

BUSINESS SERVICES GUIDE

A complete guide to
resources & support
for the Queens
business
community


Queens
Chamber of Commerce

**Queens
Plaza**

10310
215

WELCOME TO THE QUEENS BUSINESS SERVICES GUIDE

Dear Queens Chamber Member,
Friend, Colleague and Future Member:

As the oldest and largest business association in Queens, representing over 1,100 member businesses employing over 100,000 Queens-based employees, the Queens Chamber of Commerce is proud to present to you our 2020 Small Business Services Guide.

This guide is designed to help connect small business owners and entrepreneurs with the resources and services that will help you launch, run, and grow your business. Additionally, this guide includes targeted resources and support for Minority and Women Owned Business Enterprises (MWBE), Veteran, and LGBT-owned businesses, in the most diverse community in America.

With our diverse talent pool, charming neighborhoods, bustling commercial corridors, vibrant arts scene, and world-class educational institutions, Queens has everything a business needs to grow and thrive.

We hope this guide helps you make the most of all that Queens has to offer.

Sincerely,



Thomas J. Grech
President & CEO, Queens Chamber of Commerce



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Peppermint Mocha
Affogato Coffee
HOT LATE

ICE COCHO

SHIMMER 90-
ICE COCOA LATTE 115-
Hot Coffee ice 95-



Coffee

ESPRESSO

STARTING A BUSINESS

**Launch, run,
& grow your
business.**



With the right support, Queens is a great place to do business

As the co-chair of the Queens Chamber of Commerce's Real Estate Committee, Michael Wang, a former partner at Politan Real Estate, knows the benefits of being a Chamber member.

When he initially joined the chamber, whose mission is to connect, educate and advocate for Queens businesses, Wang figured he'd meet a lot of people. But he didn't know how valuable the Chamber would be.

"The Chamber has been able to help me find leads and close deals, sometimes directly, sometimes through navigating membership committees and networking," Wang said. "These are all high-level companies a small boutique broker like myself wouldn't have had access to."

The Chamber also helped him solve business problems, get specialized business support, and even serves as an educational resource. Through events and panels "I've been able to learn the current topics in detail," he said. "It just

rounds out my overall knowledge of real estate."

"The staff is phenomenal, proactive and able to bring people together," he said. "I really do love the chamber and plan to be a member for life."

In late 2019, Wang departed Politan Real Estate to start his own new boutique firm. Project Queens, based in Downtown Flushing, specializes in retail office leasing in Queens.

Their goal is to deliver the highest quality of service and design for their clients, as well as push new property technology to their buildings.

Wang expects to use his Chamber connections to further his new venture as well, including sponsoring events and branding his business.

"It's really for me to tell the Chamber what I'm doing," he said, "and ask them to actively push it."

PROGRAMS

&

SERVICES

New York Loves Small Business

NYS ESD

A comprehensive listing of support resources for starting and expanding a small business.

Including:

- Directory of alternative small business lending programs
- Financial assistance programs
- MWBE certification
- Selling to government
- Technical assistance

nylovessmbiz@esd.ny.gov

1-800-STATE NY (1-800-782-8369) or (212) 803-3149

esd.ny.gov/doing-business-ny/small-business-hub

New York Business Express

NYS ESD

An online dashboard that streamlines the process of starting a business in New York State by providing entrepreneurs and businesses access to a comprehensive listing of support resources.

NY Business Express helps users to quickly learn about and access resources in one central location without a login.

businessexpress.ny.gov

Business Mentor NY

NYS ESD

Business Mentor NY is a free, easy to use social network that allows entrepreneurs and volunteer business mentors to connect to solve problems and build businesses together.

support@businessmentor.ny.gov

businessmentor.ny.gov

Jobs & Business Academy

Queens Public Library

At select locations, the Job & Business Academy offers workshops and individual assistance to aspiring entrepreneurs and current business owners.

Shakira Smalls, Assistant Director Job & Business Academy

ssmall@queenslibrary.org

(718) 990-5102

queenslibrary.org/programs-activities/job-business/start-business

Central Library

89-11 Merrick Blvd. Jamaica, NY

(718) 990-8625

Flushing Library

41-17 Main St., 3rd Fl. Flushing, NY

(718) 661-1205

Renaissance Economic Development Corporation

NYS ESD

REDC's mission is to transform low-to-moderate income and immigrant communities in New York City by providing low-interest small business loans, training, and counseling services.

(718) 961-0888

renaissance-ny.org

35-34 Union St. Flushing 11354

NYC Business Web Portal

NYC Department of Small Business Services

A comprehensive web portal connecting individuals to resources for opening, operating, or expanding a business in New York City. Services include:

- Business support
- Contracting opportunities
- Information on permits, licenses, and regulations
- Employer information
- Taxes and payments
- Financing and incentives
- Infrastructure resources

nyc.gov/nycbusiness

Business Outreach Center Network

Business Outreach Center Network offers a wide range of free business services to the small business community.

