



**NEW YORK CITY COUNCIL
FINANCE DIVISION**

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**Report on the Fiscal 2023
Preliminary Plan and the Fiscal 2022
Mayor's Management Report for the
Department of Small
Business Services**

March 14, 2022

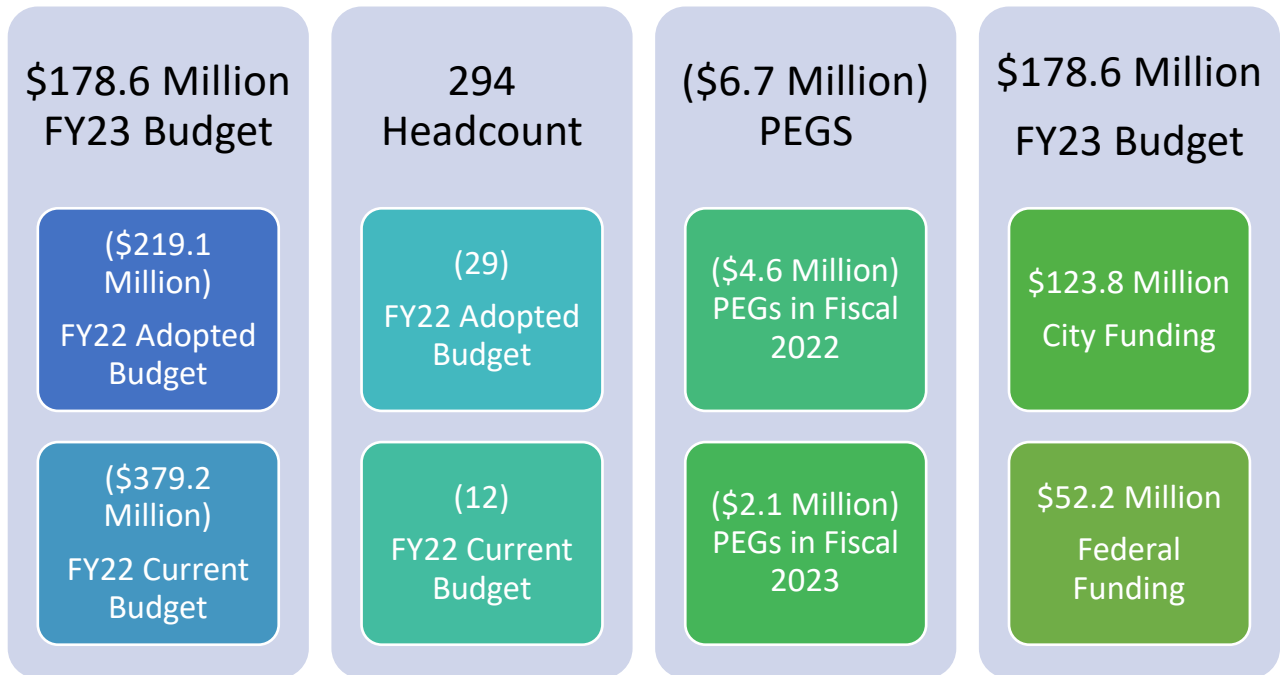
(Report prepared by Aliya Ali)

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Department of Small Business Services Fiscal 2023 Budget Snapshot

The Department of Small Business Services (SBS or the Department) makes it easier for businesses in New York City to start, grow and thrive by providing direct assistance to business owners, fostering neighborhood development in commercial districts and linking employers to a skilled and qualified workforce.



Department of Small Business Services Financial Plan Overview

This report provides a comprehensive review of SBS's expense budget including a review of the new needs, other adjustments and savings in the Fiscal 2023 Preliminary Plan and an update on the contract, funding and headcount of the agency. The report also includes highlights of the agency's performance as reported in the Preliminary Mayor's Management Report (PMMR) and an Appendix section with agency program area charts.

The Fiscal 2023 Preliminary Budget for SBS totals \$178.6 million, with \$28.3 million or 15.8 percent, proposed for Personal Services (PS) to support 294 full-time employees. Of the total budget for the agency, \$108.9 million or 60.9 percent supports the Department and the remaining \$69.6 million is pass through funding for the Economic Development Corporation (NYCEDC) and NYC & Company. The Department's Fiscal 2023 Preliminary Budget is \$219.1 million, or 55.1 percent less than the Fiscal 2022 Adopted Budget of \$397.7 million. This decrease in SBS' budget reflects a \$217.1 million decline in its Other Than Personal Services (OTPS) budget and a \$2 million decline in the PS budget.

Financial Summary

The Department's Fiscal 2023 Preliminary Budget is decreasing by \$219.1 million across all program areas, when compared to the Fiscal 2022 Adopted Budget. This overall decrease is driven by a range of factors, including the absence of one-time City Council discretionary funding and efficiency savings.

The most significant decrease is due to the elimination of American Rescue Plan Act (ARPA) federal funding of \$103.7 million for the Small Business Grant program that the agency had executed for COVID-19 assistance for small businesses. This program provided rental assistance for small

businesses in the arts, entertainment, recreation, food services, and accommodation sectors. Part of the disbursement of the funding focused on small businesses in low- to moderate income communities, which was determined using census tract data.

