CELEBRATING ENTREPRENEURSHIP

What's your next step?
boc network
What’s your next step?
Business Outreach Center Network
our mission

Business Outreach Center Network’s mission is to improve the economic prospects of traditionally underserved groups, with a focus on low- and moderate-income entrepreneurs and their communities, and thereby create genuinely brighter futures.

At the heart of our mission is the belief that whatever their differences, people and communities share a common goal: to achieve economic stability and growth. Working in partnership with culturally diverse individuals and organizations in support of this shared goal is the hallmark of BOC.

what’s your next step?

bocnet.org
our services

BOC Network helps with all aspects of business including business plan development, training, financial management assistance, marketing strategies, business regulations and access to financing whether it is from micro-lenders or mainstream sources of capital. Local BOCs help low-income entrepreneurs build credit and coordinate entrepreneurial networking groups in areas such as industrial, e-commerce and fashion.

special projects

- BOC Bronx/ BXL Business Incubator
- Business American-Style Workshops
- Child Care Business Development Project
- CWE Jobs to Build On
- MBDA Manhattan Business Center
- Microenterprise Development Services
- Best for NYC
- NYC Industrial Business Solutions
- NYC SBS Childcare Business Pathways
- Good Jobs and Community Wealth Building Initiative
- NYC SBS WE NYC WE Master: Funding, WE Master: Credit
- NYS Entrepreneurial Assistance Program
- OCS Community Economic Development Programs
- ORR Microenterprise Development Program
- ORR Refugee Individual Development Account Program
- SBA-sponsored Women’s Business Centers
- SBA Program for Investment in Microenterprise
- Community Development Financial Institution
- ESDC Small Business Revolving Loan Fund
- ESDC Metropolitan Economic Revitalization Fund
- NYC EDC Capital Access Revolving Loan Guarantee Program
- NYC EDC Contract Finance Loan Fund
- NYC EDC Construct NYC Program for Construction Contractors
- SBA Microloan Program/ Community Advantage Loan Program
- NYS ESD MWBE Business Growth Accelerator Program
BOC is a network of collaborating non-profits that focuses on building community economic capacity among disadvantaged groups such as immigrants, women, minorities, and other people with limited economic capacity and connection. BOC integrates these aspiring and existing entrepreneurs and small business owners into the greater economic mainstream by building capacity, credit, and business opportunity within their communities and beyond. BOC adds substantial value to our neighborhoods and communities by supporting business growth and development, job creation, and the overall economic growth and well-being of the neighborhoods it serves. New economic activity from all segments of our community must be nurtured, creating a vibrant community that benefits all.

Community organizations such as BOC are vital and require your continued support. The Network’s collaborative approach among its member community-based organizations throughout NYC and beyond stimulates higher productivity, access to credit, development of new and creative ideas and approaches, and is recognized as an effective model for interaction among economic development organizations everywhere.

Cities in general, and New York City in particular, are about new business development, enhanced business activity, and job creation. Cities provide the raw materials: creative inspiration, motivation and opportunity. Entrepreneurs and business owners employ people. The BOC Network provides the loans, linkages and services to make a coordinated and collaborative approach to help entrepreneurs be successful and grow small businesses. We add energy and direction by providing insight, capacity, connections, funding, information, business-to-business links, mentoring, a business plan, and access to public economic development and other public and private businesses resources.

Sincerely,

Leslie Winter
BOC Network Board Chair
Developing a great idea into a successful business requires a lot of daring and determination and Sustainable Snacks’ founder Rebecca Scott has plenty of both. Ms. Scott is the CEO and Founder of Sustainable Snacks LLC, a plant-based healthy snack company committed to promoting public health through better snacking. Her products are sold in hundreds of Home Goods, Burlington Coat Factory and Intelligentsia locations among others.

Ms. Scott’s passion for developing nutrient-dense snacks arises from her own struggle with a chronic illness and background in medical nutrition therapy. But Sustainable Snacks is about more than nutrition – Ms. Scott runs her business with an equal focus on health, community, and the environment. She provides her nutritious snacks to her low-income Bronx community through the Bronx Health REACH’s Healthy Bodega Initiative at reduced prices. Based on these exemplary community business practices Sustainable Snacks was recognized as a Best for NYC Changemaker in 2018.

