



**Empire State
Development**

Regional Revolving Loan Trust Fund Annual Report

Fiscal Year Ending March 31, 2023

Empire State Development (ESD) is New York's chief economic development agency. The mission of ESD is to promote a vigorous and growing state economy, encourage business investment and job creation, and support diverse, prosperous local economies across New York State through the efficient use of loans, grants, tax credits, real estate development, marketing and other forms of assistance.

ESD's Division of Small Business & Technology Development (SBTD) supports the growth of small businesses, defined as firms with 100 or fewer employees, providing and implementing programs and services that facilitate access to capital, technical assistance, technology assistance, and venture funding.

ESD has capitalized the 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 to small businesses employing 100 or fewer employees. The RRLTF offers working capital loans of up to \$100,000, or 90% of the total project cost, whichever is less.

There are currently nine lenders managing RRLTF programs who conduct their own marketing, intake, applicant screening, credit analysis, closings, and loan servicing. Loan terms, interest rates and collateral requirements are determined by the administering corporations and their loan committees.

Since 1989, RRLTF loans have assisted businesses that have no alternative financial resources. This program was designed in statute to provide each regional lender with autonomy to support their local businesses. Loans are issued by RRLTF lenders and approved by their board. ESD reviews enrollment documents solely to determine that statutory requirements have been met.

This report and attached documentation summarize the fiscal year ending March 31, 2023, and cumulative activity for the RRLTF. Contact information and service delivery regions for each of the RRLTF administering corporations are provided at the end of the report. The Portfolio Report on page four provides the lending activity for each administering corporation.

Fiscal Year 2023 Summary:

Number of Loans:		9
Total Loan Disbursements:	\$	545,000
Total Disbursed for Administrative Costs:		\$0
Total Program Disbursements:	\$	545,000
Total Active Administering Corporations:		9

Cumulative Summary (since Program inception in 1989):

Initial Capitalization:	\$	4,700,000
Re-Capitalization:		<u>3,417,536</u>
Total:	\$	8,117,536

Total Loan Disbursements:	\$	20,070,120
Number of Loans:		401

Total Disbursed for Administrative Expenses:	\$	1,146,963
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Balance Available for Lending:	\$	3,162,522
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Balance Available for Administrative Expenses:		\$0
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PROGRAM STATISTICS

As of March 31, 2023



401

Completed RRLTF loans to small businesses



\$20.07M

in RRLTF funding leveraged
\$200.63M
in other investments



23%

of RRLTF loans were issued to Minority or Women Owned businesses for a total of \$3.8M



23%

of RRLTF loans were issued to Start-Up businesses for a total of \$4.71M



Businesses projected that they would **create 3,384 full-time jobs** after receiving RRLTF loans

FY 2023 Program Success Story KLaw Industries, LLC

KLaw Industries, LLC, was founded in 2019 and creates material solutions for the concrete and recycling industries. KLaw has a revolutionary process that removes contaminants from recycled glass and allows the refined glass to be used as an ingredient in concrete. Pantheon™ replaces cement by 20% in standard mixes, thereby reducing its environmental impact.

In 2021, KLaw purchased a production facility located in Binghamton to expand production of Pantheon™. They have made improvements to the facility and have outfitted it with a state-of-the-art concrete lab. They have also begun the machinery staging process in the 6,000 sq. ft. warehouse.



To embark on the expansion, KLaw Industries received funding from several sources including federal grants, a line of credit from their local development corporation and a RRLTF \$100,000 loan. The RRLTF funding will be used to participate in financing KLaw's new equipment. This funding package will allow KLaw Industries to scale production of Pantheon™ and they plan to hire three new employees to support this expansion.

KLaw Industries delivers Pantheon™ to a customer for their 2023 season.

