

BUFFALO DISTRICT OFFICE NEWS

JANUARY 2009

INSIDE THIS ISSUE:

Know the SCORE	1
How to Obtain a GSA Federal Supply Schedule	2
John Marino, Rochester Branch Manager	3
Promotions	3
Starting & Managing Your Own Business	3
Karen Mills, SBA Administrator	4
Straight Talk 2009	4
SAVE THE DATE: SBA Matchmaker & Expo	4

DECEMBER 2008 Lending Reports Available

Reports can be viewed at:

www.sba.gov/ny/buffalo

Look under **“Resources”**

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



Your Small Business Resource

DISTRICT DIRECTOR'S CORNER



Franklin J. Sciortino
District Director

Know the SCORE: Small Business Basics for Entrepreneurs

Aspiring small business owners and entrepreneurs often wonder where they can turn for help with their small business idea. What are the first steps to take, how should a product be sold, and what is the best way to grow a business? If you're not afraid to ask for advice, the SBA can help you navigate through the seemingly uncharted waters of business start-up.

SCORE "Counselors to America's Small Business" is the best source of free and confidential small business advice to help you build your business – from idea to start-up to success. The Buffalo Niagara and Rochester SCORE Chapters, is a resource partner of the U.S. Small Business Administration. It is a non-profit association dedicated to entrepreneurial education and the formation, growth and success of small businesses nationwide.

These volunteers provide free business counseling and advice as a public service to all types of businesses, in all stages of development.

SCORE matches volunteer business management counselors with clients in need of expert advice. SCORE has experts in virtually every area of business management and maintains a national skills roster to help identify the best counselor for a particular client. Volunteer counselors share their management and technical expertise with both present and prospective small business owners.

The key qualification SCORE counselors bring to clients is real-world experience. SCORE business counselors have general management and specific industry experience that can benefit your business. SCORE business counselors may be working or retired business owners, business executives or operations managers. All SCORE counselors receive specialized training in counseling and mentoring.

SCORE volunteers can help prospective and established small business owners and managers identify problems, determine the causes and find solutions. They are well-versed in developing effective business plans and creating strategies for business growth.

In addition to one-on-one counseling, SCORE also offers low-cost workshops and seminars at the local chapter level. Topics are planned to help address specific interests in a given community. Workshop topics have included: Developing Your Business Plan; Starting and Operating Your Own Business; Getting Financing For Your Business; Basic Business Accounting; Expanding Your Business; and Marketing – A Do-It-Yourself Approach for Small Business.

Any small business can obtain help from SCORE. The approach is confidential and personal. You don't need to be applying for or to have an SBA loan to participate in the program. In fact, an idea is all that is necessary for consultation and counseling.

To receive free and confidential business advice, please call "Counselors to America's Small Business" SCORE Buffalo Niagara at (716) 551-43041. You can also visit SCORE on-line at www.scorebuffalo.org.

SBA Buffalo District Office
 540 Niagara Center
 130 S. Elmwood Avenue
 Buffalo, NY 14202
 (716) 551-4301 x309
www.sba.gov/localresources/district/ny/buffalo/index.html

Your Small Business Resource

Every day, the U.S. Small Business Administration and its nationwide network of partners help millions of potential and current small business owners start, grow and succeed.

Resources and programs targeting small businesses provide an advantage necessary to help small businesses effectively compete in the marketplace and strengthen the overall U.S. economy.

SBA offers help in the following areas:

- Starting a Business
- Financing a Business
- Growing a Business
- Opportunities in Contracting
- Recovering From Disaster
- A Voice for Small Business in Government

Visit SBA online at www.sba.gov for 24/7 access to small business news, information and training for entrepreneurs.

All SBA programs and services are provided on a nondiscriminatory basis.



HOW TO OBTAIN A GSA FEDERAL SUPPLY SCHEDULE

WEDNESDAY

FEBRUARY 18, 2009

8:30-12:00 p.m.

Niagara Center-Room 423

(Corner of South Elmwood and West Huron)

www.sba.gov/ny/buffalo

This in-depth workshop will cover the process of getting on the Federal Supply Schedule. It will explain how to access government solicitations, the most significant sections of an offer, how to submit an offer and the evaluation and award process.

