



U.S. AIR FORCE

AMY AMOROSO VETERAN BUSINESS ADVISOR

Small Business Development Center
6 Executive Park Drive
Entrance B
Albany, NY 12203
aamoroso@albany.edu
518-380-5069

VBOP Offices and Outreach

- ▣ Brooklyn
 - Kelly Saeli
 - (718) 797-0187
- ▣ Albany
 - Amy Amoroso
 - (518) 380-5069
- ▣ Buffalo
 - John McKeone
 - (716) 878-4030
- ▣ Farmingdale
 - Robert Piechota
 - (631) 307-8890



Overview of SBDC Services

- ▣ Business Plan Development
- ▣ Financial Projections
- ▣ Small Business Start up Information
- ▣ Buying/Selling a Business
- ▣ Business Expansion
- ▣ Marketing Strategies
- ▣ Market Research
- ▣ Cost Analysis/Financial Management
- ▣ Identifying Sources of Capital
- ▣ Business Growth Strategies
- ▣ International Trade

Additional VBOP Services

- ▣ Entrepreneurial Training and Counseling
 - Entreskills for Veterans-
www.nyssbdc.org
 - Office of Entrepreneurial Education
 - Distance learning
- ▣ Government Procurement Certification
 - MWBE-Certification through ESD
 - BidLinx

