

THE COUNCIL OF THE CITY OF NEW YORK



Hon. Melissa Mark-Viverito
Speaker of the Council

Hon. Robert E. Cornegy Jr.
Chair, Committee on Small Business Services

Hearing on the Fiscal 2015 Preliminary Budget & the Fiscal 2014 Preliminary Mayor's Management Report

Department of Small Business Services

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Small Business Services Overview

The Department of Small Business Services (SBS) supports the formation and growth of the City's small businesses and promotes neighborhood development as well as oversees the City's adult workforce development program. SBS enhances services offered to the business community by working with other governmental agencies and public utilities.

Fiscal 2015 Preliminary Plan Highlights

| | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|------------------------------|------------------|------------------|------------------|------------------|-----------------|-------------------|
| <i>Dollars in Thousands</i> | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Personal Services | \$16,767 | \$18,017 | \$17,656 | \$19,890 | \$17,032 | (\$624) |
| Other Than Personal Services | 120,866 | 132,323 | 95,707 | 494,998 | 81,636 | (14,071) |
| Agency Total | \$137,633 | \$150,340 | \$113,363 | \$514,888 | \$98,668 | (\$14,695) |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan funding.*

SBS' Fiscal 2015 Preliminary Budget of \$98.7 million reflects a \$14.7 million, or 13% decrease when compared to the Fiscal 2014 Adopted Budget of \$113.4 million. There is a decrease of 10 positions in the Fiscal 2015 Preliminary Budget when compared to the Fiscal 2014 Adopted Budget.

Highlights

- NBAT and Business Express:** NYC Business Acceleration is a recently integrated unit at SBS that helps businesses navigate City government and the regulatory environment. SBS staff in cooperation with personnel from other agencies, offer relationship-based services and work to make the process of starting and operating a business in NYC more efficient. Funding is required to move forward and ensure NYC Business Acceleration is able to continue its work into FY 2015 and beyond. The funding is for staff members who are already paid by SBS as well as staff members who previously reported to the Mayor's Office. The current allocation did not extend beyond FY 2014 so the funds indicated in the Preliminary Budget will enable the NYC Business Acceleration to continue its operation. The proposed budget comprised of PS allocation of \$1,090,000 to fund 17 positions and OTPS of \$200,000 to cover operating needs as well as shared costs that SBS will incur. In addition, \$185,000 was added to fill a gap in the Business Express Division, in order to continue programming beyond FY 2014.
- SBS Veteran Procurement Study:** In December 2013, the City Council passed a law regarding procurement opportunities for veteran owned businesses. The law states that by December 1, 2014, the SBS Commissioner in consultation with the City's Chief Procurement Officer must determine whether there is a need for a citywide program to promote opportunities for veterans in city procurements. If opportunities exist, the Commissioner has to make recommendations regarding methods to increase opportunity for veterans, including outreach, certification, participation, goals and reporting. \$200,000 allocated in the Preliminary budget will cover the cost of hiring a consultant to conduct this study.

