

Economic Development Organization Inventory Report

Capitalize Albany Corporation
21 Lodge Street
Albany NY 12207
www.CapitalizeAlbany.com
(518) 434-2532

Table of Contents

Albany Center for Economic Success (ACES)	3
Capital Region Chamber	4
Small Business Development Center	5
U.S. Small Business Administration.....	7
Center for Economic Growth	8
National Grid – Shovel Ready Program	10
Community Loan Fund of the Capital Region	11
Albany Housing Authority	12
New York Business Development Corporation (NYBDC)	13
Empire State Development Corporation (ESD)	15
Community Preservation Corporation	17

Albany Center for Economic Success (ACES)

Summary of the organization: Albany Center for Economic Success (ACES) is managed by the Community Loan Fund of the Capital Region (CLFCR) and focuses on building local businesses and job creation by providing incubator services and technical assistance programs.

Mission statement: ACES' mission is to promote successful ownership of sustainable businesses among people of color, women and low-income individuals by providing technical assistance and incubator services.

Incentives/financial assistance offered: Services range from initial consulting and client assessment to intensive entrepreneurial training, development of business plans, financial projections/statements, minority and women-owned business certification, and referrals to funding sources and other ancillary resources. In addition, ACES/CLFCR offer an 8-week business planning course in partnership with The College of Saint Rose.

Geographic service area: Capital Region

Board of Directors:

Antoine Harrison, <i>President</i>	Tracy Conley
Michael Hurt, <i>Vice President</i>	William Clay
K. Michael Mathews, <i>Treasurer</i>	Averell Hilton
Sarah Reginelli, <i>Secretary</i>	John Staugaitis
Molly Belmont	

Website address: www.mycommunityloanfund.org/albany-center-of-economic-success

Capital Region Chamber

Summary of the organization: The Chamber is made up of 2,600 businesses and organizations of all types and sizes and from throughout the region that knows they will prosper and grow in a vibrant business environment. The Capital Region Chamber is committed to the economic vitality of the region. The Chamber actively works with other Chambers, development groups and federal, state and local governments to ensure the continued growth and viability of Tech Valley.

Mission statement: The Capital Region Chamber aims to be a catalyst for growth and prosperity for our members and the Capital Region by providing leadership, advocacy and services. Our strength lies in our ability to attract many diverse members, creating a valuable pool of resources from which member companies draw ideas and energy to improve their businesses.

Incentives/financial assistance offered: The Capital Region Chamber is your partner to help your business grow. The Chamber offers:

- Loan programs
- Entrepreneurial assistance program connections with other small business owners to share common concerns and issues and find solutions.
- Guidance and resources on how to expand into international markets.
- Resources and information on sales, marketing, finances human resources and other

Geographic service area: Capital Region

Board of Directors (if applicable):

President

Charles P. Steiner
Capital Region Chamber

CEO

Mark N. Eagan, CCE
Capital Region Chamber

Immediate Past Chair

Ray Bleser
*President
Northeastern Fine
Jewelry*

Chair-Elect of the Board

Denise Gonick
CEO

MVP Health Care

Treasurer

Joan R. Hayner
CEO

CapitalCare Medical Group

General Counsel

Lawrence DeAngelus
*Shareholder/Principal
Higgins Roberts &
Suprunowicz, PC*

Secretary

Mona Golub
*Vice President of Public Relations and
Consumer Services
Price Chopper/Market 32*

Website address: www.capitalregionchamber.com

Small Business Development Center

Summary of the organization: The New York State Small Business Development Center (NYS SBDC) - provides expert management and technical assistance to start-up and existing businesses across the state. The NYS SBDC is administered by State University of New York and funded by the U.S. Small Business Administration, the State of New York, and host campuses. The SBDC works closely with other New York State economic development agencies, faculty and students at host institutions, and representatives from private industry and business to focus resources on assisting small businesses and entrepreneurs.

Mission statement: The vision of the NYS SBDC is to create economic sustainability for all New Yorkers – one business at a time. The mission of the SBDC is to provide professional business advisement, education, network resources and to advocate for small business and entrepreneurs.