PORTFOLIO HISTORY FOR LENDERS
As of March 31, 2023

Lending Partner	Total Number of Loans	Current	30+ Days Past Due	Fully Repaid	Written-Off
Active:					
Central New York Regional Planning & Dev. Board	55	5	0	36	14
Community Capital New York	2	2	0	0	0
Cooperative Federal	3	2	0	1	0
North Country Alliance	103	9	3	71	20
Pursuit	14	11	0	3	0
Renaissance Econ. Dev. Corp.	6	4	0	2	0
Southern Tier Enterprise Dev. Organization	7	5	1	1	0
Southern Tier Regional Economic Development Corp.	23	6	0	9	8
Western Region Corp.	34	1	0	20	13
Inactive*					
Capital Region	22	0	0	13	9
Mid-Hudson (Team Hudson)/ Orange County Chamber of Commerce	28	0	0	13	15
Mohawk Valley Rehabilitation Corp.	72	1	0	50	21
Rochester Finger Lakes	32	0	0	18	14
Total Number of Loans	401	46	4	237	114

*Lenders that are no longer active in the program.

**REGIONAL REVOLVING LOAN TRUST FUND (RRLTF)
ADMINISTERING CORPORATIONS**

CAPITAL REGION:

Pursuit
Brad Seader, Vice President
50 Beaver Street
Albany, NY 12207
Tel: (212) 785-5702
Website: <https://pursuitlending.com>
Email: bseader@pursuitlending.com

CENTRAL NEW YORK REGION:

Central New York Regional
Planning & Development Board
Mr. David Bottar, Executive Director
126 North Salina Street
100 Clinton Square, Suite 200
Syracuse, NY 13202
Tel: (315) 422-8276 x1207
Website: www.cnyrpd.org
Email: dbottar@cnyrpd.org

Cooperative Federal
Meagan Weatherby, Development &
Communications Manager
800 North Salina Street
Syracuse, NY 13208
Tel: (315) 473-0206
Website: www.cooperativefederal.org
Email: meaganweatherby@coopfed.org

Pursuit
Brad Seader, Vice President
50 Beaver Street
Albany, NY 12207
Tel: (212) 785-5702
Website: <https://pursuitlending.com>
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FINGER LAKES REGION:

Pursuit
Brad Seader, Vice President
50 Beaver Street
Albany, NY 12207
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Website: <https://pursuitlending.com>
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LONG ISLAND REGION:

Pursuit
Brad Seader, Vice President
50 Beaver Street
Albany, NY 12207
Tel: (212) 785-5702
Website: <https://pursuitlending.com>
Email: bseader@pursuitlending.com

MID-HUDSON REGION:

Community Capital New York, Inc.
Veronica Colman, VP, Special Projects
44 Executive Boulevard
Elmsford, NY 10523
Tel: (914) 747-8020
Website: communitycapitalny.org
Email: rdubin@communitycapitalny.org

NEW YORK CITY:

Renaissance Economic Development Corp.
Jessie Lee, Managing Director
2 Allen Street, 7th Floor
New York, NY 10002
Tel: (212) 964-6022
Website: renaissance-ny.org
Email: jessie@renaissance-ny.org

**REGIONAL REVOLVING LOAN TRUST FUND (RRLTF)
ADMINISTERING CORPORATIONS (continued)**

NORTH COUNTRY REGION:

The North Country Alliance Development
c/o The Dev. Authority of North Country
Ms. Michelle Capone, Program Manager
317 Washington Street
Watertown, NY 13601
Tel: (315) 785-2593
Website: www.danc.org
Email: info@danc.org

SOUTHERN TIER REGION:

Pursuit
Brad Seader, Vice President
50 Beaver Street
Albany, NY 12207
Tel: (212) 785-5702
Website: <https://pursuitlending.com>
Email: bseader@pursuitlending.com

Southern Tier Region Economic
Development Corporation
George Miner, Executive Director
REDEC Relending Corporation
8 Denison Parkway, E., 3rd Floor-Suite 403
Corning, NY 14830
Tel: (607) 962-3021
Website: www.redec.us
Email: gminer@redc.us

WESTERN NEW YORK REGION

Southern Tier Enterprise
Development Organization
Stephanie M. Beneng
Economic Development Coordinator
4039 Route 219, Suite 200
Salamanca, NY 14779
Tel: (716) 945-5301 ext. 2208
Website: www.southerntierwest.org
Email: SBeneng@southerntierwest.org

The Western Region Corporation
Richard Zinc, Executive Director
275 Oak Street
Buffalo, NY 14203
Tel: (716) 856-6525
Website: westernregioncorp.org
Email: rzinc@southerntierwest.org