The Fiscal 2023 Preliminary Plan also excludes \$30 million in ARPA federal funding for the Small Business Loan Fund program. This program was dedicated to helping small businesses retain staff and keep their doors open. Using census tract data to target communities hardest hit by COVID-19, SBS provided low-interest loans to small businesses in those areas.

The Fiscal 2022 Adopted budget included \$25 million additional funding in Fiscal 2022 in NYC & Company's budget for the largest tourism recovery campaign in history. This funding is not included in the Fiscal 2023 Plan.

SBS Financial Summary						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 – 2023
Spending						
Personal Services	\$26,222	\$25,972	\$30,372	\$30,658	\$28,340	(\$2,031)
Other Than Personal Services	313,888	201,037	367,313	527,135	150,221	(217,092)
TOTAL	\$340,110	\$227,010	\$397,685	\$557,793	\$178,562	(\$219,124)
Budget by Program Area						
Agency Administration and Operations	\$83,040	\$31,186	\$38,342	\$56,401	\$11,510	(\$26,831)
Business Development	40,403	20,933	154,503	156,631	20,338	(134,165)
Economic Development Corp	114,171	68,449	55,249	193,363	48,474	(6,775)
NYC&Co / Tourism Support	21,162	26,156	46,662	47,912	21,162	(25,500)
Contract Svcs: Other	15,319	15,909	16,702	19,741	16,301	(401)
Economic & Fin Opp: M/WBE	4,939	5,581	10,692	10,138	7,293	(3,399)
Neighborhood Development	6,024	6,189	10,888	10,982	7,215	(3,673)
Workforce Development	55,052	52,606	64,649	62,624	46,269	(18,380)
TOTAL	\$340,110	\$227,010	\$397,685	\$557,793	\$178,562	(\$219,124)
Funding						
City Funds			\$137,599	\$183,946	\$123,843	(\$13,755)
Other Categorical			354	24	0	(354)
State			2,083	1,654	2,000	(83)
Federal – Com Dev			7,283	18,108	5,655	(1,629)
Federal – Other			249,806	351,986	46,504	(203,302)
Intra City			560	2,074	560	0
TOTAL	\$340,110	\$227,010	\$397,685	\$557,793	\$178,562	(\$219,124)
Budgeted Headcount						
Full-Time Positions – Civilian	291	265	323	306	294	(29)
TOTAL	291	265	323	306	294	(29)

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

Fiscal 2023 Preliminary Budget Changes

The Fiscal 2023 Preliminary Plan includes \$4 million in new needs in Fiscal 2022, \$44.1 million in other adjustments in Fiscal 2022 and \$4.6 million in PEGs in Fiscal 2022 and \$2.1 million in PEGs in Fiscal 2023.

A portion of the Department of Small Business Services' Fiscal 2023 Preliminary Budget represents funds for NYCEDC, whose non-capital related expenses flow through the budget of SBS. Highlights of key actions for SBS are described below.

New Needs

- **Grant Program Administration Cost.** The Fiscal 2023 Preliminary Plan includes \$4 million in Fiscal 2022 for the administration of the \$100 million NYC Small Business Resilience Grant to provide funding to small businesses in the arts, entertainment, recreation, accommodation, and food sectors and in low to moderate income (LMI) communities to help them recover from the pandemic.

PEGs Programs

- **Construction Safety Savings.** The Fiscal 2023 Preliminary Plan includes a reduction of \$1.5 million in Fiscal 2022 in the Construction Safety program funding. The Construction Safety funding supports a grant program for small businesses in construction to train their employees on appropriate safety precautions. As the demand for this program has been very limited, funding has been reduced.
- **Indirect Cost Rate (ICR).** The Fiscal 2023 Preliminary Plan includes a reduction of \$495,208 in Fiscal 2022 and \$622,208 in Fiscal 2023 to 2026 in Indirect Cost Rate adjustment. The Fiscal Year 2020 Adopted Budget established an ICR funding initiative based on the cost manual, managed by the Office of Management and Budget and Mayor's Office of Contract Services through the City Implementation Team (CIT). The initiative intended to make it easier for nonprofits to do business with the City, as it acknowledges and pays for critical indirect costs to deliver human services. Organizations with accepted ICRs effective Fiscal 2022 are not entitled to additional funding, therefore according to the agency this PEG will not have an impact on the overall program as SBS can meet the need with re-estimates.
- **Legacy Business Support.** The Fiscal 2023 Preliminary Plan includes a reduction of \$125,806 in Fiscal 2022 in the funding for legacy business support. This program supports business education which due to vacancies in this division the agency will not be able to provide.
- **Vacancy Reductions.** The Fiscal 2023 Preliminary Plan includes savings of \$149,221 in Fiscal 2022, \$727,076 in Fiscal 2023, \$712,792 in Fiscal 2024 and \$646,792 in Fiscal 2025 and 2026 due to a decrease in PS expenses because of the hiring freeze and vacancy reduction.
- **Trust for Governor's Island (TGI) Operations OTPS Savings.** The Fiscal 2023 Preliminary Plan includes savings of \$230,000 in Fiscal 2022, and \$110,000 in Fiscal 2023 through 2026 in Trust for Governor's Island budget achieved due to lower than expected costs for security and ferry services.
- **Waterfront Permits.** The Fiscal 2023 Preliminary Plan includes savings of \$150,000 in Fiscal 2022 achieved by The Waterfront Permits Unit. This unit issues permits for all construction related to improvement or maintenance of Waterfront Properties. These savings will result in the unit foregoing some planned consulting services in Fiscal 2022.
- **CUNY 2x Tech.** The Fiscal 2023 Preliminary Plan includes a reduction of \$140,000 in Fiscal 2022 in the CUNY 2X Tech program. The CUNY 2X Tech initiative seeks to double the number of CUNY students graduating annually with a technology related bachelor's degree by 2022. Savings were achieved through a reduction in administrative expenses for the program.
- **CUNY Training Program.** The Fiscal 2023 Preliminary Plan includes a reduction of \$127,851 in Fiscal 2022 in the CUNY Workforce Training program which provides industry informed trainings in the technology, healthcare, and industrial fields.

