

**New York City Economic Development Corporation**

New York City Council Oversight Hearing:  
Fiscal Year 2019 Preliminary Budget Testimony  
James Patchett, President and CEO

Good afternoon Chairman Vallone and members of the Committee on Economic Development. My name is James Patchett, and I am president and CEO of New York City Economic Development Corporation (EDC). I am pleased to be back before you to discuss EDC's Fiscal Year 2019 preliminary budget, and the investments we intend to make to build a fairer city today and a stronger city tomorrow. I am joined by my colleagues Kim Vaccari, chief financial officer, and Lydia Downing, senior vice president for government relations. After my testimony, we are happy to answer any questions you may have.

EDC is a self-sustaining, non-profit organization that drives and shapes New York's economic growth. We use city resources to create a bridge between city agencies, private businesses, and local communities in three key ways:

- First, we own and operate over 66 million square feet of real estate, which we are constantly improving and upgrading to maximize economic impact.
- Second, we build neighborhood infrastructure to ensure that communities remain affordable.
- Finally, we invest in growth industries to create good-paying jobs for all New Yorkers.

Since our last hearing, New York's economy has continued to thrive. Unemployment has fallen for the past three months, and now stands at 4.3 percent. The city added over 2,000 private sector jobs in December 2017, after November's gain of 2,700 jobs. Overall private sector employment is up by 1.7

percent since December 2016. Wages have also increased by roughly three percent during that time, giving more New Yorkers access to basic needs and improving their quality of life.

However, right now, we cannot afford to rest on our laurels. Some economists caution that the U.S. is in a “pre-bubble stage,” and there will likely be a recession in the coming years. And even though the city’s economy is booming, too many New Yorkers are being excluded from our unprecedented economic prosperity. While the number of New Yorkers living at the federal poverty level is roughly 20 percent, the number of New Yorkers who live in or close to poverty jumps to over 44 percent according to the Mayor’s Office of Economic Opportunity. But EDC is working to level the playing field by creating good, middle-class jobs, improving access to 21<sup>st</sup> century industries, and making sure the city remains economically competitive in the future. We are all in on investing in neighborhood infrastructure and industry innovation to increase opportunity.

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Today, EDC manages hundreds of projects and a nearly \$7 billion ten-year capital plan. Our board-approved budget for FY 18 is \$857 million; this is comprised of EDC’s own funds, city capital and expense. In FY 18, we have approximately \$2.14 billion in our capital budget for building new space for industrial companies in our assets in Sunset Park and for work on behalf of other agencies, including the construction of Andrew Haswell Green Park in Manhattan. The FY 19 preliminary budget contains \$201 million in new city capital and expense funding. The funds allocated to EDC are critical for capital projects like BAT and Bush and expense funding like our CleaNYC and GraffitiFreeNYC programs.

NYCFerry has been a banner project for EDC. We set out to provide a transportation alternative for those in communities that have lacked access to traditional systems, and ultimately created a network of landings and vessels that were wildly popular with both residents and visitors. Since May 2017, we have served over three million people and are working on launching additional routes. Just last week, I was with the Mayor announcing the start of construction on our new Lower East Side landing. We are launching two new routes this summer. The Lower East Side Route will serve nearly one million riders annually, and the Soundview route will serve nearly 400,000. We ordered larger capacity vessels to meet this demand, and will continue working with the City and OMB to ensure we have the necessary funding to continue this service.

Now, I am going to discuss EDC's progress on some of our most exciting and high-profile projects and initiatives, starting with the administration's jobs plan. Moving into the Mayor's second term, we are laser-focused on creating new positions and catapulting new industries to success.

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Last June, City Hall released a 10-year plan titled "New York Works," which includes 25 initiatives to create 100,000 jobs over the next decade. This plan makes significant investments in groundbreaking industries, including cybersecurity, freight, life sciences, and manufacturing. All of these fields have high-growth potential and can keep our city on the cutting edge. EDC was tasked with implementing the "New York Works" plan, and has since made notable progress on reaching this goal.

For **cybersecurity**, we have committed to investing \$30 million in training, R&D labs, and business accelerators dedicated to early-stage cybersecurity firms that want to locate here. This initiative will directly create 3,500 good-paying jobs and catalyze another 6,500 across New York's industry.

For the **life sciences**, we released an RFEI to find an organization to establish an Applied Life Sciences Hub that will address unmet needs in New York City's life science ecosystem. This will include establishing a geographic center for life sciences' innovation, collaboration, and expansion.

And for our **creative and cultural sectors**, we are excited to move forward with our plans to build the nation's first publicly-funded virtual /augmented reality lab. This \$6 million investment will create 500 jobs and position New York as the center of this growing industry, as well as provide space for innovators to start and expand their companies.

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To create good jobs for New Yorkers, it is critical to have updated, functional real estate. To that end, we are pleased to have received significant investments for Sunset Park, including in the Brooklyn Army Terminal, known as BAT and Bush Terminal Park. We plan to use the \$99 million allocated in the FY 19 budget to create 21<sup>st</sup> century workspaces, attract new tenants, and support our growing manufacturing economy.

Today, there are 5,000 people working at EDC assets in Sunset Park. It is our goal to at least double that number to 10,000 over the next ten years. Our ultimate goal is to reach 20,000 workers on our sites, the number of people employed in the area at the height of World War II. It's a lofty goal, but we are up for the challenge.

Since 2014, over \$150 million has been committed to the Brooklyn Army Terminal which is known as BAT industrial complex. Over 3.1 million square feet have been renovated, including 555,000 square feet during this administration (500,000 SF in BAT Phase V and 55,000 square feet at the site's annex building). A host of other capital improvements have been made to attract tenants, including upgrading elevators, boilers, and other building infrastructure.

This year, we also launched BAT's Micromanufacturing Hub, an ecosystem for growth-stage industrial firms to collaborate and grow within the campus. EDC is targeting small firms that need between 1,000 and 5,500 square feet to operate their businesses. We will be creating clusters of micromanufacturing firms throughout the site, and providing curated programming to facilitate collaboration and growth. This includes speaker series, business-to-business networking events, and campuswide tenant engagement events. We already have a handful of tenants at the hub, including an organic smoothie company, a coffee machinery company, and a fashion production company, and expect many more to follow suit. For the Phase V space, we are tenaning with anchor tenants of up to 150,000 square feet per tenant.

There is perhaps no better time to celebrate BAT's progress than in its centennial year, which EDC will celebrate at a birthday party on site this summer.

North of BAT is the Bush Terminal Industrial Campus. As part of the Sunset Park Vision Plan, EDC is working to transform this long-dormant site into a public resource with both ample manufacturing and green space. Anticipated to open in 2020, the Made in NY Campus at Bush Terminal will focus on garment manufacturing, film and media production and related services and industries. To ensure public accessibility of this green space, Bush Terminal Piers Park is now open for the public to enjoy recreational activities. In 2017, with support from Council Member Menchaca, EDC opened a second entrance to the park at 50<sup>th</sup> Street in the neighborhood. At a Town Hall meeting this past December, the Mayor announced a \$6 million investment in the park to install new lighting, thanks to Council Member Menchaca's advocacy.