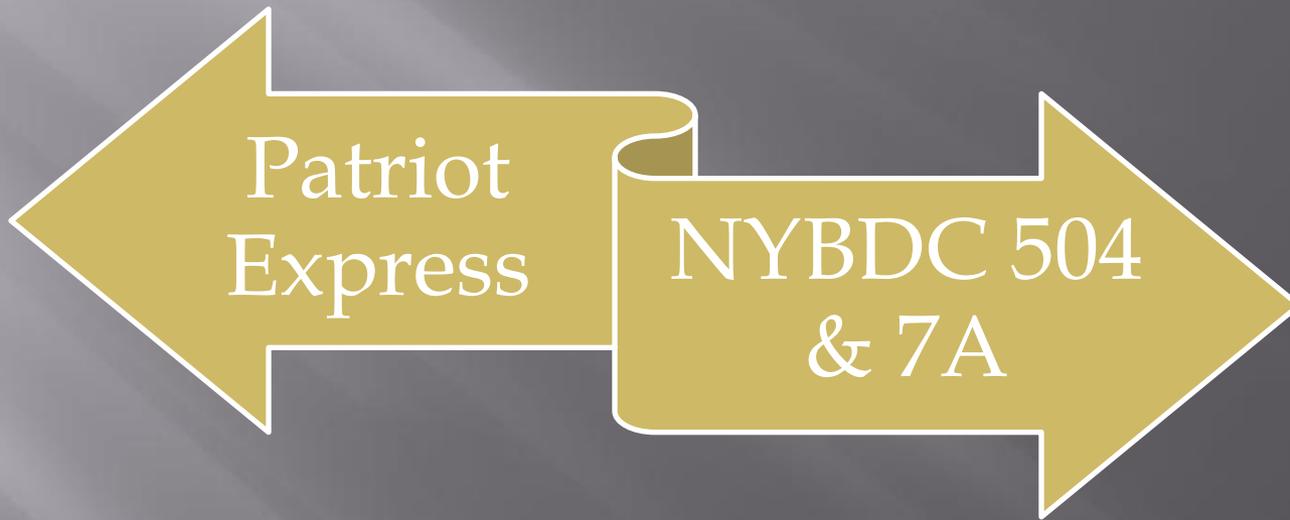


Steps to think about when Starting Your Business

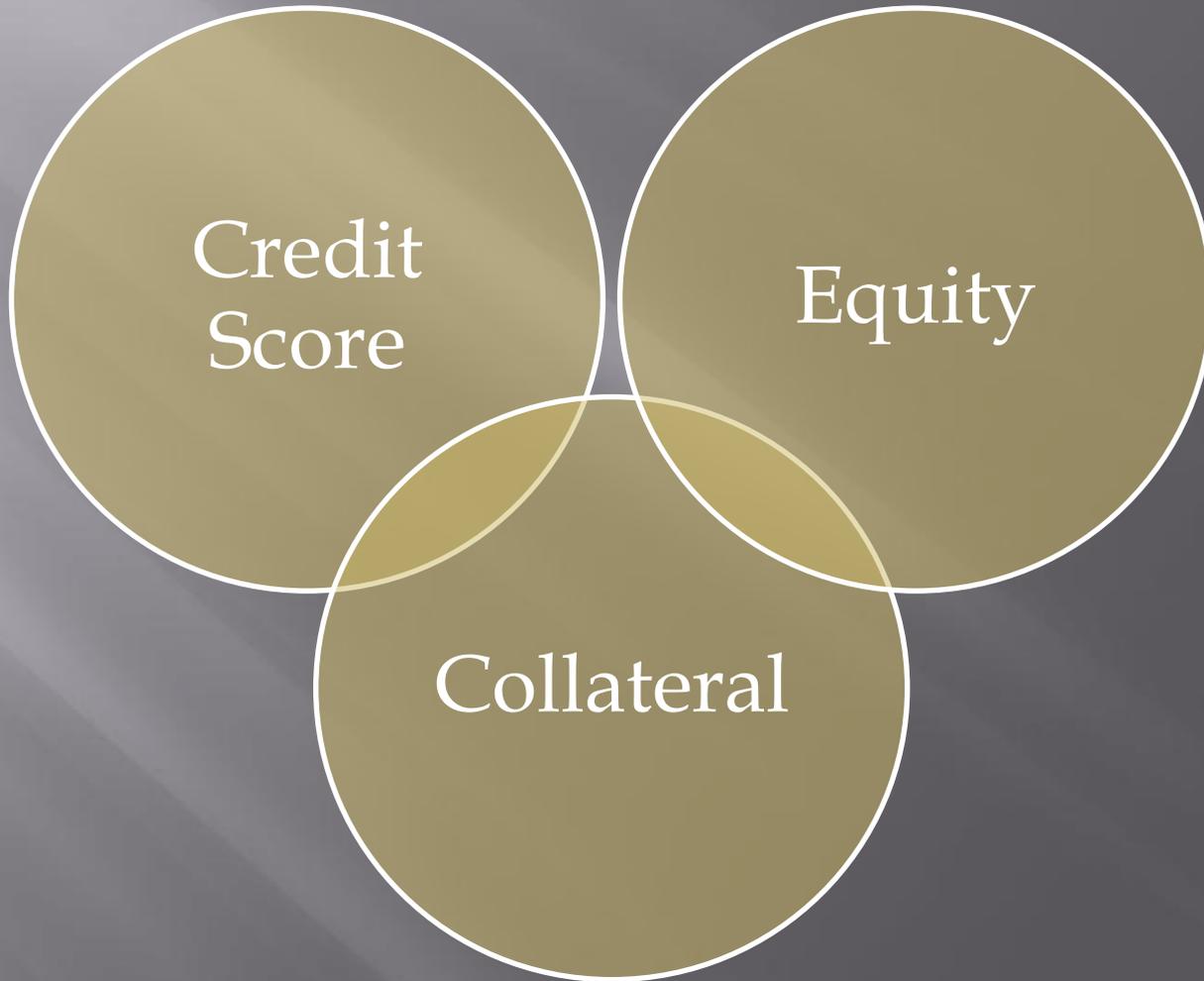
- ▣ Business Entity
- ▣ Permits/Zoning
- ▣ EIN #
- ▣ NYS Tax and Finance
- ▣ Employees
- ▣ Insurance



Veteran/Spouse Loan Programs through SBA



CREDIT Issues



SBDC/SBA Successes

- ▣ Apple Computer
- ▣ Ben & Jerry's
- ▣ Staples
- ▣ Intel
- ▣ Nike
- ▣ Federal Express
- ▣ Chobani Yogurt
- ▣ Stickley Furniture
- ▣ Otis Technology



**Thank you for your
Service & Sacrifice**