

Economic Development Incentive Inventory Report

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Services

Business Planning Counseling/Advising

(Offered By Small Business Development Center)

Summary: The Albany Small Business Development Center provides business planning counseling and advising based on the needs of the specified business/owner. These services include advisement in:

- understand the importance of a business plan
- identify avenues for exporting goods & services
- develop marketing plans
- assess an invention's viability
- comply with licensing & regulations

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wbrigham@albany.edu

<http://www.nyssbdc.org/centers/centers.aspx?centid=10>

Strategy and Executive Coaching

(Provided by Center for Economic Growth)

Summary: CEG offers business advisory services to develop exit strategies, succession plans, and advisory board development.

<http://www.ceg.org/business-services/services/strategy/>

Contact: Louise Aitcheson

Director, Business Development

518-465-8975 Ext. 229

louisea@ceg.org

Center for Advanced Technology (CAT) Development Program

(Resource provided by Center for Economic Growth, offered by NYSERDA)

Summary: The purpose of the Centers for Advanced Technology (CAT) Development Program is to enhance and expand the capabilities of existing CAT's that have achieved a record of success and demonstrate significant potential to increase the economic impact generated by the CAT. The CAT Development program, along with NYSTAR's other programs, is designed to spur technology-based research and economic development in New York; promote national and international research collaboration and innovation; and better leverage the State's research expertise and funding with investments from the federal government, foundations, businesses, venture capital firms, and other entities.

Eligibility: In order to encourage greater collaboration between private industry and the universities of the state in the development and application of new technologies, the foundation is authorized to designate for advanced technology such areas as integrated electronics, optics, biotechnology, telecommunications, automation and robotics, electronics packaging, imaging technology and others identified by the foundation as having significant potential for economic growth in New York, or in which the application of new technologies could significantly enhance the productivity and stability of New York businesses. For more information on eligibility requirements go to:

<http://esd.ny.gov/nystar/CentersforAdvTechnology.asp>

Small Business Learning Center

(Offered by US SBA)

Summary: SBA's suite of tools can help you at any stage of your business venture. From initial counseling and business planning to contracting with the government and finding seminars to grow your business – there's something for every entrepreneur to get the help they need. SBA's offers advisement opportunities in:

- Creating a business plan
- Free online training
- Learn about taxes and credits
- Health care opportunities/resources for small businesses

<http://www.sba.gov/tools/>

Albany Colonie Chamber

Summary: The Albany Colonie Chamber offers a number of services to help local businesses expand and improve their business. These services include a program called Entrepreneur Boot Camp for a service fee of \$500.

- An entrepreneurial assistance program that provides knowledge and resources for you to run your company effectively and efficiently.
- Connections with other small business owners to share common concerns and issues and find solutions.
- Guidance and resources on how to expand your business into international markets.
- Resources and information on sales, marketing, finances human resources and other components of your business to help your operations run smoothly.

Contact: [Janet Tanguay](mailto:Janet.Tanguay@acchamber.org)
(518) 431-1430

<http://acchamber.org/growyourbusiness/entrepreneurialassistance.aspx>

Financial Education Program

Offered by: Accion USA

Summary: Accion offers a free online financial education program: “Your Money and You: Small Business and Financial Resources” to encourage smart borrowing and money management for business owners. Some items discussed in the financial education program include:

- Understanding Credit
- Basic Money Management
- Small business resources
- Building your website
- Business taxes and insurance
- Finding a training provider
- Workshops

<http://www.accionusa.org/home/small-business-loans/financial-education.aspx>

Export Marketing Assistance (EMAS)

(Offered by ESD)

Summary: The Export Marketing Assistance Service (EMAS) is a New York State program to help businesses find sales agents or distributors abroad. The Export Marketing Assistance Service (EMAS) provides New York companies with customized Agent-distributor searches and market analyses. EMAS is especially helpful for small to medium size companies that cannot afford to conduct their own extensive in-market investigation and research to find suitable representation. The program is currently available in Canada, Mexico, Brazil, Chile, most of Europe, China, Israel and South Africa.

Eligible recipients: New York State businesses that aim to enter or expand their sales in foreign markets. Eligibility includes businesses engaged in manufacturing or services whose New York State production content is at least 51%

Contact: ESD's International Division (212) 803-2300.

[Export Marketing Assistance Service \(EMAS\)](http://esd.ny.gov/BusinessPrograms/EMAS.html)

<http://esd.ny.gov/BusinessPrograms/EMAS.html>

Grants

Center for Advanced Technology (CAT) Grant

(Resource provided by CEG Offered by NYSERDA)

Summary: The CAT program was created to facilitate the transfer of technology from New York's research universities into commercially viable products produced in the private sector. The program is designed to spur technology-based applied research and economic development in New York; encourage applied research collaboration and innovation with industry; promote workforce development; better leverage State funds with investments from the federal government, industry, foundations, and not-for-profit economic development organizations; and increase the competitiveness of New York State companies.

Eligibility: In order to encourage greater collaboration between private industry and the universities of the state in the development and application of new technologies, the foundation is authorized to designate for advanced technology such areas as integrated electronics, optics, biotechnology, telecommunications, automation and robotics, electronics packaging, imaging technology and others identified by the foundation as having significant potential for economic growth in New York, or in which the application of new technologies could significantly enhance the productivity and stability of New York businesses. For more information on eligibility requirements go to:

<http://esd.ny.gov/nystar/CentersforAdvTechnology.asp>

Max award amount: Maximum amount available is \$150,000 (typically \$50,000).

<http://www.ceg.org/financial-incentives/grants/>

Three Phase Power Redevelopment

(Resource provided by CEG, Offered by Shovel Ready-National Grid)

Summary: The Brownfield Redevelopment Assistance Program provides grants to fund utility related infrastructure improvements, demolition, and other costs that are necessary to progress the redevelopment of a Brownfield site or abandoned building. Application requests may include but are not limited to the following:

- Demolition that results in the cleanup and re-use of a contaminated site or building;
- Electric & gas infrastructure improvements; and,
- Costs associated with the local match for NYS DEC Environmental Restoration Program (ERP) and the Brownfield Opportunity Area Program (BOA).
- Phase I and Phase II environmental site assessments

Eligibility: To be eligible for this program, the **applicant** must be:

- A municipality and/or its authorized development corporation, or
- A (c)3, 501(c)6, or 501(c)4 corporation, working in tandem with a municipality and/or its Industrial Development Agency or Local Development Corporation, or
- Be the owner or developer of the eligible site with the endorsement of the municipality

To be eligible for this program, the **project** (site or building) must:

- Receive electric or gas service from National Grid;
- Have a viable commercial or industrial end use strategy for the site, based on some or all of the following factors:
 - Physical condition of building or site
 - Potential for land acquisition or site control
 - Regional economic impact of successful reuse
 - Demonstrated ability to accomplish and sustain reuse as a commercial or industrial site.
 - Demonstrated ability to obtain federal, state and other funding
 - Demonstrated ability to market the site or building to attract economic investment
 - Eligibility for state and federal development funds for the total project costs
 - Strength of development partnerships and community support

Award amounts: Maximum grant allowable for a project is \$300,000. Program funds may be used for up to 25% of the eligible costs of a project. The maximum program funds that can be allocated to the completion of both Phase I and Phase II Environmental investigations and other preliminary site/building investigations is \$25,000; this is included in the maximum allowable grant of \$300,000.

Matching requirements: National Grid funds may be used as matching funds for other public grants. In this instance, National Grid will commit dollars contingent upon the successful awarding of the grant, but will not release funding until all required project funding is in place.

Time frame: Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.ceg.org/financial-incentives/grants/>

Agri Business Productivity

(Resource provided by CEG, Offered by ShovelReady-National Grid)

Summary: The Agri business industry is a critical component of the upstate New York economy, both as a direct employer and wealth generator and as a key input to a large number of “downstream” manufacturing industries. The program provides rebates to fund energy efficiency, renewable energy delivery and/or productivity improvements undertaken by dairy businesses, dairy farms and controlled environment agricultural facilities located within the service territory of National Grid New York.

Application requests may include but are not limited to the following:

- Energy efficiency lighting, ballasts, fixtures and lighting controls
- A-C Energy Efficient Motors and electronic speed control devices
- Ventilation fans driven by AC Motors
- Centrifugal pumps driven by AC Motors
- Process equipment driven by AC Motors and controls
- Renewable energy projects directly serving the facility (anaerobic digestion, solar, bio-mass, or hydro power)
- In addition, the project costs can include the costs associated with renovating/retrofitting customer distribution systems (i.e. building wiring/grounding).

Eligibility: To be eligible for this program, the **applicant** must:

- Be a dairy farmer and/or a milk processing business or controlled environment agriculture facility in the National Grid New York service territory.

To be eligible for this program, the **facility** (business or farm) must:

- Receive electric or natural gas service from National Grid, and
- Be undertaking an energy efficiency project through the New York Energy Research & Development Authority (NYSERDA) or other public agency or program; OR
- Purchasing/installing equipment for a renewable energy project to serve facility; OR
- New constructing/upgrading (for increased energy efficiency) a controlled environment agriculture facility.

Award amounts: Grant amounts will be determined based on the size of the total capital investment you are making in your project/facility (including energy and non-energy related investments) as follows:

Total Capital Investment	Total Available Funding not to Exceed
Under \$25,000	\$5,000
\$25,000 up to \$100,000	\$10,000
\$100,000 up to \$500,000	\$25,000
Above \$500,000	\$50,000

Matching requirements: Applicant must document its contribution of matching funds to equal 25% of the total project costs. Eligible renewable generation projects must be connected and operated in accordance with the company’s Tariff.

Time frame: Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.ceg.org/financial-incentives/grants/>

EPA Brownfield Cleanup Grants

(Resource provided by CEG)

Summary: Brownfields Cleanup grants provide funding for a grant recipient to carry out cleanup activities at brownfield sites. Funds may be used to address sites contaminated by petroleum and/or hazardous substances, pollutants, or contaminants (including hazardous substances comingled with petroleum).

Types of Grants:

- Assessment grants provide funding for brownfields inventories, planning, environmental assessments, and community outreach.
- Revolving Loan Fund grants provide funding to capitalize a revolving loan fund that provides loans and sub grants to carry out cleanup activities at brownfields.
- Cleanup grants provide direct funding for cleanup activities at specific sites.
- Job Training grants provide environmental training for residents of brownfields communities.

** A brownfield is defined as: real property, the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of a hazardous substance, pollutant, or contaminant. The 2002 Brownfields Law further defines the term to include a site that is: “contaminated by a controlled substance; contaminated by petroleum or a petroleum product excluded from the definition of ‘hazardous substance’; or mine-scarred land.”

Eligibility Eligible entities include: state, local, and tribal governments. The general purpose units of local government, land clearance authorities, or other quasi-governmental entities; regional council or redevelopment agencies; states or legislatures; or nonprofit organizations. Some properties are excluded from the definition of a brownfield unless EPA makes a site-specific funding determination that allows grant funds to be used at that site.

In order to receive a Cleanup grant, the applicant must be the sole owner of the property that is the subject of its cleanup grant proposal by time of proposal submission. For the purposes of eligibility determinations in the guidelines only, the term “own” means fee simple title. A written ASTM or equivalent Phase I report must be completed and a minimum of an ASTM or equivalent Phase II site assessment must be underway or completed prior to proposal submission.

Award amounts: The grants provide up to \$200,000 per site – no entity may apply for funding cleanup activities at more than five sites. Cleanup Grants require a 20 percent cost share, which may be in the form of a contribution of money, labor, material, or services, and must be for eligible and allowable costs.

Time frame: The performance period for a cleanup grant is three years.

http://www.epa.gov/brownfields/cleanup_grants.htm

Global Export Market Service (GEMS)

(Resource provided by CEG.)

Summary: GEMS assists New York companies by providing matching grants for export marketing projects for new-to-export and new-to-market companies. The funds are typically used to pay for activities that enhance a company industry group member's competitive position in international markets.

GEMS funding can be used for a variety of activities designed to help your company expand internationally, such as:

- Identify and assess overseas markets
- Develop comprehensive market entry strategies on a country-by-country basis
- Research, recommend and develop appropriate distribution channels
- Develop timely, product-specific competitive market intelligence
- Assess export operations and fulfillment capacity
- Create new international marketing materials
- Develop after-sales support or service for foreign markets
- Adapt product to meet overseas market specifications
- Internationalize web pages
- Translate technical or marketing data.

Eligibility: Eligible participants must either be a New York State manufacturer, service or agricultural business with 500 or fewer employees and whose New York State production content is at least 51 percent. The program is also open to educational institutions and regional non not-for-profit organizations, such as world trade groups that develop innovative programs to help New York State firms expand their exporting skills and activities.

Award Amounts: The maximum amount of funding available is up to \$50,000.

<http://www.esd.ny.gov/BusinessPrograms/GEMS.html>

Strategic Economic Development Program

(Offered by Shovel Ready- National Grid)

Summary: The Strategic Economic Development Program provides expertise and incremental resources to leverage more and better macro-level business attraction research, marketing and sales efforts. It is designed to increase effective marketing and sales initiatives. Application requests may include but are not limited to the following:

- Support for target industry analysis for business attraction marketing and sales purposes;
- Outreach initiatives directed towards industry trade groups;
- Support for the creation and distribution of industry-specific publications, profiles and studies;
- Support for early stage planning or feasibility studies that prepare assets to be marketed, such as economic development “mega sites”, industrial parks, multi-use facilities, etc.