Given EDC's presence in Sunset Park, it is critical for us to prioritize community engagement and ensure neighborhood residents can take part in the local economy. Each quarter, we convene the Sunset Park Task Force with the Southwest Brooklyn Industrial Development Corporation (SBIDC). The Task Force meets to discuss economic development, infrastructure, workforce training, and stakeholder engagement. We are fully committed to this and all other ways to connect residents with the increasing number of jobs at our properties

To date, close to 400 New Yorkers have been employed through the Workforce1 Center at BAT; we expect this number to significantly increase by the end of this fiscal year as new tenants move in.

Our commitment to engaging local communities in workforce development extends far beyond Sunset Park. We have had great success with HireNYC, a program that was first piloted at NYCEDC, and has since expanded to other city

agencies. HireNYC connects the city's local workforce to economic development projects by engaging local workforce development organizations and recruiting with the city's Workforce1 system. This free business and hiring service has been a tremendous boon to the development community, which is always looking for top talent.

EDC also has a long history of supporting MWBEs, and we are working to exceed the Mayor's goal of 30% M/WBE participation prior to the 2021 deadline. On projects like Coney West, Hunts Point Meat Market and East River Waterfront, for example, EDC has obtained commitments representing 34% M/WBE utilization, or \$53.4 million of \$155.7 million contract value. And recently, the Mayor announced an additional \$20 million in commitments for the Emerging Developer Loan Fund, which provides funding for new developers, including MWBE firms involved in projects throughout the five boroughs.

EDC also launched a summer internship program for talented and dedicated students interested in pursuing careers in the life sciences. These full-time, 10-week paid positions are open to students currently enrolled in a New York City-based college or university, or New York City residents currently enrolled in any college or university. We have already secured thirteen host companies for the interns, including Pfizer, Roche, BioHealthWays, and the New York Stem Cell Foundation, and are hoping to make 100 internship placements this summer.

And earlier this year, New York University's Tandon School of Engineering, in partnership with New York City Cyber Command, launched the New York Cyber Fellows, an affordable online master's degree in cybersecurity. This program is a direct response to the Mayor's jobs plan calling for 10,000 new cyber jobs in the

coming decade. Growing our cybersecurity industry is critical to reaching our 100,000 jobs milestone; this program will open the door for many New Yorkers looking to join an exciting, growing, and high-paying industry.

We also work closely with the Doe Fund, an organization that works to break the cycle of incarceration, homelessness, and poverty through workforce development, for our Graffiti-Free NYC program. The initiative provides no-cost graffiti removal for affected commercial, residential, and industrial properties throughout New York City. CleaNYC program provides sidewalk power washing to these properties. In tandem, both programs generate goodwill throughout the local business communities and help train, employ, and rehabilitate segments of the city's population that too often has trouble finding employment.

I'd like to spend the last few minutes of my testimony talking about our efforts to make EDC a more inclusive and effective organization. At a time when there is a national reckoning on gender equity in the workplace, we have worked tirelessly to make our company a place where everyone can succeed. Our most recent workforce demographic analysis shows that NYCEDC has a 50% male and 50% female workforce, and the number of female managers has increased to 47 percent, up from 40 percent in 2014. Last November, we announced EDC's first-ever women's leadership program, which focuses on tackling the systemic barriers that can hold women back. And this April, we will hold an in-person sexual harassment prevention training for the entire company.

We also have made great strides in making EDC a more diverse organization that better reflects the city's overall demographics. Since 2013, we have increased the percentage of people of color on staff from 40 percent to 51 percent today. We

regularly review hiring metrics and processes, and are working to strengthen pipeline and summer internship programs that help level the playing field.

I am proud to lead an organization that works to empower every single employee and takes deliberate action to close the gender and diversity gaps in the workplace.

Whether launching new ferry routes, investing in 21<sup>st</sup> century industries, or connecting New Yorkers to job opportunities, EDC is fully committed to building a fairer city today and a stronger city tomorrow. Thank you for your continued support and attention this morning. I am happy to answer any questions you may have.



## **TESTIMONY ON BEHALF OF FPWA**

### **New York City's Worker Cooperative Business Development Initiative: Worker Cooperatives- A Successful Model for Small Business''**

**Presented to  
New York City Council, Committee on Economic Development  
Hon. Paul A. Vallone, Chair  
Friday, March 9, 2018**

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## **Opening**

Good afternoon, Chairperson Gjonaj, and the distinguished members of the New York City Council Committee on Small Business. On behalf of FPWA and the 13 organizations that make up the Worker Cooperative Business Development Initiative, we want to thank you for this opportunity to testify on the economic and social opportunities inherent in the structure of worker cooperatives and to share the successes we have achieved thus far through the implementation of the Worker Cooperative Business Development Initiative (the Initiative) as we look ahead to supporting the creation of more businesses, dignified jobs, and shared prosperity for New York City residents in FY 2018.

The New York City Worker Cooperative Business Development Initiative (WCBDI) is a New York City based group advocating for the development and expansion of worker cooperative businesses as a means to reduce poverty and income inequality in New York. We are comprised of 13 New York City based worker cooperative and not-for-profit support organizations, including The Working World, Green Worker Cooperatives, the Democracy at Work Institute, and FPWA. It will first provide essential services to worker cooperatives. Alongside this, it will raise awareness about worker cooperatives. At this point, I would like to acknowledge the continued support of Council Member Councilmember Rosenthal and her advocacy for this Initiative.

**We urge the City Council to support worker cooperatives, which provide higher wages and job stability to individual workers and communities, by enhancing the Initiative to \$3.95 million in FY19.**

## **Why Worker Cooperatives Work**

Worker cooperatives are values-driven small businesses whose core purpose is to benefit workers and their community. In contrast to traditional companies, employees at worker cooperatives participate in making and apportioning the profits, overseeing and governing the organization using democratic practices. Workers own the majority of the equity in the business, and control the voting shares. The model has proven to be an effective tool for creating and maintaining sustainable and dignified jobs, generating wealth, improving the quality of life of workers, and promoting community and local economic development, particularly for people who lack access to business ownership or sustainable work options. Finally, the creation of employment for some of our city's most disadvantaged citizens is built into the purpose of cooperatives.

## **The New York City Council Worker Cooperative Business Development Initiative – Continued success in FY18**

As a result of an investment of over \$8 million by the city council since FY15, New York is now home to the largest worker coop community in the United States. Since July 2014, the Initiative has supported the startup of 84 worker cooperatives, which are projected to have more than 500 worker owners. Initiative partners have also been educating the broader entrepreneurship and business communities about worker ownership, working with thousands of individual worker-owners, business owners, lawyers, and economic development professionals. The Initiative has provided 3,000+ technical assistance services to these and hundreds more businesses.

