



NASSAU COUNTY OFFICE OF ECONOMIC  
DEVELOPMENT

# Business Development

## **ENERGY**

**National Grid (516-545-3873)**

**[www2.nationalgridus.com](http://www2.nationalgridus.com)**

**Domenic R. Abbatiello—Director of Energy Solutions Services**

**Email: [domenic.abbatiello@ngrid.us.com](mailto:domenic.abbatiello@ngrid.us.com)**

**Business Address: 175 E. Old Country Road; Hicksville, NY 11801**

National Grid is dedicated to helping local companies succeed in today's competitive business environment. By utilizing National Grid's Economic Development Gas Rate (EDGAR), companies can save up to 15% on their natural gas bill. The Commercial Sales Program offers customized rebates and incentives for additional gas equipment, and our Energy Efficiency Program will help lower your energy costs (be sure to ask for your FREE Energy Audit). We also provide free Technical Assistance on Emerging Gas Technologies. To ensure maximum energy utilization, it is important to contact us before you start any renovations.

**Long Island Power Authority—LIPA (516-545-3873)**

**[www.lipower.org/commercial/ecodev/](http://www.lipower.org/commercial/ecodev/)**

**Domenic R. Abbatiello—Director of Energy Solutions Services**

**Email: [domenic.abbatiello@ngrid.us.com](mailto:domenic.abbatiello@ngrid.us.com)**

**Business Address: 175 E. Old Country Road; Hicksville, NY 11801**

LIPA's Economic Development programs and services have a common goal: to help LI commercial/industrial businesses become more profitable by helping them manage their energy demands. Whether your company is expanding, relocating or starting up, LIPA's Economic Development programs can provide the incentives and assistance businesses need to call LI home. Our team of Economic Development professionals can also serve as your single point of contact for accessing Long Island's wealth of economic and governmental programs and services. Please contact us before you begin your project to be eligible for our incentives. Workforce NY provides employee assistance and funds as grants to businesses located throughout Nassau County to train incumbent workers in specific skills. Represents Town of North Hempstead, Town of Oyster Bay, and the City of Glen Cove.

Community and Economic Development Clinic provide transactional (non-litigation) assistance to nonprofits, community-based organizations and micro-enterprises in low-income communities in and around Nassau .



## **LABOR**

**Coordinated Agency for Spanish Americans—CASA** (516- 572-0750)

**[www.nassaucountyny.gov/agencies/CASA/index.html](http://www.nassaucountyny.gov/agencies/CASA/index.html)**

**Marianela Jordan—Executive Director**

**Email: [nccasa@nyc.net](mailto:nccasa@nyc.net)**

**Business Address: 40 Main Street; Hempstead, New York 11550**

The Coordinating Agency for Spanish Americans (CASA) coordinates services for the Latino community that will help educate, empower and integrate individuals to be self sufficient participants in social, economic and civic life. CASA also establishes relevant links for the Latino Community pertaining to community based and business organizations with all pertinent County government departments including but not limited to the areas of: Public Safety, Health and Human Services, Economic Development and General Services such as Parks/Recreation and Emergency Management.

**NYS Department of Labor** (516-934-8521)

**Pamela Bedford—Employee Services Representative**

**Email: [Pamela.Bedford@labor.state.ny.us](mailto:Pamela.Bedford@labor.state.ny.us)**

**Business Address: 303 West Old Country Road; Hicksville, NY 11801**

Workforce NY provides employee assistance and funds as grants to businesses located throughout Nassau County to train incumbent workers in specific skills. Represents Town of North Hempstead, Town of Oyster Bay, and the City of Glen Cove.

**HempsteadWorks** (516-485-5000)

**[www.hempsteadworks.com](http://www.hempsteadworks.com)**

**Ana-Maria Hurado—Board of Director**

**Email: [amh@hempsteadworks.com](mailto:amh@hempsteadworks.com)**

**Business Address: Hempstead Executive Plaza; 50 Clinton Street, Suite 400— 4th floor  
Hempstead, New York. 11550**

HempsteadWorks is a “One-Stop System,” established by the Town of Hempstead.

## **LEGAL**

**Community & Economic Development Clinic**

**Serge Martinez—Associate Clinical Professor of Law**

**Business Address: Hofstra University School of Law; Hempstead, NY 11549-1210**

Community and Economic Development Clinic provide transactional (non-litigation) assistance to nonprofits, community-based organizations and micro-enterprises in low-income communities in and around Nassau .



## **BUSINESS COMMUNITY NETWORK**

**Black Women Enterprises** (516-485-5900 Business; 516-485-0423 Fax)

**<http://www.blackwomenenterprises.org/>**

**Business Address: 730 Fulton Avenue; Hempstead, NY 11550**

The mission of BWE is to identify and remove the barriers that impede the success of black women business owners from participating in government and private sector procurement, promote equal access to capital, educate, advocate, reverse industry trends that foster business failure among black women business owners, serve as a referral resource, and serve as a clearing house for all information related to businesses owned by black women. Although BWE's core mission is to serve Black Women Business Owners, we do not discriminate. All are welcome to join.