- **Faith Center.** The Fiscal 2023 Preliminary Plan includes a reduction of \$40,914 in Fiscal 2022 in the funding for The Center for Faith and Community Partnerships. The center serves as a direct link, connecting local and citywide coalitions of faith and community leaders to services that increase equity and inspire civic engagement throughout the neighborhoods. This unit currently has no staff. The savings will reduce the amount of administrative expenses originally planned for Fiscal 2022.

Headcount

SBS Headcount Changes

Program/Action	Headcount Reductions
Jerome Avenue Business Grant Program	1
Small Business Grant Program	2
40 Open Streets	2
CEO Customized Training	2
Career Pathways	5
Vacancy Reductions	17
Net Reduction	29

There was a decrease of 29 positions for SBS reflected in the Fiscal 2023 Preliminary Budget when compared to the Fiscal 2022 Adopted Budget as illustrated in the chart on the left. The majority are positions are related to vacancy reductions. The agency is still determining in which program areas the vacancies will be eliminated. Twelve of the vacant positions are ARPA funded.

Sources of Funding

In the Fiscal 2023 Preliminary Plan, SBS' budget is largely funded by City funds, which comprises 69 percent of the budget. In addition to City tax-levy funds, the Department also receives federal and State categorical grants. Federal funds comprise 29 percent of SBS' budget. In contrast, the Fiscal 2022 Adopted Budget was largely funded by federal funds at 64.6%. This is because the Fiscal 2022 Adopted budget included COVID-19 pandemic associated loan and grant programs, funding for which is not included in the Fiscal 2023 Preliminary Plan.

Fiscal 2022 Preliminary Mayor's Management Report

The Preliminary Mayor's Management Report (PMMR) is an annual report produced by the Mayor's Office of Operations. The PMMR includes both quantitative metrics and qualitative explanations that show how each City agency and related projects are doing and allows for year-over-year comparisons to show where progress has been made, where more attention is needed and where there are opportunities for improvement.

- The PMMR shows that in the first four months of Fiscal 2021 and Fiscal 2022, SBS responded to all letters and emails within 14 days of receiving them. The number of completed customer requests for interpretation is higher in Fiscal 2022 when compared to the same period in Fiscal 2021.
- The Division of Business Services (DBS) manages the free services that help businesses start, operate, and expand in New York City. In the first four months of Fiscal 2022, more businesses secured a greater amount of financial assistance with the help of SBS compared to the same period in Fiscal 2021. The number of financial awards increased by 30.6 percent, totaling more than \$110 million, compared to \$16 million in Fiscal 2021. This nearly sevenfold increase was

due primarily to connections to the federally funded Shuttered Venues Operators Grant program.

- The number of projected hires by businesses opened with assistance from SBS and the number of businesses opened with assistance from SBS decreased slightly compared to Fiscal 2021. In Fiscal 2022, there was a 13.3 percent decrease in the number of unique customers served, as well as the number of unique customers served by programs to help navigate government (24.5 percent). These figures do not include the 10,770 calls received by the agency's Small Business Restart Hotline to help businesses with questions about COVID-19. The decreases are a result of programs ending, staffing constraints, and fewer businesses opening their doors due to COVID-19.
- In the first four months of Fiscal 2022, the Energy Cost Savings Program (ECSP) approved 19 projects for businesses with a total of over 415 jobs, an increase of 18.8 percent in number of projects approved compared to the same period in Fiscal 2021. There was a decrease in jobs and savings due to the approval of smaller businesses compared to the first four months of Fiscal 2021, which is consistent with the mission of SBS to target the smaller to medium size businesses of the City. The \$75,000 in savings to businesses participating in ECSP is also less compared to the same period in the prior year, due to lower energy costs and usage by smaller businesses. The Lower Manhattan Energy Program (LMEP) is currently in the phase-out period for the majority of buildings receiving benefits. The decrease in cumulative LMEP benefits reflects buildings coming off-line after completing their respective 12-year benefit schedule.
- The Workforce1 Career Center system served 32,682 jobseekers primarily online or over the phone. The Workforce1 Career Centers reopened for limited in-person appointments after Labor Day 2021. Workforce1 served slightly fewer customers but helped more job seekers connect to jobs when compared to the same period last year (5,226 compared to 5,115). Significantly more customers were enrolled in trainings due to Construction Site Safety and community healthcare worker trainings.
- After reaching over 10,500 Minority and Women-owned Business Enterprises certified at the end Fiscal 2021, the program certified and recertified 724 M/WBEs during the first four months of Fiscal 2022, bringing the total number of certified M/WBEs in the program to 10,656 by the end of the Fiscal 2022 four-month period, a 4.1 percent increase from the same point in the previous year.

