

## **ABSTRACT: Entrepreneurship**

### **ISSUE**

**More people with disabilities can become successfully self-employed if they can be provided with opportunities, encouragement, training, resources and support.**

### **GOAL #5**

*Improve knowledge, capacity and collaborations to increase entrepreneurship outcomes for people with disabilities.*

### **RATIONALE**

Although research demonstrates that people with disabilities are 25% more likely to choose self-employment as a career option compared to people without disabilities, the number of people with disabilities who successfully become self-employed is extremely low. Nationally, only approximately 1.8% of all VR closures (90 days of job retention) is to self-employment. In New York State, the number of VR case closures to self employment is only about ½ the national average. Despite challenges related to business planning and financing, prospective entrepreneurs with disabilities need to better understand how to develop their business feasibility plan that is based not only on their dreams of owning a business, but also on its viability in the marketplace. State agencies like VESID, CBVH, Small Business development Centers (SBDCs), Entrepreneurial Assistance Programs (EAPs), Developmental Disabilities Planning Council (DDPC) can help entrepreneurs establish and finance their businesses. However, more work needs to be done to make their services known to people with disabilities while improving interagency coordination. Effective models like StartUP NY could be replicated in other areas of the state.

### **STATUS**

BBI will lead a series of three Regional State Agency Dialogues and a 2010 statewide Entrepreneurship Dialogue, to improve coordination and collaboration among state agencies to improve self-employment policies and outcomes. StartUP NY will be sustained and expanded in Onondaga County and replicated in New York City. Train-the-trainer webinars, dissemination and training on customized approaches to entrepreneurship that utilize the 2009 'Primer on the StartUP NY 4 Phase Model' will also be developed during 2010. Entrepreneurship principles and practices will be core to work center transformation. Research will inform best practices.

## **2010 KEY IMPLEMENTATION ACTIVITIES**

- Convene state agencies in regional dialogues/ publish results
- Convene statewide dialogue/publish results
- Provide training and stakeholder development to NYC pilot
- Set and achieve targets for successful self-employment among individuals served during 2010 in StartUP projects
- Assess NYS MWBE Procurement statutes related to inclusion of entrepreneurs with disabilities and recommend policy and legislative changes
- Identify opportunities to improve the array of start up financial resources-loans, grants, Individual Development Accounts (IDAs) and other mechanisms
- Develop research protocols and research and evaluate effectiveness of the process and outcomes

## **PARTNERS**

**MISCC EC** – Most Integrated Settings Coordinating Council Employment Committee  
**VESID** – Office of Vocational and Educational Services for Individuals with Disabilities  
**OMRDD** – Office of Mental Retardation and Developmental Disabilities  
**OMH** – Office of Mental Health  
**DDPC** – Developmental Disabilities Planning Council  
**CBVH** – Commission for the Blind and Visually Handicapped  
**DOL** – Department of Labor  
**EAPs** – Entrepreneurial Assistance Programs  
**Hunter College, Baruch SBDC, Columbia SBDC, Onondaga SBDC, SU Whitman School of Management, Onondaga Case management** – Partners in StartUP NY and StartUP NY2 in NYC

For more information call the toll free Technical Assistance number:  
1-888-224-3272 or visit <http://www.NYMakesWorkPay.org>.