**Long Island Association, Inc** (631-493-3000 Business; 631-499-2196 Fax)

**[www.longislandassociation.org](http://www.longislandassociation.org)**

**Matthew T. Crosson, Esq.— President**

**Email: [mcrosson@longislandassociation.org](mailto:mcrosson@longislandassociation.org)**

**Business Address: 80 Hauppauge Road; Commack, New York 11725**

The Long Island Association (LIA) seeks as its mission to lead and unify the region in order to strengthen Long Island as a place to live, work, and do business. The LIA actively advocates the interests of, and promotes cooperation among, the business, labor, educational, scientific, technology, not-for profit and civic communities. It seeks to create and retain balanced economic opportunities and jobs in a clean, healthy and safe environment. As Long Island's Chamber of Commerce, the LIA provides valuable services and programs/representation to its membership organizations, particularly the small business community.

**Long Island Women's Agenda (LIWA)** (516-677-5492 Business; 516-677-1775 Fax )

**[www.liwa.org](http://www.liwa.org)**

**Hillary Rutter – President**

**Email: [rutter@adelphi.edu](mailto:rutter@adelphi.edu)**

**Business Address: 998C Old Country Road, PMB 174; Plainview, NY 11803**

The Long Island Women's Agenda (LIWA), a not-for-profit, nonpartisan coalition of women's organizations and individuals, is an advocacy organization that provides a voice for Long Island women on issues, policies and programs affecting the lives of those living and working on Long Island.



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### **FINANCE**

**Business Property Finance (1-800-784-6717)**

**[www.bizpropertyfinance.com](http://www.bizpropertyfinance.com)**

**Hildy K. Eliach—Senior Vice President**

**Email: [hildyeliach@bizpropertyfinance.com](mailto:hildyeliach@bizpropertyfinance.com)**

**Business Address: 300 Frank W. Burr Blvd., Teaneck, NJ 07666**

Business Property Finance is a recognized national specialist in no-documentation (no tax returns or financial statements required) commercial owner-user mortgage financing from \$350,000 - \$2,250,000.

**Community Development Corporation (631-471-1215 Telephone 631-471-1210 Fax)**

**[www.cdcli.org](http://www.cdcli.org)**

**Wilbur Klatsky—President & CEO**

**Business Address: 2100 Middle Country Road—Suite 300; Centereach, New York 11720**

The Community Development Corporation of Long Island (CDC) is a not-for-profit corporation dedicated to promoting job creation and community economic development by making equity investments, grants and loans to small businesses that do not qualify for financing from traditional sources.

### **The Grow Nassau Fund**

**Sharon Denson—Nassau County Office of Economic  
Development Representative for GNF**

**516-572-1932**

**[sdenson@nassaucountyny.gov](mailto:sdenson@nassaucountyny.gov)**

**Robert Sweet—Director, NDC**

**607-772-8863**

**[rsweet@nationaldevelopmentcouncil.org](mailto:rsweet@nationaldevelopmentcouncil.org)**

The Grow Nassau Fund provides loans for a wide range of business purposes to support small businesses in their development and expansion goals. Eligible small businesses in Nassau County may apply for loans at competitive rates, floating or fixed, for a term up to 25 years. The County is providing administrative assistance to the Grow Nassau Fund pursuant to the County's participation in the United States Department of Housing and Urban Development ("HUD") Community Development Block Grant ("CDBG") Program.

**Long Island Development Corporation (866-433-5432 Business, 516-433-5046 Fax)**

**[www.lidc.org](http://www.lidc.org)**

**Roslyn D. Goldmacher, Esq.—President**

**Email: [biz-loans@lidc.org](mailto:biz-loans@lidc.org) or [Gov-contracts@lidc.org](mailto:Gov-contracts@lidc.org)**

**Business Address: 45 Seaman Avenue; Bethpage, New York 11714**

Long Island Development Corporation (LIDC) is a regional not-for-profit economic development organization providing a variety of low cost loan programs to help businesses and not-for-profit organizations in New York, New Jersey and Connecticut.

- ▶ *Capital Asset—SBA504; New Market Loans (available to not-for-profits)*
- ▶ *Working Capital—LI Targeted Industry—up to \$250,000 for defense dependent manufacturers looking to diversify; bio medical; pharmaceutical; high-end electronics; computer graphics; software development; high impact community projects*
- ▶ *LISBAC—loans for Women Owned Business (WBE) up to \$10,000, start up or existing*

## **FINANCE –Con’t**

### **Nassau County Industrial Development Agency (IDA) (516-571-4160 Business)**

**[www.nassauida.org](http://www.nassauida.org)**

**Joe Gioino—Executive Director**

**Email: [jgioino@nassauida.org](mailto:jgioino@nassauida.org)**

**Business Address: 1100 Franklin Avenue, Ste. 300; Garden City, NY 11530**

The Nassau County Industrial Development Agency is a government agency that assists companies throughout Nassau County with tax and other financial incentives in order to stimulate the economy, and secure and bring jobs to Nassau County without burdening taxpayers by utilizing low- cost financing, tax abatements and reduced energy rates. IDA can also help businesses with relocation, expansion, and development efforts.