Terms and Conditions

The Fiscal 2022 Adopted Budget included two Terms and Conditions for the agency, one regarding job placements and the other regarding information about the Commercial Lease Assistance program as listed below. Additional information regarding the Terms and Conditions can be found in the Council's website at: https://council.nyc.gov/budget/wp-content/uploads/sites/54/2021/07/FY22-Terms-and-Conditions_FINAL.pdf

- 1) As a condition of the funds in unit of appropriation number 002, the Department of Small Business Services ("SBS") shall submit to the Council, no later than January 15, 2022, a report detailing the number of small businesses served through SBS's Commercial Lease Assistance Program, disaggregated by borough. The report shall also include a description of the various types of assistance provided to small businesses through the program. Such report shall cover the period beginning on July 1, 2020 and ending on June 30, 2021.

- 2) As a condition of the funds in unit of appropriation numbers 010 and 011, the Department of Small Business Services (“SBS”) shall provide to the Council, no later than April 15, 2022, a report detailing the: 1) number of registrants placed at jobs; 2) zip codes in which registrants placed at jobs reside; 3) job category/job classification of job placements (direct managed hires or self- placement); 4) industry of job placement; and 5) average hourly wage at placement. Such report shall cover the period beginning on July 1, 2021 and ending on February 28, 2022.

Appendices

A. Budget Actions in the November and Preliminary Plans

<i>Dollars in Thousands</i>	Fiscal 2022			Fiscal 2023		
	City	Non-City	Total	City	Non-City	Total
SBS Budget as of the Adopted 2022 Budget	\$137,599	\$260,087	\$397,686	\$104,851	\$51,549	\$156,400
New Needs						
Business Preparedness and Flood Resiliency Prog	\$2,000	\$0	\$2,000	\$2,000	\$0	\$2,000
EDC Business Attraction & Development	3,500	0	3,500	4,000	0	4,000
EDC Ferry Integration Study	1,000	0	1,000	0	0	0
EDC Good Neighbor Program	2,000	0	2,000	0	0	0
EDC Lower Manhattan Coastal Resiliency	1,000	0	1,000	5,000	0	5,000
EDC Transportation Infrastructure	15,000	0	15,000	8,200	0	8,200
EDC Waterfront Maintenance	125	0	125	250	0	250
Homecoming Events	1,000	0	1,000	0	0	0
NYC&CO Homecoming Events	1,250	0	1,250	0	0	0
Offshore Wind	2150	0	2,150	1,600	0	1,600
TGI Ferry Services	1233	0	1,233	0	0	0
Vaccine Incentive	5	0	5	0	0	0
Vaccine Incentives Program	12,000	0	12,000	0	0	0
Subtotal, New Needs	\$42,263	\$0	\$42,263	\$21,050	\$0	\$21,050
Other Adjustments						
40 Open Streets Reallocation	\$0	\$240	\$240	\$0	\$0	\$0
Academy Bus Transfer	0	(500)	(500)	0	0	0
Bike Parking Surveys	0	98	98	0	0	0
Census Staffer Transfer	32	0	32	0	0	0
Cleanup Corps Program	0	220	220	0	0	0
COVID Vaccination Costs	0	84	84	0	0	0
EDC Vaccine Incentive Program	0	20,000	20,000	0	0	0
EDC Vaccine Incentives	0	30,750	30,750	0	0	0
FEMA Flood Map FY22	0	106	106	0	0	0
FY20 Staff-Time	0	465	465	0	0	0
Y22 BPREP State Rollover -PS	0	90	90	0	0	0
FY22 BPREP State Rollover OTPS	0	102	102	0	0	0
FY22 BC 1418 PTAC Increase	0	185	185	0	0	0
Y22 BPREP City Rollover	0	53	53	0	0	0
FY22 CDBG Rollover Increase	0	172	172	0	0	0
FY22 Cyber Corp Decrease	0	(354)	(354)	0	0	0
FY22 ER-NDWG Grant Increase	0	1673	1,673	0	0	0
FY22- Gaming/Publishing-MOME	0	373	373	0	0	0
FY22 HSBLGP Takedown	0	(6)	(6)	0	0	0
FY22 LGRMIF Grant	0	71	71	0	0	0
FY22 TAA Budget Increase	0	892	892	0	0	0
Homeport Demo	0	1989	1,989	0	0	0
HRO	0	723	723	0	0	0
Human Services Support Realignment.	(34)	0	(34)	0	0	0
I/C mod with EDC- Battery Wha	0	190	190	0	0	0
OSA CB FUNDING	27	0	27	28	0	28
Police Reform Transfer	100	0	100	0	0	0
PS 90 EDC/SBS	0	15	15	0	0	0
PS and OTPS Savings	(846)	0	(846)	0	0	0
Raise Shoreline FY22	0	2,529	2,529	0	0	0
Raise Shoreline FY22 Funding	0	4,024	4,024	0	120	120
RISE FY22 funding after roll	0	1,759	1,759	0	0	0
RS - Coney Island Creek FY22	0	1,000	1,000	0	3,050	3,050
Short-Term Training Transfer	4,960	0	4,960	0	0	0
Staten Island Job Center	134	0	134	0	0	0
TGI City Cleanup Corps	0	151	151	0	0	0
TGI Savings	(115)	0	(115)	0	0	0

