

Buffalo Rochester Small Business Development Map



BUSINESS IDEA

- Assistance with ideation:
 - o Market research
 - o feasibility
- Assistance with Business Plan Development
- Assistance with Business formation
- Assistance with product development
- Mastery of basic business fundamentals, such as:
 - o Use of excel of other business software
 - o Networking
 - o Understanding how to apply financial principals
- Seed funding

GROWTH

- Assistance with compliance:
 - o Insurance
 - o HR
- Assistance with certification
- Assistance with expansion and scaling
- Assistance with logistics, product development
- Funding sources:
 - o Social networks
 - o Savings
 - o CDFIs
 - o Angel Investors
 - o Banks
 - o Equity Stake
 - o Grants
 - o Economic Development

DECLINE

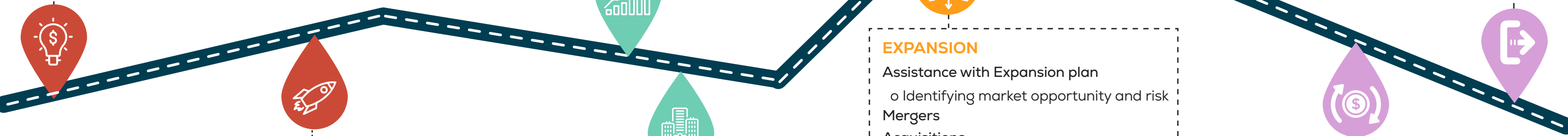
Assistance with legal and consulting services to revise and implement strategic plan for:

- o Downsizing
- o Asset sales
- o Discontinuance
- o Mergers
- o Acquisitions

EXIT

Assistance with financial, legal and consulting services to revise and implement strategic plan for:

- o Exit plan
- o Business closure



LAUNCH

- Assistance with customer base development and engagement
- Developing an online presence
- Assistance with Registration, permitting, contracts, licensing, operating agreement
- Marketing
- Early funding:
 - o Social networks
 - o Grants
 - o CDFIs
 - o Savings
 - o Banks

ESTABLISHMENT

- Automation
- Outsourcing
- Process improvement
- Sustainability Plan
- Funding sources:
 - o Banks
 - o Government Economic development organization
 - o Equity Stake
 - o Personal
 - o Economic Development
 - o Investment
 - o Profits
 - o Investors
 - o Business capita

EXPANSION

- Assistance with Expansion plan
 - o Identifying market opportunity and risk
- Mergers
- Acquisitions
- Funding sources:
 - o Joint ventures
 - o Mergers
 - o Acquisitions
 - o Banks
 - o Licensing
 - o New investors
 - o Partners
 - o Economic development organization
 - o Private investment
 - o Business capita

SUCCESSION

Assistance with financial, legal and consulting services to revise and implement strategic plan for:

- o Transition plan
- o Inheritance
- o Buyout/sell
