717-1017 Tel: 631-851-6206 Fax: 631-851-6222 Email: <a href="mailto:gordond@sunysuffolk.edu">gordond@sunysuffolk.edu</a></p>

Mid-Hudson Region

Service area: Newburgh & Orange Counties.	<p><a href="#">Dr. Robert Hanna, Exec. Officer</a> Orange-Ulster BOCES EAP &amp; Business Incubator Center 53 Gibson Road Goshen, NY 10924 845-291-0100 (dir. #) Fax: 845-291-0118 Email: <a href="mailto:rhanna@ouboces.org">rhanna@ouboces.org</a></p>	<p>EAP Contact: (use same address) Frank Locatell EAP Director Tel: 845- 781-4363 x 10779 Fax: 845-781-7413 Email: <a href="mailto:Flocatell@ouboces.org">Flocatell@ouboces.org</a></p>
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Capital Region

Service area: Albany, Town of Colonie	<p><a href="#">Ms. Lyn Taylor, President</a> **Albany-Colonie Regional Chamber of Commerce 107 Washington Avenue Albany, NY 12210 518-431-1426 Fax: 518-434-1339 Email:</p>	<p>EAP Contact: (use same address) Lelsey Rodriguez EAP Director **Albany-Colonie Regional Chamber of Commerce One Computer Drive South Colonie, NY 12205 Tel: 518-453-5230 Fax: 518-458-1055 Email: <a href="mailto:lesleyr@ac-chamber.org">lesleyr@ac-chamber.org</a></p>
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North Country Region

Service area: Jefferson, Essex, Lewis, St. Lawrence, Hamilton, Warren, Washington, Oswego, Oneida, Franklin, Herkimer, Saratoga, Fulton & Clinton Counties	<p><a href="#">Mr. Ernest Hohmeyer, President</a> **Adirondack Economic Development Corp. (AEDC) PO Box 747 – 60 Main St. Suite 200 Saranac Lake, NY 12983 518-891-5523 Ext. 17 (dir. #) Fax: 518-891-9820 Email: <a href="mailto:ernest@cast-online.com">ernest@cast-online.com</a></p>	<p>EAP Contact: (use same address) Mr. Wayne Glass EAP Director Tel: 518-891-5523 ext. 16 Fax: 518-891-9820 Email: <a href="mailto:wayne@cast-online.com">wayne@cast-online.com</a></p>
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Mohawk Valley Region

Service area: Oneida, Madison & Herkimer Counties.	<b>Contact: Dr. Patricia Laino, Exec Dir.</b> Business Training Institute The Radisson Centre 200 Genesee Street Utica, NY 13502 Email: <a href="mailto:lainoleo@aol.com">lainoleo@aol.com</a>	EAP Contact: <a href="#">(use same address)</a> Ms. Dina M. Vullo EAP Director Tel: 315-733-9848 Fax: 315-733-0247 Email:
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Finger Lakes Region

Service area: Monroe County	<b>Mr. William G. Clark, President</b> Urban League of Rochester 265 North Clinton Avenue Rochester, NY 14605-1857 585-325-6530 Ext. 3003 Fax: 585-325-4864 Email: <a href="mailto:wclark@ulr.org">wclark@ulr.org</a>	EAP Contact: <a href="#">(use same address)</a> Mr. Gordon Gilkes EAP Director Tel: 585-325-6530 ext: 3064 Fax: 585-325-4864 Email: <a href="mailto:ggilkes@urbanleague.org">ggilkes@urbanleague.org</a> <b>OR</b> Stephanie Miles, Program Coordinator Tel: 585-325-6530 ext 3066 Email: <a href="mailto:smiles@ulr.org">smiles@ulr.org</a>
Service area: Ontario, Wayne, Seneca, Yates, Cayuga, Chenango, Steuben, Schuyler and Chemung Counties.	<b>Ms. Gladys Santiago, Exec. Dir.</b> Worker Ownership Resource Center 911 Main Street, Rochester, NY 14605 (585) 256-8900 Fax: 607-734-4490 Email: ?	EAP Contact: Ms. Donna K. Scrivens EAP Director Worker Ownership Resource Center 400 E. Church St. Elmira, NY 14901-2803 Tel: 607-737-5212 – direct # Fax: 607-734-4490 Email: <a href="mailto:dkscrivens@yahoo.com">dkscrivens@yahoo.com</a>

Southern Tier Region

Service area: Binghamton, Broome, Tioga, Chenango and Delaware	<b>Ms. Darcy Duguid, Exec. Dir.</b> Binghamton Local Dev. Corp. 38 Hawley Street - City Hall Binghamton, NY 13901	EAP Contact: <b>Ms. Darcy Duquid, Exec. Dir.</b> Tel: (607) 772-7161 – Ext. 104 Fax: (607) 772-0508 Email: <a href="mailto:BLDC@clarityconnect.com">BLDC@clarityconnect.com</a>
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Western NY Region

Service area: Allegany, Steuben & Cattaraugus Counties.  <b>Website: <a href="http://accordcorp.org">accordcorp.org</a></b>	<b>Charles Kalthoff, Exec. Director</b> ACCORD Corporation 84 Schuyler St. - PO Box 573 Belmont, NY 14813-0573 Tel. 716-268-7605 – (dir. #) Fax: 716-268-7241 Email: <a href="mailto:ckalthoff@accordcorp.org">ckalthoff@accordcorp.org</a>	EAP Contact: <a href="#">(use same address)</a> Ms. Linda Benedict EAP Director Tel. 585-593-0792 Fax: 585-593-3653 Email: <a href="mailto:Lbenedict@accordcorp.org">Lbenedict@accordcorp.org</a>
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\*\*In house Loan program