<i>Dollars in Thousands</i>	Fiscal 2022			Fiscal 2023		
	City	Non-City	Total	City	Non-City	Total
Tompkinsville Esp	0	2,189	2,189	0	0	0
Urban Technology Growth Hub	0	766	766	0	0	0
Subtotal, Other Adjustments	\$4,259	\$70,049	\$74,307	\$28	\$3,170	\$3,198
TOTAL, All Changes	\$46,521	\$70,049	\$116,570	\$21,078	\$3,170	\$24,248
SBS Budget as of the November 2022 Plan	\$184,120	\$330,134	\$514,254	\$125,929	\$54,719	\$180,648

<i>Dollars in Thousands</i>	Fiscal 2022			Fiscal 2023		
	City	Non-City	Total	City	Non-City	Total
SBS Budget as of the November 2022 Plan	\$184,120	\$330,134	\$514,254	\$125,929	\$54,719	\$180,648
New Needs						
SBS Grant Program Admin Costs	\$4,000	\$0	\$4,000	\$0	\$0	\$0
Subtotal, New Needs	\$4,000	\$0	\$4,000	\$0	\$0	\$0
Other Adjustments						
22EDC021	\$0	\$65	\$65	\$0	\$0	\$0
22FY EDC ENGINEER 1	0	70	70	0	0	0
BNYDC DAC PW4751	0	1,000	1,000	0	0	0
City Council Member Items	410	0	410	0	0	0
EDC COVID-19 PS Costs	0	6,200	6,200	0	0	0
EDC Vaccine Booster Incentives	0	35,000	35,000	0	0	0
FY22 Arcadis Fees	0	1,000	1,000	0	0	0
FY22 MOPD Neilsen Alignment	0	24	24	0	0	0
I/C mod with EDC- Battery Whar	0	2	2	0	0	0
MOER - EPA Petrol	0	166	166	0	0	0
MOER BF-EPA CW Petrol Sub Asset	0	31	31	0	0	0
MOER- EPA CW HAZ SUB	0	17	17	0	0	0
MOER- EPA HAZ	0	139	139	0	0	0
Subtotal, Other Adjustments	\$410	\$43,711	\$44,121	\$0	\$0	\$0
Savings Program						
Construction Safety	(\$1,500)	\$0	(\$1,500)	\$0	\$0	\$0
CUNY 2x Tech	(140)	0	(140)	0	0	0
CUNY Training Program.	(128)	0	(128)	0	0	0
EDC Business Attraction	(500)	0	(500)	(500)	0	(500)
EDC Ferry Integration	(1,000)	0	(1,000)	0	0	0
Faith Center	(41)	0	(41)	0	0	0
Indirect Cost Rate	(495)	0	(495)	(622)	0	(622)
Legacy Business Support	(126)	0	(126)	0	0	0
Vacancy Reduction	(149)	0	(149)	(727)	0	(727)
Waterfront Permits	(150)	0	(150)	0	0	0
OER JumpStart	(124)	0	(124)	(126)	0	(126)
TGI Operations OTPS Savings	(230)	0	(230)	(110)	0	(110)
Subtotal, Savings Program	(\$4,583)	\$0	(\$4,583)	(\$2,085)	\$0	(\$2,085)
TOTAL, All Changes	(\$174)	\$43,711	\$43,538	(\$2,085)	\$0	(\$2,085)
SBS Budget as of the Prelim 2023 Budget	\$183,946	\$373,846	\$557,792	\$123,843	\$54,719	\$178,562

B. Contract Budget

SBS Fiscal 2023 Preliminary Contract Budget					
<i>Dollars in Thousands</i>					
Category	Fiscal 2022 Adopted	Number of Contracts	Fiscal 2023 Preliminary	Number of Contracts	Difference
Contractual Services General	\$264,271	76	\$75,874	76	(\$188,397)
Telecommunications Maintenance	11	1	10	1	(1)
Maintenance & Repair, General	1	1	1	1	0
Data Processing Equipment	15	1	15	1	0
Printing Contracts	38	2	38	2	0
Temporary Services	92	3	92	3	0
Cleaning Services	0	1	0	1	0
Economic Development	63,538	3	38,333	3	(25,205)
Pay to Cultural Institutions	106	1	106	1	0
Training Programs for City Employees	55	2	45	2	(10)
Payments to Delegate Agencies	25,624	14	26,127	14	502
Professional Services: Computer Services	657	1	125	1	(532)
Professional Services: Direct Education Services	43	1	69	1	26
Professional Services: Other	222	2	221	2	(2)
TOTAL	\$354,674	109	\$141,057	109	(\$213,618)