Eligibility: The applicant must:

- Be a state or regional economic development entity in National Grid’s Upstate New York service territory OR
- Be a county economic development entity in National Grid’s Upstate New York service territory with a project of regional scope

To be eligible for this program, the project must:

- Develop, prepare or promote a specific asset or group of assets that enhance the competitiveness of the Upstate New York region or of all of Upstate New York, and
- Be targeted to decision makers who can influence the attraction of new jobs and investment to the National Grid’s upstate New York service territory, and
- Demonstrate the economic development potential of the asset that is being developed and/or promoted through the project.
- Demonstrate the ability to accomplish and sustain the effort of the project and leverage federal, state, and local matching funds.
- Research and marketing projects must:
- Not duplicate previous projects.
- Be “actionable,” refining the targets, messages, materials, and activities generated by the research or marketing.
- Must target decision makers and specific industries.

Max award amount: Maximum grant per project is \$500,000.

Match/capital required: National Grid funds for strategic economic development projects must be matched on a 1:1 basis.

Timeframe - annually: Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp>

Building Ready Upstate Program

(Grant Offered by National Grid- Shovel Ready)

Summary: The Building Ready Upstate program provides grants to fund building drawings, site plans, and design specifications that would meet local Planning Board approval and other costs that are required to reduce the up-front time needed to construct a new facility. Empire State Development has started a program (Shovelready certification) to address the length of time necessary in permitting sites. This program would follow the same principles of reducing the up-front time required in gaining the necessary approvals for new building construction.

Eligibility: To be eligible for this program, the applicant must:

- Be the owner or developer of an appropriate site endorsed by the local IDA, or
- Be the local ED organization, and
- Be willing to actively market the building to out-of-state prospects

To be eligible for this program, the project must:

- Receive electric or gas service from National Grid, and
- Receive the endorsement of an Industrial Development Agency (IDA) or the principal development agency for the community, and
- Be suitable for use by one of the following “economic growth” industries:
 - Manufacturing,
 - Distribution Centers
 - Regional warehousing or storage
 - Research and development
 - “Back office” such as data processing or customer service operations, and
- Be a minimum of 20,000 square feet
- At project conclusion show evidence of project completion and certification by the local planning board

Award amounts: Grant amounts will be limited to a maximum of \$30,000 and cannot exceed 75% of the total project cost. Program funds may only be used for up 75% of total costs for building drawings, design work, and marketing.

Time frame: Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp>

Manufacturing Productivity Program

(Grant Offered by National Grid-Shovel Ready Program)

Summary: Manufacturing employs over 550,000 New Yorkers and contributes \$61 billion annually to New York State's GDP. Every manufacturing job creates more than 2.5 related jobs in other sectors, and every dollar spent generates an additional \$1.37 in economic activity*. Small and medium sized upstate New York manufacturers are challenged by high costs and regulatory pressures. They must continually improve productivity and performance to remain competitive in the global economy. In order to grow, they must develop new products and improve their return on investment from sales and marketing activities by finding new customers, markets, and export opportunities. This program has been developed in partnership with the Regional Technology Development Centers (RTDCs) from Western New York, Finger Lakes, Central New York, Mohawk Valley, North Country, and Capital Region and will be delivered in conjunction with these TDCs.

Eligibility To be eligible for this program, the applicant must:

- Be a SC 2D, SC 3, SC 3A or SC 4 customer in good standing within National Grid's upstate New York service territory
- Be a business that is classified in the North American Industry Classification System (NAICS) as Manufacturing (NAICS codes 31, 32 or 33);
- Execute an agreement that commits top management to the processes that result in the productivity and development improvements articulated in this program distribution
- Provide evidence of funding from the company and other sources that is sufficient to complete the proposed project. The company must provide a minimum of 25% of the total funding from its own capital.

Award amounts

- Grants of up to \$15,000 or 40% (whichever is less) of the costs incurred by eligible applicants whose top management commits the time and resources to lean manufacturing" projects or manufacturing assistance projects that result in eliminating waste and increasing productivity on the "shop floor" and in the office.
- Further the program provides matching grants of up to \$15,000 or 50% (whichever is less) of the costs incurred by eligible applicants whose top management commits the time and resources to growth-targeted activities that will result in greater utilization of manufacturing capacity.
- The program provides matching grants of up to \$40,000 or 60% (whichever is less) of the costs incurred by eligible applicants whose top management commits the time and resources to projects that combine and coordinate the productivity and growth activities described above

Time frame: Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp>

Cooperative Business Recruitment

(Resource Provided By: National grid-Shovel Ready)

Summary: The Cooperative Business Recruitment program provides incremental matching funds for cooperative marketing initiatives between National Grid and regional or local economic development partners. Application requests may include but are not limited to the following:

- The creation of collateral material and direct mail campaigns
- Sales initiatives related to major business development events such as Industrial Asset Management Forums, Area Development Consultants Forums and other events where site location consultants and corporate real estate executives gather
- Support research and assistance with site selection familiarization tours, industry trade shows and sales missions
- Sales initiatives directed at industry trade groups
- Support for the creation and distribution of industry-specific publications
- Advertising and public relations activities

Eligibility: To be eligible for this program, the applicant must:

- Be a regional or local economic development corporation in the National Grid New York service territory.
- Provide economic development business attraction services to a community or region located within the National Grid New York service territory.

To be eligible for this program, the marketing project must:

- Promote community attributes or resources that represent a major asset for business attraction;
- Be targeted to decision makers who can influence the attraction of new jobs and investment to the National Grid upstate New York service territory; and,
- Be designed to attract new business, investment and jobs to the upstate National Grid New York service territory, based on the following factors:
 - The extent to which the project compliments (and not duplicates) other local, regional and state business attraction efforts;
 - The economic development potential of the asset that is being promoted
 - The project sponsor's ability to accomplish and sustain the effort of the project;
 - The project sponsor's ability to leverage federal, state and local matching funds; and
 - The extent to research proposed does not duplicate previous research and is actionable" (e.g. refining the targets, messages, materials and activities generated by the research proposed).

Award amounts: Maximum grant per project is \$10,000. Grant funds cannot be applied to past business attraction efforts.

Matching requirements: National Grid funds for cooperative projects must be matched on a 1:1 basis.

Time frame: Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp>

Industrial Building Redevelopment Program

(Resource provided by: Shovel Ready – National Grid)

Summary: The Industrial Building Redevelopment Program provides grants of up to \$250,000 (based on the amount of capital investment per the chart below) to property owners who are upgrading electric and/or natural gas infrastructure to return these properties to active industrial use.

Eligibility To be eligible for this program, the applicant must:

- Be the owner, duly authorized representative of the owner or contract purchaser of the eligible facility;
- Demonstrate a willingness and ability to actively market the building to out-of-state companies;
- Obtain Industrial Development Agency (IDA) or other public development agency support for the project.

To be eligible for this program, the project must:

- Be a building or integrated group of buildings that were at one time occupied by a single user;
- Receive electric or natural gas service from National Grid;
- Be vacant or underutilized (underutilized means that at least 50% of the usable space is vacant);
- Be at least 50,000square feet or larger;
- At project conclusion, provide a certificate of occupancy or a certificate of compliance from the local building codes department; and,
- Be suitable for use by one of the following industry sectors:
 - Manufacturing
 - Regional warehousing/distribution center
 - Scientific research and development
 - Data Centers
 - “Back office” operations such as data processing or customer service operations

Award amounts The Industrial Building Redevelopment Program provides grants of up to \$250,000.

Total Capital Investment	Available Funding Not to Exceed
Under \$1 Million	\$50,000
\$1 Million to \$5 Million	\$100,000
\$5 Million and above	\$250,000

Time frame: Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp>

Shovel Ready Infrastructure Program

(Offered by: Shovel Ready-National Grid)

Summary: The Shovel Ready Infrastructure program provides grants of up to \$125,000 for engineering and planning and \$250,000 for the installation of electric and natural gas infrastructure to at designated BuildNow NY, & Shovel-Ready Certified Sites served by National Grid, and for engineering studies that will advance a site in the Shovelready development process.

- Grant funds may be used for the installation of National Grid -owned electric and natural gas infrastructure.
- These grant funds will provide a maximum of 25% of total site development cost
- Grant funds may also be used for engineering studies that will result in site being certified by NYS as Shovel-Ready.
- These grant funds must be matched 1:1 and cannot exceed \$125,000.
- Retail oriented sites are excluded, unless they will result in a major tourism destination for upstate NY.

Eligibility To be eligible for this program, the applicant must:

- Be the owner of the eligible site or have an option to purchase the site
- Have a plan for marketing the site

To be eligible for a grant of up to \$250,000 for infrastructure from this program, the project (site) must:

- Be located within the National Grid Upstate New York franchise area, and
- Be a designated Build Now NY or Shovel-Ready Certified site, and
- Be fully served (all infrastructure in place), upon completion of the project.

To be eligible for a grant of up to \$125,000 for engineering and planning from this program, the project (site) must:

- Be located within the National Grid Upstate New York franchise area, and
- Have a high economic development value (i.e, be suitable to attract a large, job-creating, user or users), and
- Be Shovel-Ready Certified site by NYS upon completion (i.e. grant funds will not be paid out until NYS certifies the site as ShovelReady).

Award amounts: The program offers funding up to \$125,000 for engineering and planning. The program offers a second amount up \$250,000 for electric and natural gas infrastructure.

Matching requirements These grant funds must be matched 1:1 and cannot exceed \$125,000.

Time frame: Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp>

Brownfield Redevelopment Assistance Program

(Resource Provided by Shovel Ready-National Grid)

Summary: The Brownfield Redevelopment Assistance Program provides grants to fund utility related infrastructure improvements, demolition, and other costs that are necessary to progress the redevelopment of a Brownfield site or abandoned building. Application requests may include but are not limited to the following:

- Demolition that results in the clean-up and re-use of a contaminated site or building;
- Electric & gas infrastructure improvements; and,
- Costs associated with the local match for NYS DEC Environmental Restoration Program (ERP) and the Brownfield Opportunity Area Program (BOA).
- Phase I and Phase II environmental site assessments

Eligibility: To be eligible for this program, the applicant must be:

- A municipality and/or its authorized development corporation, or
- A 501(c)3, 501(c)6, or 501(c)4 corporation, working in tandem with a municipality and/or its Industrial Development Agency or Local Development Corporation, or
- Be the owner or developer of the eligible site with the endorsement of the municipality

To be eligible for this program, the project (site or building) must:

- Receive electric or gas service from National Grid;
- Have a viable commercial or industrial end use strategy for the site, based on some or all of the following factors:
 - Physical condition of building or site
 - Potential for land acquisition or site control
 - Regional economic impact of successful reuse
 - Demonstrated ability to accomplish and sustain reuse as a commercial or industrial site.
 - Demonstrated ability to obtain federal, state and other funding
 - Demonstrated ability to market the site or building to attract economic investment
 - Eligibility for state and federal development funds for the total project costs
 - Strength of development partnerships and community support

Award amounts The maximum grant allowable for a project is \$300,000. Program funds may be used for up to 25% of the eligible costs of a project. The maximum program funds that can be allocated to the completion of both Phase I and Phase II Environmental investigations and other preliminary site/building investigations is \$25,000; this is included in the maximum allowable grant of \$300,000. National Grid funds may be used as matching funds for other public grants. In this instance, National Grid will commit dollars contingent upon the successful awarding of the grant, but will not release funding until all required project funding is in place.

Time frame Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp#anchor1a>

Main Street/Commercial Revitalization

(Resource provided by Shovel Ready-National Grid)

Summary: This program is designed to assist communities in promoting “smart growth” and private sector investment in central business districts and commercial corridors that help their competitive viability, attract investment, and capitalize on their distinct development potential. The Main Street Revitalization program provides matching grants to municipal and non-profit development corporations’ undertaking efforts to revitalize critical main street/commercial corridors. Application requests may include the following: development of pre-construction documents that advance an existing community accepted design plan, site preparation, and construction of commercial and industrial adaptive re-use projects and renovation and rehabilitation of commercial, industrial or mixed-use buildings under 100,000 square feet.

Projects must be located in an underutilized central business district/commercial area. The building itself should be vacant or within a commercial area that has a vacancy rate of at least 50%. Projects must demonstrate job creation. Those that show ability to stimulate ancillary public and private investment will be reviewed favorably in the evaluation process.

Eligibility: To be eligible for this program, the **applicant** must be:

- A municipality and/or its authorized development corporation, *or*
- A 501(c)3, 501(c)6, or 501(c)4 corporation, working in tandem with a municipality and/or its Industrial Development Agency or Local Development Corporation, *or*
- Be the owner or developer of the eligible site with the endorsement of the municipality

To be eligible for this program, the **project** must:

- Receive electric or natural gas service from National Grid New York, *and*
- Be located in a central business district or commercial area, *and*
- Have existing electric or natural gas infrastructure that is clearly underutilized, *and*
- Show evidence of private sector job creation/retention and capital investment, *and*
- Reside in a building/site that is vacant OR within a target redevelopment area that contains a 50% vacancy rate

** Show evidence that a comprehensive assessment of energy efficiency measures were fully investigated and any completed or pending applications for energy efficiency incentives.

Award amounts:

- Grant amounts will be determined based on the size of the total capital investment you are making in your project/facility (including energy and non-energy related investments) as follows:

Total Capital Investment	Total Available Funding not to Exceed
Under \$500,000	\$25,000
\$500,000 up to \$5 Million	\$50,000
\$5M-up to \$10Million *	\$100,000
Above \$10 Million **	\$200,000

*Building Clusters given priority

**Must be cluster development

Matching requirements: Program funds may only be used to offset 50% of costs (1:1 funding match required)

Time frame: Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp#anchor1a>

CleanTech Incubation

(Resource provided by: Shovel Ready-National Grid)

Summary: National Grid has created the program to support initiatives that facilitate formation of new ventures or growth of high potential small ventures and also to make buildings more marketable for the creation of new jobs in the clean tech industry and other advanced technology industry sectors. Application requests may include but are not limited to the costs associated with market research; commercialization efforts and consulting support that includes entrepreneurs-in-residence (EIR's); training; and costs related to performance tracking and documentation of lessons learned (for replication purposes).

