



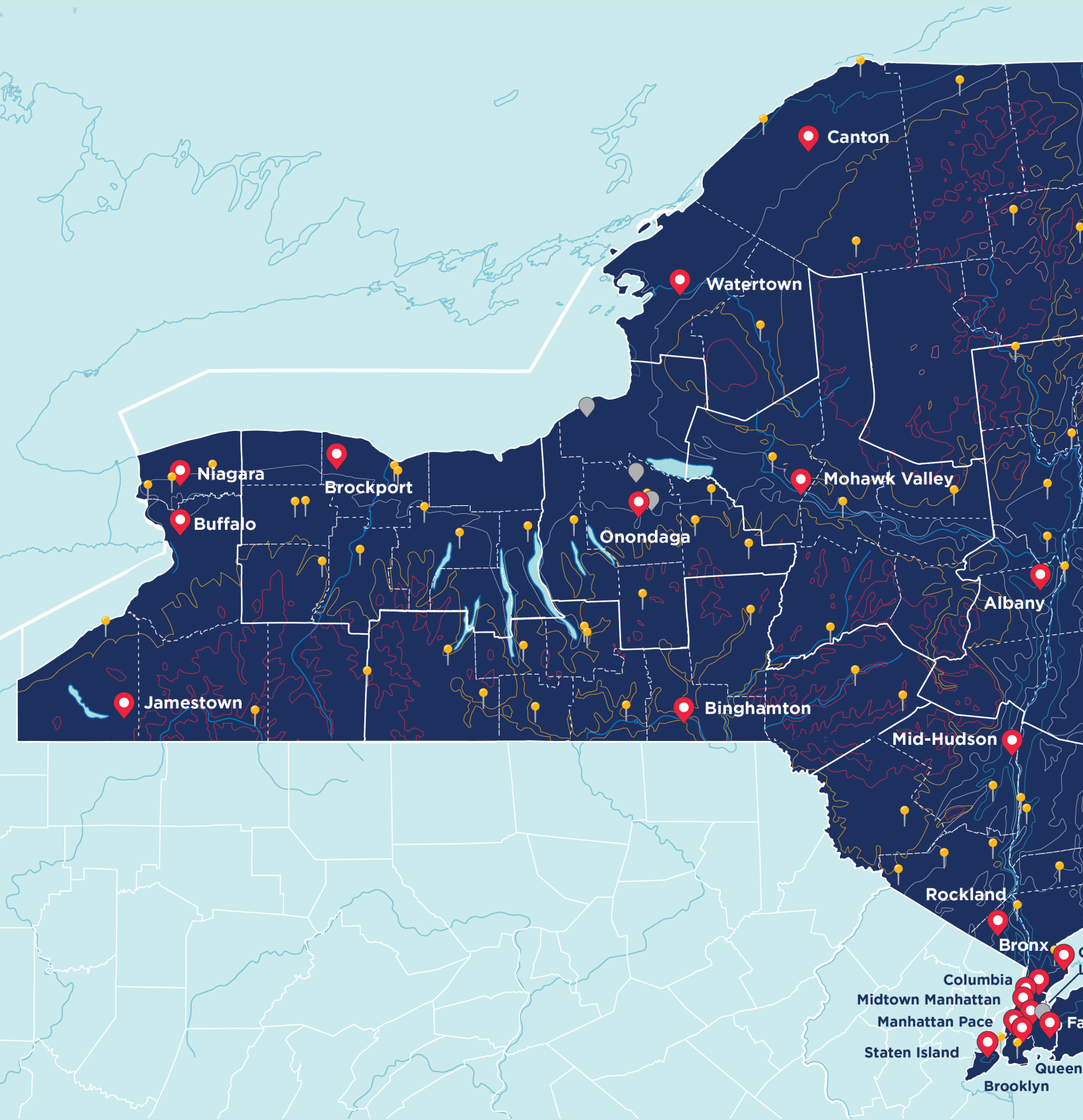
2023 ANNUAL REPORT
(ADVANCE EDITION)

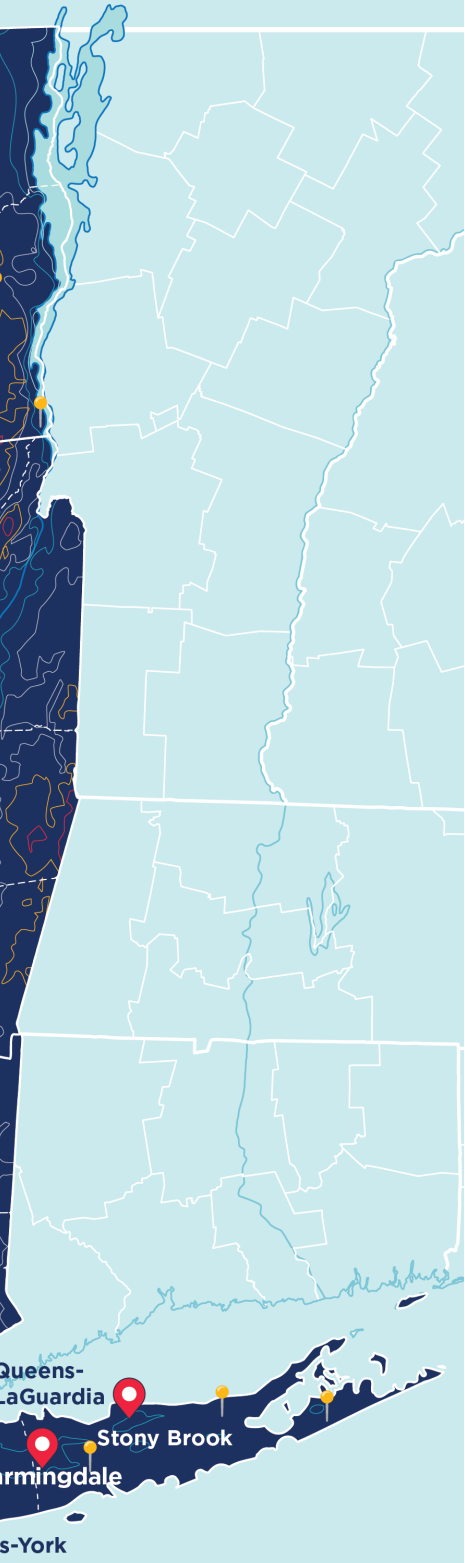
**EMPOWERING
BUSINESSES AND
BUILDING PATHWAYS
TO SUCCESS**



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WELCOME TO THE NEW YORK SBDC'S 2023 ANNUAL REPORT, A YEAR DEVOTED TO EMPOWERING BUSINESSES & BUILDING PATHWAYS TO SUCCESS

Empowering entrepreneurs isn't just a catchy phrase for an annual report; it's our true north, guiding every step we take. It's something our advisors and staff live out every day with their clients – in the trenches, hands-on, at the grassroots.

Our one-on-one individualized advisement grants us an unparalleled understanding of the challenges and opportunities facing small businesses in New York. Though built on individual advisement, our mission extends far beyond; it's ultimately about creating a statewide ecosystem of education, awareness, and guidance. This kind of continuous small business support fuels the dreams and aspirations of entrepreneurs with the rugged determination to succeed.