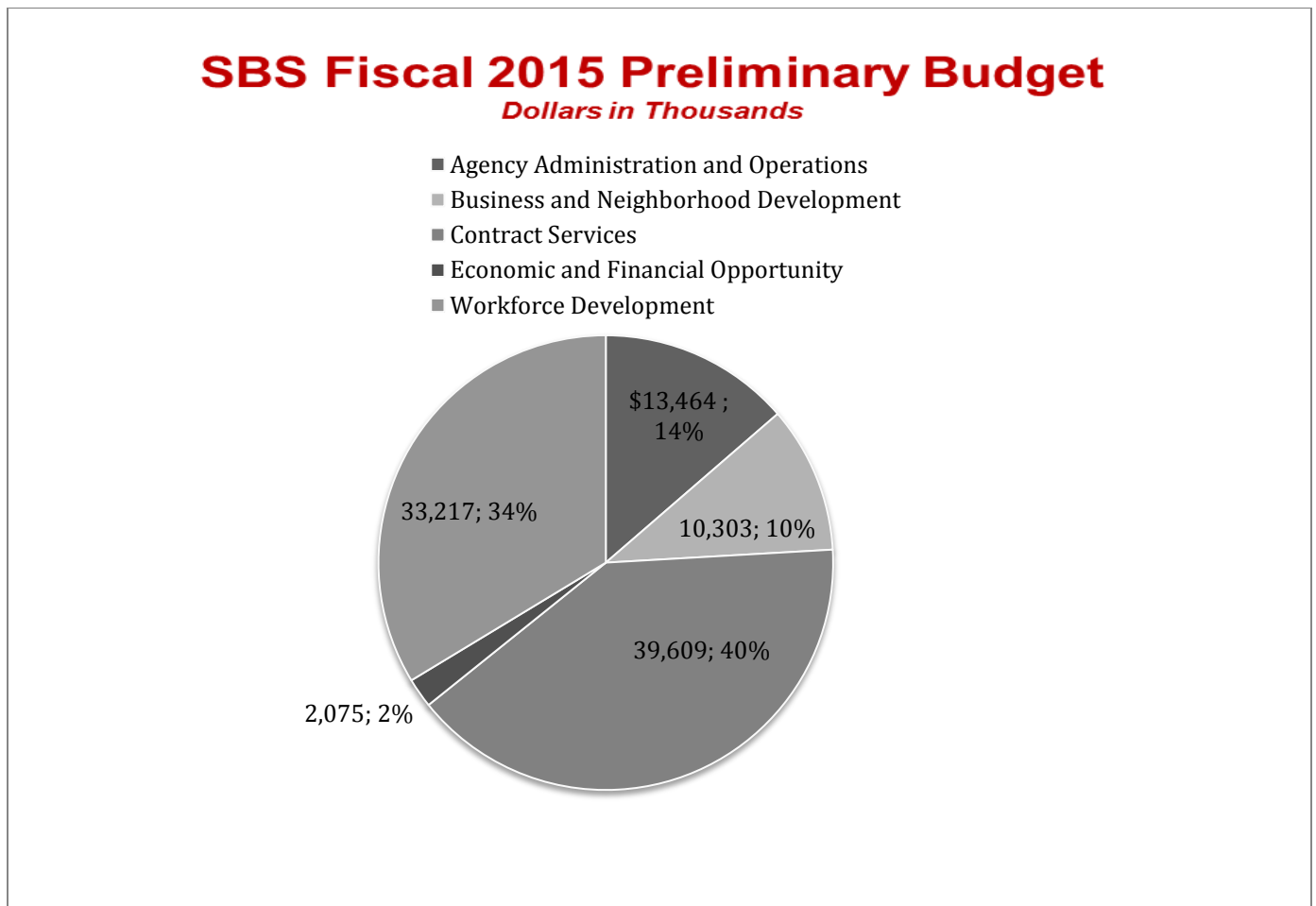
- **SBS Waterfront Unit:** SBS has jurisdiction over all structures on city-owned waterfront property whether devoted to maritime or non-maritime use and all privately-owned waterfront property structures devoted to maritime use such as piers, docks, bulkheads and seawalls. Earlier this year the executive director of the waterfront unit retired. After an extensive search SBS was able to recruit a replacement for the executive director position. The negotiated annual salary was \$10,000 higher than what was budgeted. OMB agreed to make up the difference and the \$10,000 is being reflected in the Preliminary budget.
- **MOER Brownfield Incentive Program:** The NYC Brownfield Incentive Program seeks to spur the cleanup and redevelopment of NYC brownfields by offering grants to property owners and developers for activities throughout the brownfield development process, from the earliest stages of information gathering through environmental investigation and cleanup work. The program helps reduce the cost of cleanup and redevelopment of NYC brownfields. The program has been allocated \$1,750,000 for Fiscal 2015. The program is governed by the New York City Brownfield Incentive Grant Program rule (“BIG rule”). The BIG rule includes the eligibility requirements, defines the different types of grants it can issue and eligible services and activities within each grant type that would be reimbursed. The BIG rule also specifies the grant award limits, describes grant disbursements and administration of the program.
- **Willets Point Business Relocation Assistance:** Since August 2013, NYCEDC has been offering businesses on city-owned land in the Willets Point Phase 1 Development Area the opportunity to take advantage of benefit for which they may qualify – the NYCEDC Supplemental Benefit. Through this benefit, NYCEDC is offering to provide qualifying businesses that relocate from the Willets Point Phase 1 Development Area by either November 30, 2013 for a payment equal to twelve month’s current rent for their leasehold in the Phase 1 Area or between December 1, 2013 and January 31, 2014 for a payment equal to six month’s current rent for their leasehold in the Phase 1 Area. For businesses that become tenants of the city in the future, (and are currently on those sites EDC does not yet own) a comparable benefit will be offered. Funding for the NYCEDC Supplemental Benefit Payment will be distributed on a first-come, first-serve basis. To take advantage of the NYCEDC Supplemental Benefit Payment, tenants need to submit a claim to NYCEDC. This benefit is being administered by NYCEDC. To date, a majority of Willets Point Phase 1 businesses have submitted claims to NYCEDC and those claims are being processed. Unused funds of \$3,770,000 will be re-appropriated to FY15.
- **Industrial Business Zones:** The Mayor’s Office of Industrial and Manufacturing Businesses (IMB) coordinate the City’s industrial policy to retain and promote industrial manufacturing firms and oversees the New York State Empire Zones within the City. The IMB currently manages the City’s 12 Empire Zones and 16 Industrial Business Zones. There is a decrease of \$1.2 million in the Fiscal 2015 Preliminary Budget from the Fiscal 2014 Adopted Budget due to Industrial Business Zone contract savings.
- **Clean Heat Initiative:** This is \$1,350,000 transfer to New York City Department of Environmental Protection for the Clean Heat Initiative which phases out the use of heavy oils and mandates transitioning to cleaner fuels.