Through the collective efforts of the Initiative, the number of cooperatives in New York City has grown exponentially in just three short years. This thriving cooperative small business community will continue to grow; providing jobs that pay better wages and ensuring that the wealth generated by these new jobs remains in New York and is reinvested in the local economy.

### **Recommendation**

**The Initiative is requesting the City Council increase its investment in the Worker Cooperative Business Development Initiative from \$3 million in FY 2018 to \$3.95 million in FY 2019.** While the Initiative has made remarkable progress in the last two years, the infrastructure needed to support the growing cooperative community in New York needs to be expanded. With increased funding, the Initiative will not only continue to develop new cooperative businesses, with 37 new cooperatives set to launch in FY18, but foster an environment where such enterprises will thrive in the long term. The fifth year of the Initiative will focus on training more coop incubators, working with academic institutions to create cooperative programs, and broaden the field of worker cooperative development in New York City. In addition, the Initiative will continue to have an impact on cooperative creation, on assistance provided, and jobs created with 145 new jobs set to be created in FY19. The enhancement also accounts for the \$105,000 allocation which was awarded to Small Business Services in FY18. We encourage the Mayor to baseline this funding to SBS, so that the Council funding is used solely for the creation and expansion of worker cooperatives businesses

With the continued support of the City Council and the support of Small Business Services, we, the Initiative, will continue to see these businesses grow and witness more individuals and families achieve the financial stability that will ultimately improve not only their lives but also their communities.

### **Conclusion**

We thank the City Council for the opportunity to testify. We hope that you will consider our budget priorities and recommendations during this year's budget negotiation process, and look forward to continue working closely with you to ensure hard working individuals and families have opportunities to achieve economic advancement and create shared prosperity for all New Yorkers.



**Testimony by Jesse Laymon,  
Policy Director of the New York City Employment and Training Coalition (NYCETC)  
Before the New York City Council Committee on Economic Development  
Chairman Paul Vellone  
At the FY 2019 Preliminary Budget Hearing**

**March 9, 2018**

Good morning and thank you for holding this hearing and doing the necessary oversight of the City's Economic Development Corporation, an often overlooked part of our City's ability to affect income inequality and chronic poverty in New York.

My name is Jesse Laymon, Policy Director for the New York City Employment and Training Coalition (NYCETC). NYCETC is an association representing the expertise of over 180 community-based organizations (CBOs), educational institutions, and labor unions that annually provide job training and employment services to more than 800,000 New Yorkers, including public assistance recipients, unemployed workers, low-wage workers, opportunity youth, individuals involved with the criminal justice system, immigrants, veterans, the homeless, the elderly, and individuals with disabilities. The Coalition is the only citywide association exclusively focused on workforce development and has played a key role bringing together the city's workforce community for over 20 years, advancing policy priorities, convening to share information and best practices. The Coalition has a responsibility to give voice on what makes sense to our community to government, policy makers, researchers, the media and funders.

With regard to the Economic Development Corporation, we have 4 questions and observations that we hope will guide your oversight of the agency today and in the coming months. I will briefly summarize these, and would be happy to return to the committee to testify to any or all of them in more detail.

**Question 1: Jobs for Whom?**

Looked at broadly, we can see that New York is still facing our 'tale of two cities'. For some, this is a booming metropolis with more opportunity than ever before, home to a broad array of growing industries and new careers, for others it is a harsh and unaffordable city, where poverty is a powerful trap and opportunity is always just beyond reach. Our public investments in Economic Development provide a tool to either close this gap, or to exacerbate the problem, however unintentionally.

As we have heard from EDC that it is their goal to create 100,000 new “middle class” jobs in growth sectors across New York, we must ask who will be able to access these jobs. Will currently unemployed and underskilled New Yorkers be given a chance to train and apply for these careers?

To really achieve the spirit of the Mayor’s promise when he unveiled the 100,000 jobs target, we believe that fully 100,000 of these new sector jobs must go to current New Yorkers who aren’t already in middle-class careers. Job creation for transplants or job-switchers simply should not be counted as success by EDC.

### **Question 2: Is the CyberNYC RFP a model for diversity and inclusion?**

One of the first, if not the first, RFP associated with New York Works was released at the end of last year, and we want to comment EDC for including among the three “workflows” in the CyberNYC RFP one titled “Talent Partnerships” and described as:

“strengthening the pipeline of talent by training a diverse pool of candidates with industry-informed skills critical to securing and succeeding in targeted cybersecurity jobs in New York City.”

Our Coalition’s question regarding this is twofold; first, *how significant an emphasis will EDC give to this workflow*, and will it get equivalent financial support as the “Cyber Center” and “Innovation Exchanges” workflows? And second, can this RFP’s inclusion of a training workflow be a model for all of the New York Works RFPs, as it is imperative that we help currently un-prepared New Yorkers get ready for jobs in all the sectors identified in the report (including freight, manufacturing, entertainment, bio and life sciences, and other technology fields).

### **Question 3: What portion of the New York Works budget will be devoted to job training and on-ramps for marginalized communities to these new careers?**

Stepping back from the questions around the CyberNYC RFP specifically, it is worth asking the bottom line question: of the approximately \$1.4 Billion dollars planned to be spent on the full New York Works package, how much is EDC hoping to invest in human capital through basic education and skills development associated with these fields?

Our Coalition will advocate that spending less than 10% of the New York Works funding on actual New Yorkers is unacceptable, and will have the ultimate effect of making New York a less affordable and less fair city.

### **Question 4: Why hasn’t EDC participated in the Mayor’s Career Pathways plan, and specifically taken on a portion of the \$60 million annual promise for bridge programs?**

The New York Works plan is actually the second major initiative from Mayor de Blasio’s first term focused on helping New Yorkers get jobs. The first, Career Pathways, was developed by a blue-ribbon commission of New York employers, community leaders, and non-profit training providers.



#WorkforceAdvocacy

A Coalition with nearly 200 members, we are the voice of community-based organizations, educational institutions and labor management organizations engaged in New York City workforce development. We work together to improve policy, practices & outcomes for the city's workers, job-seekers and employers. We believe all New Yorkers have talent and drive, which if cultivated through quality workforce development programs will improve the lives of workers and their families and make New York's economy more competitive.

## 2018 Policy Platform for Workforce Development in New York

### Invest in Economic Growth for *All* New Yorkers

#### *Overcome Inequality with Career Pathways*

New York is still facing our 'tale of two cities'. For some, this is a booming metropolis with more opportunity than ever before, home to a broad array of growing industries and new careers, for others it is a harsh and unaffordable city, where poverty is a powerful trap and opportunity is always just beyond reach. Social services are fiscally strapped, without sufficient resources to both secure the safety net for those left behind and build the pathways for them out of it.