Services include:

- Business plan development
- Growth planning
- Credit counseling
- Licensing and permit information
- Mentoring and training
- Workforce development assistance
- Legal assistance

queens@bocnet.org

(718) 205-3773

bocnet.org/boc/queens.asp

96-11 40th Rd. Corona, NY 11368

York Small Business Development Center

United States Small Business Administration

The mission of the NYSBDC at York College is to assist in the creation of new enterprises, advance the operations of existing businesses, and to enhance entrepreneurs' technical skills.

Harry Wells

sbdc@york.cuny.edu

(718) 262-2880

york.cuny.edu/administrative/economic-and-workforce-development/sbdc

94-50 159th St. Jamaica, NY 11451

LaGuardia Small Business Development Center

United States Small Business Administration

The Queens-LaGuardia SBDC provides small business advice and counseling for entrepreneurs in Queens County.

Rosa Figueroa

sbdc@lagcc.cuny.edu

(718) 482-5303

laguardia.nyssbdc.org

30-20 Thomson Ave. Long Island City, NY 11101

BOC Women's Business Center

Business Outreach Center Network

The BOC Women's Business Center (WBC) offers business training, one-on-one counseling, and financing resources to help women entrepreneurs start and grow their businesses.

wbc@bocnet.org

(718) 624-9115

bocnet.org/boc/boc_services_womens_business_ctr.asp

85 South Oxford St., 2nd Fl. Brooklyn, NY 11217

Queens Women's Business Center

Queens Economic Development Corporation

The Queens Women's Business Center (QWBC) empowers women by further developing their capacity to start and grow successful businesses, and by connecting them to other women business owners and business development resources. The QWBC supports women business owners and entrepreneurs to start, build, and grow businesses through one-on-one counseling, training courses, workshops, mentoring, and business networking.

Andrea Ormeno

aormeno@queensny.org

(718) 263-0546

queensny.org/qedc/business/programs/wbc

120-55 Queens Blvd, Suite 309 Kew Gardens, NY 11424-1015

Small Business Development Center

- Womens Owner's Representative

United States Small Business Administration

The New York District Office is responsible for the delivery of SBA's many programs and services in New York City and Long Island. Programs include financial assistance through guaranteed loans and free counseling, advice, and information on starting, better operating, or expanding a small business.

Clyde Martin

clyde.martin@sba.gov

(212) 264-5276

sba.gov/offices/district/ny/new-york

26 Federal Plaza, Ste 3100 NY, NY

York Small Business Development Center

United States Small Business Administration

The mission of the NYSBDC at York College is to assist in the creation of new enterprises, advance the operations of existing businesses, and to enhance entrepreneurs' technical skills.

Harry Wells

sbdc@york.cuny.edu

(718) 262-2880

nyssbdc.org/centers/centers.aspx?centid=32

94-50 159th St. Jamaica, NY 11451-9902

Growth Lab

Start Out

StartOut Growth Lab is a startup accelerator that offers top quality office space, mentoring, education, and networking opportunities for young companies that happen to be founded or co-founded by LGBTQ entrepreneurs.

info@startout.org

(415) 275-2446

startout.org/growth-lab

1001 Ave. of the Americas 14th Fl, New York, NY 10018

Office of Small and Disadvantaged Business Utilization ***US Department of Veterans Affairs***

Our mission is to enable Veterans to gain access to economic opportunity by leveraging the federal procurement system and expanding participation of procurement-ready small businesses.

osdbu@va.gov
(866) 584-2344
va.gov/osdbu

810 Vermont Ave., NW Washington, DC 20420

Boots to Business

United States Small Business Administration

Boots to Business (B2B) is an entrepreneurial education and training program offered by the U.S. Small Business Administration (SBA) as part of the Department of Defense Transition Assistance Program (TAP). The course provides an overview of entrepreneurship and applicable business ownership fundamentals. Active Duty Service members (including National Guard and Reserve), Veterans of all eras, and spouses are eligible to participate.