At the BXL Business Incubator, Bronx BOC helped Ms. Scott develop a financial plan to present to potential lenders and investors. Two SBA Microloans through BOC Capital Corp. financed trade show booths to reach a national market. Ms. Scott also joined BOC’s M/WBE Growth Initiative, an intensive management training program and the Bronx Business Peer Exchange, part of the Good Jobs and Community Wealth Building Initiative supported by JP Morgan Chase. “The assistance provided by the Business Outreach Center has played a major role in the development of Sustainable Snacks business infrastructure,” Rebecca says. “With continued support I’m confident we can achieve our future goals.”

Ms. Scott is committed to scaling Sustainable Snacks in the Bronx - the poorest urban county in the nation. She plans to transition from shared kitchen space at WHEDco’s Bronx CookSpace to her own facility in the community as she grows and creates food manufacturing jobs that offer a living wage to local Bronxites in the growing specialty-food industry.

“we will create jobs for dozens of our Bronx community members.”
Maggie Law isn’t just a business owner, she is a creative entrepreneur and an important part of the cultural fabric of the Chinatown community. Her mixed-use studio, Yoga Art Oasis, offers daily yoga classes, public speaking for youth, painting, calligraphy and tai chi.

Entering the space, you truly understand why Ms. Law refers to it as an Oasis. Large windows overlooking the heart of Chinatown let in an immense amount of natural light. Most impressive within the space is Maggie’s original abstract mural spanning over 20 feet and depicting her life’s journey. The space is truly inspiring.

Ms. Law studied fine art and painting from a young age in China. Her grandfather was a schoolteacher with a passion for continuing the tradition of Chinese calligraphy, a passion which he passed on to his granddaughter. After obtaining a degree in Chinese literature, Ms. Law arrived in New York and launched a successful career as a fine artist and photographer. With the goal to share her love for art, she opened her first educational studio, Maggie’s Studio on Mott Street. There she taught neighborhood children painting, photography, and graphic design.

Ms. Law’s journey led her to combine yoga, as a transformational and healing force, with her creative mission. In 2012 she opened Yoga Art Oasis, the first yoga studio in Chinatown. At Yoga Art Oasis, Ms. Law brings together the benefits of yoga and art to the Chinese community. As an entrepreneur, Ms. Law participated in CMP BOC’s Business American Style Program, where she focused on marketing and financial management skills to advance her business.

Ms. Law has created a cultural business where the community can seek wellness and call home. However, her personal mission goes beyond her own community to include communities around the world. She is a co-founder of Our Collective, a global alliance of activists and artists dedicated to improving the world through humanitarian and peace missions.
Through a collaborative relationship spanning two generations, two businesses, Publimax Printing and Mendez Printing, have thrived in New York City in an industry that has faced systemic challenges. Their success exemplifies the entrepreneurial spirit and tenacity of NYC’s immigrants and how small businesses can uplift the community.

In 1980 Mendez Printing was incorporated by Colombian immigrant Pedro Mendez in Jackson Heights and soon after, his friend, Peruvian immigrant, Octavio Flores opened Publimax Printing nearby. For years the two businesses shared clients and partnered on different projects. After Publimax Printing had an opportunity to purchase a building on Traffic Avenue in Ridgewood, Queens, Mendez Printing decided to build on their long history of working together and move their business to the Publimax building.

As one of the few offset printers left in New York City, Publimax Printing differentiates itself by providing a more elegant printing esthetic only achieved with traditional offset printing equipment. Similarly, Mendez Printing has carved out its own niche as a one-stop shop with a focus on digital printing. They print on an impressive array of items ranging from t-shirts, business cards and postcards, to envelopes, posters and promotional items.
With hands-on assistance from the BOC Industrial Business Solutions team, the two companies have taken on new initiatives to expand their businesses and invest in their employees. Publimax pursued two grants totaling $40,000 with NYC Small Business Services Customized Training program and the Workforce Development Institute to train employees from advanced offset printing techniques to ESL and sales training for office management. Mendez Printing also made a large investment and purchased the first Kornit & Adelco web-to-print equipment in the five boroughs, which has created a profitable new market and generated additional long-term quality jobs within the company.