C. Program Areas

Agency Administration and Operations						
<i>Dollars in Thousands</i>	2020	2021	2022	Preliminary Plan		*Difference
	Actual	Actual	Adopted	2022	2023	2022 - 2023
Spending						
Personal Services						
Additional Gross Pay	\$221	\$214	\$216	\$219	\$216	\$0
Full-Time Salaried - Civilian	9,319	9,642	9,592	9,720	8,928	(664)
Overtime - Civilian	154	60	42	42	42	0
Unsalaries	235	136	650	649	650	0
Subtotal	\$9,928	\$10,053	\$10,499	\$10,630	\$9,835	(\$664)
Other Than Personal Services						
Contractual Services	\$71,704	\$20,301	\$26,961	\$42,805	\$794	(\$26,167)
Contractual Services - Prof Services	627	53	344	1,279	344	0
Fixed & Misc. Charges	10	11	2	2	2	0
Other Services & Charges	668	737	384	1,425	384	0
Property & Equipment	37	12	34	90	34	0
Supplies & Materials	65	19	118	170	118	0
Subtotal	\$73,112	\$21,134	\$27,842	\$45,771	\$1,675	(26,167)
TOTAL	\$83,040	\$31,187	\$38,342	\$56,401	\$11,510	(\$26,831)
Funding						
City Funds			\$34,074	\$45,778	\$7,543	(\$26,531)
Federal - Other			4,258	10,542	3,958	(300)
State			0	71	0	0
Intra City			10	10	10	0
TOTAL	\$83,040	\$31,187	\$38,342	\$56,401	\$11,510	(\$26,831)
Budgeted Headcount						
Full-Time Positions - Civilian	106	96	109	93	93	(16)
TOTAL	106	96	109	93	93	(16)

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

Business Development						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 - 2023
Spending						
Personal Services						
Additional Gross Pay	\$130	\$98	\$61	\$65	\$61	\$0
Full-Time Salaried - Civilian	4,132	4,193	5,359	5,443	5,013	(345)
Overtime - Civilian	31	15	7	7	7	0
P.S. Other	1	0	0	0	0	0
Unsalaries	195	222	271	271	271	0
Subtotal	\$4,490	\$4,528	\$5,698	\$5,786	\$5,353	(\$345)
Other Than Personal Services						
Contractual Services	\$34,691	\$14,193	\$148,033	\$147,851	\$14,194	(\$133,838)
Contractual Services - Professional Services	280	259	77	1,128	69	(8)
Fixed & Misc. Charges	6	0	0	0	0	0
Other Services & Charges	928	1,950	682	1,840	711	28
Property & Equipment	2	0	3	5	3	0
Supplies & Materials	5	2	10	21	8	(2)
Subtotal	35,913	16,405	148,805	150,845	14,985	(\$133,820)
TOTAL	\$40,403	\$20,933	\$154,503	\$156,631	\$20,338	(\$134,165)
Funding						
City Funds			\$7,323	\$9,212	\$8,761	\$1,437
Federal - Community Development			138	186	0	(138)
Federal - Other			147,041	147,233	11,577	(135,464)
TOTAL	\$40,403	\$20,933	\$154,503	\$156,631	\$20,338	(\$134,165)
Budgeted Headcount						
Full-Time Positions - Civilian	55	48	67	66	63	(4)
TOTAL	55	48	67	66	63	(4)

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

Contract Services: Economic Development Corp						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 - 2023
Spending						
Other Than Personal Services						
Contractual Services	\$106,090	\$61,884	\$44,921	\$182,785	\$41,596	(\$3,325)
Fixed & Misc. Charges	1,572	3,284	0	0	0	0
Other Services & Charges	6,509	3,281	10,328	10,578	6,878	(3,450)
TOTAL	\$114,171	\$68,449	\$55,249	\$193,363	\$48,474	(\$6,775)
Funding						
City Funds			\$36,084	\$72,235	\$42,754	\$6,670
State			2,000	1,500	2,000	0
Federal - Community Development			4,660	15,266	3,170	(1,490)
Federal - Other			11,955	102,299	0	(11,955)
Intra City			550	2,064	550	0
TOTAL	\$114,171	\$68,449	\$55,249	\$193,363	\$48,474	(\$6,775)

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

Contract Services: NYC & Co/Tourism Support						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 - 2023
Spending						
Other Than Personal Services						
Contractual Services	\$21,162	\$26,156	\$46,662	\$47,912	\$21,162	(\$25,500)
TOTAL	\$21,162	\$26,156	\$46,662	\$47,912	\$21,162	(\$25,500)
Funding						
City Funds			\$500	\$1,750	\$21,162	\$20,662
Federal-Other			46,162	46,162	0	(\$46,162)
TOTAL	\$21,162	\$26,156	\$46,162	\$46,162	\$21,162	(\$25,500)