Eligibility Application requests may include but are not limited to the costs associated with market research; commercialization efforts and consulting support that includes entrepreneurs-in-residence (EIR's); training; and costs related to performance tracking and documentation of lessons learned (for replication purposes).

To be eligible for the entrepreneur venture support, the **applicant** must:

- Be a NYS Center for Advanced Technology (CAT), or Center of Excellence (COE), or a 501(c)3, 501(c)4 or 501(c)6 corporation dedicated to entrepreneur support.
- Have experience and a track record of successful performance in economic development and entrepreneurship and
- Have a history of working and interacting with entrepreneurs and organizations that support entrepreneurs;

To be eligible for the entrepreneur venture support, the **Project** must:

- Have a physical location in National Grid's upstate NY service territory that receives electric and/or natural gas service and
- Focus on business-related issues that facilitate the creation, sustainability and/or growth of for-profit entrepreneurial ventures and;
- Include hands-on implementation assistance involving direct interaction with entrepreneurs and their ventures and;
- Include metrics and a tracking method related to increases in entrepreneurial activity including ventures started or growth in existing ventures, jobs created and/or retained, new capital investment and/or revenue growth and;
- Be based on a replicable model with a final report that outlines lessons learned from the funded and substantiated financial results and;

To be eligible for the building fit-up assistance, the **applicant** must:

- Be the owner of the eligible site or building or
- Be a municipality or not-for-profit (501C3 or 501C6) economic development agency responsible for the development of the site or building.

To be eligible for building fit-up assistance the **Project** must:

- Have a physical location in National Grid's upstate NY service territory that receives electric and/or natural gas service and;
- Have existing infrastructure that is a barrier to new investment. and;
- Include a plan for marketing the building to Clean Tech and other advanced technology industries

Award amounts The CleanTech Incubation Program provides grants up to \$250,000 to support entrepreneurial ventures, connect new companies to key resources, address their critical problems, and assist them in capitalizing on emerging opportunities. The program also offers matching grants of up to \$250,000 for the fit up of buildings that provide business incubation services for companies in the clean tech industry sector based on the following levels of capital investment as follows:

<u>Total Capital Investment</u>	<u>Available Funding Not to Exceed</u>
Under \$1 Million	\$50,000
\$1 Million to \$5 Million	\$100,000
\$5 Million and above	\$250,000

Requirements: National Grid funds may only be used to offset 50% of project costs (minimum 1:1 funding match required). A maximum of 10% of the total grant award can be given to any individual entrepreneur or company.

Time frame Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp#anchor1a>

Urban Corridor Revitalization

(Resource provided by ShovelReady-National Grid)

Summary: This program is designed to assist these metro centers in National Grid New York’s service territory achieve their revitalization goals, increase property tax bases, and promote “smart growth” and sustainable investment in central business districts and commercial corridors. The Urban Center/Commercial District Revitalization program provides matching grants of up to \$250,000 to local municipalities, development corporations, universities, and medical complexes undertaking major neighborhood revitalization projects. Eligible projects must be endorsed by appropriate municipal authorities, and tied to specific investments in vacant/underutilized structures, neighborhoods and sites within the urban core. Projects that capitalize on the distinctive character of historic city neighborhoods focus on energy efficiency strategies and demonstrate an aggressive approach toward attracting retail pioneers and reclaiming vacant structures will be considered favorably in the application process. Application requests may include the following activities:

- electric and gas infrastructure and lighting installations associated with pedestrian corridor improvements, site preparation and building rehabilitation
- the development of pre-construction drawings to advance an urban redesign plan associated with lighting improvements is also eligible, to the maximum extent possible lighting designs will promote energy efficiency.
- alternative fuel transportation infrastructure as part of a larger urban revitalization effort

Eligibility: To be eligible for this program, the **applicant** must be:

- A municipality and/or its authorized development corporation, or
- A 501(c)3 or 501(c)6, university, or medical complex with the endorsement of the authorized municipality where the project is taking place

To be eligible for this program, the **project** must:

- Reside within the National Grid franchise area, and
- Be located in a central business district or commercial area, and
- Have existing utility infrastructure that is underutilized, and
- Have a 3:1 match of other public and private funds to National Grid’s dollars, and
- Show specific evidence of job creation and capital investment by businesses or other economic entities attracted or retained by the project, and
- Show evidence of concurrent commitment to the renovation of vacant or underutilized sites and structures within the urban core, and
- Reside within a city with population above 15,000.

Award amounts: Maximum per project is \$250,000.

Matching requirements: Applicants must match National Grid funding on a 3:1 basis with other public and/or private resources to obtain funds under this program. Program funds may only be used to offset 25% (3:1 funding match required) associated with planning, design, engineering, and construction costs related to the enhancement of a Urban Center/Commercial District involving lighting projects.

Time frame: Program funding and parameters are established annually by National Grid. Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp#anchor1a>

Capital Investment Incentive

(Resource provide by ShovelReady-National Grid)

Summary: The Capital Investment Incentive Program provides funds to help offset the customer costs associated with upgrading utility infrastructure to accommodate a business expansion or new construction project. Specifically, this program supports business attraction or expansion projects located in National Grid’s upstate New York service territory. The applicant must demonstrate that they are unable to secure sufficient funding for the project through federal, state, or local economic development programs. Application requests may include, but are not limited to the following:

- Improvements to National Grid’s electric or natural gas system, such as line extensions or upgrades to transmission lines or distribution feeders, that require a customer contribution.
- Conduit, trenching, and backfill associated with National Grid owned infrastructure.
- Customer owned substations, transformers, pads, switchgear, meter cabinets, and metering devices in the case where a new or expanding customer is required to increase the size of their service.

Eligibility: To be eligible for this program, the **applicant** must:

- Be the customer of record (owner or lessee) of an eligible facility or prospective eligible facility;
- Demonstrate efforts to obtain state & local economic development incentives for the facility;
- Demonstrate the ability to retain and/or attract jobs and capital investment to the eligible facility; and,
- Make a capital investment that requires electric and/or natural gas infrastructure improvements.

To be eligible for this program, the **facility** (business) or prospective facility must:

- Be located in National Grid’s upstate New York service territory;
- Demonstrate Industrial Development Agency (IDA) or other public development agency support for the project;
- Have electric or gas infrastructure that is clearly a barrier to attracting new industrial or commercial activity;
- Have a National Grid electric service classification of SC 3, 3A or 4
- Have a natural gas classification as one of the following: SC4, SC5, SC6, SC8 or SC9; and,
- Be used for a business that can be classified in one of the following industry sectors:
 - Manufacturing
 - Regional warehousing/distribution center
 - Scientific research and development enters
 - “Back office” operations such as data processing or customer service operations
 - Regional/national administrative centers or headquarter facilities
 - Agri Business

Award amounts: Amounts listed are the maximum allowable award for each program.

<u>Total Capital Investment</u>	<u>Total Available Funding not to Exceed</u>
\$100,000 to \$1 Million	\$50,000
\$1 Million to \$5 Million	\$100,000
\$5 Million to \$50Million	\$250,000
\$50 Million and Above	\$500,000

Time frame: Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp#anchor1a>

Power Quality Enhancement Program

(Resource provided by ShovelReady-National Grid)

Summary: The Power Quality Enhancement Program provides assistance to qualifying businesses in the service territory of National Grid New York. The program helps fund eligible customers for installation of power quality mitigation equipment and services. Qualifying applicants must demonstrate their facility has a power quality problem that results in production, operational, or quality constraints, including but not limited to downtime and outage costs.

Application requests may include, but are not limited to the following:

- Voltage Ride-Through Equipment
- Harmonic Filters
- Voltage Regulators
- Power Conditioning Equipment
- Harmonic Rated Isolation Transformers
- Transient Voltage Surge Suppression
- Uninterruptible Power Supplies
- Power Quality Controls
- Diagnostic Services
- Power Quality Monitoring
- Power Quality Measurements & Verification

***National Grid Service Classification 3, 3A and 4 customers in manufacturing, research & development, or health care sectors are eligible to submit an application for a reimbursement grant from the program.

Eligibility: To be eligible for this program, the **applicant** must:

- Be the owner of the eligible business and;
- Be a Service Classification 3, 3A or 4 customer

To be eligible for this program, the facility (business) must:

- Receive electric service from National Grid, and
- Be classified as one of the following industry sectors:
 - Manufacturing,
 - Research and development
 - Health Care Sectors
 - Data Centers

Award amounts: Grants will not exceed \$100,000. At a minimum, the customer must fund at least 25% of total project costs and the National Grid New York funding must represent no more than 50% of the total project costs.

Time frame: Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp>

Small Business Growth Demand Charge Reduction

(Resource provided by ShovelReady-National Grid)

Summary: Growing medium size companies are responsible for an enormous amount of job growth in the service territory of National Grid New York. This program is designed to insure that those growing businesses can continue their success and provide an incentive to do so.

Eligibility: To be eligible for this program, the **applicant** must:

- Be the owner of the eligible business.
- Have an executed Service Classification No. 12 (SC-12) contract with National Grid, and
- Have been a SC2D customer prior to beginning their SC-12 contract term, and
- Be scheduled to complete the SC-12 contract term before December 31, 2013, and
- Have a metered monthly electric demand greater than 100kw but less than 500

Award amounts: The program offers businesses 2 years of electric services demand charge discounts.

Time frame: Grants are available on a continual basis until all funding is expended during that program year or until December 31st of the current program year.

<http://www.shovelready.com/programs.asp>

15th Small Business Grant

(Resource provided by US SBA, Offered by, IdeadCafe)

Summary: If you plan on expanding your business or just want to live out your dreams, enter the competition. The 15th Small Business Grant will award \$1,000 in cash to the small business with the most inspirational owner, willing to take their business to the next level, a total of \$1,500 in advertising credits and tons of free publicity.

Organization offering the grant: *Idea Café*

Eligible recipients: Anyone who currently owns a business or is planning to start one. In order to access the application form, you must be a registered "Regular" member of Idea Cafe, and not previously have received a cash grant directly from Idea Cafe. (Prior Idea Cafe grant finalists and semi-finalists are welcome to apply for this new grant.)

Max award amount: Maximum is \$1,000 to first place winners. Second and third place winners receive \$500 in advertising credits.

Requirements: Demonstrate your innovative genius with your new business idea or give a persuasive picture of your current business fire up your supporters via social networks, and step into the limelight for a chance to win big!

Timeframe (annual/ongoing): *Annual.* There is a new grant available every year.

http://www.businessownersideacafe.com/small_business_grants/15th-grant-applications.php

Economic Development Purposes Grants

(Recourse provided by ESD)

Summary: This funding is for economic development initiatives and projects that create or retain jobs, generate increased economic activity and improve the economic and social viability and vitality of local communities. Funds may be used for:

- Acquisition or leasing of land, buildings, machinery and/or equipment
- Acquisition of existing business and/or assets
- Demolition and environmental remediation
- New construction, renovation or leasehold improvements
- Acquisition of furniture and fixtures
- Planning and feasibility studies
- Site and infrastructure development
- Inventory
- Training
- Soft costs
- Working capital
- Marketing and advertising

Eligibility: Eligible applicants include for-profit businesses; not-for-profit corporations; business improvement districts; local development corporations; public benefit corporations (including industrial development agencies); economic development organizations; research and academic institutions; incubators; technology parks; municipalities; counties; regional planning councils; tourist attractions; and community facilities.

Amounts: Aggregate ESD assistance should not exceed twenty percent (20%) of the project budget. Applications should include a comprehensive budget that specifies funding sources and uses; total source and total use amounts should be the same. Assets being acquired must be reflected in the budget at a level at or below fair market value. If an Applicant proposes acquiring an asset from an affiliate or related entity, the value of that asset must be verified independently.

Albany Office:

625 Broadway
Albany, New York 12207
(518) 292-5100

<http://www.esd.ny.gov/BusinessPrograms/EconDevPurposesGrants.html>

NYSERDA Existing Facilities Program

(Offered by NYSERDA)

Summary: NYSERDA's Existing Facilities Program offers a broad portfolio of incentives to help offset the costs of implementing energy efficiency improvements in existing commercial facilities across New York State.

Pre-Qualified Path

Eligible recipients: Fixed incentives are available on a dollar-per-unit basis for smaller-scale lighting, HVAC, commercial refrigeration, commercial kitchen, gas equipment and other categories. Measure worksheets help you calculate potential incentives. Submit your application for eligible equipment incentives up to 90 days after project completion

Max award amount: No minimum incentive. Maximum incentives of up to \$60,000: up to \$30,000 for electric, and up to \$30,000 for natural gas energy efficiency improvements

Performance-Base Path

Eligible recipients: Custom incentives for larger-scale electric, natural gas, energy storage, demand response and other projects. Be confident about your return on investment through verified savings supported by engineering calculations. Submit your application either before or within 90 days of contracting for the project

Max award amount: Maximum incentives of up to \$2,000,000. Minimum incentives of \$30,000

Timeframe: Applications to the Existing Facilities Program will be accepted through the Consolidated Funding Application (CFA) on a first-come, first-served basis through 5:00 p.m. EST on December 31, 2015, or until funds are exhausted.

<http://www.nysesda.ny.gov/Funding-Opportunities/Current-Funding-Opportunities.aspx>

NYSERDA New Construction Program

(Offered by NYSERDA)

Summary: The New Construction Program (NCP) for commercial/industrial businesses can provide assistance when incorporating energy-efficiency measures into the design, construction, and operation of new and substantially renovated buildings. Incentives are available for the purchase and installation of energy-efficient equipment that reduces electric energy consumption in new and substantially renovated buildings.