In addition to providing stellar service, as Minority and Women owned businesses, Publimax Printing and Mendez Printing support roughly 35 industrial jobs held by Spanish-speaking immigrants in Queens. With a spirit of collaboration their ongoing success contributes to the livelihood of their workers and the community.
Teresa Rampulla is the CEO of SHEMEDIA, a marketing and advertising firm based in Staten Island. After 25 years working for some of the top advertising agencies in the country, Ms. Rampulla founded SHEMEDIA in 2015 as a woman-led marketing and advertising firm. In her first year, she received over $780,000 in media contracts throughout New York and has flourished since.

With support from Staten Island BOC, SHEMEDIA obtained certification as a WBE. Over the past three years, Ms. Rampulla has grown from working alone to managing a staff of 6 full and part-time members, including college students who benefit from her example and mentoring. Impressively, SHEMEDIA has doubled business profits since their first year in business.

In 2017, SHEMEDIA led a successful advertising campaign for the NYC Department of Health promoting home care for the elderly. They are now finalizing their largest contract yet for New York City’s ferry terminals, a project that speaks to her passion as a Staten Islander.

Ms. Rampulla remembers spending summers with her mother at the local Chamber of Commerce, where she discovered an affinity for business networking. In adulthood, she went on to receive a degree in Marketing and Advertising from NYU.

In addition to running her company, Ms. Rampulla serves as an Ambassador for the Staten Island Economic Development Corporation and member of the SIEDC Women’s council. She is also the winner of the Five Borough Chamber of Commerce award for M/WBE and has received the Women in Business award in both 2014 and 2018 from the Star Network.

At home, Ms. Rampulla runs a book club for local third and fourth graders, which has been nationally recognized for teaching young girls writing and public speaking skills. She leads by example and is proud to be raising her daughters to believe they can achieve anything through dedication and perseverance.
For Yasmeen Latif, the construction industry is in her blood. Ever since she was a child in Pakistan, Ms. Latif had a desire to work in her father, Mohammad Latif’s, construction business. She credits her father’s determination as the “pushing force” behind her ambition. Now, as the President and Owner of SH5 Construction Corporation, Ms. Latif has led the company, founded in a partnership with her father, to major growth as both a prime and sub-contractor for public construction projects.

After emigrating at age 17, Ms. Latif gained a degree in Construction Management from NYCCT and worked for two construction firms for one year only, rising quickly through their ranks. Armed with her new experience, Ms. Latif joined her father to launch SH5 in 2004, and served as its first full-time office employee. She learned about estimating, management, quality, safety, scheduling, insurance, bonding, and accounting, and went out into field with her father. Ms. Latif progressively moved into full control of and ownership of the company.

The business was growing steadily when, in 2017, a major project caused a financial set-back. At that stage, Miss Latif, created an “accelerated growth plan” for the business to take its gross sale from $3.7 Million Dollars to $8 Million Dollars. After being turned down by six different lenders, Ms. Latif reached out to BOC Capital for a loan, applying for $500,000 in project-based financing to get back on track. “[BOC] trusted us,” Ms. Latif says. “They gave us an opportunity. They gave us a huge opportunity. That was really a revival for our business.” When Ms. Latif assumed sole ownership of SH5 Construction Corporation in 2018 the company was on track to reach over $7.8 million in annual revenue.

Ms. Latif completed the NYC EDC ConstructNYC program delivered by BOC Capital, and was prequalified to bid on opportunities to work on NYCEDC projects. Along with the loan and training, BOC Capital helped Ms. Latif develop financial projections for upcoming projects and the business as a whole. Ms. Latif says BOC counselors helped her move beyond the day-to-day details of her business to see the “big picture.”

As a woman of color in the construction industry, Ms. Latif feels a responsibility to support other women in construction. She seeks out women to join her firm, even if they need training. “When you come to my office, you will see a lot of women,” Ms. Latif says of her 15 employees.