SBS Financial Summary

| <i>Dollars in Thousands</i> | 2012 Actual | 2013 Actual | 2014 Adopted | 2014 Prelim. Plan | 2015 Prelim. Plan | *Difference 2014 - 2015 |
|--|------------------|------------------|------------------|----------------------|----------------------|----------------------------|
| Budget by Program Area | | | | | | |
| Agency Administration and Operations | \$11,907 | \$12,003 | \$13,480 | \$13,472 | \$13,464 | (\$16) |
| Business Development | 8,468 | 8,149 | 7,741 | 20,836 | 7,804 | 63 |
| Contract Svcs: Economic Dev Corp | 30,078 | 36,657 | 11,070 | 374,029 | 15,461 | 4,391 |
| Contract Svcs: NY&Co/Tourism Support | 13,981 | 13,046 | 12,262 | 12,262 | 12,262 | 0 |
| Contract Svcs: Other | 16,016 | 12,641 | 12,705 | 23,252 | 11,886 | (819) |
| Economic & Financial Opportunity: M/WBE | 2,663 | 2,516 | 2,977 | 3,177 | 1,295 | (1,682) |
| Economic & financial OPPTY: Labor Svcs | 667 | 666 | 780 | 780 | 780 | 0 |
| MO Film, Theatre, and Broadcasting | 0 | 500 | 0 | 566 | 0 | 0 |
| MO Industrial & Manufacturing Businesses | 1,242 | 1,091 | 1,156 | 1,156 | 0 | (1,156) |
| Neighborhood Development | 3,857 | 4,576 | 5,948 | 7,376 | 2,499 | (3,449) |
| Workforce Dev: One Stop Centers | 26,463 | 25,137 | 22,201 | 22,354 | 19,954 | (2,247) |
| Workforce Dev: Program Management | 10,803 | 12,026 | 7,348 | 13,408 | 7,302 | (46) |
| Workforce Dev: Training | 10,149 | 8,760 | 9,037 | 9,556 | 5,488 | (3,549) |
| Workforce Dev: WIB and Other | 1,338 | 12,572 | 6,655 | 12,661 | 473 | (6,182) |
| TOTAL | \$137,632 | \$150,340 | \$113,363 | \$514,886 | \$98,668 | (\$14,695) |
| Funding | | | | | | |
| City Funds | 73,018 | 47,080 | \$71,296 | \$80,586 | \$46,027 | (\$25,269) |
| Other Categorical | 12,329 | 13,911 | 56 | 8,656 | 56 | 0 |
| State | 1,637 | 602 | 0 | 0 | 0 | 0 |
| Federal - Community Development | 2,666 | 13,482 | 2,481 | 362,614 | 13,055 | 10,574 |
| Federal - Other | 43,355 | 70,229 | 39,020 | 60,713 | 39,020 | 0 |
| Intra City | 4,627 | 5,036 | 510 | 2,317 | 510 | 0 |
| TOTAL | \$137,632 | \$150,340 | \$113,363 | \$514,886 | \$98,668 | (\$14,695) |
| Positions | | | | | | |
| Full-Time Positions - Civilian | 193 | 209 | 220 | 248 | 210 | (10) |
| Full-Time Positions - Uniform | 49 | 64 | 33 | 66 | 33 | - |
| TOTAL | 242 | 273 | 253 | 314 | 243 | (10) |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.*

SBS Fiscal 2015 Preliminary Budget Breakdown by Program Area



SBS' Fiscal 2015 Preliminary Budget is \$98.7 million. The workforce development program makes up approximately 34 percent, or \$33 million of SBS' budget and funds the City's Workforce One Stop Centers, program management, training and the Workforce Investment Board (WIB). The contract services program area makes up 40 percent, or \$39.6 million, of SBS' budget. The Agency's administration and operations makes up 14 percent, or \$13.5 million of SBS' budget and funds the office personnel from the executive, legal, finance, information technology, and administrative offices, and other than personal services such as office supplies, property, and equipment. The Business and Neighborhood Development programs is about 10 percent, or \$10.3 million of the total budget and Economic & Financial Opportunity programs are approximately 2 percent, or \$2.1 million.