Peter Fehnel, Veterans Affairs Officer
peter.fehnel@sba.gov
(631) 464-0762
sbavets.force.com

Starting a Veteran Owned Business

NYS Division of Veterans Services

The U.S. Department of Veterans Affairs (VA), through its Center for Veterans Enterprise (CVE), established specific programs to help Veterans start a business and become qualified as a Veteran-Owned, or a Service Disabled Veteran-Owned Business, which will enables qualified business owners to be eligible for federal set-asides.

veterans.ny.gov/content/starting-veteran-owned-businesses

Launch Lab Online

Bunker Labs

Every entrepreneurial journey starts with an idea — Launch Lab Online gives you the tools you need to make your idea a reality. This all-online educational platform is a gamified, interactive way to get an entrepreneurship education from anywhere in the world, on your time, at your own pace.

info@bunkerlabs.org

bunkerlabs.org/our-programs/launch-lab-online

Veterans Entrepreneurship Training (VET)

Veterans Future Lab/ NYU Tandon

VFL seeks to raise veteran entrepreneurship rates through our Veterans Entrepreneurship Training (VET) program. Local entrepreneurs, industry leaders, and our team offer a curriculum that features a capstone project, hands-on experiential learning, and mentorship. Graduates will leave the program able to leverage learned entrepreneurial skills into new ventures and career opportunities.

futurelabs.nyc/programs/veterans-entrepreneurship-training

87 35th St. 2nd Fl Brooklyn, NY 11232

CEO Circle

Bunker Labs

CEOCircle is a monthly mastermind group of pre-selected, post-revenue growth stage companies whose CEO's are military veterans or spouses.

Steven Grant
steven.grant@bunkerlabs.org

Julian Wood
julian.wood@bunkerlabs.org

Alexa Modero
alexa.modero@bunkerlabs.org

info@bunkerlabs.org

bunkerlabs.org/our-programs/ceocircle

142 W 57th St., Fl 11, New York, NY 10020

Veterans in Residence

Bunker Labs

Veterans in Residence powered by Bunker Labs is an initiative in partnership with Bunker Labs providing space, services, business mentorship, and community to help veteran and military family member entrepreneurs find their tribe and create their life's work.

Steven Grant

steven.grant@bunkerlabs.org

Julian Wood

julian.wood@bunkerlabs.org

Alexa Modero

alexa.modero@bunkerlabs.org

info@bunkerlabs.org

bunkerlabs.org/our-programs/veterans-in-residence

142 W 57th St., Fl 11, New York, NY 10020



CERTIFICATION

**Get your
business properly
certified as
minority,
woman,
LGBT,
or veteran
owned.**



Minority and Women Owned Businesses (MWBE) benefit from State Funded Programs & Services

Every day, the Queens Chamber of Commerce puts its vast network of connections to use helping local businesses. Businesses like JGM Construction Development, who the Chamber connected with Sharon Savoca of Savoca Enterprises.

Savoca, a growth strategy consultant has aided JGM in expanding their pool of laborers and suppliers to include more organizations that are minorities and women owned business enterprises (MWBE), strengthening their competitive edge when bidding for projects with diversity requirements.

City and state jobs vary on their individual MWBE compliance requirements, and the guidelines can be specific. For instance, a job may have a requirement of 18% MBE, 12% WBE, and 6% Disadvantaged Veterans (DVA). "Each project is different," said JGM founder John Comack, noting that Savoca has been hands-on in keeping JGM in compliance with MWBE guidelines. Savoca helped bring JGM into compliance with the Economic Development Corporation.

Without the Chamber's introduction to Savoca, fulfilling those project-specific requirements would cost JGM more in time and resources.

Besides connecting him to Savoca, the Chamber also opened doors to potential clients at Kennedy and LaGuardia Airports. "The Chamber is just really making introductions," Comack said. "They understand business development. They understand how to put all businesses together. They look at things on multiple levels."

Among JGM's projects, they have worked with corporate, educational, and residential organizations, such as developing a prototype for the branches of MCU Banking, making architectural and mechanical upgrades at SUNY: Stony Brook, and adding seven floors to an existing multi-story building.

Of the Chamber, Comack said, "I'm very impressed with the professionalism. They put people together to help each other."

PROGRAMS

&

SERVICES

MWBE Certification Assistance

Women Presidents' Educational Organization

WPEO is a dynamic community of certified women-owned businesses. By providing Women's Business Enterprise National Council (WBENC) certification as a Women's Business Enterprise, WPEO helps you gain access to business opportunities across America.

certification@womenpresidentsorg.com

(212) 688-4114

wpeo.us/certification/overview

155 E 55th St., Ste 4H New York, NY 10022

MBE Certification Assistance

National Minority Supplier Development Council

The National Minority Supplier Development Council advances business opportunities for certified minority business enterprises and connects them to corporate members.

www.nmsdc.org/contact-nmsdc

(212) 944-2430

nmsdc.org/mbes/mbe-certification

1359 Broadway, Suite #1000, New York, NY 10018

MBE Certification Assistance

NY & NJ Minority Supplier Development Council

The New York & New Jersey Minority Supplier Development Council, identifies minority suppliers; certifies bona-fide minority business enterprises; and facilitates procurement opportunities between major purchasing entities and Council-certified minority suppliers.