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

Contract Svcs: Other						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 - 2023
Spending						
Other Than Personal Services						
Contractual Services	\$14,643	\$15,233	\$16,026	\$19,065	\$15,625	(\$401)
Other Services & Charges	676	676	676	676	676	0
TOTAL	\$15,319	\$15,909	\$16,702	\$19,741	\$16,301	(\$401)
Funding						
City Funds			\$16,411	\$17,298	\$16,301	(\$110)
Federal - Other			291	2,443	0	(291)
TOTAL	\$15,319	\$15,909	\$16,702	\$19,741	\$16,301	(\$401)

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

Economic & Financial Opportunity: MWBE						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 - 2023
Spending						
Personal Services						
Additional Gross Pay	\$72	\$164	\$36	\$142	\$36	\$0
Full-Time Salaried - Civilian	3,415	3,886	3,942	3,995	3,950	7
Overtime - Civilian	8	0	1	1	1	0
Unsalaries	84	0	46	46	46	0
Subtotal	\$3,579	\$4,050	\$4,025	\$4,184	\$4,032	\$7
Other Than Personal Services						
Contractual Services	\$830	\$1,312	\$6,564	\$5,605	\$3,158	(\$3,406)
Contractual Services - Professional Services	65	4	2	52	2	0
Fixed & Misc. Charges	4	0	4	4	4	0
Other Services & Charges	455	180	68	170	68	0
Property & Equipment	0	1	3	3	3	0
Supplies & Materials	5	0	26	121	26	0
Subtotal	\$1,360	\$1,496	\$6,667	\$5,955	\$3,261	(\$3,406)
TOTAL	\$4,939	\$5,546	\$10,692	\$10,138	\$7,293	(\$3,399)
Funding						
City Funds			\$10,493	\$9,755	\$7,094	(\$3,399)
Federal - Other			199	384	199	0
TOTAL	\$4,939	\$5,546	\$10,692	\$10,138	\$7,293	(\$3,399)
Budgeted Headcount						
Full-Time Positions - Civilian	48	43	50	50	50	0
TOTAL	48	43	50	50	50	0

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

Neighborhood Development						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 - 2023
Spending						
Personal Services						
Additional Gross Pay	\$35	\$42	\$17	\$21	\$17	\$0
Full-Time Salaried - Civilian	1,686	1,630	2,413	2,373	2,270	(143)
Overtime - Civilian	5	1	16	16	16	0
Unsalaries	399	63	401	397	401	0
Subtotal	\$2,125	\$1,735	\$2,847	\$2,807	\$2,704	(\$143)
Other Than Personal Services						
Contractual Services	\$3,821	\$4,386	\$7,393	\$8,073	\$4,363	(\$3,030)
Contractual Services - CIGs	0	0	106	0	106	0
Contractual Services - Professional Services	21	30	500	30	0	(500)

Neighborhood Development						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 - 2023
Fixed & Misc. Charges	1	0	2	2	2	0
Other Services & Charges	56	38	25	54	25	0
Property & Equipment	0	0	9	10	9	
Supplies & Materials	0	0	8	8	8	0
Subtotal	\$3,899	\$4,454	\$8,041	\$8,175	\$4,511	(\$3,530)
TOTAL	\$6,024	\$6,189	\$10,888	\$10,982	\$7,215	(\$3,673)
Funding						
City Funds			\$5,083	\$4,765	\$4,840	(\$243)
Federal - Community Development			2,375	2,547	2,375	0
Federal - Other			3,430	3,670	0	(3,430)
TOTAL	\$6,024	\$6,189	\$10,888	\$10,982	\$7,215	(\$3,673)
Budgeted Headcount						
Full-Time Positions - Civilian	20	18	27	27	25	(2)
TOTAL	20	18	27	27	25	(2)

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

Workforce Development						
	2020	2021	2022	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	2022	2023	2022 - 2023
Spending						
Personal Services						
Additional Gross Pay	\$174	\$71	\$34	\$35	\$34	\$0
Full-Time Salaried - Civilian	5,539	4,940	6,172	6,195	5,444	(727)
Overtime - Civilian	8	5	0	0	0	
Unsalaries	380	591	1,098	1,021	938	(159)
Subtotal	\$6,101	\$5,607	\$7,303	\$7,251	\$6,417	(\$887)
Other Than Personal Services						
Contractual Services	\$40,984	\$38,926	\$57,087	\$49,452	\$39,644	(\$17,443)
Contractual Services - Professional Services	870	1,026	0	612	0	0
Fixed & Misc. Charges	2	0	2	2	2	0
Other Services & Charges	7,073	6,926	216	5,280	166	(50)
Property & Equipment	15	4	6	10	6	0
Supplies & Materials	7	116	35	18	35	0
Subtotal	48,952	46,999	57,345	55,373	39,852	(\$17,493)
TOTAL	\$55,052	\$52,606	\$64,649	\$62,624	\$46,269	(\$18,380)
Funding						
City Funds			\$27,631	\$23,153	\$15,389	(\$12,242)
State			83	83	0	(83)
Federal - Other			36,470	39,254	30,770	(5,700)
Federal - Community Development			110	110	110	0
Other Categorical			354	24	0	(354)
TOTAL	\$55,052	\$52,606	\$64,649	\$62,624	\$46,269	(\$18,380)
Budgeted Headcount						
Full-Time Positions - Civilian	62	60	70	70	63	(7)
TOTAL	62	60	70	70	63	(7)

*The difference of Fiscal 2022 Adopted Budget compared to Fiscal 2023 Preliminary Budget.