City Council Initiatives

| FY 2014 Council Initiatives at 2014 Adoption | |
|---|----------------|
| <i>Dollars in Thousands</i> | |
| Small Business and Job Development/Financial Literacy | \$600 |
| WMWBE Leadership Association | 600 |
| High Tech Connect | 260 |
| Industrial Business Solutions Providers (IBSP) Restoration | 1,156 |
| Homecare Workers Materials Translation | 110 |
| SCO Family of Services/Center for Family Life Worker Cooperatives | 148 |
| SWAN (FCNY) | 50 |
| Jobs to Build On | 4,100 |
| Consortium for Worker Education (CWE) | 1,000 |
| Food Retail and Workforce Training and Placement Program | 60 |
| hackNY | 100 |
| New Skills/New Jobs | 597.5 |
| Hard Hats for Vets | 100 |
| Workforce Development - Queens Tech Education | 65 |
| TOTAL | \$8,947 |

Program Areas

Agency Administration and Operations

| <i>Dollars in Thousands</i> | 2012 Actual | 2013 Actual | 2014 Adopted | 2014 Prelim. Plan | 2015 Prelim. Plan | *Difference 2014 - 2015 |
|--|-----------------|-----------------|-----------------|----------------------|----------------------|----------------------------|
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$5,682 | \$5,916 | \$6,197 | \$6,177 | \$6,207 | \$10 |
| Other Salaried | 0 | 0 | 0 | 0 | 0 | 0 |
| Unsalaries | 929 | 755 | 736 | 772 | 736 | 0 |
| Additional Gross Pay | 265 | 185 | 215 | 217 | 215 | 0 |
| Subtotal | \$6,876 | \$6,856 | \$7,148 | \$7,166 | \$7,158 | \$10 |
| Other Than Personal Services | | | | | | |
| Supplies and Materials | \$223 | \$122 | \$450 | \$240 | \$424 | (\$26) |
| Fixed and Misc Charges | 0 | 3 | 0 | 1 | 0 | 0 |
| Property and Equipment | 39 | 21 | 33 | 33 | 33 | 0 |
| Other Services and Charges | 3,624 | 3,899 | 4,473 | 4,733 | 4,473 | 0 |
| Contractual Services | 1,144 | 1,101 | 1,376 | 1,299 | 1,376 | 0 |
| Subtotal | \$5,030 | \$5,146 | \$6,332 | \$6,306 | \$6,306 | (\$26) |
| TOTAL | \$11,906 | \$12,002 | \$13,480 | \$13,472 | \$13,464 | (\$16) |
| Funding | | | | | | |
| City Funds | | | \$7,552 | \$7,537 | \$7,536 | (\$16) |
| <i>Federal-CD:</i> | | | | | | |
| CDBG-Disaster Recovery | | | | 7 | 0 | |
| <i>Federal-Other:</i> | | | | | | |
| W.I.A. Dislocated Workers | | | 1,752 | 1,752 | 1,752 | 0 |
| Workforce Investment Act-Adult | | | 1,768 | 1,768 | 1,768 | 0 |
| Workforce Investment Act Central Adminis | | | 2,398 | 2,398 | 2,398 | 0 |
| <i>Intra City:</i> | | | | | | |
| Administrative Services/Fees | | | 10 | 10 | 10 | 0 |
| TOTAL | \$11,906 | \$12,002 | \$13,480 | \$13,472 | \$13,464 | (\$16) |
| Positions | | | | | | |
| TOTAL | | | 68 | 68 | 68 | 0 |

*The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.

This program area realized an overall reduction of \$16,000 from the Fiscal 2014 Adopted Plan to the Fiscal 2015 Preliminary Plan. SBS has jurisdiction over all structures on city-owned waterfront property whether devoted to maritime or non-maritime use and all privately-owned waterfront property structures devoted to maritime use, such as piers, docks, bulkheads and seawalls.

Earlier this year the executive director of the Waterfront Unit retired. SBS was able to recruit a replacement for the executive director however the negotiated annual salary was \$10,000 higher

than what was budgeted. OMB agreed to make up the difference and the \$10,000 is being reflected in the Preliminary budget.

Additionally, the decrease of \$26,000 in the OTPS budget is due to a transfer from the SBS to DoITT for overseeing their IT service.