Dora Reddick

dreddick@nynjmsdc.org

certification@nynjmsdc.org

(212) 502-5663

nynjmsdc.org/get-certified

65 W 36th St. Suite 702 NY, NY 10018

Minority & Women Owned Business Certification

NYS ESD

Certifies MWBE firms for State contracting and publishes an on-line directory of certified MWBEs.

esd.ny.gov/mwbe-new-certification

Division of Minority & Women Business Development (DMWBD)

NYS ESD

Empire State Development's DMWBD helps minority and women business enterprises obtain MWBE certification, financial resources, contracting opportunities, information about upcoming events, and technical assistance.

mwbecertification@esd.ny.gov

(855) 373-4692

esd.ny.gov/doing-business-ny/mwbe

MWBE Certification Program

Queens Economic Development Corporation

Queens Economic Development Corporation is proud to be a member of the MWBE Leadership Association, a group of business service organizations helping the New York City Department of Small Business Services promote and foster the growth of local minority and women-owned businesses through certification and capacity-building services.

Ricardi Calixte

rc@queensny.org

queensny.org/qedc/business/programs/m_wbe_certification_program/

LGBT Certification

National LGBT Chamber of Commerce

The NGLCC is the exclusive, third-party certification body that verifies that eligible businesses are majority-owned by LGBT individuals, and subsequently grants LGBT Business Enterprise® (LGBTBE®) designation to such businesses as part of its LGBT Supplier Diversity Initiative.

supplierdiversity@nglcc.org

(202) 234-9181

nglcc.org/get-certified

1331 F St., Suite 900 Washington, D.C. 20004

Veteran Certification Assistance

LaGuardia Procurement Technical Assistance Program

The LaGuardia Community College Procurement Technical Assistance Center (PTAC), established in 1999, helps businesses in Queens and beyond to market their goods and services to the Federal, State and local governments.

Edgard Hernandez
ehernandez@lagcc.cuny.edu
(718) 482-5306

Linda Mellon
lmellon@lagcc.cuny.edu
(716) 938-2331

Lauren Linakis
llinakis@lagcc.cuny.edu
(718) 730-7515

Joshua Tosi
jtosi@lagcc.cuny.edu
(718) 482-5323

laguardia.edu/ptac

30-20 Thomson Ave. Long Island City, NY 11101

Vets First Verification Program

US Department of Veterans Affairs

The Vets First Verification Program affords verified firms owned and controlled by Veterans and Service-disabled Veterans the opportunity to compete for VA set asides.

osdbu@va.gov
(866) 584-2344
va.gov/osdbu/verification

810 Vermont Ave., NW Washington, DC 20420

**Veteran Certification Assistance NYC Dept of Small
Business Services - PTAC**
NYC Dept of Small Business Services -PTAC

Emmanuel Anosike
eanosike@sbs.nyc.gov

Vyacheslav Tereshchenko
steresh@sbs.nyc.gov

Roman Jaremczuk
rjaremczuk@sbs.nyc.gov

Helen Wilson
hwilson@sbs.nyc.gov

Sheila Liburd-Evelyn
sliburd-evelyn@sbs.nyc.gov

nyc.gov/sbs

(212) 513-6444



PROCUREMENT

**Do business
with the
State & City.**



SUCCESS STORY

Opportunities Taking Off at LaGuardia, JFK

With both LaGuardia and John F. Kennedy airports undergoing multi-billion dollar renovations, opportunities for local firms and contractors are booming.

Recently, a panel of experts who are currently working on the projects provided updates on the status of both airports and the job opportunities they will provide.

LaGuardia Airport is in the midst of an \$8 billion transformation, the first significant redevelopment project there in two decades.

The \$4 billion Terminal B project is a public-private partnership between the Port Authority and the private entity LaGuardia Gateway Partners. The project includes a new 35-gate terminal, a central hall, parking garage, new roadways and infrastructure..

When the new Terminal B eastern concourse opened late last year, the Port Authority announced that its concession partners hired 374 employees. About 55 percent of them were from Queens.

Suzette Bather-Taylor, senior program director of Strategic Capital Initiatives with the Port Authority, said the redevelopments are focusing on not just minority and women-owned business enterprise (MWBE) participation, but local hiring as well.

So far, the MWBE participation for the LaGuardia project has reached over \$1.2 billion across 890 contracts. The local

participation is above \$390 million, Bather-Taylor said.

JFK Airport, meanwhile, is undergoing a \$13 billion program, with \$1 billion in seed money from the Port Authority and \$12 billion in private funding. The redevelopment would create a new Terminal One and JetBlue's Terminal 6.