Persistent barriers still loom large, ranging from access to resources to systemic challenges, casting shadows over the dreams of many entrepreneurs. It is here that the SBDC seeks to lead and step in - not as mere spectators but as active catalysts of change. We are educators, problem-solvers, and, most importantly, facilitators of business success.

ECONOMIC EMPOWERMENT DRIVES US.

We foster a diverse and inclusive business landscape across New York State with a network of 22 regional centers and over 70 satellites and outreach centers. Deeply rooted in local communities, we connect with people on their terms. Our clients represent the rich tapestry that is New York. In 2023, 53% of our clients were women, 41% were minorities, 15% were from rural counties, 6% were veterans and 2% were entrepreneurs with disabilities. Our impact this past year has been notable, with over 2,000 business starts and 23,433 clients served, providing over 84,000 counseling hours across all 62 counties – leading to a substantial financial impact of \$301,066,153.

EDUCATION IS OUR CORNERSTONE, FUELING UPWARD MOBILITY IS OUR GOAL.

At the heart of NYSBDC centers are principles of upward mobility, anchored by our educational host institutions (SUNY, CUNY, Pace University, and Columbia University). As catalysts for community advancement, we seek to propel businesses and the emerging workforce through educational programming. In 2023, we hosted over 500 webinars and workshops, provided over 2,000 entrepreneurial training hours, and reached more than 15,000 persons with our online offerings. The surge in our educational offerings that started during the pandemic has continued and significantly broadened our impact, enabling us to support entrepreneurs across the state at both our locations and in their homes.

POWERFUL DATA SETS & RESEARCH DRIVE OUR DECISIONS.

In an era where data is king, our Research Network, boasting over three decades of experience and knowledge, stands at a cornerstone of our decision-making processes. They provide valuable insight to many of our client interactions, having successfully fulfilled over 2,000 research requests last year. Additionally, our multi-decade aggregated business data sets, unique in New York State, enable us to see and understand business trends and better anticipate the future of small business in the state.



Message from *The State Director*

In 2023, as we continue to reset, modernize and build on the many successes of our almost 40 year old state network, one word keeps coming to mind.

“Fortitude.”

The fortitude and unyielding strength to get in the weeds and have the tough conversations. The inner toughness and steadfast steel, that enables us to face challenges head-on and persist despite adversities. Rooted in a deep compassion and belief we have in each other and in our clients, we seek to get better and improve. Much like our clients do every day.

Our process of reinvention is fully under way. Whether it be a new intranet, a new customer management system, a new look or soon-to-be new website, we recognize that to honor the legacy and incredible history of the NYSBDC and to walk in the footprints of our predecessors, change is necessary. It has been a year consumed with learning new systems and processes and overcoming multiple learning curves. We are modernizing and bringing deep systemic change, building consistency across the state and setting a solid foundation for growth and what we hope is long-lasting impactful change.

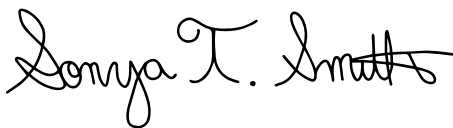
As part of that journey, I am extremely blessed to be surrounded by an amazing statewide team of staff, advisors and directors who embrace that; who aren't afraid to be visionaries, think differently, and keep driving forward. Flexible. Nimble. Innovative. The bedrock of our success is the incredible expertise and caring that our directors, advisors and staff have for our small business clients. They have changed countless lives; they are architects of empowerment, tirelessly bridging communities and carving out avenues for advancement.

In 2023, we launched our first client roadshow for our annual NYSBDC Entrepreneur of the Year Awards. I had the privilege of travelling across the state, from town to town, and city to city, as we honored clients in their local communities. These award ceremonies were gatherings filled with warmth and community spirit. Bringing together family, friends, employees, and local stakeholders in a series of celebrations.

Witnessing the pride in the clients' eyes and their loved ones, and watching the incredible support of their local communities, was an incredible honor. Humbled that we played a small role in helping these businesses achieve their dreams. A deep thank you to all of the center directors who put their time and effort into organizing these events and honoring their amazing clients (*Stony Brook, Farmingdale, Canton, Binghamton, Jamestown & Onondaga*).

In 2023, we also relaunched the Statewide Staff Conference & Training which, due to the pandemic, had been dormant since 2019. Organized through the hardwork of Robert Griffin and the staff at the Onondaga SBDC, staff from across the state once again came together to learn, to share and to reconnect with each other. A true testament to the resilience of our network

I want to extend a heartfelt thank you to all our staff, advisors, and directors. Your dedication, creativity, and unwavering support are the pillars of our organization. Your contributions, both seen and unseen, are what fuel our progress and make our achievements possible. Thank you!



Sonya T. Smith, MBA
NYSBDC State Director





BUILDING PATHWAYS TO SUCCESS



Welcome to a journey of transformation and triumph. The SBDC story is one of breaking barriers and igniting potential in the entrepreneurs we represent. In the heart of every New York State community we seek to empower businesses. Our success is achieved through our unique approach to dedicated education, expert advisement, and well-founded research, all working in tandem. Our advisors are not just guides but community catalysts serving the underserved, and enhancing businesses' ability to respond to challenges and achieve their dreams.

Dive in as we spotlight three remarkable entrepreneurs; testaments to resilience, they have risen above challenges to become significant contributors to their communities.

LEIDYLICIOUS CAKES

FROM HOME BAKING TO BAKERY SHOP, LEIDYLICIOUS DREAMS BECOME A REALITY IN QUEENS

Leidy Cardona's journey from a home baker to the proud owner of Leidylicious Cakes is a story of passion, perseverance, and the transformative power of dedicated support. Her dream, kindled in her home kitchen, found wings in 2022 with the invaluable guidance of Sandra Cely at Pace SBDC. Together, they navigated the intricate path of business planning,

from finding the perfect Queens location to crafting precise financial projections.

Sandra's expertise extended beyond just business planning. She bridged Leidy to the NYC Business Express Service Team, demystifying the complex web of permits, licenses, and compliance. The journey was further propelled by Joe Peterson, another Pace SBDC advisor, who helped bring Leidylicious Cakes to the digital world with an enticing website. This digital storefront beckoned neighbors and sweet-tooth enthusiasts alike, setting the stage for a bustling business.

The grandeur of Leidy's dream was celebrated in its fullest at the grand opening of her store in June 2023.



This event wasn't just a ribbon-cutting ceremony – it was a vibrant gathering of the community, graced by the presence of NYC Mayor Eric Adams, NYC Commissioner of Small Business Kevin Kim, and other community luminaries.

Leidy's story is not just about the success of opening a store; it's about the joy and fulfillment she found in achieving her life's dream, a sentiment echoed in her words on the day of her store's opening. It's a narrative of ambition, community, and the sweet taste of success.

RED HOOK STATIONERY

FROM ASYLUM SEEKER TO SUCCESSFUL BUSINESS OWNER OF STATIONERY STORE

Marie Uridia's tale of evolving from an asylum-seeker to a thriving entrepreneur in Red Hook, New York, epitomizes the American dream. Fleeing war-torn Oчамchire, Georgia, in 1992, Marie's family sought refuge in the U.S., settling in Red Hook. At four, she

embarked on a new life, unaware of the remarkable narrative she would craft.