We believe that the only answer is *make bold new investments* that expand economic opportunity and promote equality for New York's workers, with a focus on **preparing New Yorkers for middle-class careers** that are currently beyond their reach. The City of New York must play a central role in preparing these workers by re-focusing its economic development agenda on real people. That means the City must begin to **prioritize graduations and job placements, not ribbon cuttings and tax abatements**.

The blueprint already exists: if the de Blasio Administration truly implemented and funded their own plan for workforce development, **Career Pathways**, the City could re-orient its workforce development system towards developing jobseeker skills, achieving high-quality job opportunities for all.

By doing so, the City would ensure that New Yorkers living in poverty have access to **essential education, quality training and living-wage career tracks**, and that each aspect of the City's workforce and economic development system is geared towards opening the doors to opportunity for New Yorkers who've been left behind in the past. New Yorkers cannot wait years longer for the system to work for them - *now is the time to invest in our workforce*.

#### City Budget / Legislative Priority

##### Implement and Fund Career Pathways

- Increase Funding for Bridge Programs to \$60 Million by 2020, spread across DYCD, SBS, CUNY, HRA and EDC.
- Reorient the Workforce1 System around Career Pathways goals, and publicly report on results for key populations.

*Details on Reverse Side --->*

#### Administration Priority

##### Embed Workforce Development Into All Economic Development

- Economic development initiatives such as New York Works must incorporate relevant workforce training investments.
- The Mayor's Office of Workforce Development must have the power to ensure Career Pathways goals are reached.

*Details on Reverse Side --->*

#### State Budget Priority

##### Establish New Workforce Training Investment

- New York State should devote new resources to workforce training through the newly proposed Consolidated Funding Application.
- The REDCs must use this funding to prioritize communities in need, however, and support proven strategies such as bridge programs.

*Details on Reverse Side --->*



### *City Budget / Legislative Priorities*

#### **Career Pathways Need: Fund Bridge Programs**

Bridge programs are designed to provide workers with very limited skills or English proficiency with the supplemental education they need to take advantage of available jobs and training programs. In order to prepare 100,000+ New Yorkers for new jobs, we must fulfill the goal set in the Career Pathways plan of **\$60 million in annual funding** for bridge programs by FY 2020. As of 2018, the City is far behind track.

The Mayor and City Council can achieve this target by:

- Funding \$15+ Million in Bridge Programs through DYCD, including bridge literacy programs for youth and adults.
- Funding \$15+ Million in Bridge Programs through EDC, aimed at preparing New Yorkers for careers in growing sectors.
- Funding \$10+ Million in Bridge Programs through HRA, helping lift recipients up out of public assistance.
- Funding \$10+ Million in Bridge Programs through SBS, providing training dollars to Workforce1 Community Partners.
- Funding \$10+ Million in Bridge Programs through CUNY, such as CUNY Prep.

#### **Career Pathways Need: Prioritize SBS Services for Communities in Need**

For the City's workforce development system to combat persistent income inequality, SBS, the City's primary portal for jobseekers, **must focus on the populations who have the highest unemployment rates** and need workforce services the most.

SBS should begin to achieve this by issuing annual public reports on the number of jobseekers it has served (via either job placement or connections to training) who fall in each high-unemployment population: youth, recent immigrants and english-language learners, people with disabilities, with criminal justice histories, or with limited work experience or educational attainment.

### *Mayoral Administration Priorities*

#### **Include Job Training In Economic Development**

For economic development projects and initiatives sponsored by City entities like the Economic Development Corporation (EDC), **all RFPs should include language requiring developers** to detail how they'll implement a pipeline connecting local workers to trainings and to jobs. All future economic development proposals by public entities should include workforce training as a funded component.

To create more opportunities for local workers, the City **should mandate hiring requirements** for disadvantaged and local workers on projects involving City resources such as land, tax credits, or direct funding. Finally, the City should designate a monitoring agency (such as WKDEV) to ensure development projects achieve their contract terms.

#### **Empower the Office of Workforce Development**

The Mayor's Office of Workforce Development (WKDEV) must be able to ensure that key Mayoral priorities such as Bridge Programs are implemented, either through an independent budget or by having review authority over agency budgets.

We recommend that **SBS, HRA, and DYCD** at least should have to **submit their proposed budgets to WKDEV** along with OMB for approval before they are included in the Mayor's FY2020 Budget.

### *State Budget Priority*

#### **Support New Workforce Training Funds**

The State Legislature should support the proposal in Governor Cuomo's 2018 State of the State for a new \$175 million Consolidated Funding Application for workforce training through the Regional Economic Development Councils (REDCs).

However, it is imperative that the REDCs choose to grant these dollars to programs that include legitimate workforce training provider organizations, and that they prioritize grants to communities of greater need (such as youth, recent immigrants and english-language learners, people with disabilities, with criminal justice histories, or with limited work experience or educational attainment).

**For more information or to attend our Monthly Coalition Strategy Sessions, contact:**

Jesse Laymon, Director of Policy and Advocacy: [jlaymon@nycetc.org](mailto:jlaymon@nycetc.org)

Career Pathways is now meant to be the blueprint for all of the City's workforce development plans and services, but some of its top-line commitments aren't being met. One in particular is so far off track as to require multi-agency efforts starting this year to achieve the goals.

That commitment is to New Yorkers whose lack of basic skills is standing between them and a quality job. For people who need literacy, numeracy or English language instruction along with basic job skills, bridge programs have been identified as the key pathway to employment or higher education. The Career Pathways plan promised that the City would budget \$60 million for bridge programs by 2020, but as of now the current level of spending is still less than \$10 million.

EDC once invested in some bridge programs directly, notably piloting the highly successful Immigrant Bridge program that gave immigrants with technical skills but lacking in English language or basic educational credentials the rapid remedial education they needed to increase their incomes sixfold. Despite its success, though, that pilot ended and that program is no longer funded by EDC.

EDC must do its fair share to meet the City's bridge program goal; in particular it would be appropriate for EDC to contribute some portion of its New York Works expenditures to bridge programs linked at their conclusion to advanced training or job opportunities in the growth sectors this plan promotes.

*So the Council must ask EDC how much of its total budget it is planning to spend on bridge programs, and what portion of the 2020 goal it intends to take up by that time.*

Thank you for taking our concerns into consideration, and we look forward to working with the City Council to make sure that the needs of New York City's jobseekers are addressed by EDC and other agencies through this and future City budgets.



**New York City Council  
Committee on Economic Development  
Preliminary Budget Hearing  
March 9, 2018**

Good morning Chair Vallone and members of the Council Committee on Economic Development. My name is Alex Camarda, and I am the Senior Policy Advisor for Reinvent Albany. Reinvent Albany, focuses on government transparency and accountability in the State Capitol, including business subsidies. We also weigh in on city open government matters, and have been a leading voice in New York City on issues like Open Data and Freedom of Information Law. We have also previously testified at length before the City Council on economic development transparency.

