



ACCESS TO CAPITAL: Food, Beverage, and Agricultural Enterprises

May 19, 2015

Traditional Sources of Capital

Farm Credit East

www.farmcrediteast.com

Craig Pollock, Sangerfield Branch Manager

Craig.Pollock@farmcrediteast.com

First Source Federal Credit Union

www.fsource.org

Tom Serwatka, Business Lender

tserwatka@fsource.org

M&T Bank

www.mtb.com

Dave Manzelmann, VP and Market

President for Mohawk Valley

DManzelmann@mtb.com

USDA Farm Service Agency

<http://www.fsa.usda.gov/>

George Wickswat, Farm Loan Manager

George.Wickswat@ny.usda.gov

USDA Rural Development

www.rd.usda.gov

Gary Pereira, Energy Coordinator

and Business Program Specialist

Gary.Pereira@ny.usda.gov

Additional Organizations:

NBT Bank

<http://www.nbtbank.com/>

Alternative Sources of Capital

Empire State Development

www.esd.ny.gov

Ken Tompkins, Regional Director,

Mohawk Valley Regional Office

Kenneth.Tompkins@esd.ny.gov

Herkimer County IDA

<http://www.herkimercountyida.org/>

Mark Feane, Executive Director

mfeane@herkimercountyida.org

Mohawk Valley Economic Development District

www.mvedd.org

Steve Smith, Executive Director

ssmith@mvedd.org

Mohawk Valley EDGE

<http://www.mvedge.org/>

Peter Zawko, Vice President

pzawko@mvedge.org

Additional Organizations:

Center for Agricultural Development & Entrepreneurship

<http://www.cadefarms.org/>

Foodshed Investors NY

<http://slowmoneynyc.org/foodshed-investors-ny.html>

Kiva Zip

www.zip.kiva.org

Export Financing & Services

Central New York International Business Alliance

www.cnyiba.net

Steven King, Executive Director

sking@cnyiba.net

Empire State Development

www.esd.ny.gov

Kathryn Bamberger, Industrial International
Development Representative

Kathryn.Bamberger@esd.ny.gov

U.S. Department of Commerce

www.commerce.gov

John Tracy, International Trade Specialist

John.Tracy@trade.gov

U.S. Small Business Administration

www.sba.gov

Grace Conners, Lender Relations Specialist

Grace.Conners@sba.gov

Additional Resources

Empire State Development's programs:

- 1) **Business Mentor NY**
<http://businessmentor.ny.gov/>
Ben Howard-Cooper, Project Associate
Benjamin.Howard-Cooper@esd.ny.gov
- 2) **Consolidated Funding Application (CFA)**
<https://apps.cio.ny.gov/apps/cfa/>
- 3) **GlobalNY**
<http://global.ny.gov/>
- 4) **Linked Deposit**
<http://esd.ny.gov/BusinessPrograms/LinkedDeposit.html>
- 5) **New Farmers Grant Fund**
<http://esd.ny.gov/BusinessPrograms/NewFarmersGrantFund.html>
- 6) **START-UP NY**
<http://startup.ny.gov/>

Food Export USA Northeast

www.foodexport.org

Otsego County Chamber of Commerce

www.otsegocc.com

Barbara Ann Heegan

baheegan@otsegocc.com

New York State Department of Agriculture & Markets' programs:

- 1) **Pride of NY**
www.prideofny.com
- 2) **Taste NY**
www.taste.ny.gov

Sponsors

Empire State Development

<http://esd.ny.gov/>

Mohawk Valley EDGE

<http://www.mvedge.org/>

Federal Reserve Bank of NY

<http://www.ny.frb.org/>

New York State Department of Agriculture and Markets

<http://www.agriculture.ny.gov/>

Please send additional questions or comments to the event organizers:

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