Decades later, deeply integrated into Red Hook, Marie pursued her dream: opening a stationery and gift store. Seizing a vacated retail space in 2023, she began the arduous journey to bring her vision to life. Her store, a hub for high-quality stationery, eco-friendly toys, and diverse games, mirrored her dedication to quality and sustainability.

With Sam Kandel of Mid-Hudson SBDC, Marie navigated the complexities of business setup, from LLC registration to sales tax and accounting practices. She even rebranded her LLC, underscoring her commitment to her dream.

The grand opening on May 25th, 2023, marked a milestone. Hosted by the Red Hook Chamber of Commerce, the event drew a crowd of supporters. Marie, alongside her family, cut the ribbon, not just launching her store but also realizing a lifelong dream. Her journey, a beacon of resilience and entrepreneurial spirit, continues to inspire as a true embodiment of the American dream.



AM EQUIPMENT

AKWESASNE ENTREPRENEUR EXPERIENCES RAPID GROWTH

Andris White's entrepreneurial journey began in March 2009 with AM Equipment on the Mohawk Reservation of Akwesasne, New York. Starting as a sole proprietor, his business impressively grossed \$100,000 in its first year. This early success led to his first consultation with the Canton SBDC for loan assistance. The company's growth trajectory was marked by significant milestones: hiring its first part-time employee in 2016, exponential growth in 2018, and expanding operations to Massachusetts in 2019 as a certified MBE/DBE heavy and highway contractor.

Navigating through the challenges of the Covid-19 pandemic in 2020, Andris secured PPP funding with guidance from Advisor Michelle Collins. In January 2022, he expanded his business empire by establishing AM Equipment NY LLC, a New York-based subsidiary

offering comprehensive construction services. The company now employs up to 29 people with their expansion from New York into Massachusetts. In 2023, Andris received MBE certification from the National Minority Supplier Development Council and is now a finalist for the 2024 Contractor of the Year award by Caterpillar and Equipment World, a testament to his and his team's hard work and dedication.

Each year, the editors of Equipment World vet Contractor of the Year applications from across the country, examining each contractor's references, business acumen, equipment management practices, attention to safety and community involvement.

As AM Equipment looks to the future, it does so with a proven track record of overcoming challenges and seizing opportunities. The combination of Andris's visionary leadership, collaboration with the SBDC, and a dedicated team positions the company for continued success and innovation.



RESEARCH & DATA

*The State of Small Business in
New York*

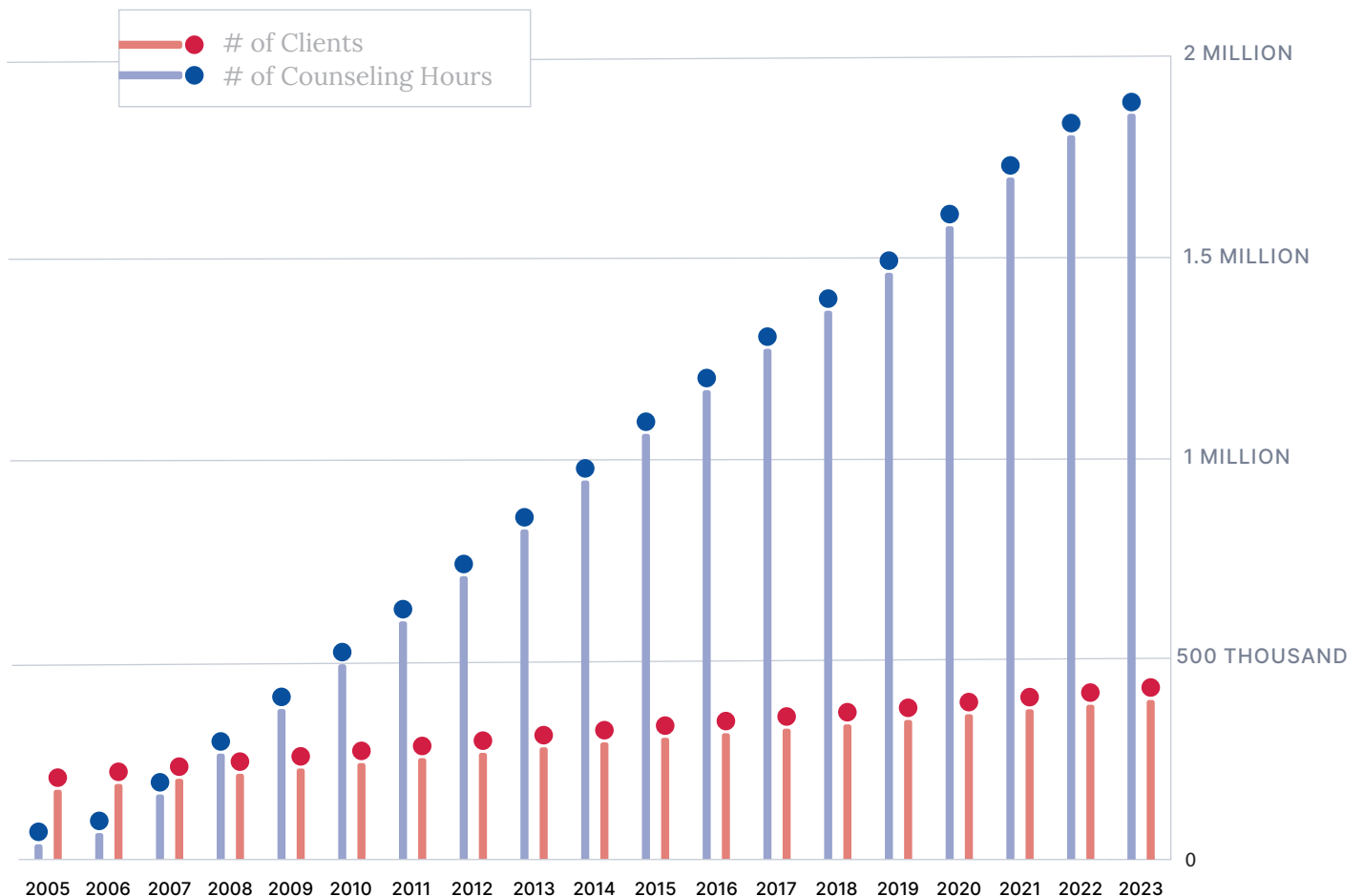
The Research Network at the New York Small Business Development Center (NYSBDC) is built around a rich tapestry of information and data, forming the very backbone of what drives our network's success.

At the NYSBDC, we don't just focus on client success, we also focus on revolutionizing the way we understand and support the small business landscape. Our dynamic and cyclical approach, seamlessly blends research and data, with the needs of our clients. A world where every piece of knowledge constantly enriches our understanding of small businesses. Our over 20 year aggregated small business data sets provide us with an understanding of small business that is second to none.