EDC has taken important steps in recent years to make its work more transparent. **Reinvent Albany was pleased the Council passed Local Law 222 in 2017, which we supported.** The law largely codifies the existing practice of the New York City Economic Development Corporation's (EDC,) annual *Project Information Report and Spreadsheet*. This report provides detailed data regarding taxpayer-subsidized projects including their name, location, type of benefits received, subsidy amount, different types of jobs produced, and any curtailment of benefits when project goals are not met. EDC's Project Information report and Local Law 222 serves as a model for State government, which has nowhere near the City's level of transparency.

In addition to implementation of Local Law 222, Reinvent Albany believes EDC can build on its solid foundation of transparency by doing the following:

- 1. Put its tabular data in the city's Open Data portal.** The New York City Economic Development Corporation is subject to the city's landmark Open Data law. Yet EDC has only 7 datasets in the city's Open Data portal. Nor does it have any new datasets scheduled to be released in the 2017 Open Data Progress report. It could start to comply with the Open Data Law by putting the very good project data, land sales, and lease list data on its website in the portal and automating updates to those datasets, which will reduce time spent reporting data by EDC (see: <https://www.nycedc.com/about-nycedc/financial-public-documents>)

- 2. Webcast its board and committee meetings and archiving meeting videos on its website for access by the public and stakeholders,** as is required by section 1063 of the New York City Charter for city agencies. EDC is a not-for-profit corporation, not a city agency. However, it oversees the NYC Industrial Development Agency (IDA) and Build NYC, corporate entities which [webcast and archive their meetings](#).
- 3. Coordinate with the Department of Records and Information Services (DORIS) so Freedom of Information Law (FOIL) requests can be made centrally through the [city's OpenRecords portal](#).** We understand this is in motion and encourage EDC to do so as quickly as possible. EDC, to its credit, informs website visitors of how to request a record from EDC.
- 4. Make its spending more transparent by sharing its data with [Checkbook NYC](#) run by the NYC Comptroller which makes public all spending by city agencies and entities.** The public cannot easily figure out how EDC spends taxpayer dollars. EDC only shows up in the [Checkbook NYC](#) site run by the NYC Comptroller as a vendor to city agencies, namely Small Business Services, with which it has hundreds of contracts, mostly for consulting.
- 5. Post the Annual Filings for Charitable Organizations (990 form) with the Attorney General's Office available on its website for 2017 and previous years.** The most recent filing that is publicly available is for 2015.
- 6. Make available to the public all master and maritime contracts with the city. These contracts appear to total more than \$500 million.**
- 7. Make available to the public contracts it has with Small Business Services (SBS) and make easily accessible any contracts EDC, in turn, has with other city agencies, corporations and vendors.**
- 8. Disclose conflicts of interests by EDC, Build NYC or IDA Board members, and specific recusals by board members from voting and deliberation on resolutions before the Board.** EDC's conflicts of interest policy allows board members of its affiliates to have a financial or other interest in a contract or transaction by a company doing business with EDC provided they disclose the interest, and do not take part in deliberations or voting. The public has no idea how many or which transactions or contracts have come before the Board where members have had an interest.

Thank you for your testimony today. I welcome any questions you may have.

*Testimony of JobsFirstNYC at the New York City Council's Committee on Economic Development's Preliminary Budget Hearing for the Economic Development Corporation on March 9, 2018 delivered by J.T. Falcone, Senior Associate of Workforce & Economic Development.*

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Good afternoon, Chairperson Vallone, and other distinguished members of the Economic Development Committee. My name is J.T. Falcone and I am the Senior Associate of Workforce and Economic Development at JobsFirstNYC, a policy to practice intermediary focused on improving the workforce development system and ensuring all New Yorkers are in a position to access and climb the economic ladder of New York City's labor market.

Last month, I testified before this committee in order to lift up the work of the Lower East Side Employment Network (LESEN). I shared that the LESEN is a coalition of eight nonprofit agencies working together in partnership with their local Community Board (CB3). That it has served the needs of the residents of the Lower East Side while that neighborhood has seen a swell of economic development activity, and that it has done so by ensuring that local residents are appropriately trained for—and positioned to benefit from—the job opportunities that result from economic development in the area. You will remember that, by agreeing to collaborate, rather than compete, these eight nonprofits have improved their engagement of local employers and developers, all to the benefit of residents of the Lower East Side. With CB3 as a partner, LESEN is able to leverage this strong relationship to negotiate with incoming employers.

Today, I'd like to tell you about another partnership JobsFirstNYC has helped to develop: the Youth Workforce Initiative Network of Staten Island (WINS). Youth WINS is a workforce partnership between the Staten Island Chamber of Commerce, the College of Staten Island, and local training partners like NYCID, United Activities Unlimited, Staten Island Partnership for Community Wellness, and others who have deep and long-standing connections to the young adults who call Staten Island home. Collectively, Youth WINS offers bridge programs, industry-recognized credentials, and connections to employment for young adults who would otherwise be out-of-school and out-of-work. Like LESEN, by collaborating and aligning resources, the nonprofits can offer a wider array of services without duplicating each other's offerings, saving precious dollars.

I am before the committee today in partnership with my colleagues from the New York City Employment and Training Coalition and the workforce field at large to ask that you devote new resources to training New Yorkers and linking them to quality jobs.

With a mission to create shared prosperity across New York City's five borough by strengthening neighborhoods and growing good jobs, it seems only logical that the EDC would take responsibility for investing in local community partnerships and support a portion of the City's \$60 million annual commitment to bridge programs from 2020 onward. This approach

would go a long way towards supporting the development of models like LESEN and Youth WINS, where non-profit organizations with long histories in communities are able to train local residents and prepare them for quality jobs.

As I said in my last testimony, these models are costly, and they require hard-to-come-by planning dollars to offset the costs of development. Youth WINS took two years of intensive planning meetings and a long on-ramp to launch. All of that time and resources is a significant drain, not only for JobsFirstNYC and The Staten Island Foundation who convened the meetings, but for the nonprofits who need to devote executive time on budgets that often cap administrative costs at 10%.

While the city looks to invest in its physical infrastructure through the work of the NYC EDC, we believe the investments we are requesting will go a long way towards the establishment of infrastructure for its community-based organizations and workforce partners as well, and that this kind of infrastructure is necessary to help communities respond to and benefit from the economic activity the EDC stimulates.

By contributing to the existing commitment to bridge programs, the EDC can ensure that it not only lives up to its mission, but that its developers and businesses have access to the kind of talent they need to succeed. From Sunset Park to the South Bronx, Bed-Stuy to the North Shore of Staten Island – communities are clamoring to establish their own nonprofit partnerships and develop programs that will train local residents, but without the dollars necessary to plan and develop these systems together, they might move on as other priorities arise.