Officials expect the project to produce 9,600 direct jobs and more than 15,000 total jobs.

Part of that engagement is the JFK Redevelopment Community Advisory Council, co-chaired by Congressman Gregory Meeks and former Borough President Melinda Katz. The council includes local elected officials, community boards, local clergy, civic and business organizations.

Bathers-Taylor said the group is tasked with identifying what's most meaningful to the community and how to communicate those opportunities.

David Garten, senior vice president of infrastructure investment and emerging sub-markets at RXR Realty, added that jobs training, working with organized labor, entrepreneur programs, business training, and youth programs are all possible benefits generated from the council.

"Opportunities are going from the entire life cycle of the project," Bathers-Taylor said, including construction, maintenance, operations and concessions. "With that foundation, there is work for you."

PROGRAMS

&

SERVICES

NYS Contract Reporter

NYS ESD

An online publication listing NYS bid opportunities for goods and services.

nyscr.ny.gov/

NYS Procurement Information

NYS ESD

General information on the NYS government procurement process, how a business can prepare to enter this marketplace, and referrals to other resources.

(518) 292-5266

Selling to NY State

NYS Department of General Services

OGS Procurement Services is the state's centralized procurement office. We manage yearly contracts for commodities, services, and technology for New York government agencies, local governments, school districts, and nonprofit organizations.

customer.services@ogs.ny.gov

Procurement Assistance - US Dept of Transportation

LaGuardia Procurement Technical Assistance Center

The U.S. Department of Transportation's Small Business Transportation Resource Center helps new and emerging businesses obtain transportation-related contracts. We provide training and advising on marketing to the Department of Transportation, Disadvantaged Business Enterprise certification, short-term lending, and bonding assistance.

George Schreiner, Director of Enrollement Management

ACereg@lagcc.cuny.edu

(718) 482-7244

laguardia.edu/ce/pages/business-services/small-business-transportation-resource-center

30-20 Thomson Ave., Room B309 Long Island City, NY 11101

Procurement Assistance

NYS Office of General Services -Office of Minority and Women Owned Business Enterprises

OMWBE participates in conferences, meetings, and other forums around the state throughout the year, in an effort to increase awareness and educate people about the state's MWBE program and how to do business with New York State.

MWBE@ogs.ny.gov

(518) 486-9284

ogs.ny.gov/MWBE

29th Fl, Corning Tower, Empire State Plaza Albany, NY 12242

Procurement Assistance

LaGuardia Procurement Technical Assistance Center

The LaGuardia Community College Procurement Technical Assistance Center (PTAC), established in 1999, helps businesses in Queens and beyond to market their goods and services to the Federal, State, and local governments. We strive to simplify the steps needed to help you successfully sell to the government.

ptac@lagcc.cuny.edu

(718) 482-5306

laguardia.edu/ptac/

30-20 Thomson Ave. Long Island City, NY 11101

Procurement Assistance

NYS Office of General Services -Division of Service-Disabled Veterans' Business Development

The OGS Division of Service-Disabled Veterans' Business Development is responsible for certifying eligible SDVOBs and assisting and promoting their participation in the state's procurement activities.

VeteransDevelopment@ogs.ny.gov

(518) 474-2015

ogs.ny.gov/veterans

32nd Floor, Corning Tower, Empire State Plaza, Albany, NY 12242

Procurement Assistance

LaGuardia Procurement Technical Assistance Center

The LaGuardia Community College Procurement Technical Assistance Center (PTAC), established in 1999, helps businesses in Queens and beyond to market their goods and services to the Federal, State and local governments. We strive to simplify the steps needed to help you successfully sell to the government.

ptac@lagcc.cuny.edu

(718) 482-5306

laguardia.edu/ptac

30-20 Thomson Ave. Long Island City, NY 11101



FINANCING, TAX BREAKS, & INCENTIVES

Capital,

tax breaks,

& incentives

to help your

business thrive.

Event Budget

Profit - Loss Summary

	Estimated	Actual
TOTAL INCOME	\$1,394.00	\$1,820.00
TOTAL EXPENSES	\$650.00	\$200.00
TOTAL PROFIT	\$1,084.00	\$1,620.00

ESTIMATED

TOTAL INCOME TOTAL EXPENSES



ACTUAL

TOTAL INCOME TOTAL EXPENSES



TOTAL PROFIT



Smart buildings are smart business

None of us can truly work smart today without housing our businesses in “smart” buildings, buildings that leverage technology to improve system performance for energy savings and operational improvements. This technology includes software that can track energy usage and optimize your building’s efficiency to reduce waste and lower costs.