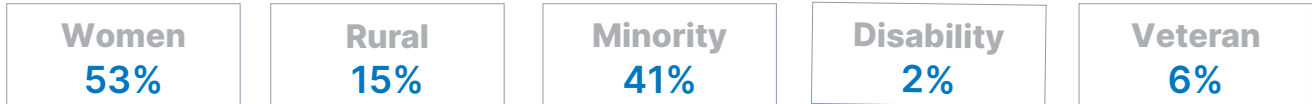
We use a variety of tools and methods to unearth trends, uncover hidden opportunities, and face the challenges small businesses bravely deal with. What we discover isn't just knowledge; it's power. Power that our clients harness to turn insights into impactful actions. This is where strategies aren't just planned; they're personalized, where initiatives are not just launched; they're tailored to our clients' needs. The following pages are not just filled with numbers; they're a window into the the state of small business in New York in 2023.

***The data snapshot for the data on the following pages was taken on December 1st, 2023.*

Cumulative Counseling Statistics (2006-2023)



Demographics *(Fiscal Year 2023)*



500+
WEBINARS
& WORKSHOPS

2K+
TRAINING
HOURS

15K+
TOTAL ATTENDEES
(EDUCATIONAL
PROGRAMMING)



Working with Patrick and the SBDC has been an invaluable experience as he has not only been empathetic to our cause but has championed us and provided resources to take our business to the next level and help create a more inclusive world for people with disabilities.

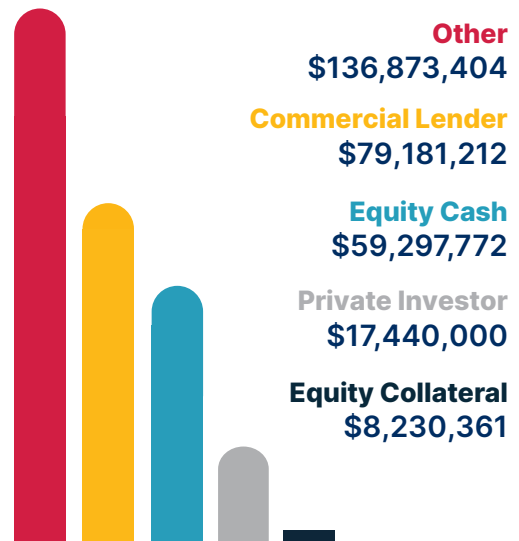
- Bronx SBDC Client



The SBDC was instrumental in the growth of our business. They not only provided assistance in accessing the capital necessary for expansion, but also invaluable counseling and business model development that was crucial to our success. The SBDC continues to be a resource for us as we expand to new markets and encounter new challenges

- Albany SBDC Client

Funding/Investment *(Fiscal Year 2023)*

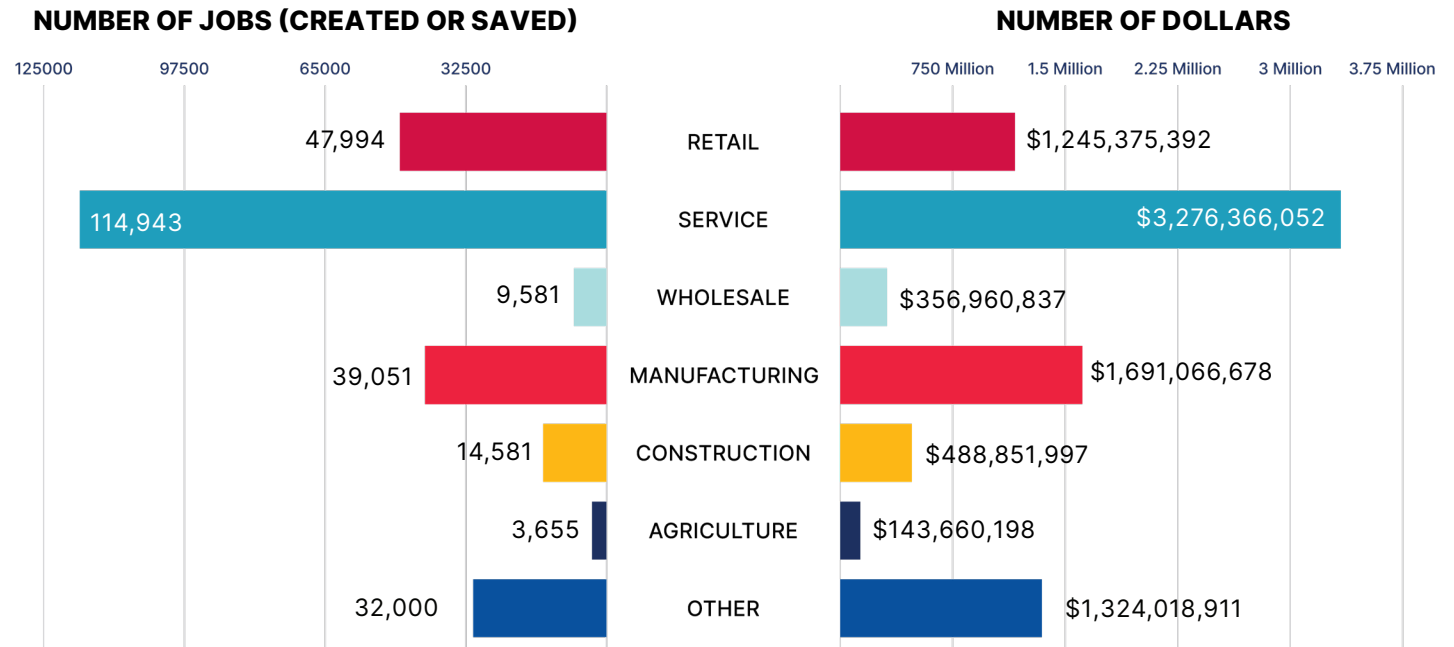


OCTOBER 1, 2022 - SEPTEMBER 30, 2023

Total Investment: \$301,066,153

Business Sectors Economic Impact (From Inception)

As part of our in-depth performance tracking the charts below illustrate the NYSBDC's direct impact on different sectors of New York State's economy.