It's a "win, win, win", let's not let the moment pass.

Thank you,

J.T. Falcone, JobsFirstNYC  
[jfalcone@jobsfirstnyc.org](mailto:jfalcone@jobsfirstnyc.org)

**Founders Affiliate**  
122 East 42<sup>nd</sup> Street, 18<sup>th</sup> Floor | New York, NY 10168  
[www.heart.org](http://www.heart.org)

**Testimony of the American Heart Association**  
**Before the New York City Council Committee on Economic Development**

March, 9 2018

Robin Vitale, Vice President, Health Strategies  
American Heart Association | American Stroke Association  
New York City

Good afternoon. Thank you for the opportunity to discuss the importance of access to healthy food for all New Yorkers as it relates to the Fiscal Year 2019 budget.

Every family should have access to the foods that help support a balanced diet and a healthier life. In the Fiscal Year 2019 budget, the American Heart Association asks the city to invest in three key programs that will increase access to healthy food and boost the economy, especially for neighborhoods that need it most.

Access to healthy food has shown benefits that go beyond creating healthier communities. Grocery stores that sell healthy foods help drive the economy in low income neighborhoods by providing jobs and stimulating economic growth. These healthy food retailers can become the economic anchors of a community and attract other complementary businesses to start, including banks, pharmacies, restaurants, and other small businesses. Access to healthy food also means a higher quality of life, which can lead to more people who can work and a decrease in the cost of healthcare.

First, the city should commit an additional \$15 million to help New Yorkers afford fresh fruits and vegetables by expanding SNAP incentives such as Health Bucks. 1 in 5 New Yorkers receive Supplemental Nutrition Assistance Program benefits, which reduce food insecurity and help households rise out of poverty. It also benefits the economy; every \$5 in new SNAP benefits generate \$9 for the local economy. Since more food is being purchased through SNAP, it increases the economic activity for both the producers and the systems that deliver the food, including retailers, wholesalers, and transportation. Farmers' markets that offered Health Bucks saw higher daily Electronic Benefits Transfer sales than farmers' markets that did not offer the incentive. SNAP recipients also can feel a greater sense of community involvement when shopping at farmers markets. Demand and use of Health Bucks has increased over time, and we applaud the city for continuing to innovate in this area. The city should increase funding for SNAP incentives by \$15 million and continue to explore avenues for expanding access not only at farmer's markets but also bodegas and supermarkets, online markets, or other retail venues that allow families to access these resources where they live and shop.

Second, the city should launch a \$10 million Healthy Food Financing Initiative, which will help local grocers to open, expand, and improve grocery stores in neighborhoods that need food and jobs the most. 1.2 million residents of New York City live in lower income communities with limited access to healthy food retail. These same neighborhoods often struggle with high rates of unemployment and diet-related chronic diseases like diabetes and heart disease. While FRESH provides zoning and tax incentives for grocery stores to open or expand in underserved communities, an HFFI leverages both public and private funding to provide low-interest loans and grants specifically tailored for food establishments that may otherwise struggle to secure needed traditional capital. These low-interest loans and grants support the establishment, renovation, and expansion of permanent facilities for the sale of healthy foods in underserved communities, including supermarkets, farmer's markets, mobile markets, and bodegas. HFFI can create jobs for people living in the neighborhood, create markets for farmers, and improve the viability for other retailers to start complementary businesses. Our state's iteration, now no longer being funded as the Healthy Food Healthy Communities Fund, resulted in more than 20 healthy food retail projects, with approximately 450 permanent FTE positions and 630 construction jobs. Given the success of HFFI in New York State and in other regions across the country, New York City should invest \$10 million to launch a local program to support healthy food access and strengthen local economies.

Third, the city should increase funding for healthy corner store initiatives to \$3 million in order to increase the amount of healthy food that is offered in corner stores. Groceries and corner stores are anchors for development in communities; they attract foot traffic and can engage in community development through local programs. Shop Healthy NYC, operated by the Department of Health and Mental Hygiene, is doing important work across the city and \$3 million would allow the program to expand or be supplemented by community-led initiatives in order to better meet the need of New Yorkers.

All three of these programs should use the best available science to set public health-driven goals and involve an evaluation partner identified from the academic research community who is responsible for the collection and annual public reporting of data for evaluation. Healthy food financing and healthy corner store initiatives should be dedicated for projects that will economically benefit low or moderate-income communities that are also identified as most in need of healthy food access.

Given the uncertainty of the federal and state budgets, now is the time for the city to commit local funding to programs that boost the economy of low-income communities and have the potential to lower health care costs. Investing in SNAP incentives, a Healthy Food Financing Initiative, and healthy corner store initiatives will aid in improving the economy in underserved communities. As you continue to work on the Fiscal Year 2019 budget, I hope you will ensure every New Yorker has access to healthy food, no matter where they live.

## EXECUTIVE SUMMARY

### NEW YORK CITY ECONOMIC DEVELOPMENT CORPORATION (NYCEDC) – FISCAL 2019 PRELIMINARY BUDGET

#### Highlights

- \$4.1 billion Capital Plan for Fiscal 2018-2022
- \$22.2 million or 12.9 percent of SBS' total proposed spending
- Owns and operates 66 million square feet of real estate
- Manages 581 Projects and nearly \$2.5 billion for other agencies
- Includes 123 Council projects with a total value of \$100.2 million

**\$212 million or  
5.5% growth  
since 2018  
Adopted Budget  
in Capital Budget**



#### Significant Projects

- Harlem River Greenway Link
- Brooklyn Army Terminal (BAT)
- Coney Island West
- Life Sciences Hub
- Bush Terminal - Made in New York Campus

#### NYC Ferry Service

- Existing East Ferry route
- 5 new routes
- Connects 21 landings
- 4.6 million expected rider trips per year
- \$2.75 fares
- To date, \$231.4 million in City capital dollars has been budgeted

#### New York City Industrial Development Agency ("NYCIDA")

- Assists companies coming to or relocating within New York City
- Closed 7 projects in Fiscal 2017, 14 in Fiscal 2015 and 2016.
- Closed 3 transactions in first 4 months of Fiscal 2018 generating \$1.1 billion in City tax revenue and supporting creation of 7,504 jobs in 3 years.

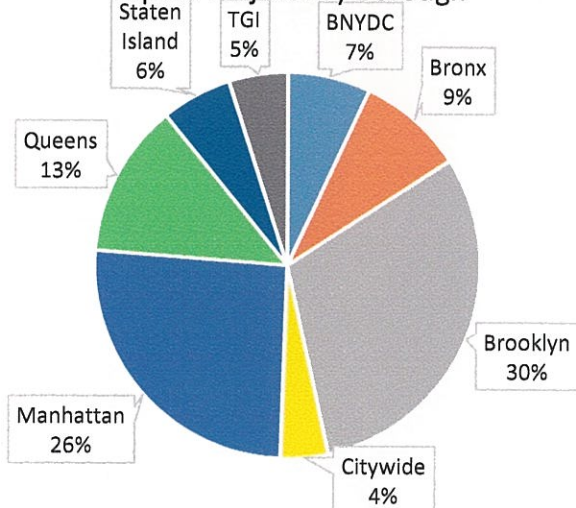
#### New York Works (the Jobs Plan)

Spur 100,000 new, good-paying jobs over the next ten years

##### Current Projects:

- Brooklyn Army Terminal Logistics Center
- BAT Anchor Tenant Strategy
- BAT Plug-In Industrial Strategy
- Freight NYC - Hunts Point Marine Highway
- Freight NYC - Sunset Park Rail.