Ms. Latif shares her success by donating to local and international causes, particularly in rural areas of her native Pakistan. For Ms. Latif, business is about vision through hardship, responsibility, family, and community.
When Joycelyn Taylor and Larry Alexander founded TaylorMade Construction in 2012, their combined experience in construction and business management was a sure sign of future success. Joycelyn brings to the team degrees in both Business Management and Business Administration, combined with 20 years of experience overseeing construction projects at Fortune 500 Companies. Larry has 20 years of Electrical Engineering and small business ownership experience.

Ms. Taylor and Mr. Alexander hit the ground running, securing their first contract within only 2 months of forming their partnership. For their first few years in business, TaylorMade grew a solid foundation in high-end residential home improvements. Through the support of BOC’s _, TaylorMade became qualified for Construct NYC in 2016, where they were the first firm to receive funding and mentorship within EDC’s Capital Program.

In 2017 TaylorMade secured their first contract through EDC, with the aid of a $26,000 contract-based loan from BOC Capital. Knowing the potential for future opportunities, they completed the project on time and on budget. This achievement opened the door for 2 additional contracts totaling $200,000 shortly after. These contracts helped launch TaylorMade into a new phase, growing 60% in revenue in just a few short months.

TaylorMade has since expanded into numerous government and institutional projects working with the City of New York, MTA, EDC, DDC, and NYC School Construction Authority. They now employ 4 full-time staff members, as well as 15-20 field personnel on a per-project basis. Their goal is to provide consistent work for their loyal staff.

The key to TaylorMade’s success is their staunch work ethic and high standards of quality. Paired with their hawk-eye focus on the future and holistic business perspective, it’s no wonder TaylorMade has grown at the rate they have. Their next step is to open a larger office to house their expanding staff.

Not only is Ms. Taylor the CEO of TaylorMade, but she is also deeply rooted in the small business community. She is a founding member of the MWBE Alliance and sits on the Diversity board of New York City’s Department of Design and Construction. “Our true success is the impact we have on our industry. It has to be a team effort.”

taylormadecontractingllc

“our team is dedicated to providing our clients with quality work at affordable prices”
Samantha Bailey-Champagnie and Karen Dawkins share an alma mater, a franchise restaurant, a workplace, and their growing accounting firm, Champagnie-Dawkins CPAs PLLC. The CPA firm was launched in 2012, leveraging the partners’ experience working at major accounting and banking firms and their longtime community involvement in Queens. The firm specializes in small business accounting, auditing, taxation and consulting.

The business partners share a commitment to business excellence, to their employees, and to their community. According to Ms. Dawkins, they have “always been entrepreneurial-minded,” even while working together as accountants at Deloitte and Touche LLP. As professional women with over twenty years of experience and as mothers with young children, they were motivated to consider a new path. They decided to take the leap and next came a business plan and the formation of a professional LLC.

When looking for startup financing, Ms. Bailey-Champagnie and Ms. Dawkins found BOC through their local economic development organization, Greater Jamaica Development Corp. BOC Capital Corp. used its SBA Microloan Program to fund equipment and marketing expenses for the business start-up.

In the six years since Ms. Bailey-Champagnie and Ms. Dawkins launched the firm they have steadily grown their client base. The firm now employs three full-time and three project-based workers and is always on the lookout for exceptional individuals to join the partnership. The partners continue to be engaged with their local community, participating on boards and volunteering with a number of local non-profit organizations. In 2014, the partners joined BOC Capital to design and deliver customized QuickBooks training to construction contractors for the NYC EDC Blueprint for Success Program.

The pair attributes their success to their sensitivity to the needs of small businesses, “We’ve been in the grind,” says Ms. Dawkins. “We know the challenges of a small business. We’re able to bring that experience to our clients.”

“it was a leap of faith.”
Fabiola Santos-Gaerlan has a vision for the future of early childhood education. With almost two decades of child care experience, she has developed a unique curriculum based on social and emotional awareness. She opened Honeydew Drop Daycare in 1999 and now oversees Honeydew Drop Family of Childcare Services with 20 teachers and 7 classrooms spread out over 3 locations, including two Universal Pre-K programs. Ms. Santos-Gaerlan, director, co-owns Honeydew with her husband, Dave Gaerlan. They now own two of the three Brooklyn properties that house their programs in the Prospect Park vicinity, with plans to purchase the third.