Featured Speaker:

Janice Bracey, Lead Small Business Specialist, General Services Administration Small Business Utilization Center

Register by Contacting:

U.S. Small Business Administration

Attn: Pamela Andolina

E-mail:

Pamela.andolina@sba.gov

OR

Phone

(716) 551-4301 x 301

NO COST EVENT

[Registration begins at 8:30 a.m.](#)



Buffalo District Office Mourns Loss of John Marino

**As long as we live, they too will live;
for they are now a part of us, as we
remember them.**



John Marino joined the SBA in 1992. He was responsible for the delivery of the Loan Programs in the New York District Office for several years and served as Portfolio Management Chief in the District. John transferred to the Buffalo District as Rochester Branch Manager in 2008.

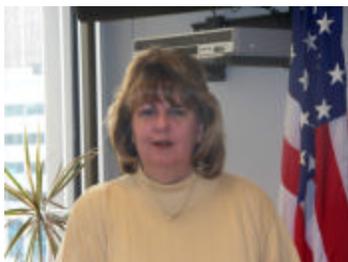
Before joining the SBA, John had a successful career as Controller of a Consulting Engineering Firm on Long Island as well as having served 4 years in the US Navy.

John was a doting grandfather, avid golfer, SBA finance expert and friend to many. We will miss him greatly!

Promotions

Pamela Andolina, a program support assistant in the Buffalo District Office will assume the position of Business Development Specialist for Buffalo on January . Andolina began her SBA career in 1987. Andolina will be responsible for marketing

SBA's programs and services to a wide range of individuals and organizations. Andolina will also serve as a point of contact for the 8(a) Business Development Program.



Starting & Managing Your Own Business

*Presented by SCORE
Buffalo Niagara*

**Tuesday,
January 20, 2009**



**North Tonawanda Public Library
505 Meadow Drive
N. Tonawanda, NY 14120**

**Register by calling:
(716) 551-4301**

BARUAH WELCOMES NOMINATION OF KAREN MILLS TO BE SBA ADMINISTRATOR

U.S. Small Business Administration Acting Administrator Sandy K. Baruah issued the following statement on President-Elect Barack Obama's nomination of Karen Mills to be the next SBA Administrator:

"I applaud, and welcome, President-Elect Obama's selection of Karen Gordon Mills to serve as the next Administrator of the SBA.

"Karen Mills has been a friend and professional partner over the years in both my roles as the assistant secretary of Commerce and the head of the SBA. She is ideally suited to lead the agency. Mills' background is a combination of management, venture capital, and public policy, three elements key to leading the agency successfully. In addition, Mills has a record of bi-partisanship which is important to SBA and the small business community the agency serves.

"I am proud of the Agency's record of reform, which has opened opportunity to small business owners throughout America, achieved record loan volume to small businesses, and ensured that communities affected by disaster have the resources to rebuild. Mills will head an agency that has vastly improved its delivery of services and has a dedicated team of civil servants to help carry out the agency's mission.

"Along with the entire SBA team, I am committed to ensuring a smooth and collaborative transfer of power to the new Administration. Mills will have my full support in her new role during the transition and beyond."

STRAIGHT TALK 2009

A series of educational seminars, along with booths staffed by banks, government agencies and local/regional development groups, providing helpful, candid advice to help start your business in these challenging economic times.

Saturday, January 24, 2009

8:00 am—1:30 pm

Buffalo Convention Center

Pre-paid registration: \$15

Day of Event: \$20.00

Students: \$10.00

Veterans: FREE (I.D. required)



SAVE THE DATE

SBA Matchmaking Event

May 6, 2009

Buffalo Convention Center
Buffalo, New York

The U.S. Small Business Administration, SCORE Buffalo Niagara and Business First of Buffalo are hosting their 4th Annual WNY Business Matchmaking event in Buffalo, New York on Wednesday, May 6, 2009. The event will combine education, training, counseling, networking and face-to-face meetings between small businesses and procurement representatives from government agencies and national businesses.