



7 W. Cross Street  
Hawthorne, NY 10532  
914.747.8020  
[www.communitycapitalny.org](http://www.communitycapitalny.org)

February 3, 2017

Aspire Challenge  
Small Business Administration

**Ref:** Letter of support for the proposal submitted by RSFG Consulting Group for the Aspire Challenge to provide solutions to empower formerly incarcerated individuals with Entrepreneurship Training and Access to Microloans.

To Whom It May Concern,

On behalf of Community Capital NY, I am writing to urge your support of the proposal being submitted by RSFG Consulting Group LLC to the U.S. Small Business Administration (SBA) to offer entrepreneur training and access to microloans to formerly incarcerated individuals.

Community Capital New York is an SBA Microlender and a Community Development Financial Institution (CDFI) that has been providing loans and technical assistance to small businesses since 2003. We receive inquiries from hundreds of business owners each year about the possibility of getting a microloan. Many inquiries are from business owners that are unable to qualify for financing because they lack the knowledge, experience and/or best practices necessary to represent a sound credit risk.

That is why we partner with RSFG Consulting Group. Community Capital and RSFG Consulting have a long standing relationship. The principal of RSFG Consulting is a former employee and since she launched her own MWBE Certified firm, Community Capital and RSFG Consulting have successfully collaborated on a variety of initiatives on business development, specifically targeting underserved communities in our desire to close the opportunity gap.

Community Capital was a partner and supporter of the pilot entrepreneurial training program RSFG Consulting did for the Department of Social Services (reentry clients) and the Westchester One Stop office. We provided credit building loans, served as a presenter and coach in the business plan competition.

In addition to Community Capital, RSFG Consulting Group has implemented several entrepreneurial development initiatives with other agencies throughout the region including, Women's Enterprise Development Corporation and Westchester Community College and the Westchester County Industrial Development Agency and other nonprofits to deliver a wide range of business development services, particularly to minority and women entrepreneurs.

We share a vested interest in the launch, growth and sustainability of micro enterprises, specifically owned by minorities and women. We currently have two ex-offenders in our portfolio and we are excited about the opportunity to work with RSFG Consulting to increase lending to this population. As the largest micro lender serving small businesses in the Lower Hudson Valley region we support and encourage the growth of entrepreneurs and small business owners. This investment will enable RSFG Consulting to expand and increase services to target another population in the region that would benefit from training opportunities for economic development. This contest to invest in reentry citizens is a needed resource that will deliver opportunity and sustainability. The proposed business development initiative will provide reentry citizens with the skills, training, resources and support that are necessary for launch, growth and job creation.

Community Capital NY is committed to working with RSFG Consulting Group LLC and its partners to ensure this project has the support it needs to be successful. If you have any questions or need further assistance, please do not hesitate to contact me at:  
914.747.8020 Ex: 112

Sincerely,

A handwritten signature in black ink, appearing to read "Kim Jacobs". The signature is fluid and cursive, with a large, stylized "K" and "J".

Kim Jacobs  
Executive Director