Incentives/financial assistance offered: The Small Business Development Center offers free Business Counseling/Advisement; Energy Savings Program, Specialty programs, Training and education, International Business Development (IBD). The types of assistance provided:

- business plan development or redesign
- accounting
- exporting for small business
- marketing
- financial planning
- cost-analysis
- workshops and seminars
- legal business structures
- construction management
- loan packaging
- management reorganization
- Internet commerce
- entering international markets
- employee management

Geographic service area: New York State

Albany Office:

University at Albany
6 Executive Park Drive, Entrance B
Albany NY 12203
Director: William Brigham

Board of Directors:

Chairperson:	State Director/Secretary	Ex-Officio Members
Oliver L. Kardos <i>SVP/Business Banking Sales Leader</i> <i>Keybank Albany, NY</i>	James King, <i>State Director, New York State SBDC</i>	Dan Rickman, <i>Project Officer, Small Business Administration</i> Robert Andrews, <i>President, Morse Manufacturing</i> Lee Borland, <i>Borland Product Development, Inc.</i>
Vice Chairperson Raymond Nowicki <i>Managing Member Nowicki and Company , CPAs LLP Buffalo, NY</i>	Mary Hoffman, <i>Associate State Director, New York State SBDC</i>	

Website address: <http://www.nyssbdc.org/>

U.S. Small Business Administration

Summary of the organization: Since its founding on July 30, 1953, the U.S. Small Business Administration has delivered millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. SBA's programs now include financial and federal contract procurement assistance, management assistance, and specialized outreach to women, minorities and armed forces veterans. SBA provides loans to victims of natural disasters and specialized advice and assistance in international trade.

Mission statement: The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. We recognize that small business is critical to our economic recovery and strength, to building America's future, and to helping the United States compete in today's global marketplace. Although SBA has grown and evolved in the years since it was established in 1953, the bottom line mission remains the same. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.

Incentives/financial assistance offered:

- loan programs
- learning center, training
- business guides
- loan/grant search tool
 - <http://business.usa.gov/access-financing#>

Geographic service area: United States

<u>Syracuse District Office</u>	<u>State University of New York -</u>
224 Harrison Street 5 th Floor	<u>New York SBDC Lead Center</u>
Syracuse, NY	
13202	22 Corporate Woods 3rd Floor
Phone: 315-471-9393	Albany, NY 12246
	Phone: 518-443-5398
	Distance: 2.07 mi

Website address: www.sba.gov

Center for Economic Growth

Summary of the organization: As a private, not-for-profit organization the Center for Economic Growth works with a diverse group of members and partners to advance the ability of the region and its assets to succeed in the global marketplace. With a focused and strategic approach CEG works to:

GROW local companies by offering tactical business development strategies and services;

ATTRACT opportunities for technology investment and expansion throughout Tech Valley and

PREPARE communities to achieve their desired economic growth while enhancing the region's excellent quality of life.

CEG receives funding and resources from Empire State Development's Division of Science, Technology and Innovation, which works to facilitate the integration of innovation and technology throughout New York's economic development efforts, the National Institute of Standards and Technology (NIST) / Manufacturing Extension Partnership (MEP) and National Grid.

Mission statement: Technical Services group assists regional technology and manufacturing companies in the creation and renovation of jobs, increase sales and expand capital investment. Venture initiatives provides capital to regional technology companies by connecting them to potential investors, reviewing business plans and expanding venture funding opportunities. CEG's sales call, tradeshow and cultivation of business contacts through targets strategic, cross-industry & global marketing programs.

Incentives/financial assistance offered:

CEG offers services such as strategy and executive coaching; growth & innovation; and continuous improvement. CEG also offers resources to financial assistance programs such as tax incentives, loan programs, and grants towards specified eligible businesses.

Contact: Louise Aitcheson
Director, Business Development
518-465-8975 Ext. 229
louisea@ceg.org

Geographic service area: 11-county Capital Region

Number of employees- about 15 staff members

Board of Directors' Officers

Chair of the Board

Laura Schweitzer, Ph.D.

President

Union Graduate School

Treasurer

James W. Drislane, CPA
Managing Shareholder

Executive Vice Chair

Thomas Amell

President & CEO

Pioneer Bank

Immediate Past Chair

Robert E. Blackman
Vice President

Secretary

Christine A. Horne
Manager, Communications &
Public Affairs
GE Energy

President & CEO

Andrew Kennedy
Center for Economic Growth

Teal, Becker & Chiamonte Realty USA

Website address: <http://www.ceg.org/about-ceg/board-of-directors/>

National Grid – Shovel Ready Program

Summary of the organization: Whether your goal is to focus your community's economic development and business recruitment efforts, develop strategies and materials for marketing your community or to redevelop marketable sites and buildings and brownfields, National Grid's Economic Development Grant Program may be able to help with staff assistance and resources approved by the New York State Public Service Commission.

The Shovel Ready program has a 2011 plan that maintains a strong focus on site development, urban revitalization, strategic marketing, and facilitating customer growth through infrastructure assistance, energy efficiency and productivity improvement. The 2011 Plan also reflects an increasing emphasis on sustainable development, the efficient use (and re-use) of existing energy infrastructure, and the strategic deployment of renewable generation technologies.