Technical Assistance is available to help evaluate energy-efficiency measures and provide guidance to your design team on incorporating new and emerging energy-efficient technologies into your building. Funding is available to offset the additional costs associated with the purchase and installation of approved equipment. Assistance also may be available for commissioning services and green building opportunities.

Eligible recipients: Two types of building projects are eligible.

- New Construction: Defined as a new building, or space within a new building, for which a licensed professional architect or engineer has prepared and certified building plans.
- Substantial Renovation: Defined as one of the following types of projects for which a licensed professional architect or engineer has prepared and certified building plans.
 - Change of use and reconstruction of an existing building or the space within it
 - Construction work requiring that the building or space within it be out of service for at least 30 consecutive days
 - Reconstruction of a vacant structure or the space within it

There is no size limit for an eligible project, either in terms of energy usage or building square footage.

Max award amount:

Incentives	Amount
1501 Incentives Budget	\$49,681,592.00
Available Funds Left	41% - \$20,372,026.60
1501 GAS Incentives Budget	\$2,998,335.00
Available Funds Left	34%- \$1,011,405.00
1601 Incentives Budget	\$90,981,268.00
Available Funds Left	97% - \$88,025,402.35

Timeframe: Applications to the New Construction Program will be accepted through the Consolidated Funding Application (CFA) on a first-come, first-served basis through 5:00 p.m. ET on December 31, 2015, or until funds are exhausted.

<http://www.nyserda.ny.gov/Funding-Opportunities/Current-Funding-Opportunities.aspx>

NYS Main Street Program

(Offered by: New York State Home & Community Renewal)

Summary: New York Main Street provides financial resources and technical assistance to communities to strengthen the economic vitality of the State's traditional Main Streets and neighborhoods. The New York Main Street grant program provides funds from the New York State Housing Trust Fund Corporation (HTFC) to units of local government, business improvement districts, and other not-for-profit organizations that are committed to revitalizing historic downtowns, mixed-use neighborhood commercial districts, and village centers. NYMS funds are not available for building demolition or new construction.

Eligible recipients: The Project(s) must be located in an eligible target area. An eligible target area shall mean an area: (i) that has experienced sustained physical deterioration, decay, neglect, or disinvestment; (ii) has a number of substandard buildings or vacant residential or commercial units; **and** (iii) in which more than fifty percent of the residents are persons of low income, or which is designated by a state or federal agency to be eligible for a community or economic development program. The proposed activities must be carried out in a program target area of generally no more than three contiguous blocks which has experienced sustained physical deterioration, decay, neglect, or disinvestment, and has a number of substandard buildings or vacant residential or commercial units.

Max award amount: Building Renovation: Matching grants to building owners for renovation of mixed-use buildings. Recipients of NYMS funds may award up to \$50,000 in grant funds to building owners. Building renovation grant funds are used to renovate facades, storefronts and commercial interiors, with an additional \$10,000 per residential unit up to a per building maximum of \$100,000 not to exceed 75% of the total project cost.

Streetscape Enhancement: \$15,000 in grant funds for streetscape enhancement activities, such as: planting trees, installing street furniture and trash cans; providing appropriate signs in accordance with a local signage plan; and performing other supportive activities to enhance the NYMS target area. A streetscape enhancement grant will only be awarded as an activity ancillary to a building renovation project and cannot be applied for on its own.

Contact:

Crystal Loffler, Program Director
Erin Kinne, Community
Developer
Hampton Plaza
38-40 State Street, 4th Floor
Albany, New York 12207
(518) 474-2057

Patricia O'Reilly, Community Developer
620 Erie Blvd. West, Suite 312
Syracuse, New York 13204
(315) 478-7179

<http://www.nyshcr.org/Programs/NYMainStreet/>

Economic Development Fund (EDF)

(Offered by: ESD)

Summary: his program offers financial assistance for projects that promote the economic health of New York State by facilitating the creation and or retention of jobs or the increase of business activity in the State. EDF funds assist with construction, expansion and rehabilitation of facilities; acquisition of machinery and equipment; working capital; and the training of full-time permanent employees. Funds can be used for:

- Real Estate and Land Acquisition
- Demolition
- Construction and Renovations
- Site and Infrastructure
- Machinery and Equipment
- Inventory
- Construction Related Planning and Design
- Training
- Soft Costs
- Feasibility Planning Studies

Eligible recipients: Eligible

- Businesses involved in industrial, manufacturing, warehousing and distribution
- Research and development, high technology, service and other non-retail commercial enterprises
- Not-for-profits
- Local Development Corporations and Industrial Development Agencies
- Municipalities

Not Eligible

- Residential, casino, gambling institutions, legal, medical, nursing services, retail firms in non-distressed areas.

Contact: Capital Region

Hedley Park Place
433 River Street - Suite
1003
Troy, NY 12180
(518) 270-1130
(518) 270-1141 Fax

[Economic Development Fund](http://www.esd.ny.gov/BusinessPrograms/EDF.html)

<http://www.esd.ny.gov/BusinessPrograms/EDF.html>

Manufacturing Assistance Program (MAP)

(Offered by: ESD)

Summary: This program assists New York State manufacturers invest in capital projects that significantly improve production, productivity and competitiveness. MAP funds must be used for capital investments in machinery and equipment. Projects may also include Industrial Effectiveness consulting and or worker skills training. Projects must achieve substantial and measurable improvements to the output, productivity and competitiveness of the manufacturing facility, such as:

- increased production output
- process efficiency
- improvements in quality control
- new product line
- resource conservation
- pollution prevention
- cost-reduction or revenue-enhancement measures
- intended outcomes must be quantified and verifiable

Eligible recipients: Minimum Requirements:

- \$1 million capital investment machinery, equipment and related costs directly tied to production
- Quantified improvements over baseline operation of 20% or more
- Retention of at least 85% of workforce for five years

Eligible Applicants: NYS manufacturers that employ 50 to 1,000 workers; and export at least 30% of their production beyond the immediate region, or supply at least 30% of their production to a prime manufacturer that exports beyond the region.

Eligible Projects: Capital investments in machinery and equipment that result in measurable improvements in production output, productivity and competitiveness and associated building expansions modifications.

Ineligible Projects: Projects in which there are reductions in employee benefits and wages.

Max Amount Awarded: Empire State Development (ESD) MAP assistance is capped at \$1 million. Award amounts are based on the magnitude of the improvements and their overall benefit to the company; the amount of private investment leveraged; and the economic impact of the manufacturer within its regional economy.

Contact: Capital Region

Hedley Park Place
433 River Street - Suite
1003
Troy, NY 12180
(518) 270-1130
(518) 270-1141 Fax

Manufacturing Assistance Program (MAP)

<http://www.esd.ny.gov/BusinessPrograms/MAP.html>

Urban and Community Development Program (UCDP)

(Offered by: ESD)

Summary: The Urban and Community Development Program (UCDP) offers assistance with preference given to projects located in highly distressed communities and for projects where other public or private funding sources are not available. Assistance is awarded on a competitive basis, in response to requests for proposals and through direct applications. Loan and grant amounts are determined based on both project location and project costs. UCDP offers:

- urban and community development assistance;
- urban and community project development assistance (grants, loans and loan guarantees);
- neighborhood and community partnership assistance;
- urban and community commercial revitalization revolving loan and loan guarantee fund assistance; and
- urban and community technical assistance

Eligible recipients: Urban and Community Development Assistance

- *Minimum Requirements:* projects may be required to match the amount of any grant awarded.
- *Eligible Applicants:* Business improvement districts (BIDs), local development corporations other not-for-profit economic development organizations, municipalities involved in commercial revitalization activities in central business districts or commercial strips
- *Eligible Projects:* architectural design studies and services and other redevelopment work in connection with the design and implementation of a plan for façade and other improvements to commercial strips and central business districts throughout New York State marketing and promotional activities, job placement programs, security assistance, energy audit programs, assistance in forming BIDs, surveys or reports, including feasibility studies and preliminary planning studies
- *Ineligible Projects:* salaries, public improvements and services currently provided by local or state government.

Urban and Community Project Development Assistance

- *Minimum Requirements:* projects must be located in economic development zones or highly distressed areas.
- *Eligible Applicants:* developers, BIDs, local development corporations, other not-for-profit economic development organizations, municipalities
- *Eligible Projects:* acquisition, renovation and construction of commercial industrial and mixed-use facilities, feasibility or planning studies in connection with such development
- *Ineligible Projects:* publicly-owned sites.

Neighborhood and Community Partnership Assistance

- *Minimum Requirements:* grant amounts are determined based on project location and project costs
- *Eligible Applicants:* not-for-profit corporations, BIDs, community development organizations
- *Eligible Projects:* regional and local activities designed to retain existing businesses and jobs within a region or locality, increase the viability of existing businesses and stimulate and encourage the formation of new enterprises and small business growth.

Urban and Community Commercial Revitalization Revolving Loan and Loan Guarantee Fund Assistance

- *Minimum Requirements:* to stimulate the development of central business districts and commercial strips through a decentralized lending program operated in conjunction with BIDs, local development corporations and other not-for-profits corporations serving central business districts or commercial strips.
- *Eligible Applicants:* qualified BIDs, local development corporations, other not-for-profit corporations
- *Eligible Projects:* improvements, expansions and start-ups of businesses located in central business districts and commercial strips.

Urban and Community Technical Assistance

- *Minimum Requirements:* projects may be required to match the amount of any grant awarded.
- *Eligible Applicants:* municipalities, not-for-profit organizations, local development corporations, local economic development zone administrative boards or business improvement districts.
- *Eligible Projects:* organizing for economic development, analyzing potential development opportunities or obstacles to development, developing economic development strategies, including feasibility studies for the creation of business improvement districts in highly distressed areas, strengthening an organization's capacity to implement economic development, job creation or business retention strategies, including: technical and financial packaging assistance to local businesses; manage economic development projects; and other economic development services that are identified in their strategic plans.

Contact: Capital Region

Hedley Park Place
433 River Street - Suite
1003
Troy, NY 12180
(518) 270-1130
(518) 270-1141 Fax

[Urban and Community Development Program \(UCDP\)](http://esd.ny.gov/BusinessPrograms/UCDP.html)

<http://esd.ny.gov/BusinessPrograms/UCDP.html>

JOBS Now

(Offered by: ESD)

Summary: JOBS Now grants offers financial assistance for major business expansion and attraction efforts that will create or attract significant numbers of permanent, full time private sector jobs in New York State.

The program is primarily directed toward large projects that create a minimum of 300 new full-time jobs. ESD may provide assistance for projects that create fewer than 300, but at least 100 new, permanent, full-time, private sector jobs, within the State.

Funding assists businesses with construction and expansion of facilities; acquisition of machinery and equipment; to offset a portion of state and local taxes incurred by the expansion; and the recruitment, hiring and training of full-time permanent employees. Funds can be used for:

- Real Estate Acquisition
- Demolition
- Construction
- Site and Infrastructure
- Machinery and Equipment
- Inventory
- Construction Related Planning and Design

Eligible recipients: Eligible

- Private businesses involved in industrial, manufacturing, warehousing and distribution
- Research and development, high technology, service and other non-retail commercial enterprises

Not Eligible

- Residential, casino and gambling institutions
- Debt refinancing, tax delinquency, employee benefit arrearage
- Retail businesses (unless they are the expansion attraction of national or regional headquarters facilities)

Max award amount: Economic Development Loans and Grants of up to \$10,000 per job for projects that promotes the economic health of New York State by creating private sector jobs and increasing business activity through expansion of existing companies and the attraction of new companies to New York State.

Contact: Capital Region

Hedley Park Place
433 River Street - Suite
1003
Troy, NY 12180
(518) 270-1130
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JOBS Now

<http://www.esd.ny.gov/BusinessPrograms/JOBSNow.html>

Empire State Jobs Retention Program

(Offered by ESD)

Summary: The program was created to provide financial incentives to retain strategic businesses and jobs that are at risk of leaving the state due to the impact on business operations of an event leading to an emergency declaration by the Governor. The applicant must demonstrate substantial physical damage and economic harm resulting from such event.

Eligible recipients: The Programs available to firms operating in the strategic industries that:

1. Are located in a county in which an emergency has been declared by the governor
2. Demonstrate substantial physical damage and economic harm resulting from the event leading to the emergency declaration; and
3. Employ at least 100 employees in the county in which an emergency has been declared and retain or exceed that number of jobs in New York State.

Only those impacted jobs that are retained by the firm are eligible for the jobs retention credit. The strategic industries eligible to participate in the Program are: manufacturing, hi-tech, bio-tech and clean-tech, financial services data centers or financial services customer back office operations, distribution, software development, back office and agriculture.

Timeframe: Applications must be submitted within 180 days of the declaration of an emergency by the governor in the county in which the business enterprise is located.

[Jobs Retention Program \(ESJRP\)](http://www.esd.ny.gov/BusinessPrograms/ESJRP.html)

<http://www.esd.ny.gov/BusinessPrograms/ESJRP.html>

Empire State Development Grant Funds: Regional Council Capital Fund & Urban and Community Development Program

Summary: ESD has several grant programs that together make available \$152 million of capital grant funding for the State’s Regional Economic Development Council Initiative, which helps drive regional and local economic development across New York State in cooperation with ten Regional Economic Development Councils (“Regional Councils”).

Capital grant funding is available for capital-based economic development projects intended to create or retain jobs; prevent, reduce or eliminate unemployment and underemployment; and/or increase business or economic activity in a community or Region. Grant funding will be allocated among the ten regions, each represented by a Regional Council, based on each Regional Council’s development and implementation of a five-year strategic plan that sets out a comprehensive vision for economic development and specific strategies to implement that vision. Funding will be allocated to projects, including priority projects identified by the Regional Councils, identified as significant, regionally supported and capable of stimulating economic investment.