Program Inception to September 30, 2023

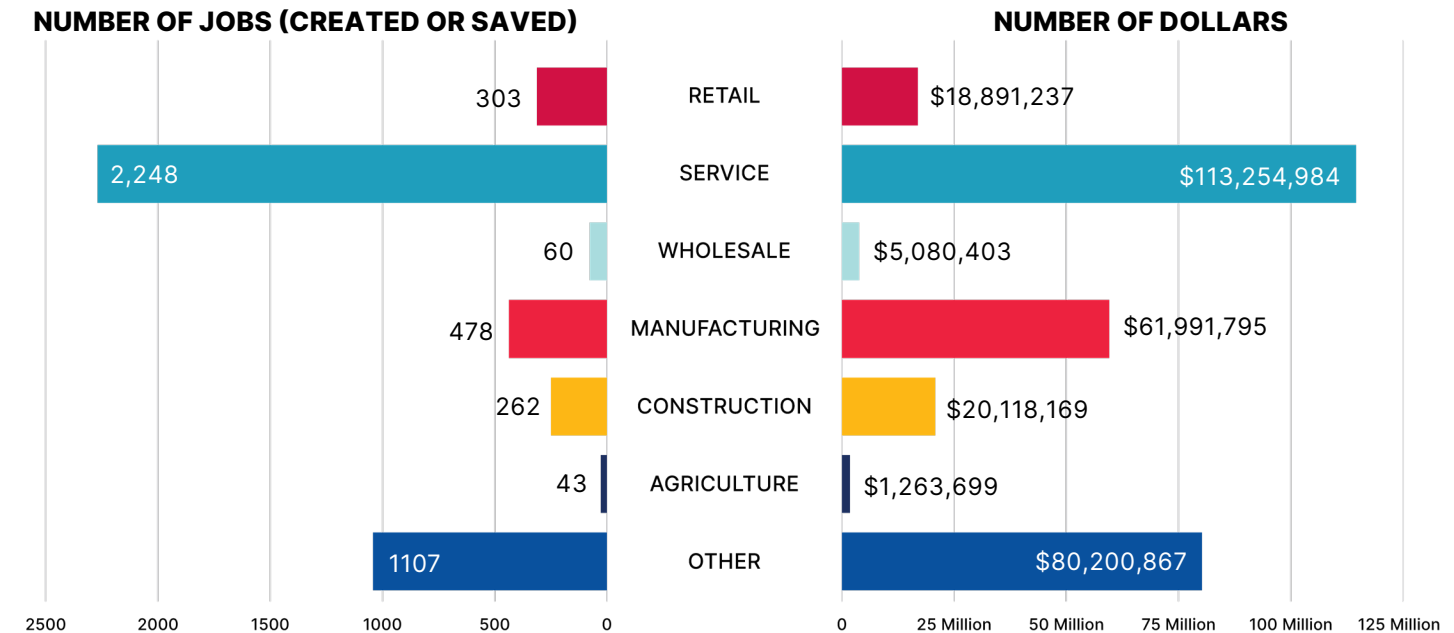
Total Investment Impact: **\$8,526,300,065**
 Total Jobs Created: **136,996**
 Total Jobs Saved: **125,109**

October 1, 2022 to September 30, 2023

Total Investment Impact: **\$301,066,153**
 Total Jobs Created: **1,742**
 Total Jobs Saved: **2,759**

Business Sectors Economic Impact (Fiscal Year 2023)

As part of our in-depth performance tracking the charts below illustrate the NYSBDC's direct impact on different sectors of New York State's economy.



RESULTS BY COUNTY

The following numbers illustrate the NYSBDC's impact across New York State in four key areas: Clients Advised, Business Starts, Jobs Created and Saved, and Funding

COUNTY	CLIENTS ADVISED	BUSINESS STARTS	JOBS CREATED AND SAVED	FUNDING
Albany	549	33	74	\$5,569,871
Allegany	22	4	7	\$75,000
Bronx	741	45	199	\$4,643,754
Broome	444	47	39	\$2,509,802
Cattaraugus	166	10	15	\$1,394,540
Cayuga	102	13	1	\$245,000
Chautauqua	546	48	40	\$2,743,500
Chemung	105	14	8	\$834,400
Chenango	78	8	14	\$1,204,994
Clinton	70	8	0	\$0
Columbia	48	5	11	\$1,097,196
Cortland	73	7	47	\$528,435
Delaware	47	5	10	\$962,595
Dutchess	162	20	8	\$298,000
Erie	1,574	128	318	\$22,345,669
Essex	45	1	25	\$3,140,000
Franklin	106	5	14	\$1,739,804
Fulton	28	1	0	\$0
Genesee	63	10	41	\$3,810,345
Greene	58	5	59	\$18,203,500
Hamilton	3	0	0	\$0
Herkimer	99	9	70	\$1,949,584
Jefferson	304	34	138	\$684,940
Kings	1,452	64	352	\$19,628,833
Lewis	60	8	13	\$750,000
Livingston	53	8	0	\$0
Madison	108	13	29	\$858,013
Monroe	500	48	103	\$3,470,991
Montgomery	44	3	5	\$10,000
Nassau	1,353	95	113	\$12,847,858
New York	1,292	87	358	\$24,074,982
Niagara	539	57	195	\$7,225,649

COUNTY	CLIENTS ADVISED	BUSINESS STARTS	JOBS CREATED AND SAVED	FUNDING
Oneida	475	43	67	\$4,444,826
Onondaga	813	128	372	\$52,731,291
Ontario	78	7	40	\$1,401,000
Orange	238	16	46	\$9,270,050
Orleans	20	4	14	\$1,061,067
Oswego	105	7	1	\$215,000
Otsego	151	18	74	\$2,739,500
Putnam	31	4	0	\$0
Queens	1,334	52	384	\$17,086,193
Rensselaer	171	16	29	\$2,020,750
Richmond	1,565	50	355	\$7,909,329
Rockland	259	23	44	\$3,490,253
Saint Lawrence	318	17	71	\$4,052,580
Saratoga	198	22	110	\$6,129,625
Schenectady	167	12	65	\$2,113,000
Schoharie	23	2	3	\$500,000
Schuyler	33	4	0	\$0
Seneca	32	0	0	\$0
Steuben	133	15	7	\$1,699,778
Suffolk	2,117	152	195	\$10,150,946
Sullivan	65	7	15	\$1,901,100
Tioga	69	9	4	\$55,000
Tompkins	144	23	71	\$6,080,235
Ulster	295	22	38	\$5,463,605
Warren	40	2	3	\$600,000



**A NEW NYSBDC PODCAST
"BUSINESS BREAKTHROUGH"
LAUNCHES AT FARMINGDALE SBDC**





SPECIALTY PROGRAMMING

INTERNATIONAL TRADE PROGRAM

At the end of 2023, we relaunched our international trade program, now steered by our dynamic new director, Mercedes Sanchez-Moore. Stay tuned in 2024 as we explore fresh and innovative directions in international trade.

MWBE CERTIFICATION ASSISTANCE

We've successfully guided 920 New York State businesses in achieving their MWBE Certification, passionately advocating and assisting our clients through the process. Our mission is steadfast: to ensure equal opportunities and promote inclusive growth across the state.

DISABILITY ENTREPRENEURSHIP PROGRAM

Launched in 2023 with its first cohort, the NYS Center for Disability Entrepreneurship Program, a joint effort with the NYS Developmental Disabilities Council, led by Farmingdale SBDC's Erica Chase & Christina Loggia, provides disabled entrepreneurs with training, coaching, and funding access, aiming to foster a more inclusive business environment.

CHILDCARE SUPPORT INITIATIVE

Supporting childcare businesses is crucial for the welfare and future of New York State. The NYSBDC has aided numerous childcare businesses through a specialized workshop series and initiative tailored to their unique challenges.

KIDBIZ MARKET

KidBiz Market, organized out of the Buffalo SBDC, offers young entrepreneurs, from 3rd to 6th grade, a chance to develop their business skills through setting up their own stands. Culminating in an Open-Air Market, this program provides practical experience and has nurtured many aspiring dreamers to become actual business owners.

CYBERSECURITY PROGRAM

Our partnership with cyber-risk management firm Posture reinforces our commitment to protecting small and medium-sized businesses from cyber threats. In a focused 30-day program, we offer businesses cybersecurity training to secure their data and operations.