D. Fiscal 2022 Council Initiatives

The City Council allocated approximately \$25.9 million in Fiscal 2022 through city-wide initiatives, to support the formation and growth of the City's small businesses and promote neighborhood development as well as workforce development through Council initiatives. The package included the Five Borough Chamber Alliance, a new initiative that supports small businesses in accessing free support and technical assistance necessary for reopening and restarting their businesses which have

struggled due to the COVID-19 pandemic and the shutdown of the economy. The table below lists all 12 citywide Council initiatives under SBS in Fiscal 2022.

Fiscal 2022 Council Changes at Adoption	
Initiative	Amount
Chamber on the Go and Small Business Assistance	\$2,388,855
Construction Site Safety Training	1,100,000
Create New Technology Incubators	1,400,000
Day Laborer Workforce Initiative	3,970,000
Green Jobs Corps Program	120,000
Job Training and Placement Initiative	8,250,000
Made in NYC	850,000
MWBE Leadership Associations	600,000
Five Borough Chamber Alliance	500,000
Bridge Program for Workforce Development	1,000,000
Neighborhood Development Grant Initiative	2,040,000
Worker Cooperative Business Development Initiative	3,768,208
TOTAL	\$25,987,063

Chamber on the Go and Small Business Assistance. This initiative provides various levels of assistance to entrepreneurs and small businesses in all five boroughs. The initiative funds outreach efforts that help increase businesses access to a variety of services inside and outside of their workplace. The services provided through this initiative include, but are not limited to, pro-bono legal assistance, technical and financing assistance, business counseling, financial literacy, referrals to other governmental resources and support, and assistance with affordable healthcare enrollment opportunities.

Day Laborer Workforce Initiative. Funds for this initiative are used for the expansion and development of day laborer centers to provide citywide services to day laborers across the five boroughs. These services include dignified physical space for day laborers to meet, referrals to jobs or support services, legal services to address issues such as wage theft, as well as workforce training and development.

Job Training and Placement Initiative. Service providers in this initiative provide a mix of job training and/or placement services to union workers, under-employed and long-term unemployed individuals, immigrant and minority populations, and/or low-income individuals in general. These services are focused on improving participants' career prospects through a mix of trainings, job placement, and small business technical assistance. Other programs provided through the initiative include ESOL classes, GED preparation, computer literacy, and general work readiness preparation and may be focused on specific industries such as food retail and childcare provision.

Made in NYC. This initiative gives companies branding and marketing assistance to increase sales and create jobs. Through the Made in NYC website, manufacturers get a platform to advertise their products, expand their markets to reach more customers, find local suppliers and contractors, extend into new supply chains, and educate consumers. Funding is used for sourcing assistance program, marketing and advertising assistance to the manufacturing sector, increasing public awareness of

NYC's manufacturing sector through targeted PR strategy, and to strengthen Made in NYC's organizational capacity to achieve its mission.

MWBE Leadership Association. Funding for this initiative provides for a range of services to increase the capacity of MWBEs, including guidance on government contracting for potential or City-certified MWBEs; assistance in connecting MWBEs to potential customers; aid in the development of bids and proposals; assistance in securing project financing and bonding; and the promotion and marketing of the City's MWBE program.

Neighborhood Development Grant Initiative. This initiative helps meet the need for neighborhood-level economic development, job creation and retention and community investment. Funds can be used for any one of five purposes: (1) Business Attraction and Retention; (2) Merchant Organizing/Business Improvement District Formation; (3) District Marketing/Local Tourism Initiatives; (4) Placemaking/Plaza/Public Space, Activation/Public Art; and (5) Organizational Development/Project Management Support.

Worker Cooperative Business Development Initiative. This initiative supports the creation of jobs in worker cooperatives by coordinating education and training resources and by providing technical, legal, and financial assistance. The initiative funds a comprehensive citywide effort to reach cooperative entrepreneurs, provide for the start-up of new worker cooperative small businesses, and assist existing cooperatives. The initiative offers workforce development and concrete skills for unemployed, underemployed and discouraged workers in high-needs neighborhoods.

Construction Site Safety Training. This initiative provides funding for construction site safety training, education, outreach and referral services for construction workers and subcontractors employed at permitted building and demolition projects in the City, and supports the development of a construction worker apprenticeship program.

Five Borough Chamber Alliance. This initiative assists small businesses throughout the New York City in accessing technical assistance for reopening and restarting their businesses. Services include financing, marketing, technology and e-commerce, legal, PPE, M/WBE certification, general business counseling and regulatory assistance.

Bridge Program for Workforce Development. This initiative provides workforce development programming to assist individuals engaged in HRA Career Services to enroll in advanced credential and certification programs in high growth, middle-skills industries in New York City.