The savings from a smart building are not insignificant. HVAC system upgrades can result in savings of 40 to 60 percent of your HVAC’s contribution to your energy bill and lighting upgrades can result in savings of 20 to 70 percent. These improvements, coupled with cloud-based analytics and a building management system, may reduce your overall energy bill by as much as 50 percent.

Not only does the technology save you money, you can even earn incentives for exhibiting positive control over your building’s systems. Large incentives are available at the utility, state, and regional grid management levels. The New York State’s Real Time Energy Management Program directly compensates buildings that pursue a retrofit based on data, control, and ongoing management.

In addition to incentives, upfront build out costs might even be covered. You can complete a retrofit at no cost and no risk under a Managed Energy Ser-

vices Agreement (MESA) and get repaid from the energy savings. There is no down payment, origination fee, or any upfront cost, and business owners are sheltered from performance risk.

You pay a level billing amount based on what you paid for energy during the prior year. Once the MESA ends, you go back to paying your regular utility company and realize the full extent of your savings for years to come.

Smart buildings also generally qualify for Energy Efficiency Insurance policies that secure the cash flows from energy-saving projects, locking in your returns from retrofit investments.

It is inevitable that your business will operate in a smart building, the only question is when. Municipalities, universities, large corporations, and hospitals have taken advantage of these innovations for decades. The accessibility of no-cost smart building retrofits has finally reached the small business community, and it is here to stay.

A great place to learn more about financing and incentives and get help connecting with qualified engineers and service providers is the Queens Chamber’s Energy Committee. The Energy Committee can be reached by contacting the Chamber’s Manager of Committee Development Jef Gross at jgross@queenschamber.org.

PROGRAMS

&

SERVICES

Linked Deposit Program

NYS ESD

The Linked Deposit Program (LDP) helps existing New York State firms obtain reduced-rate financing so they can undertake investments to improve competitiveness, expand markets, develop new products, and modernize facilities.

linkeddeposit@esd.ny.gov

(518) 292-5261

esd.ny.gov/linked-deposit-program

TV & Film Tax Credits

NYS ESD

Tax credits for film, television and commercial production & assistance to film production companies including scouting, research, location images and working with local officials.

Gigi Semone, Executive Director, NYS Governor's Office of Motion Picture & Television Development

nyfilm@esd.ny.gov

(212) 803-2330

esd.ny.gov/industries/tv-and-film

Alternative Lenders Directory

NYS ESD

A listing of local and statewide alternative lenders that work with a wide range of small businesses.

esd.ny.gov/lender-directory

Tax & Energy Incentives

NYS ESD

To provide New York State businesses with a competitive edge, there are all forms of tax incentives, business incentives, and tax credits in New York State, all designed to benefit small or expanding businesses as well as film and TV production companies.

nys-nyc@esd.ny.gov

(212) 803-3130

esd.ny.gov/doing-business-ny/tax-based-incentives

633 Third Ave., 36th Floor, New York, New York 10017

Commercial New Construction Program

NYSERDA

Offers customers a way to affect a permanent transformation in the way new and substantially renovated buildings are designed and constructed.

NewConstructionProgram@nyserda.ny.gov

(866)NYSERDA or (518)862-1090

nyserda.ny.gov/all-programs/programs/new-construction-program

17 Columbia Circle Albany, NY 12203-6399

Metropolitan Economic Revitalization Fund (MERF)

NYS ESD

Provides loans to businesses or governments investing in projects that retain or create a significant number of private-sector jobs in economically distressed areas within the New York service area of the Port Authority of New York and New Jersey, including New York City and parts of Nassau, Westchester and Rockland counties.

Rafael Salaberrios, Vice President of Economic Revitalization

(212) 803-3219

esd.ny.gov/metropolitan-economic-revitalization-fund-program

Job Development Authority Direct Loan Program ***NYS ESD***

Provides direct loans for the growth of manufacturing and other eligible businesses within New York State by assisting in financing a portion of the cost of acquiring and renovating existing buildings or constructing new buildings or for purchasing machinery and equipment.

Rafael Salaberrios, Vice President of Economic Revitalization
(212) 803-3219

esd.ny.gov/job-development-authority-direct-loan-program

FINANCING, TAX BREAKS, AND INCENTIVES - MWBE

Surety Bond Assistance Program ***NYS ESD***

A newly activated program that provides financial and credit assistance, as well as training and technical support to help small business or MWBE firms secure surety bonds for New York State government contracts. An application may be submitted by a contractor or surety broker/agent at the time a Bid bond or a Payment/Performance bond is required on a New York State agency contract.

Ms. Huey-Min Chuang, Senior Director of Business & Economic Development

BAP@esd.ny.gov

(212) 803-3238

Bridge to Success

NYS ESD

Provides qualified MWBE firms with the short-term financing they need to secure contracting opportunities.