After a career as a successful film and television producer for over a decade, Ms. Santos-Gaerlan changed course. She came to the realization that she was happiest when working with children while she was on assignment interviewing children of all ages across the country. Ms. Santos-Gaerlan then dedicated herself to preparing for an entrepreneurial journey. She spent 5 years doing visibility studies, visiting daycares and children's programs across the Northeast while building her first business plan.

At critical stages in the business development, BOC Network, SI BOC and BOC Capital Corp. CDFI provided valuable resources from marketing advice to loans and help with M/WBE certification.

Honeydew Drop Childcare Services is a Best for NYC Changemaker business. At the business, Ms. Santos-Gaerlan empowers her workers through a collective approach to decision-making. Looking toward the future, Ms. Santos-Gaerlan is researching ways to grow employee ownership while also focusing on developing future leaders in the industry.

Honeydew Drop’s mission is to provide high quality childcare, parental support and leadership training for childcare providers. At Honeydew Drop, the curriculum has a solid foundation in early childhood development with an emphasis on social-emotional awareness. Ms. Santos-Gaerlan is committed to training educators with the mission to grow leaders. Her next venture, a Child in Mind Training Group, will further her mission to raise the social emotional awareness of children, their care providers and their parents.

honeydewdrop.com
laci chisholm

fit4dance

“Fit4Dance is proud and excited to be using our business as a force for good, striving to improve NYC and the quality of life for all New Yorkers.”

Dance and business fit perfectly together for Lacy Chisholm. Ms. Chisholm has degrees in Advertising and Education, certifications in fitness instruction as well as years of choreography experience. She is an accomplished dancer in African, Salsa, Hip Hop and more, as well as a current member of Kriye Bode Haitian Dance performance troupe. She has been spreading the benefits of movement since her childhood in South Carolina.

Inspired by her own weight loss journey and the alarming health statistics for black women, Ms. Chisholm created Fit4Dance. Everyday Fit4Dance instructors inspire women and children to prioritize health and have fun at a low cost through the medium of dance.

In the beginning, Ms. Chisholm organized fitness classes in studio spaces throughout Manhattan and Brooklyn. After two years on the move, she had the confidence, vision and foundation to establish her own location. She invested time and energy in finding an ideal space in Crown Heights, negotiated her lease with the help of the BOC Women’s Business Center and, as her business grew, participated in the Center’s Bank of the West Mentoring Program and Best for NYC Business Peer Exchange.

Fit4Dance is a Certified B Corporation, going above and beyond to meet higher standards of social and environmental performance, transparency, and accountability. It was recognized for this commitment by Best for NYC in 2015 and 2017.

Fit4Dance has grown to offer a full time schedule with 11 committed instructors. With support from the Brooklyn Arts Council, Ms. Chisholm also teaches exercise to elderly community residents in East New York.
Mildred Minier Diaz Group Family Daycare serves families in her West Bronx community. Ms. Minier Diaz emigrated from the Dominican Republic at age 20 and has built a business based on her love of children. Before taking steps to establish a licensed daycare, Ms. Minier Diaz worked as an informal child care provider, caring for neighborhood children alongside her own. She established Minier Diaz Group Family Daycare with a mission to provide quality early education and loving care.

During the start-up of her licensed daycare, Ms. Minier Diaz joined the Washington Heights Inwood Development Corporation Childcare Means Business program to strengthen her business skills. She also brought her assistant with her to the child care business training, investing in capacity-building of her initial workforce.

While committed to operating a sustainable business that employs both Ms. Minier Diaz, one assistant and her husband, Ms. Minier Diaz is sensitive to the needs of community parents who support their families on low-wage jobs. She knows that all children, regardless of their economic status, deserve a safe and loving environment to grow up in. When parents are struggling to make ends meet, Ms. Minier Diaz is happy to adjust her rates so parents can “pay what they can.”

