

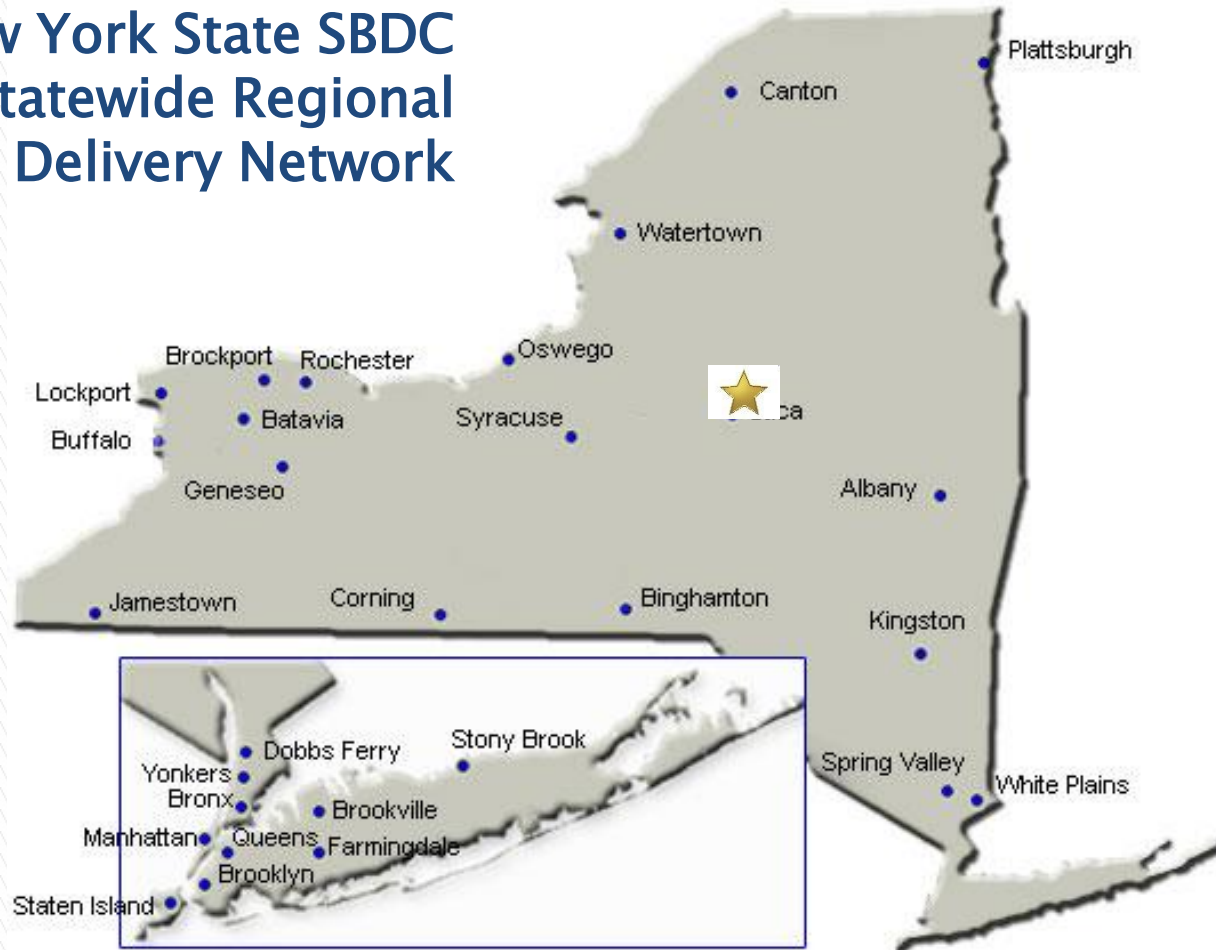


Mohawk Valley Small Business Development Center

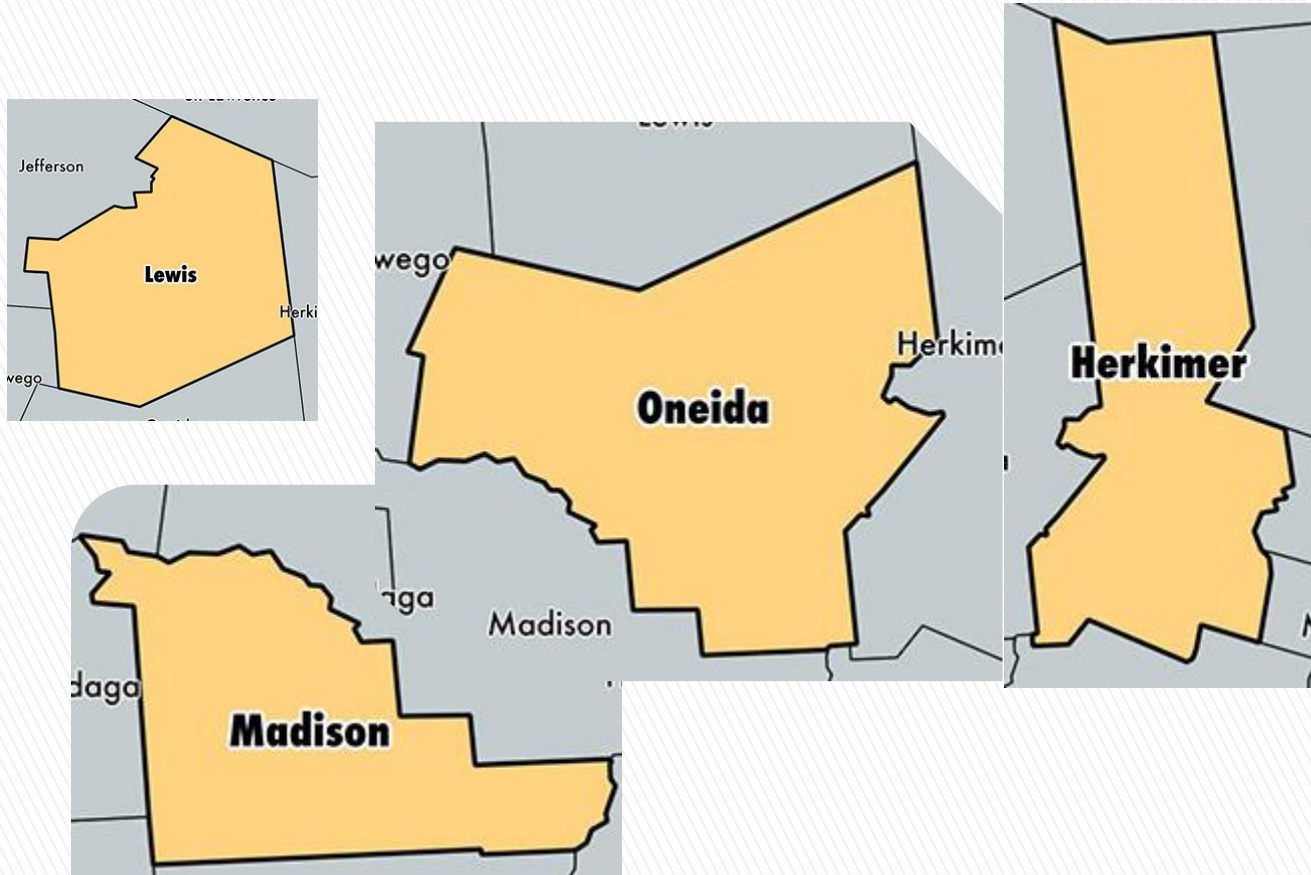
Small Business Symposium
March 28, 2017

Supporting Small Business Statewide

New York State SBDC Statewide Regional Center Delivery Network



Mohawk Valley SBDC Service Area

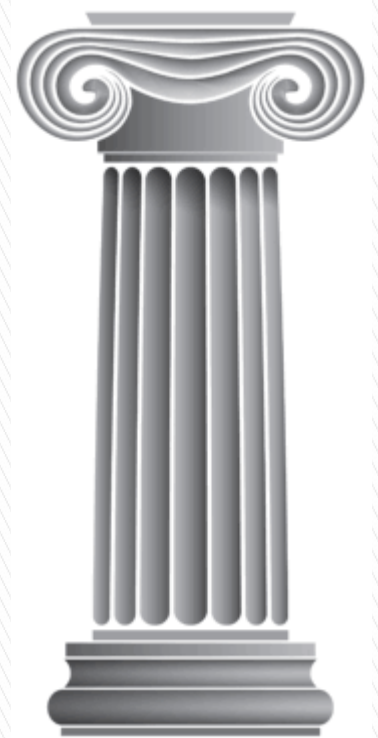
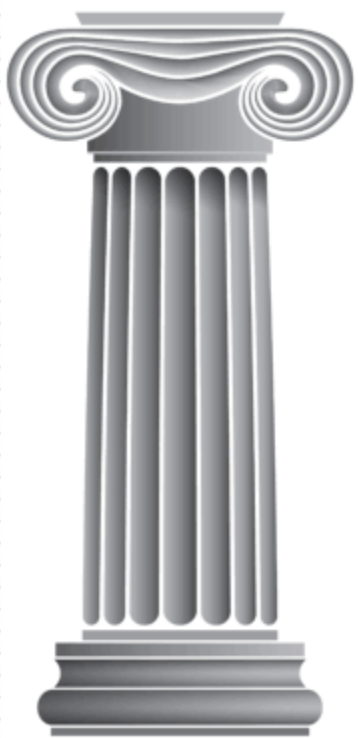


Local Economic Impact

Since our start in 1986, the expert advisors of the Mohawk Valley SBDC have worked directly with **13,076** businesses, helping them to invest **\$238,121,754** in the area's economy, and create or save **7,237** jobs.

Four Key Benefits

1. FREE, confidential business advisement
2. Technology services
3. Research network access
4. Procurement Assistance Center
 - BidLinx bid-matching service



Business Advisement

- ▶ Small business startup assistance