WE'VE HELPED

920

BUSINESSES

OBTAIN

MWBE Certification

SINCE INCEPTION



Working with the SBDC has been an integral part of my business's life. When I started, I didn't really have an idea of how to actually run a business, but with their help, programing, and recommendations, I now have the confidence to run my business effectively and am currently looking to open a second location.

- Albany SBDC Client



LEARNING LAB

The NYSBDC Learning Lab seeks to educate and enrich the lives of New York State small business entrepreneurs and the NYSBDC staff that serve them. We seek to bring top-notch entrepreneurial education to our network, linking together subject matter experts with clients and advisors on vital small business topics and needs.

STATEWIDE & CENTER LEARNING

In 2023, the NYSBDC served over 15,000 entrepreneurs, offering over 2,000 training hours through 500+ webinars and workshops on topics like artificial intelligence, grant access, funding, cybersecurity, exporting, and intellectual property. These sessions, free or low-cost and easily accessible to the public, provided crucial insights and support for both seasoned and aspiring business owners, with many participants becoming NYSBDC clients.

NYSBDC PROFESSIONAL DEVELOPMENT & CERTIFICATIONS

Central to the NYSBDC's mission is enhancing our staff and advisors' expertise through a dynamic professional development program. Last year alone, our network spent over 5,000 hours on professional development, bringing efficiency and focus to our advisement with clients. We have rigorous primary and advanced certification pathways for our business advisors and are developing certifications for other positions in the network to ensure all our staff are ready and able to deliver top-quality service. However, our aim is not just to offer certifications but to build an internal educational culture of shared resources, continuous knowledge advancement, perpetual personal growth and accessible opportunity.

INTERNAL STATEWIDE CONFERENCE & TRAINING

The return of our statewide conference and training, after a four year hiatus, marked a new chapter for the NYSBDC. After the COVID years in which our advisors, directors and staff went to extraordinary lengths to help save people's livelihoods, the conference was an opportunity to rejuvenate our network with 3 days of expert trainings and opportunities to reconnect with colleagues and celebrate our accomplishments.

WE'VE HELPED OVER

15K

ATTEND

OUR

Webinars & Workshops

IN THE LAST 12 MONTHS

“

SBDC made it easy for me to navigate through a complicated grant application and process. Their recommendations and assistance helped us get what we needed to get our brewery open.

-Jamestown SBDC Client



SUCCESS STORIES

A Regional Approach

NEW YORK CITY

MIDTOWN MANHATTAN SBDC



MOHAMMED RAFEEK

CULTURAL EXPERIENCES LLC

ADVISOR: MONIQUE PERES

Mohammed Rafeek, founder of Cultural Experiences LLC, turns global understanding into fun! Starting as a student at Baruch College, he envisioned a way to combat racism through art, music, and food. In 2023, with SEAP's support and advisor Monique Peres' guidance, his dream took flight.



[LEARN MORE](#)

COLUMBIA HARLEM SBDC



STEPHEN WILDER

THINK WILDER ARCHITECTURE

ADVISORS: GLAMIS HARO

Stephen Michael Wilder's Think Wilder Architecture redefines success in the NY/NJ area! Since 2014, his focus on relationships & innovation has led to a stunning 80% growth in 2022 despite pandemic challenges. With help from Columbia SBDC Advisor Glamis Haro, he's mastered leadership, financial management & diversity. Beyond business, he's inspiring future architects and leading community organizations.



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STATEN ISLAND SBDC



CLAIR SAAD FAHIM

C&M ALPHA DENTAL

ADVISOR: JOE MULLER

C&M Alpha Dental provides dental services like dentures, crowns, and veneers. Under Staten Island SBDC's support, it has grown for three years, earning State MWBE and city certifications. They're enhancing marketing for Snap Custom Guards and upgraded their website. The business won the 2022 North America Business New World Report Awards.



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MANHATTAN PACE SBDC



LEIDY CARDONA

LEIDYLICIOUS CAKES

ADVISOR: SANDRA CELY

Dream to Reality! Leidy Cardona, starting as a home baker in 2018, opened her dream bakery in Forest Hills, Queens, with Pace SBDC's support. Sandra Cely helped Leidy with financial projections and marketing, while Leidy's influencer status in the Hispanic community led to Spanish workshops for her followers. The grand opening was a hit, attended by NYC Mayor Eric Adams and other dignitaries, highlighting her journey from baking at home to a thriving storefront.



[LEARN MORE](#)

BROOKLYN SBDC



PEIYU YANG

BREEZE

ADVISOR: PEDRO SOTO

From Michelin roots, three culinary enthusiasts launched a fusion restaurant mixing Szechuan and Dim Sum in Brooklyn, creating 13 jobs and investing \$300k. Aided by the SBDC and local chambers, they overcame initial challenges with a vibrant opening.



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BRONX SBDC



MARIA, SYLVIA & JENNIFER SILVESTRE

NASIR + INDIE

ADVISOR: PATRICK SAUL

Nasir + Idie, founded in 2022 by sisters Maria, Sylvia, and Jennifer Silvestre, is a triumph in adaptive clothing for children with disabilities. Their personal experience with autism inspired functional yet fashionable designs, culminating in winning the NY StartUp! 2023 Business Plan Competition & a \$15,000 prize. Mentored by Bronx SBDC's Dr. Patrick Saul, this brand symbolizes innovation and inclusivity in children's fashion.



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QUEENS-LAGUARDIA SBDC



CHESTER GORDON

M.A.C. TECH FABRICATION & REPAIRS INC.

ADVISOR: ROSA FIGUEROA

Chester Gordon's M.A.C. TECH Fabrication, established in 2006, specializes in transportation industry repairs. SBDC Advisor Rosa Figueroa was pivotal in obtaining first and second-phase PPP funding and a Covid EIDL, providing essential support during construction, and processing an SBA loan through Pursuit while the company's expansion was on hold.



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QUEENS-YORK SBDC



ABBAS JAFFER

ARCHITECTURE SIGN GROUP

ADVISOR: BRIAN YEUNG

Architectural Sign Group (ASG) is leaving a bold mark in the world of custom signage! Their journey with York College SBDC led to two major loan approvals totaling \$2.44 million. Advisor Brian Yeung's expertise was instrumental in this achievement. These funds expanded the business & preserved 13 crucial jobs.



LEARN MORE

WESTERN NY & SOUTHERN TIER

NIAGARA SBDC



DANIEL KLIPS & DAVID KLIPS

STOCKHAM LUMBER

ADVISOR: DINENE ZALESKI

Stockham Lumber's 140-Year Legacy Thrives! Founded in 1880, Dan Klips and his wife Gina, with Niagara SBDC's help, expanded into Gasport, NY in 2023. Securing credit and loans, they preserved a local hardware store's spirit and safeguarded jobs for eight employees. A new chapter in community-focused service!