Ms. Minier Diaz delivered her third child while running her business and simultaneously working towards her Child Development Associate credential. Ms. Minier Diaz leads by example. Her nomination is the result of her steadfast work and patience, combined with her commitment to quality. She can only advise other aspiring childcare providers to do the same: “When you have a dream, never stop. Never stop because someone says you can’t do it. You always can.”
Yohanka Hersilia, owner of Yoki’s Daycare, considers the children she cares for to be a part of her extended family. When parents see Ms. Hersilia walk 30 minutes to pick up one of her 11 daycare children, they can see her interest in their family well-being. Yoki’s Daycare accepts a variety of children who come from both Spanish-speaking and English-speaking homes, as young as three months, and as old as nine during after school hours. Her daycare clients are representative of her diverse immigrant community.

Ms. Hersilia’s path to business ownership was not an easy one. After coming to the U.S. from the Dominican Republic in 2016, with a degree in business administration she decided to start a licensed childcare business that allowed her to spend time with her children while caring for the needs of families in the community. As a Spanish-speaker, she initially struggled with managing formal business documents and navigating American business practices.

But through the assistance of BOC’s Childcare Means Business program, she was able to achieve her goals. Ms. Hersilia created a warm child-centered environment in her home for Yoki’s Daycare. She has been able to improve the lives of parents and children alike by providing a safe and nurturing environment, and has created jobs for her assistant, husband, and daughter.

Ms. Hersilia’s daughter in particular has been inspired by her mother’s work, and is currently applying to colleges that offer childhood psychology degrees. Ms. Hersilia has a vision of Yoki’s Daycare as a family business that employs family members who together are dedicated to the well-being of the children in the community.
Diana Botero began her career in childcare just two years after arriving in the United States from Colombia where she had studied and practiced law. In New York, Ms. Botero started on a new path. She chose an option that allowed her the flexibility to care for her own child while generating income. As a first step, Ms. Botero provided informal childcare, and then joined a colleague to open a licensed home-based daycare together. Soon, the daycare became so popular that Ms. Botero decided to venture out on her own.

Ms. Botero opened “My First Steps Daycare” in 2008. At the same time she joined BOC’s Childcare Means Business training where she inspired the class with her determination and enthusiasm. Her business plan earned her a micro-equity grant, and she went on to gain Child Development Associate certification.

Over 14 years in business, My First Steps Daycare has enrolled over 400 children, grown to 3 locations, and now has seven employees who care for 36 children full-time. Ms. Botero’s commitment to quality child care is highly valued by the parents she serves. In the words of one parent, “Your child will not only be watched after and educated, but also genuinely loved and nurtured. My First Steps staff are truly another family for your child.” She also encourages other women to follow the same path as a mentor with BOC and featured speaker on industry panels.

Ms. Botero has plans for future growth as a family-owned business. Her daughter Dayana began working with her mother at age 18. Now, at 22, Dayana is majoring in Early Childhood Education at college. She also plans to take Childcare Means Business training to further their family business goals.
dennis reeder
executive director emeritas
washington heights and inwood development corporation

Mr. Reeder is Executive Director Emeritas of Washington Heights and Inwood Development Corporation (WHIDC), a non-profit organization since 1980 focused on community economic development programs designed to provide small minority and immigrant-owned businesses with technical assistance, advice, training and financing.

In 1996, WHIDC was one of the first Community Development Financial Institutions certified by the US Treasury Department. Mr. Reeder started its BO$$ microbusiness development program in 1982 and the BO$$ loan program in in 1994. The BO$$ loan program was one of the first Community Development Financial Institutions recognized by the US Treasury Department in 1996, and it continues to be one of the most active microlenders in NY.

Mr. Reeder serves as a member of the BOC Network Board of Directors and BOC Capital Corp. Loan Committee. Mr. Reeder is an organizer and Director of Savoy Bank, a Manhattan-based community bank which opened its doors on January 15, 2008. It is a community bank and US Treasury certified Community Development Financial Institution that has positioned itself to provide banking services to small business owners in and around New York City, especially those owned by immigrants.

Mr. Reeder was instrumental in the creation of the Medieval Festival at Fort Tryon Park in 1983, and has directed its production since 1998. Mr. Reeder is active on the boards of not-for-profit community development organizations in East Harlem, Brooklyn and the Bronx.

Mr. Reeder has a Masters Degree in Urban Planning from Columbia University and forty seven years experience in community development activities in NYC.
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