Eligible recipients: Eligible Applicants include but are not limited to: for-profit businesses, not-for-profit corporations, business improvement districts, local development corporations, public benefit corporations (including industrial development agencies), economic development organizations, research and academic institutions, incubators, technology parks, municipalities, counties, regional planning councils, tourist attractions and community facilities.

Assistance generally falls into three categories:

1. **Business Investment:** Business investments are capital expenditures that facilitate an employer’s ability to create new jobs in New York State or to retain jobs that are otherwise in jeopardy. Five-year job commitments will be required of all award recipients because it is by underwriting these job commitments that ESD is best able to forecast the economic benefits of providing assistance to any particular project. Applicants will therefore be required to commit to the number of jobs at risk (or relocation or loss) that will be retained by the proposed project, the number of net new full-time jobs that will be created by the project, and the average salaries of each. Failure to achieve or maintain these employment commitments will subject a beneficiary to potential recapture of assistance.

2. **Infrastructure Investment:** Funds may be used to finance infrastructure investments in order to attract new businesses and expand existing businesses, thereby fostering further investment. Infrastructure investments are capital expenditures for infrastructure including transportation, water and sewer, communication, and energy generation and distribution. Infrastructure also includes the construction of parking garages. Infrastructure Investment may be used to finance planning or feasibility studies relating to capital expenditures. Infrastructure investment projects that are able to provide job commitments will be viewed favorably. It is important, however, to note that (1) few infrastructure investment projects are anticipated to be able to provide job commitments and (2) if the employer will be an entity other than the Applicant, a third party guarantee of the Applicant’s job commitment must be provided by the prospective employer and both the prospective employer and the third party guarantor must be found by ESD to be creditworthy.

3. **Economic Growth Investment:** An Economic Growth Investment initiative fosters economic growth through cultural activity, higher education activity, regional revolving loan and grant programs, other local or regional initiatives, agribusiness initiatives, improvements to commercial industrial and mixed-

use facilities in highly distressed areas, commercial revitalization activities in central business districts or commercial strips, or other projects that may not have direct job creation goals. Economic growth investment projects that are able to provide direct job commitments will be viewed favorably.

FUNDS MAY BE USED FOR:

- Acquisition or leasing of land, buildings, machinery and/or equipment;
- Acquisition of existing business and/or assets;
- Demolition and environmental remediation;
- New construction, renovation or leasehold improvements;
- Acquisition of furniture and fixtures;
- Soft costs of up to twenty-five percent (25%) of total project costs; and
- Planning and feasibility studies related to a capital project.

INELIGIBLE ACTIVITIES:

The following types of expenses may be included in budgets but shall not be eligible for reimbursement by grant funds:

- Developer fees
- Recapitalization/refinancing;
- Training; and
- Residential development, although program funds may be used for the commercial component of a mixed-use project.

Max award amount: Regional Council Capital Fund (Up to \$150 million); Urban and Community Development Program (Up to \$2 million).

Timeframe: annual/ongoing

http://regionalcouncils.ny.gov/sites/default/files/documents/2013/new-available_resources_2013.pdf

ESD Strategic Planning and Feasibility Studies

(Offered by ESD)

Summary: ESD's Urban and Community Development Program promotes economic development in the State of New York by encouraging economic and employment opportunities and stimulating development of communities and urban areas. Total program funding of up to \$1 million is available for working capital grants of up to \$100,000 each to support 1) strategic development plans for a city, county, or municipality or a significant part thereof and 2) studies for site(s) or facility(ies) assessment and planning. Projects should focus on economic development purposes, and preference shall be given to projects located in highly distressed communities.

Eligible recipients: Cities; Counties; Municipalities; Business Improvement Districts; Local Development Corporations; Not-for-profit Economic Development Organizations

ELIGIBLE ACTIVITIES / PROGRAM BENEFIT REQUIREMENTS:

Assistance is available in the following two categories:

- Preparation and development of strategic development plans for a city, county or municipality or a significant part thereof; and
- Studies, surveys or reports, and feasibility studies and preliminary planning studies to assess a particular site or sites or facility or facilities for any economic development purpose other than residential, though mixed-use facilities with a residential component are allowed.

INELIGIBLE ACTIVITIES: For Site Assessment and Site Planning grants:

- Residential development, although program funds may be used for a study involving a mixed-use project

Max award amount: Total program funding of up to \$1 million is available for working capital grants of up to \$100,000 each

Match/capital required: Each grant requires a minimum of 50% of total project costs in matching funds, which should include at least 10% of total project costs in the form of cash equity contributed by the Applicant organization.

Timeframe: annual/ongoing

http://regionalcouncils.ny.gov/sites/default/files/documents/2013/new-available_resources_2013.pdf

Urban Initiatives (UI) Program

(Offered by ESD)

Summary: The purpose of the Urban Initiatives program is to provide financial/technical resources to New York communities for the restoration and improvement of housing, commercial areas and public/community facilities in urban neighborhoods. This program will provide grants to not-for-profit community based organizations and charitable organizations that have a direct interest in improving the health, safety and economic viability of a distressed urban neighborhood or other aspects of the area environment that are related to community preservation or renewal activities.

Eligible recipients: Eligible applicants include not-for-profit corporations that have been engaged primarily in relevant community preservation activities for at least one year prior to application. The applicant's officers, directors and members must be representative of the residents and other legitimate interests of the neighborhood. Eligible areas for Urban Initiatives projects are neighborhoods within cities, towns or villages with a population of twenty thousand or more. An eligible neighborhood for UI projects shall mean an area: (i) that has experienced sustained physical deterioration, decay, neglect, or disinvestment; (ii) has a number of substandard buildings or vacant residential or commercial units; And (iii) in which more than fifty percent of the residents are persons whose incomes do not exceed eighty percent of the area median income for the county or metropolitan statistical area (MSA) in which the project is located, or which is designated by a state or federal agency to be eligible for a community or economic development program.

http://regionalcouncils.ny.gov/sites/default/files/documents/2013/new-available_resources_2013.pdf

Workforce Development – Dept. of State

Summary: Provides grants on a competitive basis for the following priority areas:

1. Job training;
2. Job skills development;
3. Job placement and retention;
4. Financial and Civic Literacy
5. English for Speakers of Other Languages (ESOL)

Eligible Project Types:

1. Job Training. Expected Result: workers and potential workers will obtain employment or improve opportunities for employment. Activities shall focus on direct training for employment opportunities in specific lines of work for which trainees have a significant chance to obtain sustainable employment, and for which a potential worker already has essential occupational skills, based on local employment openings and availability.)
2. Job Skills Development. Expected Result: participants will be prepared to obtain employment. Activities shall have an educational focus, particularly on direct skills development in areas where increased skills will enhance placement opportunities for those already seeking employment, and which will also include, but will not be limited to:
 - a. Improvement in basic reading, math, communication skills
 - b. Computer literacy
 - c. Construction, home repair, energy auditing
 - d. Summer youth employment skills which enhance future employability and educational attainment as well as in obtaining permanent employment, which would enhance overall opportunities for future employment.
 - e. Supportive education, leading to permanent employment, such as: certification in educational and medical/nursing skills
 - f. Driver training; driver education leading to licensure
 - g. ABE/GED courses leading to a certificate or diploma.
 - h. Completion of post-secondary education leading to a certificate or diploma

Max award amount: Funding Available: Up to \$750,000

http://regionalcouncils.ny.gov/sites/default/files/documents/2013/new-available_resources_2013.pdf

Workforce Development – Dept. of Labor

Summary: Provides grants on a competitive basis for occupational skills upgrading and training of employed and long-term unemployed workers to enhance hiring and workforce skills, commensurate with regional economic development strategic plans.

Eligible recipients:

- For Existing Employee Training and New Hire/On-the-Job Training:
 - Private sector for-profit businesses, including corporations, LLCs, LLPs, etc. with two or more employees
 - Private sector not-for-profit businesses with two or more employees
- For Unemployed Worker Training:
 - Private sector for-profit businesses, including corporations, LLCs, LLPs, etc. with two or more employees;
 - Private sector not-for-profit businesses with two or more employees; or
 - Training providers.

Eligible Project Types: Business Hiring and Training Incentives

Max award amount: Funding Available: Up to \$5 million. The maximum grant that an applicant may receive if it applies for one, two or all three types of training is \$100,000. The maximum cost per trainee is \$5,000.

Match/capital required:

Timeframe: annual/ongoing

http://regionalcouncils.ny.gov/sites/default/files/documents/2013/new-available_resources_2013.pdf

Loans

7(a) Loan Program

(Resource provided by USSBA)

Summary: SBA provides loans to businesses — not individuals — so the requirements of eligibility are based on aspects of the business, not the owners. As such, the key factors of eligibility are based on what the business does to receive its income, the character of its ownership and where the business operates.

Eligibility: To be eligible for assistance, businesses must:

- Operate for profit
- Be small, as defined by SBA
- Be engaged in, or propose to do business in, the United States or its possessions
- Have reasonable invested equity
- Use alternative financial resources, including personal assets, before seeking financial assistance
- Be able to demonstrate a need for the loan proceeds
- Use the funds for a sound business purpose
- Not be delinquent on any existing debt obligations to the U.S. government

Ineligible Businesses: Includes those engaged in illegal activities, loan packaging, speculation, multi-sales distribution, gambling, investment or lending, or where the owner is on parole. Specific types of businesses not eligible include:

- Real estate investment firms when the loan is used for investment purposes.
- Firms involved in speculative activities that develop profits from fluctuations in price rather than through the normal course of trade, such as wildcatting for oil and dealing in commodities futures, when not part of the regular activities of the business.
- Dealers of rare coins and stamps.
- Firms involved in lending activities, such as banks, finance companies, factors, leasing companies, insurance companies, and any other firm whose stock in trade is money.
- Pyramid sales plans, where a participant's primary incentive is based on the sales made by an ever-increasing number of participants.
- Firms involved in illegal activities.
- Gambling activities, including any business whose principal activity is gambling. The rule does not restrict loans to businesses that obtain less than one-third of their annual gross income from either the sale of official state lottery tickets under a state license, or legal gambling activities licensed and supervised by a state authority.
- Charitable, religious, or other nonprofit or eleemosynary institutions, government-owned corporations, consumer and marketing cooperatives, and churches and organizations promoting religious objectives.

Basic uses for 7(a) loan proceeds include:

- To provide long-term working capital to use to pay operational expenses, accounts payable and/or to purchase inventory
- Short-term working capital needs, including seasonal financing, contract performance, construction financing and exporting

- Revolving funds based on the value of existing inventory and receivables, under special conditions
- To purchase equipment, machinery, furniture, fixtures, supplies or materials
- To purchase real estate, including land and buildings
- To construct a new building or renovate an existing building
- To establish a new business or assist in the acquisition, operation or expansion of an existing business
- To refinance existing business debt, under certain conditions

SBA loans cannot be used for these purposes:

- To refinance existing debt where the lender is in a position to sustain a loss and SBA would take over that loss through refinancing
- To repay delinquent state or federal withholding taxes or other funds that should be held in trust or escrow

Loan Amounts: 7(a) loans have a maximum loan amount of \$5 million. SBA does not set a minimum loan amount. The average 7(a) loan amount in fiscal year 2012 was \$337,730.

Matching Requirements: On any loan with a maturity of one year or shorter, the fee is 0.25 percent of the guaranteed portion of the loan. On loans with maturities of more than one year, the normal fee is 2 percent of the SBA-guaranteed portion on loans up to \$150,000, 3 percent on loans of \$150,000 to \$700,000, and 3.5 percent on loans of more than \$700,000. There is also an additional fee of 0.25 percent on any guaranteed portion of more than \$1 million.

www.sba.gov

Transition Business Loans

(Resource provided by SBA, Offered by Accion USA)

Summary: Accion offers Transition Loans to **businesses that are looking to** purchase and assume ownership of an existing business or is planning to change your business location to help with businesses' change and new growth period. Transition loans offer competitive interest rates from 8.99% to 15.99%, loan terms up to 60 months, and no prepayment penalty. *Transition business loans: for the purchase of an existing business or change of business location.*

Eligible recipients:

- Business must be in operation and sales for at least six months
- A credit score of 525 or higher
- A qualified cosigner
- Sufficient cash flow to comfortably support monthly loan payments
- Proof of household income
- Less than \$3,000 in past due debt
- No bankruptcies in the past 12 months or foreclosures in the past 24 months
- No late payments on your rent/mortgage in the past 12 months
- You own fewer than four mortgaged properties
- All required licenses to operate the business

Max award amount: Up to \$30,000.

Match/capital required: Loan terms up to 60 months. Closing costs of 3% to 5% of the loan amount (minimum of \$100) and a \$30 application fee will be financed into your loan. Closing costs of 3% to 5% of the loan amount (minimum of \$100) and a \$30 application fee will be financed into your loan.

Timeframe: ongoing

<http://www.accionusa.org/home/small-business-loans/about-our-loans/loan-products/transition-business-loans.aspx>

Sprout Loans

(Resource provided by SBA, Offered by Accion USA)

Summary: Individuals looking to launch a home-based business or who have run a home-based business for less than six months are eligible to apply for an Accion Sprout Loan. Sprout Loans up to \$10,000 to help get startup business ideas off the ground.

Eligible recipients: Sprout Loans are for those who already have a full or part time job that covers personal living expenses and any lease or mortgage payments. You do not qualify for a Sprout Loan if your business has been in operation for more than six months or if you are looking to start a business that requires the lease or rental of an office, storefront or storage space.