Capital Projects by Borough



#### Build NYC Resource Corporation ("Build NYC")

- Assists in obtaining tax-exempt and taxable bond financing
- Closed 15 projects in Fiscal 2017, 28 in Fiscal 2016 and 23 in 2015
- Closed 4 transactions in first 4 months of Fiscal 2018 generating \$22 million in City tax revenue and supporting creation of 40 jobs in 3 years.

Aliya Ali, Senior Financial Analyst  
NYC Council Finance Division



## **Asian American Federation**

### **Testimony for New York City Council Budget and Oversight Hearings on The Fiscal Year 2019 Preliminary Budget, The Preliminary Capital Plan for Fiscal Years 2019-2022 and The Fiscal 2018 Preliminary Mayor's Management Report Submitted to the New York City Council Committee on Economic Development**

March 9, 2018

Thank you to City Council's Committee on Economic Development and Chair Vallone for providing us the opportunity to submit this testimony. My name is Eric Kim and I am the Small Business Project Manager at the Asian American Federation (AAF). AAF's mission is to raise the influence and well-being of the pan-Asian American community through research, policy advocacy, public awareness, and organizational development. We also come to you today representing our network of over 60 member organizations supporting our community with their work in health & human services, education, economic development, civic participation, and social justice.

The Asian population is the fastest-growing group in New York City, now representing at least 10 percent of the population in 26 out of 51 City Council districts. Additionally, Asian-owned businesses are a vibrant and essential part of the city's economy, accounting for about half of net new economic activity and half of net new paid employment from 2002-2012 in New York City according to the Economic Census. Despite these impressive statistics, many of these entrepreneurs face challenges due to language barriers, confusing regulations, and a dearth of programming to address their specific needs. While their economic output is celebrated, the city's Asian entrepreneurs have difficulty finding the support and resources they need to truly thrive.

As the Administration and City Council work towards a 2018 budget, we invite you to familiarize yourself with the work highlighted in this testimony and urge you to consider our recommendations to support it. We believe that with the Council's leadership, we can meaningfully strengthen our city's ability to support our entrepreneurs and business owners.

#### **Small Business Development**

Asian-owned business provide jobs for new immigrants and span industries as diverse as tech startups, restaurants, taxi drivers and personal care services. There's no doubt that they play a crucial role in our city's economy. However, even without the added challenges of being an immigrant, as 70 percent of Asian New Yorkers are, small business ownership is known to be challenging. Notably, self-employed Asians have lower median wages and earnings than non-Asians, perhaps in part because they are more likely to have Limited English Proficiency (LEP) and be non-citizens. This makes navigating the already complex world of small business ownership even more overwhelming. Navigating the byzantine world of government requirements and regulations can become potentially prohibitive.

These entrepreneurs need assistance accessing the city resources for small business owners that already exist as well as support in the form of additional programming targeting their specific needs. Currently, AAF is developing programming out of our new EDC-funded office in Flushing, where we are focused on the small businesses on Union Street negatively impacted by the construction of Flushing Commons. This support includes the following:

- Marketing Assistance - Creating promotional events such as beauty salon week, restaurant week, or giveaways to incentivize local customers to visit Union Street.
- Social Media Education - Helping business owners create accounts and understand the utility of social media, which many are currently lacking.
- Community Engagement - Installing banners, engaging businesses with local events such as Lunar New Year celebrations, helping with translation services when needed, and hosting information session with the city and state agencies.
- Beautification - Coordinating signage removal and power washing of streets and signs.
- Media Coverage - Collaborating with more than 10 local ethnic media outlets to cover the overall program and raise the profile of these events within the community.

As this programming grows and produces results, AAF hopes that we will be able to apply this model and lessons learned to other Asian business enclaves who need help keeping pace in this ever-evolving city.

### **Recommendations**

To strengthen this important piece of New York City's economic engine, we request the Committee and City Council consider the following recommendations:

- Fund programs like the Capital Access program as a way to incentivize loans to small businesses.
- Allocate resources to training programs like increasing the availability of adult ESOL programs to help both owners and workers gain language skills.
- Streamline MWBE certification process and improve outreach to immigrant businesses regarding the city's small business procurement process. Increased access can be done via targeted vendor fairs, improved language access, and extended MWBE certification assistance.
- Programs need to be tailored to the specific needs of different Asian business communities and the industries they are in, including increasing the diversity of languages in which programming is offered.
- Create a single point of contact for Asian-owned business owners to learn about the programs and resources available to them and about how to comply with the rule and regulations governing their industry. Place these single points of contact within the communities they serve.



## **TESTIMONY**

Preliminary Budget Hearing:

"New York City's Worker Cooperative Business Development Initiative:  
Worker Cooperatives As An Economic Development Strategy"

### **Presented to**

New York City Council, Committee on Economic Development  
Hon. Paul Vellone, Chair  
Friday, March 9, 2018

### **Prepared By:**

Saduf Syal, Coordinating Director  
New York City Network of Worker Cooperatives (NYCNoWC)

### **New York City Network of Worker Cooperatives**

495 Flatbush Ave. Suite 2 Brooklyn NY 11225

Phone: (212) 390-8178

**What's the impact of the initiative on the sector? Saduf**

Good afternoon, Chairperson Vallone, and the distinguished members of the New York City Council Committee on Economic Development.

The New York City Network of Worker Cooperatives (NYC NoWC) is the local trade association representing worker cooperative businesses across New York City. The Worker Cooperative Business Development Initiative has served to bolster our sector, strengthening existing cooperative businesses, which are overwhelmingly immigrant and women owned, and ensuring that worker-owners have a voice. The Initiative Partners have collectively worked to create a comprehensive ecosystem of support for cooperative businesses that not only ensures the creation of new cooperatives in low income areas, but also the technical assistance needed to sustain businesses and create jobs, as well as the education and outreach needed for communities, entrepreneurs, and allied organizations.

We have seen growing interest in the worker cooperative model among nonprofit organizations working within various neighborhoods across the city. Worker cooperatives are now in all boroughs, with two forming in Staten Island this past year. Initiative Partners are not only forming new start-ups but are also creating replication models and assisting traditional businesses in converting to worker cooperatives. Finally, we have also seen increasing interest from anchor institutions, academics, unions, city agencies, among others, who recognize the role that cooperatives can play in addressing the economic development of underserved communities. The Initiative Partners look forward to your continued support of WCBDI in order to continue to provide education and support to cooperative businesses and to promote the business model to all New York City residents.