(855) 373-4692

esd.ny.gov/bridge-success-loan-program

Transportation Capital Assistance Program for MWBE Contractors

NYS ESD

Provides government contractor working capital loans to small business enterprises and NYS-certified MWBE firms or who are subcontractors of contractors having transportation-related contracts with NYSDOT.

LaTonya Tinsley

ltinsley@dot.state.ny.us

(518)457-1129

esd.ny.gov/businessprograms/transportationcapitalassistance.html

Alternative Lenders Directory

NYS ESD

A listing of local and statewide alternative lenders to small and minority and women businesses.

esd.ny.gov/lender-directory



WORKFORCE DEVELOPMENT

**Find &
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Andromeda offers training in construction trades

As the construction industry continues to grow, a group of Long Island City-based companies have partnered to offer New Yorkers the opportunity to join the multi-billion dollar field by creating The Andromeda Community Initiative, a nonprofit workforce development organization, which provides training, career advancement and relationship-building in the building restoration industry.

The Initiative shares a new, award-winning facility at 49-12 31st Place with its sister companies, the Andromeda Academy of Construction Trades, an accredited training school that offers Department of Buildings and OSHA certifications, and Andromeda Advantage, a logistics support company for the industry.

Rachel Charlop-Powers, director of the Andromeda Community Initiative (ACI), spoke of the nonprofit's "tremendous commitment" to innovation, quality and safety. "The foundation of the construction industry is safety and skills," she said. "Every single person who accesses a job site is entitled to go home healthy, well and with fair pay in their pocket."

The training courses, provided in-house, are developed to meet industry needs. The curriculum for certification courses are created "in dialogue" with the certifying entities, which are either DOB or OSHA. Andromeda also works closely with employment experts to understand what employers are looking for. "We're

committed to catering to that need," Charlop-Powers added, "supporting it and ensuring that the opportunity to get the training required is available.

According to Charlop-Powers, job projections in the next decade or two show that there will be increasing opportunity for employment in construction. "There are a lot of people who are now leaving the trades or are retiring," she said. "There's a real need for the next generation to come in to replace them. We estimate there are about 20,000 jobs in the field and the opportunity for employment is only going to grow as people leave the field."

While Andromeda provides training broadly on construction trades, including plumbing, electrical and carpentry, it also has a specific program on building restoration, a sector of the industry worth \$1.5 Billion.

Another focus of ACI is serving underrepresented New Yorkers who want to pursue a career in the field. Charlop-Powers said every person, regardless of their background, deserves a career path that will allow them to support a family.

"We're committed to finding the right match, people who want to do this work with the employers that want to have qualified workers," she said. "We are looking to provide opportunity to those who would otherwise have a challenge accessing those opportunities."

PROGRAMS

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SERVICES

Shared Work

NY Dept of Labor

Consider the Shared Work program as you manage business cycles and seasonal adjustments. Shared Work lets you keep trained staff and avoid layoffs. Employees can receive partial Unemployment Insurance benefits while working reduced hours. Full-time, part-time, and seasonal employees are eligible.

sharedworkinfo@labor.ny.gov

(518) 549-0496

labor.ny.gov/ui/employerinfo/shared-work-program.shtm

NY Talent

NY Dept of Labor

Posting jobs on NYTalent enables businesses to search resumes of qualified candidates and contact select individuals to learn more about the position. The system also serves as an applicant tracking system so businesses remain compliant with reporting regulations.

NYTalent@labor.ny.gov

(518) 457-7110

nytalentbank.labor.ny.gov

Business Services

NY Dept of Labor

Business Services staff across the state can help you compete in today's tough business environment. We offer many services to help you with your workforce needs including recruitment and career fairs, apprenticeship programs, and tax credits.

Ingrid Gonzales

Ingrid.Gonzalez@labor.ny.gov

(718) 613-3657

<https://labor.ny.gov/businessservices/landing.shtm>

9 Bond St. 4th Fl Brooklyn, NY 11201

HR Consultation

NY Dept of Labor

Occupational Analysts can help businesses with a variety of human resources issues at no cost, potentially saving businesses thousands of dollars each year. Services include:

- Skills gap analysis
- Employee handbooks
- Legal compliance
- Interview techniques
- Employee orientations
- Turnover analysis

Yan Zhou

yan.zhou@labor.ny.gov

(718) 613-3406

labor.ny.gov/businessservices/services/servicesindex.shtm

9 Bond St. 4th Fl Brooklyn, NY 11201

WORKFORCE - VETERANS

Hire a Veteran

NY Dept of Labor

The Hire a Veteran program advocates on behalf of veterans with business, industry, and community organizations to promote employment and training opportunities for veterans. They also provide services including job matching and job placement for veterans, conduct employer outreach, inform Federal contractors of the process to hire qualified veterans, and promote credentialing and licensing opportunities for veterans.