Incentives/financial assistance offered: Shovel Ready offers resources to tax incentives, discounts, and energy.

Geographic service area: Upstate New York

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

Community Loan Fund of the Capital Region

Summary of the organization: The Community Loan Fund of the Capital Region is a non-profit community development financial institution serving the Capital Region of New York State -- Albany, Columbia, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie, Warren & Washington Counties. We provide access to capital by pooling investments and donations from socially concerned individuals and organizations, and re-lending it to non-profit organizations for housing and community improvement, to micro enterprises for business development, and to individuals for home ownership and repair. We also offer training and technical assistance programs.

Mission statement: "Our mission is to promote sustainable community development efforts for economically underserved people and communities."

Incentives/financial assistance offered: Community Development Lending and Training and Technical Assistance

Geographic service area: Capital Region of New York State -- Albany, Columbia, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie, Warren & Washington Counties.

Albany Office:

255 Orange Street, Albany, NY 12210
(518) 436-8586

Board of Directors:

Tim Harper, <i>President</i>	Kirby White	Rockie Mann
Jim Jednak, <i>Vice President</i>	John Staugaitis	
Susan Cotner, <i>Treasurer</i>	Susan Spang	
Miriam Axel-Lute, <i>Secretary</i>	Nisch Sadhak	
Kathleen Godfrey	Angelo Maddox	

Website address

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

Albany Housing Authority

Summary: For over forty years, Albany Housing Authority has been providing rental housing for very low, low, and moderate income households in the city of Albany. The agency owns and operates 1,800 public housing units, administers an ongoing public housing rehabilitation program averaging \$2.5 million annually, and administers a Section 8 program that provides assistance on behalf of 2,200 households in the city of Albany.

Mission Statement: Our mission is to provide consistently high quality, affordable and sustainable housing opportunities while demonstrating leadership in meeting the needs and aspirations of our residents and community. Our commitment to customer service and community development guides our actions.

Incentives/financial assistance offered: Section 8

Geographic service area: Albany community

Board of Commissioners:

Michael Whalen
Chair

Mark Bobb-Semple

Kelly Kimbrough
Vice Chair

Mary Ann Hines
Resident Commissioner

Reverend James Lefebvre

Melvenia Jenkins
Resident Commissioner

Linda Mitchell

Website address

www.albanyhousing.org

New York Business Development Corporation (NYBDC)

Summary: New York Business Development Corporation (NYBDC) works in partnerships with banks to provide term loans, many of which do not meet the requirements for traditional financing. The NYBDC's goal is to be more creative in their underwriting. In many cases, the NYBDC includes multiple participations, SBA guarantees, flexible amortization and long-term payouts. NYBDC also manages the Empire State Certified Development Corporation. Empire State CDC is licensed by the U.S. Small Business Administration (SBA) to provide the SBA 504 Loan Program - a fixed-asset economic development program designed to promote growth and job creation in small businesses & to eligible New York State businesses.

Mission statement: " NYBDC's goal is to assist, promote and, through the cooperative efforts of our lending partners, advance the business prosperity and economic welfare of the State of New York by providing loans to small businesses including start-up, early stage and mature businesses with a particular emphasis on minority and women owned businesses.

NYBDC seeks to offer credit opportunities not otherwise available to small business in order to facilitate access to capital in support of economic development, to create or preserve job opportunities and to stimulate the growth, expansion and modernization of small businesses in New York State."

Incentives/financial: loan funds based on the needs of small businesses.

Geographic service area: New York

Board of Directors:

James H. Bason

President

TruFund Financial Services

William Y. Crowell, Esq.