Business Development

| | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|--|----------------|----------------|----------------|-----------------|----------------|--------------|
| <i>Dollars in Thousands</i> | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$2,733 | \$3,476 | \$3,579 | \$4,882 | \$3,577 | (\$2) |
| Other Salaried | 0 | 0 | 0 | 0 | \$0 | 0 |
| Unsalaries | 407 | 256 | 208 | 208 | 208 | 0 |
| Additional Gross Pay | 121 | 127 | 48 | 48 | 48 | 0 |
| Subtotal | \$3,261 | \$3,859 | \$3,835 | \$5,138 | \$3,833 | (\$2) |
| Other Than Personal Services | | | | | | |
| Supplies and Materials | \$22 | \$96 | \$50 | \$130 | \$50 | \$0 |
| Property and Equipment | 9 | 16 | 12 | 22 | 12 | 0 |
| Other Services and Charges | 15 | 67 | 118 | 166 | 118 | 0 |
| Contractual Services | 5,160 | 4,110 | 3,726 | 15,379 | 3,791 | 65 |
| Fixed & Miscellaneous Charge | 0 | 1 | 0 | 0 | 0 | 0 |
| Subtotal | \$5,206 | \$4,290 | \$3,906 | \$15,697 | \$3,971 | \$65 |
| TOTAL | \$8,467 | \$8,149 | \$7,741 | \$20,836 | \$7,804 | \$63 |
| Funding | | | | | | |
| City Funds | | | \$2,803 | \$4,406 | \$2,866 | \$63 |
| <i>Other Categorical:</i> | | | | | | |
| NYC BRAC Security Program | | | 56 | 56 | 56 | \$0 |
| <i>Federal-CD:</i> | | | | | | |
| CDBG-Disaster Recovery | | | | 11,506 | 0 | \$0 |
| Community Development Block Grants | | | 478 | 464 | 478 | \$0 |
| <i>Federal - Other:</i> | | | | | | |
| W.I.A. Dislocated Workers | | | 1,878 | 1,878 | 1,878 | \$0 |
| Workforce Investment Act-Adult | | | 2,428 | 2,428 | 2,428 | \$0 |
| Workforce Investment Act Central Adminis | | | 98 | 98 | 98 | \$0 |
| TOTAL | \$8,467 | \$8,149 | \$7,741 | \$20,836 | \$7,804 | \$63 |
| Positions | | | | | | |
| TOTAL | | | 57 | 85 | 58 | 1 |

*The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.

SBS administers a variety of business development services, including the NYC Business Solutions Centers, Business Solutions Hiring & Training, Business Express, Microenterprise programs and other direct business assistance services.

The increase of \$63,000 for the Business Development program area from the Fiscal 2014 Adopted to Fiscal 2015 Preliminary budget is mainly due to an increase in NBAT's budget. NYC Business Acceleration is a recently integrated unit at SBS that helps businesses navigate City government and the regulatory environment. NYC Business Acceleration provides client management services, an accelerated plan review process, and coordination of necessary

inspections by regulatory agencies. NYC Business Acceleration also engages in research and information dissemination to assist the small business community.

Performance Measures

| | Actual | | | Target | | 4-Month Actual | |
|---|----------|----------|----------|--------|------|----------------|---------|
| | FY11 | FY12 | FY13 | FY14 | FY15 | FY13 | FY14 |
| Unique businesses served by NYC Business Solutions | 10,247 | 8,696 | 11,340 | * | * | 3,674 | 3,492 |
| «Financing awards to businesses facilitated by NYC Business Solutions | 710 | 683 | 1,200 | 690 | 700 | 163 | 143 |
| «Unique businesses receiving financing awards facilitated by NYC Business Solutions | 627 | 588 | 1,053 | 590 | 600 | N/A | N/A |
| Value of financing awards facilitated by NYC Business Solutions (\$000) | \$39,840 | \$71,484 | \$54,101 | * | * | \$13,371 | \$8,856 |
| «Businesses awarded NYC Business Solutions training funds | 16 | 26 | 27 | 26 | 26 | 6 | 4 |

The number of businesses served by NYC Business Solutions decreased by 182 from the first four months of Fiscal 2013 to the same period in Fiscal 2014. The number of businesses that received financing awards decreased 12.3%, from 163 in Fiscal 2013 to 143 in Fiscal 2014.

Contract Services: Economic Development Corporation

| <i>Dollars in Thousands</i> | 2012 Actual | 2013 Actual | 2014 Adopted | 2014 Prelim. Plan | 2015 Prelim. Plan | *Difference 2014 - 2015 |
|-------------------------------------|-----------------|-----------------|-----------------|----------------------|----------------------|----------------------------|
| Spending | | | | | | |
| Other Than Personal Services | | | | | | |
| Other Services and Charges | \$657 | \$453 | \$3,797 | \$296,298 | \$12,574 | \$8,777 |
| Contractual Services | 18,422 | 22,358 | 7,274 | 77,731 | 2,888 | (4,386) |
| Fixed & Miscellaneous Charge | 11,000 | 13,847 | 0 | 0 | 0 | 0 |
| TOTAL | \$30,079 | \$36,658 | \$11,070 | \$374,029 | \$15,461 | \$4,391 |
| Funding | | | | | | |
| City Funds | | | \$10,570 | \$14,339 | \$4,388 | (\$6,182) |
| <i>Other Categorical:</i> | | | | | | |
| Non-Governmental Grants | | | | 8,600 | 0 | |
| <i>Federal-CD:</i> | | | | | | |
| CDBG-Disaster Recovery | | | 0 | 348,386 | 10,574 | 10,574 |
| <i>Federal-Other:</i> | | | | | | |
| Community Development Block Grant | | | 0 | 1,050 | 0 | 0 |
| <i>Intra City:</i> | | | | | | |
| Other Services/Fees | | | 500 | 1,655 | 500 | 0 |
| TOTAL | \$30,079 | \$36,658 | \$11,070 | \$374,029 | \$15,461 | \$4,391 |
| Positions | | | | | | |
| TOTAL | | | 0 | 0 | 0 | 0 |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.*