Lobsang Salaka

Lobsang.Salaka@labor.ny.gov

(718) 321-6363

<https://www.labor.ny.gov/businessservices/hire-a-veteran.shtm>

138-60 Barclay Ave 2nd Fl Flushing, NY 11355



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Incubators are helping Queens grow

According to the New York City Economic Development Corporation (NYCEDC), New York City's tech ecosystem accounts for over 291,000 jobs and more than \$124.7 billion in economic output. New York City's 7,500-plus technology firms raised in excess of \$9.6 billion in venture funding in 2016, and New York City has seen an 18 percent growth in tech sector jobs over the past ten years, continuing to stand at the forefront of entrepreneurial growth in the tech sector.

And, as the sector expands, there is growing support for entrepreneurial companies in New York, such as accelerators, workspaces, business groups, and other government initiatives.

For example, NYCEDC programs like the International Innovators Initiative (IN2NYC) partner with Queens Chamber members Queens College and LaGuardia Community College – two of more than seven higher-educational systems in the borough – to allow foreign-born entrepreneurs access to uncapped H-1B visas to expand their businesses in New York in exchange for partnering with schools on projects like research and student mentoring.

Incubators and accelerators are drawn to New York City for good reasons. Compared to Silicon Valley, New York enjoys two distinct advantages: its tech sector works with a wider range of industries and its companies combine technology with consumer goods.

The business revolution of the next several decades will be about transforming large industries that no longer meet their customers' demands into something more efficient and personal, and that can happen only where those industries are located. So, although Silicon Valley dominated the first wave of technology disruption, the advantage has shifted to New York, with its vastly greater diversity of businesses.

New York City also boasts a diversity of background, culture, and gender. Between 2009 and 2014, New York City had the largest number of companies with a female founder of any location in the country. Of 374 startup companies founded in New York City during that time 21 percent had a female founder.*

Further, a study by the Center for Urban Future found that New York City's tech sector employees were 16 percent Asian, 11 percent Hispanic, and 9 percent African American.

Workers here, as City Hall says, are not “siloed in tech campuses far from the communities they live.”

*Stats and analysis by Crunchbase.

PROGRAMS

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SERVICES

Jamaica Feasts

NYCEDC

Jamaica FEASTS provides resources, training, and 1-on-1 mentorship for entrepreneurs seeking to start or grow their food businesses. The program was designed to train the next generation of food business entrepreneurs by providing training and workspace to develop new restaurants, packaged foods, and catering businesses in Queens.

(718) 990-0895

nycedc.com/program/jamaica-feasts-incubator

Entrepreneur Space

Queens Economic Development Corp/NYS ESD

Entrepreneur Space is for small and start-up businesses who need to leave the nest, but aren't quite ready to take on the obligations and cost of a full-fledged space with a long term lease. By providing new businesses an affordable commercial kitchen, educational events, and business counseling we can help them succeed – so that one day they “fly away” and find their permanent home.

tours.entrepreneurspace@gmail.com

(718) 392-0025

entrepreneurspace-qedc.com

36-46 37th St., Long Island City, NY 11101

NY Designs

LaGuardia College/NYS ESD

Founded in 2006, NYDesigns is dedicated to the success of design and hardware tech startups in NYC. Companies in the incubator get three years of private studio space and access to a network of mentors and advisers. Makers can prototype their designs and ideas in a safe and secure 5,000-sq-ft fabrication lab. We also produce events and programs for a thriving community of creators and innovators.

info@nydesigns.org

(718) 663-8400

nydesigns.org

29-10 Thomson Ave 7th Fl LIC, NY 11101

LGBT - INCUBATORS & ACCELERATORS

Growth Lab

Start Out

StartOut Growth Lab is a startup accelerator that offers top quality office space, mentoring, education, and networking opportunities for young companies that happen to be founded or co-founded by LGBTQ entrepreneurs.

info@startout.org

(415) 275-2446

startout.org/growth-lab

1001 Ave. of the Americas 14th Floor, New York, NY 10018

VETERANS - INCUBATORS & ACCELERATORS

CEO Circle

Bunker Labs

CEOCircle is a monthly mastermind group of pre-selected, post-revenue growth stage companies whose CEO's are military veterans or spouses.

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bunkerlabs.org/our-programs/ceocircle

142 W 57th St., Fl 11, New York, NY 10020

Veterans in Residence

Bunker Labs

Veterans in Residence powered by Bunker Labs is an initiative in partnership with Bunker Labs providing space, services, business mentorship, and community to help veteran and military family member entrepreneurs find their tribe and create their life's work.

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BUSINESS SERVICES GUIDE



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