## **TESTIMONY**

Preliminary Budget Hearing:

"New York City's Worker Cooperative Business Development Initiative:  
Worker Cooperatives As An Economic Development Strategy"

### **Presented to**

New York City Council, Committee on Economic Development

Hon. Paul Vallone, Chair

Friday, March 9, 2018

### **Prepared By:**

Ruth Lopez

Pa'lante Forward Green Cleaning LLC

**Pa'lante Forward Green Cleaning LLC**

92-10 Roosevelt Ave. Jackson Heights, NY 11372

Phone: (347) 845-6674

Good afternoon, Chairperson Vallone, and the distinguished members of the New York City Council Committee on Economic Development.

My name is Ruth Lopez. I am one of the worker-owners of the Pa'lante Green Cleaning Cooperative. I am an immigrant who has been in this country for twelve years. Initially, living in this country was very difficult - to obtain a dignified job with a fair wage was very difficult for me and my colleagues of the cooperative. We have some folks who just three years ago were making three or five dollars an hour. It was very difficult to live with those wages in New York before we found our dream called Pa'lante.

We started the Pa'lante cooperative around three years ago and we have been able to totally change our lives. Firstly, we have our own company, ours, where we count on the respect among fellow workers and where we earn fair wages with which allows us to live with dignity in NY and help our families. The organizations that are helping us in this process of starting our own cooperative, like Center for Family Life, the Urban Justice Center and NYC NoWC, have helped us not only in our work, but also as individuals, building our capacities around legal and managerial aspects of the business and help us feel proud of what we've achieved with our cooperative. Without fail, still more is needed. We have identified things like space as something that we need, a place where we can conduct our business better, more efficiently. To contract with city agencies is also a dream of ours we aim to reach. This is why I am here, first to thank you for the support that has helped us get to where we are. And secondly, so that you remember us and continue to support the needs we still have. We hope to connect with you all to maximize our dream called Pa'lante and to help other immigrants and small business owners.

**THE COUNCIL  
THE CITY OF NEW YORK**

Appearance Card

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☒ in opposition

Date: 3/9/18

(PLEASE PRINT)

Name: Bryan Cunningham

Address: 451 Park Ave 50 NY NY 10016

I represent: Building Contractors Assoc.

Address: 451 Park Ave 50 NY NY 10016

**THE COUNCIL  
THE CITY OF NEW YORK**

Appearance Card

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☐ in favor ☐ in opposition

Date: 3/9/18

(PLEASE PRINT)

Name: Jose Layman

Address: \_\_\_\_\_

I represent: NYC Employment + Training Coalition

Address: \_\_\_\_\_

**THE COUNCIL  
THE CITY OF NEW YORK**

Appearance Card

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☐ in opposition

Date: 3/9/17

(PLEASE PRINT)

Name: Alex Camarero

Address: \_\_\_\_\_

I represent: Reinvent Albany

Address: \_\_\_\_\_

**THE COUNCIL  
THE CITY OF NEW YORK**

**Appearance Card**

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☐ in favor ☐ in opposition

Date: 3.9.18

(PLEASE PRINT)

Name: Elizabeth Verostek, SUP

Address: \_\_\_\_\_

I represent: NYCEDC

Address: \_\_\_\_\_

**THE COUNCIL  
THE CITY OF NEW YORK**

**Appearance Card**

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☐ in opposition

Date: 3.9.18

(PLEASE PRINT)

Name: Kim Vercorino, CFO SUP

Address: \_\_\_\_\_

I represent: NYCEDC

Address: \_\_\_\_\_

**THE COUNCIL  
THE CITY OF NEW YORK**

**Appearance Card**

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☐ in favor ☐ in opposition

Date: 3.9.18

(PLEASE PRINT)

Name: Lydia Downing, SUP NYCEDC

Address: \_\_\_\_\_

I represent: NYCEDC

Address: \_\_\_\_\_

Please complete this card and return to the Sergeant-at-Arms

**THE COUNCIL  
THE CITY OF NEW YORK**

Appearance Card

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☐ in favor ☐ in opposition

Date: 3.9.18

(PLEASE PRINT)

Name: James Patchett, President + CEO

Address: \_\_\_\_\_

I represent: NYCEDC

Address: \_\_\_\_\_

**THE COUNCIL  
THE CITY OF NEW YORK**

Appearance Card

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☐ in opposition

Date: \_\_\_\_\_

(PLEASE PRINT)

Name: JOHN FALCONE

Address: 614 46TH ST. D3 BROOKLYN

I represent: JOBS FIRST NYC

Address: 11 PARK PL 1602 NEW YORK

**THE COUNCIL  
THE CITY OF NEW YORK**

Appearance Card

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☐ in opposition

Date: 3/7/2018

(PLEASE PRINT)

Name: OSMAH AHMED

Address: 40 BROAD ST 5TH FLOOR NY NY 10004

I represent: WORKER CO-OPS (FWA)

Address: \_\_\_\_\_

**THE COUNCIL  
THE CITY OF NEW YORK**

*Appearance Card*

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☐ in opposition

Date: \_\_\_\_\_

**(PLEASE PRINT)**

Name: SADUF SYAL

Address: \_\_\_\_\_

I represent: WORKER CO-OPS (NYC NOAC)

Address: \_\_\_\_\_

*Please complete this card and return to the Sergeant-at-Arms*

**THE COUNCIL  
THE CITY OF NEW YORK**

*Appearance Card*

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☐ in opposition

Date: \_\_\_\_\_

**(PLEASE PRINT)**

Name: REGIL MARTINEZ

Address: \_\_\_\_\_

I represent: WORKER CO-OPS (PALANTE)

Address: \_\_\_\_\_

*Please complete this card and return to the Sergeant-at-Arms*

**THE COUNCIL  
THE CITY OF NEW YORK**

*Appearance Card*

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☐ in opposition

Date: 3/9/18

**(PLEASE PRINT)**

Name: Robin Vitale

Address: 122 E. 42nd Street

I represent: American Heart Association

Address: \_\_\_\_\_

*Please complete this card and return to the Sergeant-at-Arms*

**THE COUNCIL  
THE CITY OF NEW YORK**

*Appearance Card*

I intend to appear and speak on Int. No. \_\_\_\_\_ Res. No. \_\_\_\_\_

☐ in favor ☐ in opposition

Date: 03/09/2018

**(PLEASE PRINT)**

Name: Eric Kim (Asian-American Federation)

Address: 120 Wall St 9th FL

I represent: Asian American Federation

Address: 120 Wall St 9th FL, New York, NY 10005

*Please complete this card and return to the Sergeant-at-Arms*