The Economic Development Corporation (EDC) is a non-city agency, local development corporation that is under contract with SBS. EDC’s mission is to produce jobs in the City by attracting and retaining businesses and encouraging the creation of capital projects. EDC is funded through a contract with SBS. EDC works with the private and public sectors on economic development initiatives that revitalize businesses, create jobs, and generate revenues for the City. In addition to corporate attraction and retention efforts, EDC markets, sells, and leases City-owned commercial and industrial properties; plans and prepares sites for development through infrastructure improvement; carries out capital improvements in neighborhood shopping districts and public spaces; and provides technical assistance to guide projects through the necessary public approval process. EDC is also involved in property management and the development of the City’s marine terminals, airports, heliports, rail yards, and industrial parks.

There is a \$4.4 million net increase from the Fiscal 2014 Adopted Budget to the Fiscal 2015 Preliminary Budget. This is attributed to a City Tax Levy decrease of \$6.2 million for proposed savings in contractual payment, utility fees, and project budgets (ex. graffiti removal, high tech connect). Council funds were restored to the FY14 budget for High Tech Connect but were not base-lined to FY15. CDBG-DR increase of \$10.6 million, represents the projected need in FY15 for housing and recovery work.

Contract Services: NYC & Company and Tourism Support

| | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------|
| <i>Dollars in Thousands</i> | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Spending | | | | | | |
| Other Than Personal Services | | | | | | |
| Contractual Services | \$13,981 | \$13,046 | \$12,262 | \$12,262 | \$12,262 | \$0 |
| TOTAL | \$13,981 | \$13,046 | \$12,262 | \$12,262 | \$12,262 | \$0 |
| Funding | | | | | | |
| City Funds | | | \$12,262 | \$12,262 | \$12,262 | \$0 |
| TOTAL | \$13,981 | \$13,046 | \$12,262 | \$12,262 | \$12,262 | \$0 |
| Positions | | | | | | |
| TOTAL | | | 0 | 0 | 0 | 0 |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.*

NYC & Company is the City's official tourism marketing organization dedicated to building NYC's economy and positive image through tourism and convention development, major events, and the marketing of NYC on a worldwide basis. SBS contracts with NYC & Company to support its work in promoting NYC as a premier tourist destination and convention center.

Contract Services: Other

| <i>Dollars in Thousands</i> | 2012 Actual | 2013 Actual | 2014 Adopted | 2014 Prelim. Plan | 2015 Prelim. Plan | *Difference 2014 - 2015 |
|---|-----------------|-----------------|-----------------|----------------------|----------------------|----------------------------|
| Spending | | | | | | |
| Other than Personal Services | | | | | | |
| Other Services and Charges | \$0 | \$0 | \$1,350 | \$1,350 | \$0 | (\$1,350) |
| Contractual Services | 16,016 | 12,641 | 11,355 | 21,902 | 11,886 | 531 |
| TOTAL | \$16,016 | \$12,641 | \$12,705 | \$23,252 | \$11,886 | (\$819) |
| Funding | | | | | | |
| City Funds | | | \$12,705 | \$17,837 | \$11,886 | (\$819) |
| <i>Federal-Other:</i> | | | \$0 | | \$0 | \$0 |
| FEMA Sandy A Debris Removal | | | 0 | 76 | 0 | 0 |
| FEMA Sandy B Emergency Protective Measure | | | 0 | 5,016 | 0 | 0 |
| FEMA Sandy E Buildings and Equipment | | | 0 | 236 | 0 | 0 |
| <i>Intra City:</i> | | | 0 | | 0 | 0 |
| Other Services/Fees | | | 0 | 86 | 0 | 0 |
| TOTAL | \$16,016 | \$12,641 | \$12,705 | \$23,252 | \$11,886 | (\$819) |
| Positions | | | | | | |
| Full-Time Positions - Civilian | | | 0 | 0 | 0 | 0 |
| Full-Time Positions - Uniform | | | 0 | 0 | 0 | 0 |
| TOTAL | | | 0 | 0 | 0 | 0 |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.*

This program area contains funding for services and programs administered by not-for-profit and other non-City agencies that are under contract with SBS and generally provide services citywide or for large scale projects. There is an \$819 thousand decrease in the Fiscal 2015 Preliminary Budget from the Fiscal 2014 Adopted Budget. The decrease in Other Services and Charges is attributable to the money transferred to New York City Department of Environmental Protection for the Clean Heat Initiative which phases out the use of heavy oils and mandates transitioning to cleaner fuels. The \$531,000 is an increase in funding for management of Governor’s Island.

