



**Division of Small Business
& Technology Development**

Access to Capital Opportunities

Empire State Development

A Division of Empire State Development

4/8/2026

Empire State Development (ESD)

- ESD is New York State's chief economic development agency, focused on promoting business investment, job creation, and supporting local economies through various initiatives and program.
- Headquarters established in Albany, Buffalo, NYC and a network of 10 regional offices around NYS.



**Division of Small Business
& Technology Development**

Capital Access Team

- Under the Division of Small Business & Technology Development.
- We are a team of 9 located in NYC and Albany.
- As a team, we manage over 20 programs.
- As of Q4 2025, our team has helped deploy over \$264M in SSBCI capital.



Program Types

- Lending capital to CDFIs
- Loan Loss Reserve
- Loan Guarantee
- Loan Participation
- Technical Assistance grants





**Division of Small Business
& Technology Development**

Program Opportunities for CDFIs to Participate in

A Division of Empire State Development

4/8/2026

Capital Access Program (CAP)

- Created to support participating lenders to increase financing opportunities for NYS small businesses via a matching loan loss reserve.
- ESD provides funding to a loan loss reserve account shared with a participating lender.
- Key details:
 - Maximum loan size is \$500,000.
 - Lenders enroll eligible loans quarterly into the CAP portfolio.
 - The borrower and lender make a shared contribution of 3% to 7% of the loan amount, which is matched by ESD 1:1.
 - The reserve account balance increase with each loan enrolled and can provide 100% reimbursement to a lender, after claims and corresponding documentation are submitted.
 - Apply via the email below.

Program Manager: Morgan Clark, morgan.clark@esd.ny.gov



**Division of Small Business
& Technology Development**

Loan Guarantee Program

- Created to unlock capital for small businesses via loan loss reimbursement to participating lenders.
- Each loan enrolled may be guaranteed up to 80%, with a maximum portfolio exposure capped at 25%.
- Key details:
 - Maximum guarantee allocation per lender is \$5M.
 - One time guarantee enrollment fee of 0.75% per loan.
 - Maximum loan size is \$500,000.
 - Loan enrollment on a rolling basis.
 - Loans must be enrolled within 24 months of the program start date or until program funds are exhausted.
 - Loan terms typically do not exceed 5 years.
 - Apply via the email below.

Program Manager: Kimberly Cuevas, kimberly.cuevas@esd.ny.gov



**Division of Small Business
& Technology Development**

Linked Deposit Program (LINC)

- Created to help existing NYS firms obtain reduced-rate financing so they can undertake investments to make borrowing less expensive.
- Eligible businesses obtain commercial loans from participating lenders at an interest rate that is up to 2% to 3% points lower than the prevailing rate on such loans.
- Lenders are compensated with a deposit of State funds at comparably reduced rates.
- Key details:
 - Any lender that provides business loans and is located in NYS can be considered to participate.
 - Must be in good financial standing.
 - The program is an effective marketing tool for Lenders seeking new products and customers.
 - Apply via the email below.

Program Manager: linkeddeposit@esd.ny.gov



**Division of Small Business
& Technology Development**

CDFI Assistance Program

- ESD has operated the CDFI Assistance Program since 1997.
- Created to provide grant support to CDFIs that operate alternative small business lending and technical assistance programs in New York State.
- Round 24 of this program is currently underway and will end in June 2026. Round 25 will be expected to launch later this year.
- Key details:
 - 12-month period.
 - Grants typically do not exceed \$80,000.
 - Awards support capacity building, capital access and technical assistance for New York State small businesses.
 - Must apply via an RFA.

Program Managers: Morgan Clark, morgan.clark@esd.ny.gov and Caitlin Armstrong, caitlin.armstrong@esd.ny.gov



**Division of Small Business
& Technology Development**

SSBCI Technical Assistance Program

- Created to provide grant support to TA providers to help entrepreneurs with pre-and post loan technical assistance.
- Currently have a round of funding underway but are expanding participation efforts in 2026.
- Key details:
 - TA providers must offer legal, accounting, and financial services with targeted outcomes.
 - TA services need to cater to:
 - very small businesses,
 - small manufacturing enterprises, and
 - socially and economically disadvantaged individual owned businesses.
 - TA providers must demonstrate geographic areas of service.
 - Must apply via an RFA.

Program Managers: Caitlin Armstrong, caitlin.armstrong@esd.ny.gov and Angeli O'Connell, angeli.oconnell@esd.ny.gov



**Division of Small Business
& Technology Development**

CDFI Fund

- In 2021, ESD launched a multi-year \$25M CDFI Fund.
- Created to provide grant support to CDFIs in their efforts to provide technical assistance to New York State small businesses and underserved individuals.
- Previously called 'Access to Financial Services' Program.
- Round 3 application closed on March 6, 2026. There will be two more rounds of funding after Round 3.
- Key details:
 - \$5M allocated per program round.
 - 12-month period.
 - Grants typically do not exceed \$200,000.
 - Awards can only be used for technical assistance, institutional capacity and administrative support.
 - Must apply via an RFA.

Program Managers: Morgan Clark, morgan.clark@esd.ny.gov and Caitlin Armstrong, caitlin.armstrong@esd.ny.gov



**Division of Small Business
& Technology Development**



**Division of Small Business
& Technology Development**

Searching for ESD's Opportunities

A Division of Empire State Development

4/8/2026

Sources

- NYS Contract Reporter (<https://www.nyscr.ny.gov/>)
- ESD Website > Resources for Small Businesses (<https://esd.ny.gov/>)
 - Widget to filter through programs
 - Webinars > Upcoming Events
- Social Media
 - Twitter (X): @EmpireStateDev
 - Facebook: Empire State Development
 - LinkedIn: Empire State Development
- Outreach
- Contact EACs/Regional Offices





**Division of Small Business
& Technology Development**

Staying Grounded: Best Practices

A Division of Empire State Development

4/8/2026

Tips & Tricks

- If your organization is a not-for-profit, please register or be updated in the NYS Statewide Financial System (SFS) ([New York State Grants Management | Grants Management](#))
- Payment portal for grants
- Submittable
- Submit and review program FAQs.
- Ask for trainings and informational webinars.
- When applying, keep in mind these standard items are usually requested:
 - Make sure to have updated wiring information on company letterhead and a W9.
 - Demonstrate sufficient commercial lending experience, and financial and managerial capacity.
 - Demonstrate geographic and communities served.
 - Have a 'Term and Products' sheet ready.
 - Have three-years financials ready.
 - Have an organization narrative, mission and history ready.



Program Contacts

- **Capital Access Program (CAP):** Morgan Clark, morgan.clark@esd.ny.gov
- **Loan Guarantee Program:** Kimberly Cuevas, kimberly.cuevas@esd.ny.gov
- **Linked Deposit Program (LINC):** linkeddeposit@esd.ny.gov
- **CDFI Assistance Program:** Morgan Clark, morgan.clark@esd.ny.gov and Caitlin Armstrong, caitlin.armstrong@esd.ny.gov
- **SSBCI Technical Assistance Program:** Caitlin Armstrong, caitlin.armstrong@esd.ny.gov and Angeli O'Connell, angeli.oconnell@esd.ny.gov
- **CDFI Fund:** Morgan Clark, morgan.clark@esd.ny.gov and Caitlin Armstrong, caitlin.armstrong@esd.ny.gov

Thank you!



**Division of Small Business
& Technology Development**