- A credit score of 525 or higher
- Between zero and six months of business sales
- Sufficient cash flow to comfortably support monthly loan payments
- Business located at home or in business incubator
- Less than \$500 in past due debt
- No bankruptcies in the past 12 months or foreclosures in the past 24 months
- No late payments on your rent/mortgage in the past 12 months
- You own fewer than four mortgaged properties

Max award amount: Loans amount range from \$1,000 to \$10,000.

Match/capital required: Loan terms up to 60 months. Closing costs of 3% to 5% of the loan amount (minimum of \$100) and a \$30 application fee will be financed into your loan. Closing costs of 3% to 5% of the loan amount (minimum of \$100) and a \$30 application fee will be financed into your loan.

Timeframe: ongoing

<http://www.accionusa.org/home/small-business-loans/about-our-loans/loan-products/sprout-loans.aspx>

Established Business Loans

(Resource provided by SBA, Offered by Accion USA)

Summary: A small loan can go a long way for businesses already well established. Accion offers Established Business Loans up to \$50,000 with competitive interest rates from 8.99% to 15.99%, loan terms up to 60 months, and no prepayment penalty

Eligible recipients:

- A credit score of 525 or higher
- Sufficient cash flow to comfortably support monthly loan payments
- Less than \$3,000 in past due debt
- No bankruptcies in the past 12 months or foreclosures in the past 24 months
- No late payments on your rent/mortgage in the past 12 months
- You own fewer than four mortgaged properties

Ineligible recipients: *Businesses involved in the following: weapons sales, real estate development, money lending or financing, multi-level marketing programs, illegal or polluting activities, or adult businesses.*

Max award amount: Up to \$50,000.

Match/capital required: Loan terms up to 60 months. Closing costs of 3% to 5% of the loan amount (minimum of \$100) and a \$30 application fee will be financed into your loan. Closing costs of 3% to 5% of the loan amount (minimum of \$100) and a \$30 application fee will be financed into your loan.

Timeframe: ongoing

<http://www.accionusa.org/home/small-business-loans/about-our-loans/loan-products/established-business-loans.aspx>

Emerging Business loans

(Resource provided by SBA, Offered by Accion USA)

Summary: Businesses grow in stages and profit is only achieved after the break-even stage. The Emerging Business loan program can provide the extra financial push to help businesses reach profitability. Accion offers Emerging Business Loans with competitive interest rates from 8.99% to 15.99%, loan terms up to 60 months, and no prepayment penalty. *Emerging business loans are for businesses that have six or more months in operation, but are not yet profitable.*

Eligible recipients:

- Business must be in operation and sales for at least six months
- A credit score of 525 or higher
- A qualified cosigner
- Sufficient cash flow to comfortably support monthly loan payments
- Proof of household income
- Less than \$3,000 in past due debt
- No bankruptcies in the past 12 months or foreclosures in the past 24 months
- No late payments on your rent/mortgage in the past 12 months
- You own fewer than four mortgaged properties
- All required licenses to operate the business

Max award amount: Accion offers Emerging Business Loans up to \$30,000.

Match/capital required: Loan terms up to 60 months. Closing costs of 3% to 5% of the loan amount (minimum of \$100) and a \$30 application fee will be financed into your loan. Closing costs of 3% to 5% of the loan amount (minimum of \$100) and a \$30 application fee will be financed into your loan

Timeframe: ongoing

<http://www.accionusa.org/home/small-business-loans/about-our-loans/loan-products/emerging-business-loans.aspx>

Green Business Loan

(Resource provided by Accion; Offered by: US SBA)

Summary: This loan is for existing businesses that currently provide green products or services and has what it takes to grow. We bring 20 years of lending experience to our green business loan program and will be used to help you reach your eco-friendly business goals. Accion specializes in working with weatherization contractors, green restaurants, alternative transportation providers, and other types of eco-friendly businesses. The loan can be used to:

- Renovate, and start providing new products or services, increase working capital, and more!

Eligible recipients: Start-up business requirements

- 6 or more months in operation: must show 6 or more months of business revenue
- Must provide a qualified cosigner
- If the business is not yet profitable, a borrower must have external income that is fully able to support the loan. If this income is spousal income, the spouse must sign on the loan.
- Provide a market study and 12 months of projected financials (or a business plan)
- All required licenses

Max award amount: Loan Amounts up to \$35,000 and terms up to 60 months

Match/capital required:

- Reduced interest rate eligibility determined by Accion, generally, your business must specialize in providing green products or services, or be eco-friendly in nature
- Credit score of 525 or higher
- Less than \$3,000 in past due debt
- No bankruptcies or late payments on your rent/mortgage in the past 12 months; no foreclosures in the past 24 months
- No late payments on your rent or mortgage in the past 12 months
- Sufficient cash flow to comfortably support monthly loan payments
- You must own fewer than four (4) properties
- Additional security may be required depending on strength of application.

*A \$100 closing cost and a \$30 application fee will be financed into your loan

Timeframe: ongoing

<http://www.accionusa.org/home/small-business-loans/green-business-resources/green-business-loans.aspx>

Microloan Program

(Resource provided by US SBA)

Summary: The Microloan program provides loans to help small businesses and certain not-for-profit childcare centers start up and expand. The U.S. Small Business Administration provides funds to specially designated intermediary lenders, which are nonprofit community-based organizations with experience in lending as well as management and technical assistance. These intermediaries administer the Microloan program for eligible borrowers. Microloans can be used for:

- Working capital
- Inventory or supplies
- Furniture or fixtures
- Machinery or equipment

Eligibility: Each intermediary lender has its own lending and credit requirements. Generally, intermediaries require some type of collateral as well as the personal guarantee of the business owner. Proceeds from an SBA microloan cannot be used to pay existing debts or to purchase real estate.

Award Amounts: The program provides loans up to \$50,000. The average microloan is about \$13,000.

Matching requirements: Loan repayment terms vary according to several factors:

- Loan amount
- Planned use of funds
- Requirements determined by the intermediary lender
- Needs of the small business borrower

The maximum repayment term allowed for an SBA microloan is six years. Interest rates vary, depending on the intermediary lender and costs to the intermediary from the U.S. Treasury. Generally, these rates will be between 8 and 13 percent.

***If you apply for SBA microloan financing, you may be required to fulfill training or planning requirements before your loan application is considered. This business training is designed to help you launch or expand your business.

www.sba.gov

Real Estate & Equipment Loans: CDC/504

(Resource provided by US SBA)

Summary: The CDC/504 Loan Program provides financing for major fixed assets such as equipment or real estate. A 504 loan can be used for

- The purchase of land, including existing buildings
- The purchase of improvements, including grading, street improvements, utilities, parking lots and landscaping
- The construction of new facilities or modernizing, renovating or converting existing facilities
- The purchase of long-term machinery and equipment.

A 504 loan cannot be used for:

- Working capital or inventory
- Consolidating, repaying or refinancing debt
- Speculation or investment in rental real estate

Eligibility: To be considered for CDC/504 loan, applicants must meet these eligibility requirements:

- Operate as a for-profit company
- Do business (or propose to) in the United States or its possessions
- Has a tangible net worth less than \$15 million and an average net income less than \$5.0 million after taxes for the preceding two years.
- Loans cannot be made to businesses engaged in speculation or investment in rental real estate.
- Be an eligible type of business. While the vast majority of businesses are eligible for financial assistance from the SBA, some are not. [Check this list of eligible and ineligible types of businesses](#) to see if your company qualifies.
- Under the 504 Program, Plan to use proceeds for an approved purpose. CDC/504 loan proceeds may be used for the financing of fixed assets like real estate or equipment. This list explains Eligible and Ineligible Use of Proceeds.
- Not have funds available from other sources. SBA does not extend financial assistance to businesses when the financial strength of the individual owners or the company itself is sufficient to provide all or part of the financing. Both business and personal financial resources are reviewed as part of the eligibility criteria. If these resources are found to be excessive, the business will be required to use those resources in lieu of part or all of the requested loan proceeds.
- Ability to repay the loan on time from the projected operating cash flow of the business
- Good character. SBA obtains a "Statement of Personal History" from the principals of each applicant firm to determine if they have historically shown the willingness and ability to pay their debts and whether they have abided by the laws of their community
- Relevant management expertise
- Feasible business plan

Award Amounts: Maximum loan amounts are determined by how funds will be used based on which goal they support from the list below:

- **Job Creation** - The maximum SBA debenture is \$5 million for meeting the job creation criteria or a community development goal. Generally, your business must create or retain one job for

every \$65,000 provided by the SBA, except for small manufacturers, which have a \$100,000 job creation or retention goal (see below).

- **Public Policy** - The maximum SBA debenture is \$5 million or \$5.5 for small manufacturing or when meeting the public policy goals of energy reduction or alternative fuels. Examples of public policy goals include:
 - Business district revitalization
 - Expansion of exports
 - Expansion of minority business development
 - Rural development
 - Increasing productivity and competitiveness
 - Restructuring because of federally mandated standards or policies
 - Changes necessitated by federal budget cutbacks
 - Expansion of small business concerns owned and controlled by veterans (especially service-disabled veterans)
 - Expansion of small business concerns owned and controlled by women
- **Small Manufacturing** - The maximum debenture for small manufacturers is \$4 million. A small manufacturer is defined as a company that has its primary business classified in sector 31, 32, or 33 of the North American Industrial Classification System (NAICS) and all of its production facilities located in the United States. To qualify for a \$4 million 504 loan, your business must meet the definition of a small manufacturer and accomplish one of the following:
 - Create or retain at least one job per \$100,000 guaranteed by the SBA [Section 501(d)(1) of the Small Business Investment Act (SBI Act)]
 - Improve the economy of the locality or achieve one or more public policy goals [sections 501(d)(2) or (3) of the SBI Act]

Matching Requirements: Interest rates on 504 loans are pegged to an increment above the current market rate for 5-year and 10-year U.S. Treasury issues. Fees total approximately 3 percent of the debenture and may be financed with the loan.

www.sba.gov

AI Tech Loan Fund

(Resource provided by Albany Colonie Chamber)

Summary: In 1976 the U.S. Department of Commerce provided funding to AI Tech Specialty Steel in Pennsylvania. The funding was provided to enable AI Tech Specialty Steel to purchase the assets of Allegheny Ludlum Industries, Inc. on Spring Street in Colonie. One of the conditions that the Federal Government required was that the funds generated from the repayment must be used to create and retain jobs in Albany County.

Eligibility:

- The borrower must be located in Albany County for the term of the loan.
- Proceeds from the loan can be used for:
 - Working capital
 - Purchase of fixed assets and equipment
 - Acquisition and renovation of commercial real estate.
- Proceeds from the loan **cannot** be used for:
 - Refinancing existing debt
 - Payment of delinquent taxes

Loan Amounts: The current amount available for request is \$50,000 - \$1 million.

Matching Requirements:

- There is a \$500 non-refundable application fee, which is due upon submission of the loan application
- Commercial Mortgages funded by the AI Tech Fund are mortgage tax exempt
- The current rate is 75% of the prime rate.
- Term requirements are five to 15 years, depending on the use of the proceeds.

Contact:

Kevin Catalano
Loan Portfolio Manager
(518) 431-1423

<http://acchamber.org/growyourbusiness/loanprograms/AITechLoanFund.aspx>

Technology Acceleration Fund

(Resource Provided by Albany Colonie Chamber)

Summary: The Technology Acceleration Fund promotes high-tech growth and prosperity by offering loans to emerging technology ventures in Albany County. These small, growing companies have a high probability of creating new employment opportunities and can develop rapidly after receiving funding. The TAF Fund is a subset of the Albany County Business Development Corporation's AI Tech Loan Fund and is capitalized at \$1.5 million.

Requirements:

- The company should have between one and five employees and can double that in two or three years.
- They must demonstrate a need for financing, a clear purpose for funding and a plan for repayment.

Loan Amounts: The loans are typically in the \$150,000-\$250,000 range.

Contact:

Kevin Catalano
Loan Portfolio Manager
(518) 431-1423

<http://acchamber.org/growyourbusiness/loanprograms/technologyaccelerationfund.aspx>

Micro Loan Programs

(Resource provided by Albany Colonie Chamber)

Summary:

The Albany Colonie Chamber administers six different micro loan programs that can provide up to \$25,000 in funding for such items as fixed assets, real estate or for working capital. Each program has its own unique guidelines and requirements – including some designed for minority- and woman-owned firms – and the Albany Colonie Chamber will work with you to find the right match for your business.

Albany Local Development Corporation Fund

- For businesses located in or moving into the City of Albany
- Loans should promote employment at that business
- Project should have an economic impact on the City of Albany

Housing and Urban Development Fund

- Loans to companies owned by low- to moderate-income individuals, or
- *Loans to companies that hire low- to moderate-income individuals*
- Company must be located in Albany County

Town of Colonie Fund

- Designed to promote economic development in the Town of Colonie
- Priority shall be given to manufacturing, research and recreational facilities located in the Town of Colonie
- Additional priority shall be provided to borrowers who reside in the Town of Colonie

Minority- and Women-Owned Business Enterprise Fund

- Joint effort between the Albany Colonie Chamber and New York State Department of Transportation
- Funds to be used for the purpose of working capital or equipment purchases for MWBEs working on NYS transportation related construction projects
- Open to companies located in Albany, Rensselaer, Saratoga and Schenectady counties

Minority and Women Revolving Loan Trust Fund

- Available to women- and minority-owned businesses located in Albany, Rensselaer, Saratoga and Schenectady counties
- Borrower must show a reasonable prospect of repayment
- Recently awarded the Albany Colonie Chamber an interest rate subsidy to lower the rates on all of our loans to women- and minority-owned businesses

Capital Business Assistance Fund

- Created and funded by local banks in 1995
- Provides financing to small businesses in Albany County which may not be eligible for traditional financing

Loan Amounts:

- Loans and lines of credit from \$1,000 - \$25,000

- Loans can be used for working capital and the purchase of fixed assets including real estate
- Loans cannot be used to pay delinquent taxes or refinance any existing debt including credit cards

Matching Requirements

- Rate is the prime rate plus 2%
- \$100 application fee
- Terms up to five years

Contact:

Kevin Catalano
Loan Portfolio Manager
(518) 431-1423

<http://acchamber.org/growyourbusiness/loanprograms/microloanprograms.aspx>

Linked Deposit Program (LDP)

(Resource provided by CEG, Offered by ESD)

Summary: This program helps existing New York State firms obtain reduced-rate financing so they can undertake projects to improve their competitiveness, market access and product development; modernize their equipment and or expand their facilities for productivity growth or to introduce new technologies; to facilitate ownership transition; and to promote job creation retention. It is offered as a public-private partnership that provides businesses with affordable capital based on bank loans at reduced interest rates. These bank loans are subsidized by corresponding "linked" state deposits.