Economic & Financial Opportunity: Minority and Women-Owned Business Enterprise

| | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|------------------|
| <i>Dollars in Thousands</i> | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$1,030 | \$791 | \$780 | \$780 | \$631 | (\$149) |
| Unsalaries | 111 | 125 | 46 | 46 | 46 | 0 |
| Additional Gross Pay | 52 | 42 | 17 | 17 | 17 | 0 |
| Subtotal | \$1,193 | \$958 | \$843 | \$843 | \$694 | (\$149) |
| Other Than Personal Services | | | | | | |
| Supplies and Materials | \$38 | \$8 | \$45 | \$3 | \$45 | \$0 |
| Property and Equipment | 13 | 3 | 2 | 5 | 2 | 0 |
| Other Services and Charges | 600 | 114 | 5 | 25 | 5 | 0 |
| Contractual Services | 817 | 1,433 | 2,078 | 2,295 | 545 | (1,533) |
| Fixed & Miscellaneous Charge | 2 | 0 | 4 | 4 | 4 | 0 |
| Subtotal | \$1,470 | \$1,558 | \$2,134 | \$2,332 | \$601 | (\$1,533) |
| TOTAL | \$2,663 | \$2,516 | \$2,977 | \$3,177 | \$1,295 | (\$1,682) |
| Funding | | | | | | |
| City Funds | | | \$2,977 | \$3,177 | \$1,295 | (\$1,682) |
| TOTAL | \$2,663 | \$2,516 | \$2,977 | \$3,177 | \$1,295 | (\$1,682) |
| Positions | | | | | | |
| Positions | | | 19 | 19 | 17 | (2) |
| TOTAL | | | 19 | 19 | 17 | (2) |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.*

The City’s Minority and Women-Owned Business Enterprise (MWBE) fosters the growth of the City’s minority and women-owned businesses. The program certifies and recertifies businesses as MWBEs and provides procurement and technical assistance to better prepare MWBEs to win City contracts.

The decrease of \$1.7 million from the Fiscal 2014 Adopted Budget to the Fiscal 2015 Preliminary Budget mainly reflects the non-baselined City Council funding that is expected to be restored for the Division of Economic and Financial Opportunity (DEFO) Mentoring and Capacity Building Programs. Reductions in personal services are due to decrease in positions.

Performance Measures

| | Actual | | | Target | | 4-Month Actual | |
|---|--------|-------|-------|--------|-------|----------------|-------|
| | FY11 | FY12 | FY13 | FY14 | FY15 | FY13 | FY14 |
| Minority and Women-owned Business Enterprises certified | 3,244 | 3,526 | 3,700 | 3,811 | 3,963 | 3,586 | 3,666 |
| Minority and Women-owned Business Enterprises awarded City contracts | 529 | 633 | 651 | 671 | 691 | N/A | N/A |
| M/WBEs awarded contracts after receiving direct assistance | 378 | 439 | 447 | 460 | 474 | N/A | N/A |
| Annual M/WBE recertification rate | 49.4% | 62.5% | 59.2% | 60.0% | 62.5% | N/A | N/A |
| Newly certified businesses in M/WBE Program | 549 | 1,022 | 1,061 | * | * | 351 | 307 |
| City contracts awarded to Minority and Women-owned Business Enterprises | 6,564 | 8,496 | 7,926 | 8,085 | 8,328 | 2,523 | 2,818 |
| Contracts awarded to M/WBEs after receiving direct assistance | 4,856 | 5,391 | 5,297 | 5,403 | 5,565 | 1,561 | 2,097 |

SBS has certified 307 new Minority and Women-Owned Business Enterprises during the first four months of Fiscal 2014, compared to 351 over the same period last year. This is a 12.5% decrease. The total number of certified M/WBEs reached was 3,666, which is an increase of 2.2% from the same period last year.

Mayor’s Office of Industrial and Manufacturing Businesses and of Film, Theatre and Broadcasting

Mayor’s Office of Industrial and Manufacturing Businesses

| <i>Dollars in Thousands</i> | 2012 Actual | 2013 Actual | 2014 Adopted | 2014 Prelim. Plan | 2015 Prelim. Plan | *Difference 2014 - 2015 |
|-------------------------------------|----------------|----------------|-----------------|----------------------|----------------------|----------------------------|
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Additional Gross Pay | 0 | 0 | 0 | 0 | 0 | 0 |
| Subtotal | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Other Than Personal Services | | | | | | |
| Other Services and Charges | 0 | 0 | 0 | 7 | 0 | 0 |
| Contractual Services | 1,242 | 1,091 | 1,156 | 1,150 | 0 | (1,156) |
| Subtotal | \$1,242 | \$1,091 | \$1,156 | \$1,157 | \$0 | (\$1,156) |
| TOTAL | \$1,242 | \$1,091 | \$1,156 | \$1,156 | \$0 | (\$1,156) |
| Funding | | | | | | |
| City Funds | | | \$1,156 | \$1,156 | \$0 | (\$1,156) |
| TOTAL | \$1,242 | \$1,091 | \$1,156 | \$1,156 | \$0 | (\$1,156) |
| Positions | | | | | | |
| TOTAL | | | 0 | 0 | 0 | 0 |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.*