[LEARN MORE](#)

JAMESTOWN SBDC



CORY CLARK

MARQUEE BREWING

ADVISOR: SCOTT MILLER

Marquee Brewing, a movie-themed brewery in Portville, opened July 2023 to great acclaim. Returning from the West Coast, the owner used a \$35,000 MAP Grant and a \$50,000 loan to create this community hub in an old pharmacy, now a hotspot for hard sodas, seltzers, live music, trivia nights, and Bills games!



[LEARN MORE](#)

BUFFALO SBDC



MERCEDES WILSON

SADIE'S FOODS

ADVISOR: BAILEY BROUILLARD

Sadie's Foods is elevating the art of relishes, bringing a unique blend of flavors that revolutionize taste buds! Their exquisite range spans from traditional to inventive, catering to all palates. In kitchens and dining tables nationwide, each jar of Sadie's relish is a testament to their unwavering commitment to quality.



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BINGHAMTON SBDC



NORMA BYRON

ASHLAWN ENERGY

ADVISORS: LIAM MCMAHON

Norma's groundbreaking non-flammable flow battery, designed for residential energy storage, has made waves. With Liam McMahon & Anna Hancock's help, she developed detailed cash flow projections, securing a \$1m convertible note and winning a \$150,000 Grand Prize in the Fuzehub Commercialization Competition.



LEARN MORE

I-90 CORRIDOR

BROCKPORT SBDC



OREST RAVLYK

LEXINGTON DIESEL

ADVISOR: KRISTINE RUDGERS

Space to Grow, Success to Show! Orest, outgrowing his lease, boldly decided to buy an 8,050 sq ft building with a massive parking lot for his fleet. Facing the challenge of securing a commercial loan he turned to the Brockport SBDC. With their help in crafting financial projections and industry reports, Orest not only secured the loan but also expanded his business.



LEARN MORE

MOHAWK VALLEY SBDC



BOB KIMBRO & HELEN KIMBRIO PARADISE GARDENS, GATHERING & GIFTS

ADVISOR: ZACH STEFFEN

Paradise Gardens, a breathtaking 63-acre event space with views of alpacas, llamas & stunning barns. Owners turned their vision into reality with SBDC's help. Facing funding challenges, they collaborated on a solid business plan. Success followed swiftly. Now, with a packed calendar and rave reviews, their dream venue is a sought-after celebration spot!



LEARN MORE

ONONDAGA SBDC



TRAVIS BARR & ALEX ALTOMONTE

H. GREY SUPPLY

ADVISOR: PAUL BROOKS

Travis Barr & Alex Altomonte's H. Grey Social isn't just a store, it's a heartwarming success story. From unique gifts & skincare to coffee & ice cream, they've transformed retail into a vibrant community hub in 2022. This inclusive space is a haven for local businesses, teens, and event gatherings. H. Grey Supply Co. champions small makers & encourages young entrepreneurs.



LEARN MORE

NORTH COUNTRY

CANTON SBDC



ANDRIS WHITE

AM EQUIPMENT NY LLC

ADVISOR: MICHELLE COLLINS

From a one-man show to a thriving construction empire! Andris White started AM Equipment in 2009 on the Mohawk Reservation, grossing \$100K in the first year. Now, with expansions in NY and MA, 12-15 employees, and MBE certification, they're on track for \$4M in sales this year. What a journey of growth and success!



[LEARN MORE](#)

WATERTOWN SBDC



NICOLE BEST & KIM MILLER-BAUER

OUTSKIRTS 1812

ADVISOR: DEBORAH WILSON

The two owners, who met as nurses at Fort Drum, have transformed 30 acres into a thriving wellness center. Overcoming challenges, they invested \$480K and launched in 2022 with Christmas trees. Now, they offer Reiki, goat yoga, massages & more, plus special events for soldiers. Their journey from army nurses to creating a community sanctuary is truly inspiring!



[LEARN MORE](#)

ALBANY SBDC



RYAN FEINER

SEITAN TRADING COMPANY

ADVISOR: TOM REYNOLDS

From vegan chicken wings to mozzarella master! After his former employer closed, this SBDC client innovated a plant-based mozzarella that's taking pizza parlors by storm. Now, with newly branded 'Imposter' mozzarella sticks, he's expanding into restaurants and colleges. Next stop? Major distributors like US Foods & SYSCO. Watch out, dairy world!



[LEARN MORE](#)

MID-HUDSON SBDC



MARIE URIDIA

RED HOOK STATIONERY

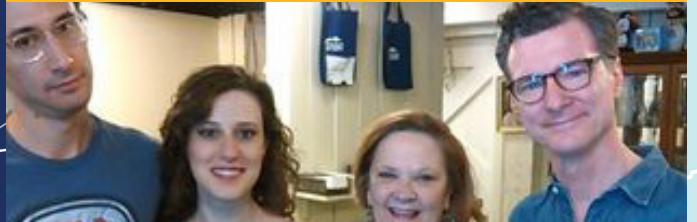
ADVISOR: SAM KANDEL

Marie's journey from a war-torn childhood in Georgia to a dream business owner in Red Hook, NY is nothing short of inspiring! Fleeing war at 4, she's now opening her own stationery/gift store, offering everything from art supplies to eco-friendly kids' toys. Thanks to her resilience & guidance from Mid-Hudson SBDC, her dream store is a reality.



[LEARN MORE](#)

ROCKLAND SBDC



ANDREW HORN

PENGUIN PLAYERS LTD.

ADVISOR: ANDREA GIRALDO

Penguin Rep Theatre, under Joe Brancato & Andrew Horn, has evolved into a Hudson Valley gem. With 400,000+ entertained & 150 plays over 40 years, their resilience shone bright during COVID. Thanks to a \$269K grant & Rockland SBDC's support, they've reimagined post-COVID theater, increasing plays from 4 to 7 & embracing outdoor venues.



[LEARN MORE](#)

CAPITAL REGION & HUDSON VALLEY

LONG ISLAND

STONY BROOK SBDC



OLIVE NAPOLI

LIVWELL FOODS

ADVISOR: GIFTY ODURO-OSTRANDER

Olivia Napoli, raised on a MA farm, turned her passion for healthy, innovative food into a success story with Livwell Foods. Her journey from corporate America to creating plant-based sauces in her kitchen led to her hitting \$300K in sales in year one! With SBDC's support, Livwell is now eyeing \$1.1MM in 2024



[LEARN MORE](#)

FARMINGDALE SBDC



SEBASTIAN GIARRATANO

DEKSUPERSTARS

ADVISOR: TROY DIAZ

Sebastian Giarratano's DEKSuperstars LLC, a dynamic NY athletic facility, is a premier athletic facility for hockey, volleyball and pickleball. With SBDC's guidance and a successful loan DEK transformed and expanded from a seasonal biz to a year-round community hotspot. Now, it's set to host the NBHL 2024, shining on the national stage!



[LEARN MORE](#)



COMMUNITY SHOWCASE

BUILDING & STRENGTHENING OUR COMMUNITIES

Welcome to our Community Spotlight, a vivid and dynamic visual showcase of the NYSBDC and community members across New York State. Immersed in the rich personal stories and varied landscapes across New York State, these are some of the remarkable individuals who form the backbone of our network region meeting with clients, each other and various stakeholders.

Explore our community showcase to discover the bold & vibrant tapestry that is the NYSBDC Community.