Eligibility: An eligible business can now have an unlimited number of LDP loans outstanding, totaling \$2 million. The single deposit limit has been increased to \$2 million; there is no minimum deposit. The total lifetime assistance (including renewals and prior deposits) cannot exceed the legislated lifetime maximum of \$2 million.

Not Eligible

- Personal and professional service businesses not located in a Highly Distressed Area, Empire Zone, Federal Empowerment Zone, or Enterprise or Renewal Community
- Start-up businesses
- Retail businesses not located in a Highly Distressed Area, Empire Zone, Federal Empowerment Zone, or Enterprise or Renewal Community.

Award amounts: The program provides a two to three percentage point savings on the prevailing interest rate for "Linked Loans," to make borrowing less expensive with a maximum loan amount of \$2 million for four years.

2% interest rate reduction for:

- Manufacturers with 500 or fewer full-time employees in New York State
- Service firms with 100 or fewer full-time employees in New York State that are independently owned and operated and not dominant in their field

3% interest rate reduction for:

- Agricultural businesses with 500 or fewer full-time employees in NYS that need financing to expand or improve agricultural operations
- Qualifying technology and innovation businesses with 100 or fewer full-time employees in New York State
- Empire Zone certified business with 100 or fewer full-time employees in New York State
- Businesses in highly distressed census tracts with 100 or fewer full-time employees
- Businesses in a Federal Empowerment Zone, or Enterprise or Renewal Community with 100 or fewer full-time employees
- Certified Minority- or Women-Owned Business Enterprises (MWBES) that need financing to fulfill a New York State or federal procurement contract
- Defense industry manufacturers with at least 25 percent of gross revenue derived from defense contracts or subcontracts, investing to reduce dependence on the defense industry by diversifying production to non-military markets

<http://www.esd.ny.gov/BusinessPrograms/LinkedDeposit.html>

Community Loan fund of the Capital Region, for *Small Businesses*

(Resource provided by CEG)

Summary: For small businesses and micro enterprises, the Community Loan Fund provides various types of loans and lines-of-credit. Each loan application is evaluated on a case-by-case basis for its financial viability and positive social impact. The loans can be used towards, real property - acquisition or improvement, equipment or inventory, Cash flow or working capital, and Energy-efficiency and green technology initiatives/improvements.

Eligibility: Financing will be made available to small businesses that are locally owned by:

- persons of low-income (defined as below 80% of the area HUD median, adjusted for family size); or
- minorities (MBEs); or
- women (WBEs)

Award amounts:

- For start-up businesses, the maximum loan amount is \$25,000
- For existing or expanding businesses (with at least 12 months of consistent sales), the maximum loan amount is \$50,000
- Participation loans with other lenders are considered on a case-by-case basis
- Other special products and programs are periodically available

Interest rates will be determined from time-to-time by the Community Loan Fund, at its sole discretion. The current rate is 8% fixed, subject to change without notice.

Time Frame: Loan applications may be submitted at any time

http://www.mycommunityloanfund.org/small_business.html

Community Loan fund of the Capital Region, for Nonprofit Organizations

(Resource provided by CEG)

Summary: For nonprofits, the Community Loan Fund provides various types of loans and lines-of-credit. Our financing can be used to:

- Purchase or renovate real property for nonprofit office and program space
- Purchase or renovate real property for affordable, supportive or special needs housing
- Provide cash flow while awaiting funds from grants, contracts or other receivables
- Provide lines-of-credit
- Purchase equipment, vehicles, or other necessary assets, to operate successful programs
- Expand services or start an entrepreneurial venture

Award amounts:

- Loans up to \$500,000 (larger financing needs can be met with us arranging for other lending partners) with fixed interest rates
- Minimum closing costs
- Short and long term loans

Time frame: Loan applications may be submitted at any time

http://www.mycommunityloanfund.org/non_profit.html

USDA B&I Loans

(Resource provided by: NYBDC)

Summary: The NYBDC, provides Business and Industrial Guaranteed loans to help improve, develop or finance businesses, industry and employment, and to improve the economic and environmental climate in rural communities, including pollution abatement and control. The loan can be used towards:

- Constructing or equipping of buildings
- Purchase of businesses, land of buildings
- Start-up costs and working capital
- Refinance debts
- Agricultural productions

Eligible recipients: These USDA loans are available to businesses located in areas outside any city with a population of 50,000 or more and its immediately adjacent urbanized or urbanizing areas (the USDA provides a priority to areas with populations under 25,000).

Max award amount: Up to \$10 million

Required: Priorities:

- Certain communities are prioritized based on economic conditions and high unemployment
- EZ / EC zones and Champion Communities are priorities
- High impact businesses are preferred
- Businesses offering the ability to generate significant job creation are also preferred

http://www.nybdc.com/about-us/USDA_Loans_54_26_sb.htm

Capitalize Albany Real Estate Loan Program

Summary: The Real Estate Loan Program provides financing to qualifying real estate development projects. This will support the revitalization of property and the retention and creation of jobs for City residents. Preferred projects include strategic properties that currently are vacant or underutilized and, with rehabilitation or construction, could have a positive revitalizing effect on the community. Loans may be used with other private and public funds. Capitalize Albany Corporation will take a subordinated collateral position to a private lender, provided there is adequate collateral. The program offers long term, fixed rate financing at below market interest rates. Proceeds may be used for construction, fixed asset financing as well rehab costs related to tenant fit ups for new business locations or residential conversion costs for rehab projects. This includes acquisition of buildings, rehab costs, furniture, fixture and equipment, construction, expansion or conversion of facilities.

Eligible recipients: To apply for these loan programs contact us or [fill out a pre application](#) and submit it to the Capitalize Albany Corporation at 21 Lodge Street, Albany, NY 12207.

Max award amount: Loans may not exceed 40% of total project cost.

Match/capital required: Borrowers are expected to provide a minimum of 10% owner equity contribution.

Timeframe: ongoing

<http://capitalizealbany.com/doing-business/#section593>

Capitalize Albany Business Development Program

Summary: The Capitalize Albany Corporation Business Development Loan Program provides qualifying projects that can demonstrate a significant economic impact with financial assistance to spur economic development activity in the City of Albany. Loan proceeds can be used for acquisition of real property, machinery and equipment, construction, renovation or rehabilitation of real property, and purchase of fixed assets. Consideration of retail or restaurant establishments will only be given if the project includes improvement of real estate and will have a significant economic impact on the City of Albany.

Eligible recipients: To apply for these loan programs contact us or [fill out a pre application](#) and submit it to the Capitalize Albany Corporation at 21 Lodge Street, Albany, NY 12207.

Max award amount: Loans are limited to 50% of the total project cost and should be used in connection with another primary financing source

Match/capital required: Borrowers are expected to provide a minimum of 10% owner equity contribution.

Timeframe: *ongoing*

<http://capitalizealbany.com/doing-business/#section593>

ACDA Loan

Summary:

Eligible recipients:

Max award amount:

Match/capital required:

Timeframe: annual/ongoing

JDA Loan

(Offered by: ESD)

Summary: This program provides Direct Loans for the growth of manufacturing and other eligible businesses within New York State by assisting in financing a portion of the cost of acquiring and renovating existing buildings or constructing new buildings (“Real Estate” projects) or for purchasing machinery and equipment (“M&E” projects). Funds to make Loans are derived from the sale of State-guaranteed bonds.

- In most cases, JDA Loans can be for up to 40% of the total project cost of Real Estate projects or M&E projects.
- Loans may be up to 60% for projects located in Empire Zones or economically distressed area.
- The combination of a bank loan and a JDA Loan allows up to 90% financing of a project.
- Typical financing structure:
 - 50% Bank Loan
 - 40% JDA Loan
 - 10% Borrower Equity
- A JDA Real Estate Loan is normally a second mortgage loan, subordinate to a first-mortgage loan provided by a bank; M&E Loans are secured by a first lien, co-equal with the bank’s lien, on the M&E being financed.
- Real Estate project costs include the cost of an existing building and renovations, purchase of land and construction of a new building and soft costs normally associated with a real estate transaction.
- M&E project costs include the cost of the machinery and its delivery, installation costs solely attributable to the machinery being purchased and soft costs related to the M&E acquisition.

Eligible recipients: Facilities to be used for manufacturing, distribution, warehousing and certain service businesses are eligible for JDA Loans. Loans for retail facilities, which customers must personally visit in order to obtain the goods or services being sold, are not eligible for JDA Loans, nor are loans for hotel or residential facilities. JDA does not make loans for motor vehicles, nor does JDA make Working Capital Loans.

Requirements

- The Borrower must secure a letter of commitment from the bank providing the 50% financing portion of the project cost.
- The Borrower must provide at least 10% of the project cost as an equity contribution to the project.
- Personal guarantees are required from any person owning 20% or more of the Operating Company for whose benefit the JDA Loan is being made.

[Job Development Authority \(JDA\) Direct Loan Program](#)

Minority and Women-Owned Businesses (MWBE) Development and Lending Program

(Offered by ESD)

Summary: To provide financial assistance to Minority and Women-Owned Business Enterprises (MWBE) in the State, as well as to projects and programs that assist the development of entrepreneurship among minority persons and women in New York State. The program provides financial assistance through:

- Lending in conjunction with local, community and regionally-based entities
- Lending for certified government contractors and eligible government contractors
- Direct financial assistance
- Incubator assistance
- Technical assistance

Eligible recipients:

- Certified minority and or women-owned business enterprises
- Banking organizations
- Technical assistance providers
- Incubator sponsors
- Municipalities
- Authorities
- Agencies
- Administering corporations

Ineligible Recipients include:

- Educational institutions
- Hospitals
- Residential health care facilities

Eligible Uses include:

- Linked deposits, minority and women revolving loan trust fund
- Contractor development assistance
- Business development loans, franchise loans
- Loan guarantees
- Incubator assistance

Ineligible Uses include:

- Refinancing, retiring or liquidating existing debt or equity
- Residential construction projects, except for government-sponsored projects
- Payment of tax or employee benefit arrearages
- Projects for newspapers, broadcasting, news media, medical facilities, libraries, community centers or public infrastructure

Minority and Women-owned Business Lending (MWBDL) Program

Economic Development Fund (EDF)

(Resource: ESD)

Summary: This program offers financial assistance for projects that promote the economic health of New York State by facilitating the creation and or retention of jobs or the increase of business activity in the State. The EDF is a flexible program, providing a range of assistance to businesses, municipalities, IDAs and other economic development organizations to ensure that the diversity of business needs are being met by the State. EDF funds assist with construction, expansion and rehabilitation of facilities; acquisition of machinery and equipment; working capital; and the training of full-time permanent employees. Funds can be used for:

- Real Estate and Land Acquisition
- Demolition
- Construction and Renovations
- Site and Infrastructure
- Machinery and Equipment
- Inventory
- Construction Related Planning and Design
- Training
- Soft Costs
- Feasibility Planning Studies

Eligible recipients: *Eligible*

- Businesses involved in industrial, manufacturing, warehousing and distribution
- Research and development, high technology, service and other non-retail commercial enterprises
- Not-for-profits
- Local Development Corporations and Industrial Development Agencies
- Municipalities

Not Eligible - Residential, casino, gambling institutions, legal, medical, nursing services, retail firms in non-distressed areas.

Max award amount: unavailable

<http://www.esd.ny.gov/BusinessPrograms/EDF.html>

Albany Office

625 Broadway
Albany, New York 12207
(518) 292-5100

New York State Capital Access Program (CAP)

(Resource provided by: ESD)

Summary: CAP is funded through the State Small Business Credit Initiative (SSBCI), a US Treasury program authorized by the US Small Business Jobs Act of 2010. CAP provides portfolio insurance to participating lenders to increase small business lending in New York State. CAP can be used with term loans or lines of credit, on financing for working capital needs, technology or facility upgrades, business startups or business expansions. NYS small businesses can utilize CAP by contacting a participating lender that will conduct its own loan application process and determine loan terms. Benefits of CAP Participation:

- Entrepreneurs can obtain financing or additional financing where they previously couldn't.
- Small businesses can access financing to expand their business, or for facility and technology upgrades, and working capital.
- Lenders can use CAP to provide smaller business financing, obtain CRA credit and provide larger loans, up to \$500,000.
- New York's CAP is an economic development tool that creates employment opportunities for all New York citizens.

Eligible recipients: A Borrower must be a New York State small business that otherwise finds it difficult to obtain regular or sufficient bank financing. A New York State small business is defined in section 131 of the Economic Development Law: A small business shall be deemed to be one which is resident in this state, independently owned and operated, not dominant in its field and employs one hundred or less persons.