Co-founder & Partner

Whiteman Osterman &
Hanna LLP

Robert W. Lazar

Retired President

NYBDC

Ronald M. Bentley

President & CEO

Chemung Canal Trust
Company

Robert M. Curley

Chairman, New York Region

Berkshire Bank

Patrick J. MacKrell

President & CEO

NYBDC

Bruce W. Boyea

Chairman, President & CEO

Security Mutual Life
Insurance Company

F. Edward Devitt

President

Devitt Management &
Associates

Brian T. McMahon

Executive Director

New York State Economic
Development Council

John R. Buran

Hugh Donlon

Allen J. Naples

Director, President & CEO	President, Northeast Region	Regional President
Flushing Bank	KeyBank	M&T Bank
Victoria Graffeo, Esq. Harris Beach PLLC	Daryl R. Forsythe Chairman NBT Bancorp	David J. Nasca President & CEO Evans Bancorp, Inc.
Peter K. Cosgrove	Robert C. Jussen	Michael P. Smith
Regional President	Senior Vice President	President
First Niagara Bank	HSBC Bank USA	New York Bankers Association
James J. Byrnes	Linda Dickerson Hartsock	Mark E. Tryniski
Chairman	Director of Economic Development	President & CEO
Tompkins Financial Corporation	Syracuse University	Community Bank System, Inc.
Robert L. Como	Thomas L. Hoy	Michael N. Vittorio
Senior Vice President	Chairman	President & CEO
JP Morgan Chase & Co.	Arrow Financial Corporation	The First National Bank of Long Island
Hugh A. Johnson	Amos Winbush III	Lewis Yevoli
Chairman	Chief Executive Officer	Retired NYS Assemblyman
Hugh Johnson Advisors, LLC	CyberSynchs, LLC	

Empire State Development Corporation (ESD)

Summary: Empire State Development (ESD) is New York’s chief economic development agency. The mission of Empire State Development is to promote a vigorous and growing economy, encourage the creation of new job and economic opportunities, increase revenues to the State and its municipalities, and achieve stable and diversified local economies. Through the use of loans, grants, tax credits and other forms of financial assistance, Empire State Development strives to enhance private business investment and growth to spur job creation and support prosperous communities across New York State.

Mission statement: The New York State Urban Development Corporation, now doing business as Empire State Development (“ESD”), was formed by legislative act in 1968 to address conditions of unemployment, underemployment and blight which impede the economic and physical development of municipalities, increase the burdens on the State and adversely affect the welfare and prosperity of the State’s citizens. ESD seeks to promote a vigorous and growing economy, prevent economic stagnation, encourage the creation of new job opportunities, increase revenues to the State and its municipalities and achieve stable and diversified local economies. In furtherance of these goals, ESD leverages private investment with loans, grants, tax credits and other forms of financial assistance; assists with site assemblage; and provides targeted relief from legal and regulatory requirements through its participation in projects, programs and other initiatives. ESD’s performance of its economic development services is driven by core values that include efficiency, accountability, transparency and collaboration with other public and private sector partners. Its success is measured by the number of jobs created and retained for New Yorkers, the degree to which its public resources leverage new private investment in the State and the number of businesses served, including minority, women-owned and other small businesses. Empire State Development works to promote business investment and growth that leads to job creation and prosperous communities across New York State.

Incentives/financial assistance: Empire State Development offers a number of services for businesses, including loans and grants; tax credits; and other financing and technical assistance.

Geographic service area: New York State

Board of Directors:

**Howard Zemsky, Ex Officio
Director**

Empire State Development,
President and CEO

New York State Department of
Economic Development,
Commissioner

Confirmed – March 30, 2015

Robert R. Dyson, Director

The Dyson-Kissner Moran
Corporation, Chairman & CEO

Confirmed – March 16, 2010

Derrick D. Cephas, Esq., Director
Weil, Gotshal & Manges LLP, Partner
Confirmed – January 29, 2008
Re-Appointed – May 20, 2009

Joyce Miller, Director
Tier One Public Strategies, CEO
Confirmed – May 4, 2010

Peter J. Beshar, Director
Marsh & McLennan Companies,
Inc., Executive Vice President and
General Counsel
Confirmed – June 18, 2015

Hilda Rosario Escher, Director
Ibero-American Action League,
President and CEO
Confirmed – June 18, 2015

Cesar A. Perales, Director

Confirmed – June 17, 2016

Maria T. Vullo, Ex Officio Director
NYS Department of Financial
Services, Superintendent
Appointed – February 23, 2016

Site Information: Albany Office
625 Broadway
Albany, New York 12207
(518) 292-5100

<http://www.esd.ny.gov/index.html>

Community Preservation Corp

Summary: CPC believes that stable and sustainable affordable housing is the foundation of strong communities and we strive to contribute to comprehensive neighborhood revitalization through their lending and partnerships.

CPC has provided a consistent source of capital to underserved housing markets throughout New York State since 1974. CPC is committed to delivering financing, technical expertise and to working closely with a range of community partners to create and preserve affordable housing.

Mission statement: To combat community deterioration, promote the general, and lessen the burdens of government by providing financing for low & moderate income housing.

Incentives/financial assistance offered: CPC has two equity funds, Opportunity Funds I and II, created to finance CPC developments. CPC also offers consulting opportunities.

Geographic service area: New York State

Albany (Eastern Region) Office:

Michael Skrebutenas, Senior Vice President

(518) 463-1776

54 State Street, Suite 201

Albany, NY 12207

Mskrebutenas@communityp.com

<http://communityp.com/>