### **NYS Empire Development Corporation (631-453-0717 Business)**

**Barry Greenspan—Economic Development Program Administrator**

**Email: [bgreenspan@empire.state.ny.us](mailto:bgreenspan@empire.state.ny.us)**

**Business Address: 150 Motor Parkway; Hauppauge, NY 11788**

New York State economic development professionals offer a wide selection of financial assistance, which provide information to help businesses assess financial impacts, sales and economic forecasts, competitive factors, and ultimately the effect on shareholder value. New York State is investing hundreds of millions of dollars in private and public economic development projects statewide to help revitalize neighborhoods, create and retain jobs, and bring hundreds of thousands of visitors to the state.

▶ **Capital Asset**

*Job Development Association (JDA)—state program providing variable and fixed rate second mortgages up to 40% (max. \$2.4 mil) of building cost for wholesale, manufacturing.*

▶ **Interest Rate Subsidies**

*NYS Linked Deposit—subsidy on first mortgage portion of capital project financing*

### **Town of Hempstead Industrial Development Agency (IDA) (516-489-5000 x3134)**

**[www.tohida.org](http://www.tohida.org)**

**Fred Parola—Executive Director**

**Email: [fparola@tohmail.org](mailto:fparola@tohmail.org)**

**Business Address: 350 Front Street; Hempstead, NY 11550**

The Nassau County Industrial Development Agency is a government agency that assists companies within the Town of Hempstead with tax and other financial incentives in order to stimulate the economy, and secure and bring jobs to the Town of Hempstead without burdening taxpayers by utilizing low- cost financing, tax abatements and reduced energy rates. IDA can also help businesses with relocation, expansion, and development efforts.

### **US Small Business Administration (631-454-0750 x225 Business; 631-454-0769 Fax)**

**Barbara Whiting - Business Development Specialist**

**Email: [barbara.whiting@sba.gov](mailto:barbara.whiting@sba.gov)**

**Business Address: 35 Pine Lawn Road, Suite 207 West; Melville, New York 11747**

The Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government with the responsibility for ensuring the availability of long term technical assistance and financing for small businesses in the nation. Its mission is to assist, aid, counsel and protect the interests of small businesses throughout the country, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of the nation. Among the SBA's main goals are to advise and counsel small businesses through the services of the Small Business Development Centers (SBDC), and the Service Corps of Retired Executives (SCORE). Also, the SBA provides Loan Guaranty Programs, which can fund the varied financing needs of small businesses where financing is otherwise unavailable, through normal lending channels, on reasonable terms.



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## **TECHNICAL ASSISTANCE**

**Farmingdale Small Business Development Center (SBDC) (631-420-2765 Business; 631-370-8895 Fax)**

**<http://www.farmingdale.edu/sbdc>**

**Email: [sbdc@farmingdale.edu](mailto:sbdc@farmingdale.edu)**

**Small Business Development Center**

**Farmingdale State College**

**Campus Commons**

**2350 Route 110; Farmingdale, NY 11735**

The Farmingdale Small Business Development Center (SBDC) is located on the campus of Farmingdale State and provides free, one-on-one business advising. This free technical assistance is available to anyone who wants to start a business or who already owns a business. Services range from answering startup and business structure questions to assisting with business plans, cash flow projections, marketing plans, and loan information.

**Hofstra University Business Development Center (516-463-5285 Business)**

**[www.hofstra.edu/Community/BDC/](http://www.hofstra.edu/Community/BDC/)**

**Judith Tyne—Assistant Dean**

**Email: [judith.tyne@hofstra.edu](mailto:judith.tyne@hofstra.edu)**

**Business Address: 250 Hofstra University; Hempstead, NY 11550**

Hofstra University Business Development Center is to help businesses, public entities and community organizations on Long Island and in the metropolitan area succeed in their various enterprises.

**Long Island Development Corporation (866-433-5432 Business, 516-433-5046 Fax)**

**[www.lidc.org](http://www.lidc.org)**

**Roslyn D. Goldmacher, Esq.—President**

**Email: [biz-loans@lidc.org](mailto:biz-loans@lidc.org) or [Gov-contracts@lidc.org](mailto:Gov-contracts@lidc.org)**

**Business Address: 45 Seaman Avenue; Bethpage, New York 11714**

Long Island Development Corporation (LIDC) is a regional not-for-profit economic development organization providing Procurement Technical Assistance; free counseling and seminars to obtain and perform on government and private sector contracts.

**SCORE Long Island (Service Corps of Retired Executives) (516-572-1989)**

**[www.scorelongisland.org](http://www.scorelongisland.org)**

**Business Address: 40 Main Street—3rd Floor; Hempstead, NY 11550**

The SCORE Association is a non-profit association dedicated to entrepreneur education, and the formation, growth and success of small businesses nationwide. SCORE is a resource partner with the Small Business Administration (SBA). SCORE Association volunteers serve as “Counselors to America’s Small Business”. Working and retired executives and business owners donate their time and expertise as volunteer business counselors, and provide confidential counseling and mentoring free of charge.