- An eligible loan is a term loan or line of credit used for expansion, facility or technology upgrading, start-up or working capital.
- A Program loan may be made with interest rate, fees, and other conditions as the Lender and Borrower may agree. Enrolled loans must reach maturity within seven (7) years.
- An Eligible Small Business may have two Program loans at one time, with no more than \$1,000,000 total outstanding.
- An enrolled Program loan must be for the entire loan amount and not a portion of a loan to be covered under the Program.

Max award amount: The maximum amount for a Program loan is \$500,000. CAP does not have a minimum loan amount.

Timeframe: In 2011; CAP was expanded and recapitalized by Governor Andrew M. Cuomo. Empire State Development (ESD) will accept loan enrollment until the end of 2016 or until all funding is disbursed.

Contact Information

For Capital Access Program inquiries, including information on participating lenders, please contact nyscap@esd.ny.gov

<http://esd.ny.gov/BusinessPrograms/CapitalAccess.html>

Regional Revolving Loan Trust Fund Program (RRLTF)

(Resource provided by: ESD)

Summary: The ESD has capitalized six Regional Revolving Loan Trust Fund (RRLTF) programs operated by regional not-for-profit organizations in New York State for the purpose of making working capital loans and loan guarantees to small businesses employing fewer than 100 employees.

Loan terms, interest rates and collateral requirements are determined by the administering corporations and their loan committees.

The Application Process: The organizations which manage RRLTF programs conduct their own loan fund marketing, intake, applicant screening, credit analysis, closings and loan servicing. A written business plan, business and personal financial statements and financial projections are required of all applicants.

Eligible recipients: Priority is given to projects which:

- Create or retain jobs
- Are located in distressed areas
- Are owned by minority or women entrepreneurs or firms which employ minorities, women or displaced workers
- Leverage other public and or private dollars

Max award amount: The RRLTF offers working capital loans of up to \$75,000 or 50% of the total project cost, whichever is less, and working capital loan guarantees of up to 80% of the loan amount, not to exceed \$80,000.

<http://www.esd.ny.gov/BusinessPrograms/RRLTF.html>

Tax Incentive Programs

Federal Investment Tax Credit Program for Income Producing Properties

(Resource provided by CEG, offered by NYS Parks)

Summary: Owners of income producing real properties listed on the National Register of Historic Places may be eligible for a 20% federal income tax credit for the substantial rehabilitation of historic properties. The work performed (both interior and exterior) must meet the Secretary of the Interior's Standards for Rehabilitation and be approved by the National Park Service.

Eligibility The credit is available to owners of historic commercial, office, industrial or rental residential buildings. Generally speaking, private homes do not qualify. If you own and plan to rehabilitate a building that is listed on the National Register of Historic Places or in a locally certified district, you may qualify for the credit.

Award amounts The final dollar amount is based on the cost of the rehabilitation; in effect, 20% of the rehab costs will be borne by the federal government.

Requirements: The rehabilitation work must meet federal preservation standards and be approved by the State Historic Preservation Office and the National Park Service.

Contact: Albany Office- James Warren (518) 237-8643 ext. 3283

<http://nysparks.com/shpo/tax-credit-programs/>

New York State Historic Tax Credit Program for Income Producing Properties

(Resource provided by NYS Parks)

Summary: This tax credit must be used with the Federal Investment Tax Credit Program for Income Producing Properties. Owners of income producing properties that have been approved to receive the 20% federal rehabilitation tax credit automatically qualify for the additional state tax credit if the property is located in an eligible census tract.

Eligibility: Must have Federal Tax incentive for income producing properties to qualify.

Award amounts: Owners can receive an additional 20% of the qualified rehabilitation expenditures up to \$5,000,000.

<http://nysparks.com/shpo/tax-credit-programs/>

Excelsior Jobs Program

Summary: The Excelsior Jobs Program provides job creation and investment incentives to firms in such targeted industries as biotechnology, pharmaceutical, high-tech, clean-technology, green technology, financial services, agriculture and manufacturing. Firms in these industries that create and maintain new jobs or make significant financial investment are eligible to apply for up to four new tax credits. The Program encourages businesses to expand in and relocate to New York while maintaining strict accountability standards to guarantee that businesses deliver on job and investment commitments. Program costs are capped at \$500million annually to maintain fiscal affordability and ensure that New Yorkers realize a positive return on their investment.

Eligible recipients: The Program is limited to firms making a substantial commitment to growth –either in employment or through investing significant capital in a New York facility. The Job Growth Track comprises 75% of the Program and includes all firms in targeted industries creating new jobs in New York. Twenty-five percent is set aside for the Investment Track firms who have at least 50 employees and make significant new capital investments in a New York facility and which meet a benefit-cost threshold of at least \$10 of investment and new wages for every \$1 of tax credit.

Max award amount: Firms in the Excelsior Jobs Program may qualify for four new, fully refundable tax credits. Businesses claim the credits over a 10 year period. To earn any of the following credits, firms must first meet and maintain the established job and investment thresholds outlined in Program Eligibility below:

- The Excelsior Jobs Tax Credit: A credit of 6.85percentof wages per new job to cover a portion of the associated payroll cost.
- The Excelsior Investment Tax Credit: Valued at two percent of qualified investments.
- The Excelsior Research and Development Tax Credit: A credit of 50 percent of the Federal Research and Development credit up to three percent of research expenditures in NYS.
- The Excelsior Real Property Tax Credit: Available to firms locating in certain distressed areas (see Investment Zone list below) and to firms in targeted industries that meet higher employment and investment thresholds (Regionally Significant Project).

http://esd.ny.gov/BusinessPrograms/Data/Excelsior/06272013_ExcelsiorJobsProgramOverview.pdf

Economic Transformation and Facility Redevelopment Program Tax Credit

(Resource provided by Tax.Ny.Gov)

Summary/Eligibility: You're entitled to this refundable credit if you or your business:

- is a new business location within an Economic Transformation Area, and
- has created five net new jobs, and
- is in a high-tech, clean-tech, manufacturing or other strategic industry identified in the applicable Empire State Development Regional Council's strategic plan. (Retail, real estate development, and professional services may be included if located at a closed correctional or juvenile justice facility pursuant to a reuse plan).

** Additional eligibility criteria apply. See The Economic Transformation Program at Empire State Development's Web site

Amount: The credit is equal to the sum of four components:

- jobs tax credit
- investment tax credit
- training tax credit
- real property tax credit

http://www.tax.ny.gov/pit/credits/econ_trans.htm

City of Albany 485 B Industrial Commercial Incentive Exemption Program

Summary: The requirement is the rehabilitation of an existing industrial or commercial structure or the new construction of an industrial or commercial structure. This is a five year abatement program as follows: 50% in year one, 40% in year two, 30% in year three, 20% in year four and 10% in year 5. The abatement only applies to the increase in the assessed value due to the rehabilitation or new construction. This exemption applies to the school taxes and the city taxes but not the county taxes.

<http://www.albanyny.org/Government/Departments/AssessmentAndTaxation/Exemptions.aspx>

City of Albany 485-A Residential Commercial Urban Exemption Program

Summary: The requirement is that a formally commercial structure be converted into residential or mixed use. This is a 12 year abatement program as follows: years one through eight 100%, year nine- 80%, year ten- 60%, year 11- 40% and year 12 -20%.The abatement only applies to the increase in the assessed value due to the conversion. This exemption applies to the school taxes and the property taxes.

<http://www.albanyny.org/Government/Departments/AssessmentAndTaxation/Exemptions.aspx>

City of Albany Historic Exemption

Summary: The requirement is that a property in a designated historic district be rehabilitated. This is a 10 year abatement program as follows: Years one through five 100%, year six 80%, year seven 60%, year eight 40%, year nine 20% and year ten 10%.This abatement only applies to the increase in the assessed value due to the rehabilitation.

<http://www.albanyny.org/Government/Departments/AssessmentAndTaxation/Exemptions.aspx>

IDA Urban Reinvestment Tax Incentive Program (URTIP)

Summary: The City of Albany's Industrial Development Agency administers the Urban Reinvestment Tax Incentive Program (URTIP) to projects meeting certain job retention, creation and other criteria. Projects must apply to the IDA to determine eligibility. There will be a seven year 100% abatement of the increase in assessed value resulting from the project. The abatement will be reduced by 25% in each of the next four (4) years until taxes are paid on 100% of the assessed value of the property.

Contact: Capitalize Albany Corporation at (518) 434-2532 for more information.

<http://capitalizealbany.com/doing-business/#section593>

Federal New Markets Tax Credits

Summary: The NMTC Program attracts investment capital to low-income communities by permitting individual and corporate investors to receive a tax credit against their Federal income tax return in exchange for making equity investments in specialized financial institutions called Community Development Entities (CDEs). The credit totals 39 percent of the original investment amount and is claimed over a period of seven years (five percent for each of the first three years, and six percent for each of the remaining four years). The investment in the CDE cannot be redeemed before the end of the seven-year period.

Eligible recipients: An organization wishing to receive awards under the NMTC Program must be certified as a CDE by the Fund.

To qualify as a CDE, an organization must:

- be a domestic corporation or partnership at the time of the certification application;
- demonstrate a primary mission of serving, or providing investment capital for, low-income communities or low-income persons; and
- Maintain accountability to residents of low-income communities through representation on a governing board of or advisory board to the entity.

Contact: If you have a question, please contact the NMTC Help Desk at (202) 653-0421, option 3 or cdfihelp@cdfi.treas.gov.

http://www.cdfifund.gov/what_we_do/programs_id.asp?programID=5

Start-up New York

Summary: START-UP NY is a groundbreaking new initiative from Governor Andrew M. Cuomo that will provide major incentives for businesses to relocate, start up or significantly expand in New York State through affiliations with public and private universities, colleges and community colleges. Businesses will have the opportunity to operate state and local tax-free on or near academic campuses, and their employees will pay no state or local personal income taxes. In addition, businesses may qualify for additional incentives.

Eligible recipients: Eligible businesses must also:

- Be a new company in New York State;
- Be a company from out-of-state that is relocating to New York State; or
- Be an expansion of a company that already has employees in New York State. Expanding businesses applying for START-UP NY will have to demonstrate that they are creating new jobs and not moving existing jobs from elsewhere in the State.
- Ineligible: retail and wholesale businesses;
- restaurants;
- real estate brokers;
- law firms;
- medical or dental practices;
- real estate management companies;
- hospitality;
- finance and financial services;
- businesses providing personal services;
- businesses providing business administrative or support services (unless the business is creating at least 100 new jobs and has received permission to participate);
- accounting firms;
- businesses providing utilities; or
- Energy production and distribution companies.

Max award amount: Business tax-free New York area elimination credit

This credit would be calculated by the business when filing its tax return. For businesses with 100% of their operations (assets and payroll) in a tax-free area(s), the credit would eliminate any tax liability. For businesses with operations in and out of a tax-free area, the credit would be pro-rated based on the percentage of assets and payroll within a tax-free area(s).

Organization tax and license and maintenance fees

This tax and these fees are levied on corporations based on the value of their stock. The organization tax and license fee are generally paid once and the maintenance fee is paid annually at certain times of the year according to payment schedules in tax law. Payment of the license and maintenance fees is made to the Tax Department by businesses incorporated out of state and the organization tax is paid to the Department of State for businesses incorporated in NY. If a business is 100% located in a tax-free area(s), the business would be exempt from paying the relevant taxes and fees once certified.

Metropolitan Commuter Transportation District (MCTD) mobility tax

This tax is levied on businesses based on their payroll expense within the MCTD and is paid quarterly. If a business is 100% located in a tax-free area, the business would be exempt from this tax once certified.

Sales and use tax

Once certified, a business would apply to the Tax Department to receive a credit or refund for sales and use taxes paid for goods and services used or consumed by the business' operation in a tax-free area(s).

Real estate/real property transfer tax

Leases of real property in a tax-free area to an approved business are exempt from the NYS real estate transfer tax. This exemption also applies to any local real estate or real property transfer tax imposed locally.

Personal income taxes (NY State, NY City, Yonkers)

Employees hired for and whose jobs are certified as net new jobs in a tax-free area will pay no state or local income taxes for the first five years. For the second five years, employees will pay no taxes on income up to \$200,000 for individuals, \$250,000 for a head of household and \$300,000 for taxpayers filing a joint return. There is an annual cap per business on the number of employees that qualify for this exemption and an annual cap statewide of 10,000 net new jobs (i.e., there will be a maximum of 10,000 tax-free jobs after year one, 20,000 tax-free jobs after year two, etc.)

<http://startup-ny.com/>

Bond Programs

IDA - Industrial Revenue Bonds

Summary:

Eligible recipients:

Max award amount:

Match/capital required:

Timeframe: *annual/ongoing*

Other

ESD - Build Now NY/Shovel Ready

Summary: Having an economic development site certified as a "Shovel Ready Site" means that the local developer has worked proactively with the State to address all major permitting issues, **prior** to a business expressing interest in the location. This advance work creates a site where construction can begin rapidly, once a prospective business decides to develop a facility there. By reducing the time it takes a company to begin construction of a new facility, New York State and its local partners are able to provide valuable savings to the business as well as job opportunities for local residents. Shovel Ready Certification is administered by the Empire State Development (ESD). The program is an ongoing component of the Build Now-NY program. Whether you are an economic developer, a local government official, or a company looking to expand your operations, the Shovel Ready program has something to offer you:

- An attractive incentive to lure companies to your site.
- The ability to select the type of development most suited to your community and to develop local "buy in" before a project is announced.
- The ability to substantially expedite any construction project.
- Marketing assistance from [Empire State Development](#).
- Technical assistance and help with permitting issues.

[Build Now-NY/Shovel Ready Program](#)