ASBDC Award Winner



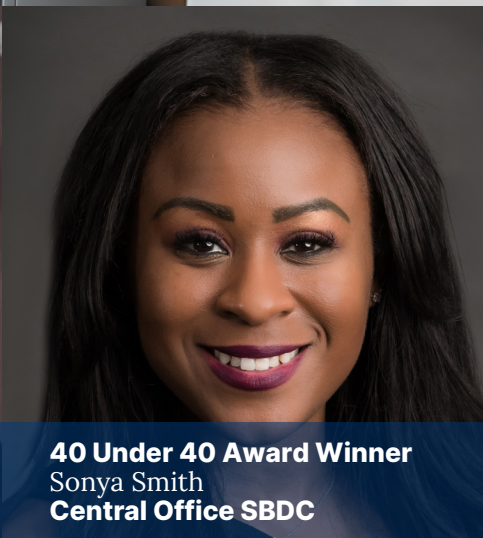
C
rs



40 Under 40 Award Winner
Renee Goodnow
Central Office SBDC



State Star Award Winner
Jacqueline Franco
Stony Brook SBDC



40 Under 40 Award Winner
Sonya Smith
Central Office SBDC





**FOR THE FIRST TIME SINCE 2019, WE HELD
A STATEWIDE STAFF CONFERENCE &
TRAINING IN SYRACUSE**





Testimonials

Donna Williams has been instrumental in guiding me through the crucial steps of my business growth. Her unwavering dedication and willingness to provide invaluable advice on my business development have been a game-changer. With her insight into seeing the bigger picture, thanks to Donna at the SBDC, I now feel more confident in taking my business to the next level of growth.

- Albany SBDC Client

Stephanie has consistently provided keen insight into a variety of subjects from business strategy to marketing and staff issues. I've been working with her for a few years now and her help has been truly beneficial to our survival and growth.

- Midtown Manhattan SBDC Client

Zach guided us through every step of writing a business plan. He was able to take our complicated business model and build realistic financial projections that satisfied our lending institution. I would highly recommend anyone starting a business to utilize these services. They make this intimidating process as painless as possible.

- Mohawk Valley SBDC Client

Michelle has always been helpful in providing me with guidance over the years and has steered me toward opportunities that could help me grow and expand the business..

- Canton SBDC Client

We continue to utilize the SBDC as we move forward with each phase of the business. Next year adding glamping tents with campfires, getting more connections on Fort Drum to have Hail and Farewells along with holistic opportunities for the soldiers, and other event opportunities. The SBDC continues to ground and assist us.

- Onondaga SBDC Client

Mil gracias por toda su ayuda. Este fue un largo proceso que con su ayuda y sabiduría nos abrió el sueño americano en esta gran nación

- Queens SBDC Client

Danny Hickman's mentorship and hands-on assistance was essential to launching HAWC Physical Therapy as a startup business. One year after opening we were voted "Best Healthcare Facility" by our community! Danny's real-world small business experience helped us realize our dreams of becoming business owners.

- Jamestown SBDC Client

Beth Reed, my SBDC "Coach", brilliantly renders roadblocks into doorways, hurdles into pathways, impossible pivots into achievable steps, by helping me break down my grander business visions and goals into practical steps, involving research, networking communication and confidence.

- Jamestown SBDC Client

The bank loved the business plan and projections. Thanks again, Matt and the SBDC, for your support, guidance, and endless help completing my plans. I would never have been able to do it without you!

- Albany SBDC Client

CLIENT ROADSHOW & AWARDS



In the first annual client roadshow, NYSBDC leadership crisscrossed the state to honor and spotlight clients right in their communities and at their places of business for the annual NYSBDC Entrepreneur of the Year Awards. These awards are given to a few select clients of the 20,000+ we serve every year. This gave us the opportunity to bring together family, friends, employees and local stakeholders to celebrate clients' success.

This culminated with a special recognition event hosted by the Binghamton SBDC honoring two local award winners. Located at the Koffman Incubator it featured local leaders, dignitaries and local media. Thanks to Rochelle Layman, Robin Alpaugh and Anna Hancock, and the team at the Binghamton SBDC for their efforts in putting together this event. And to all the center directors for their hard work spotlighting the client award winners.



Growth Business
Atlantic Truckworks
Andrea D'Elia
Center: Farmingdale SBDC



Community Impact Business
Port Jeff Bowl
Charlie and Sam Lefkowitz
Center: Stony Brook SBDC



Millennial Entrepreneur
Jacob Kumpon
KLaw Industries
Center: Binghamton SBDC



Family-Owned Business
Gardner Chiropractic
Emily and Sam Gardner
Center: Jamestown SBDC



Veteran Entrepreneur
Edsall Hodges
Columbus Public House
Center: Binghamton SBDC



Tech & Innovation Business
iM3NY
Dr. Shailesh Upreti
Center: Binghamton SBDC



Rural Business
High Peaks Winery
Matt Whalen
Center: Canton SBDC



Minority Entrepreneur
Shawni Davis
Luminary Electrical
Center: Onondaga SBDC



Woman Entrepreneur of the Year
Kristin Klemenz
B&W Towing
Center: Binghamton SBDC

NYSBDC ADVISORY BOARD

The New York Small Business Development Center (NYSBDC) advisory board is a distinguished team of accomplished professionals, each possessing extensive experience in various sectors of the business landscape throughout the state. These dedicated board members leverage their expertise to provide invaluable guidance, insights, and strategic direction to the NYSBDC, ensuring it effectively supports the growth and development of small businesses across New York. The unwavering commitment of the advisory board is instrumental in fostering a thriving entrepreneurial ecosystem, propelling the state's economy forward and nurturing the success of countless small businesses.

A MESSAGE FROM THE CHAIRPERSON



Jim Conroy
Chairperson of the
NYSBDC Advisory Board
President, Pursuit CDC



The last several years have been immensely challenging and we have all emerged into a “new normal,” having been forever changed by our struggles and hardships from the COVID Pandemic. Like many generations in our country's history, we have persevered, and even thrived, through this period of adversity.

Leading the charge into the “new normal” are America's small businesses and entrepreneurs. American exceptionalism emanates from our entrepreneur spirit. It takes grit, boundless optimism and a willingness to take big risks in pursuit of a dream to be successful. Rather than dampening entrepreneur spirits, periods of adversity are fuel for them. According to the Economic Innovation Group, 2021 saw record new business starts and 2023 is anticipated to break that record. By helping develop business plans, navigate regulatory requirements and access capital, our Small Business Development Centers (SBDCs) are critically important in helping these entrepreneurs achieve their goals, enrich our communities and create jobs.

I am honored to be involved with the New York SBDCs and thank the leadership and staff for their tireless work on behalf of America's small businesses. While it is important to appreciate our past work, struggles and successes, now is the time to dig-deep and commit even more energy in moving forward into 2024 and beyond. However, I know SBDC staff needs no encouragement as they are some of the most energetic and mission-focused employees I have ever met. They are up for the challenge!

Chairperson

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Advisory Board Members with NYSBDC Leadership Team

OUR LIST OF CAMPUS HOSTS



STAY CONNECTED



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