 - Licensing, HR, insurance and legal considerations
- ▶ Business plan development
- ▶ Costs analysis/financial projections
- ▶ Identifying sources of capital
- ▶ Marketing/advertising strategy
 - Social media

Specialty Programs

- ▶ Technology & innovation assistance
 - Patents, trademarks, grants
- ▶ Cybersecurity for small business
- ▶ Import–Export / International trade
- ▶ Social Enterprises
- ▶ Procurement / Government Contracting

Technology Services

- ▶ **One of 11 Technical Assistance Centers** across the country
- ▶ **Technical Entrepreneurs-in-Residence (TEIR)** located in SBDC regional centers in Albany, Brockport, Binghamton, Rockland and Stony Brook.
 - Real-life experience founding, funding, operating and selling small, tech-based businesses
 - Commercialization
 - Licensing
 - Intellectual Property Protection
 - Financing

Research

- ▶ NY SBDC Research Network
 - Demographic information
 - Current industry trends
 - Consumer spending habits
 - Competitive information
 - Financial norms and industry ratios
 - Preliminary patent or trademark searches

- ▶ SUNY Polytechnic Institute
 - Databases
 - Faculty

Procurement Assistance Center

- ▶ Expand your customer base by selling to government agencies
 - 1:1 assistance navigating the process for how to do business w/federal, state & local government agencies
 - Certification process: access set-aside programs & utilization goals
- ▶ Sign up for BidLinx: NY SBDC's government contract bid-matching service
 - Notifications of bid opportunities for your specific areas of expertise

We Want to Connect with You!

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Questions?



Thank You!

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