

Start-Ups

Start-Up City!



“The resources available to start-ups in Geneva easily rival those of much larger communities. The City and its partners guide you through the development process, and support you with funding opportunities and technical advice that is critical to getting your business moving.”

-James-Emery Elkin, Owner, Microclimate Wine Bar

Entrepreneurial spirit is in Geneva’s DNA. The City and our economic development partners have made support of start-ups a central focus of our economic development strategy. Whether you’ve just got an idea, or a fully developed business plan, we can propel your venture through start-up and on the road to profitability.



Technical Support

Have a great idea, but not sure where to start? Geneva and our partners can support you through your business planning process, with an expansive network of business expertise and advice.

The City's small business development advisor, George Gotscik, is the very best place to start. George will listen to your idea, provide insightful commentary on what pieces need to be developed, and guide you through the start-up process. This service is provided free of charge by the City to all new and expanding businesses. Contact [Collette Barnard](#) today to get onto George's calendar.

In addition to our internal resources, the City has a range of partners who can guide you along the path to success. Through our partnership with the [Geneva Area Chamber of Commerce](#), City start-ups are eligible for technical guidance through [SCORE](#), a team of retired executives who can provide their expertise and advice as your plan develops.

Start-ups in Geneva can also access the benefits of the [U.S. Small Business Administration](#). The agency's local staff can provide a range of support services to startups, including business plan development and sourcing of start-up funding.



Financing

Once your plan is in good shape, the City can facilitate the financing you need to get your doors open. Whether it's making a connection with a local lender, facilitating a loan with one of our partners, or supporting you through our own Revolving Loan Fund program (or all of the above!), we can help you put together a financing package that makes sense to your bottom line.

The City's [Local Development Corporation](#) manages investments in start-ups through our Revolving Loan Fund. These funds can be used to support equipment acquisition, facility rent, payroll, or working capital. Funds are locally-managed and the application and funding processes take as little as a few weeks to complete.

The City also has an extensive network of partners who can support projects through low-cost financing. [Ontario County's Economic Development Corporation](#) offers its own revolving loans, which can be paired with City funds to complete a financing package. Additionally, the City regularly partners with the Small Business Administration [Small Business Administration](#) and local not-for-profit [PathStone](#) on financing opportunities for start-ups.



Start-Up Space

With your fully-funded plan in place, you're ready to land in your first business location. Geneva and our private-sector partners have a range of start-up spaces. From shared office spaces to your very own storefront, we've got the right space for you and your new venture.

For single-person service firms, downtown Geneva is home to Port 100, a co-working space with dedicated desk space, and shared administrative services for entrepreneurs. The space is a partnership between the City of Geneva, our IDA and LDC, Ontario County Economic Development, and Hobart and William Smith Colleges. Contact [Adam Blowers](#) to schedule a tour and hear more about this unique venture.

If production is your game, the City and our partners are pleased to offer two production incubator spaces. The [Cornell Agriculture and Food Technology Park](#) is home to a Food and Agriculture incubator, which offers low-cost office, laboratory, and production space. Contact [Gordon Maynard](#) to schedule a tour of the space. The City operates an additional incubator at the Geneva Enterprise Development Center, which is home to production, financial services, food and beverage, and information technology firms. Contact [Bob Brown](#) to discover opportunities at this site.

There are also a host of opportunities in downtown Geneva to get your business moving. Contact the [Geneva Business Improvement District](#) for information on available spaces downtown.