Mayor’s Office of Film, Theatre and Broadcasting

| <i>Dollars in Thousands</i> | 2012 Actual | 2013 Actual | 2014 Adopted | 2014 Prelim. Plan | 2015 Prelim. Plan | *Difference 2014 - 2015 |
|-------------------------------------|----------------|----------------|-----------------|----------------------|----------------------|----------------------------|
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$0 | \$0 | \$0 | \$66 | \$0 | \$0 |
| Additional Gross Pay | 0 | 0 | 0 | 1 | 0 | 0 |
| Subtotal | \$0 | \$0 | \$0 | \$67 | \$0 | \$0 |
| Other Than Personal Services | | | | | | |
| Contractual Services | \$0 | \$500 | \$0 | \$500 | \$0 | \$0 |
| Subtotal | \$0 | \$500 | \$0 | \$500 | \$0 | \$0 |
| TOTAL | \$0 | \$500 | \$0 | \$566 | \$0 | \$0 |
| Funding | | | | | | |
| City Funds | | | \$0 | \$0 | \$0 | \$0 |
| Intra City | | | 0 | 0 | 0 | 0 |
| Other Services/Fees | | | 0 | 566 | 0 | 0 |
| TOTAL | \$0 | \$500 | \$0 | \$566 | \$0 | \$0 |
| Positions | | | | | | |
| TOTAL | | | 0 | 0 | 0 | 0 |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.*

The Mayor's Office of Industrial and Manufacturing Businesses (IMB) coordinates the City's industrial policy to retain and promote industrial manufacturing firms and oversees the New York State Empire Zones within the City. The IMB currently manages the City's 12 Empire Zones and 16 Industrial Business Zones.

The decrease of \$1.2 million in the Fiscal 2015 Preliminary Budget from the Fiscal 2014 Adopted Budget is the result of the Industrial Business Zone contract savings.

Neighborhood Development

| | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|------------------|
| <i>Dollars in Thousands</i> | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$818 | \$800 | \$833 | \$799 | \$833 | \$0 |
| Unsalaries | 90 | 27 | 0 | 59 | 0 | 0 |
| Additional Gross Pay | 37 | 20 | 4 | 4 | 4 | 0 |
| Subtotal | \$945 | \$847 | \$837 | \$862 | \$837 | \$0 |
| Other Than Personal Services | | | | | | |
| Supplies and Materials | \$4 | \$3 | \$0 | \$2 | \$0 | \$0 |
| Property and Equipment | 0 | 3 | 0 | 2 | 0 | 0 |
| Other Services and Charges | 1 | 14 | 0 | 10 | 0 | 0 |
| Contractual Services | 2,908 | 3,708 | 5,111 | 6,499 | 1,662 | (3,449) |
| Fixed & Miscellaneous Charge | 0 | 0 | 0 | 0 | 0 | 0 |
| Subtotal | \$2,913 | \$3,728 | \$5,111 | \$6,513 | \$1,662 | (\$3,449) |
| TOTAL | \$3,858 | \$4,575 | \$5,948 | \$7,376 | \$2,499 | (\$3,449) |
| Funding | | | | | | |
| City Funds | | | \$3,945 | \$1,999 | \$496 | (\$3,449) |
| <i>Federal-CD:</i> | | | | | | 0 |
| Community Development Block Grants | | | 2,003 | 2,250 | 0 | (2,003) |
| <i>Federal-Other:</i> | | | | | 2,003 | 2,003 |
| Community Development Block Grants | | | 0 | 3,127 | 0 | 0 |
| TOTAL | \$3,858 | \$4,575 | \$5,948 | \$7,376 | \$2,499 | (\$3,449) |
| Positions | | | | | | |
| TOTAL | | | 10 | 10 | 10 | 0 |

**The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.*

The Neighborhood Development program works to develop the City’s business districts by encouraging the creation of Business Improvement Districts (BIDs) and other neighborhood organizations. The program also works to improve the physical conditions of neighborhoods.

The decrease of \$3.4 million from the Fiscal 2014 Adopted Budget to the Fiscal 2015 Preliminary Budget is attributed to reduction in contractual services. The Roosevelt Avenue Cleanup was a one year program. The initiative was part of a neighborhood revitalization plan in association with the Business Improvement District’s (BID) expansion efforts and provided supplemental sanitation services to Roosevelt Avenue from 82nd Street to 114th Street in Queens.

Workforce Development: One Stop Centers, Program Management, Training, and Workforce Investment Board (WIB) and Other

Workforce Development: One Stop Centers

| | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| <i>Dollars in Thousands</i> | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$176 | \$89 | \$41 | \$161 | \$0 | (\$41) |
| Unsalariated | 0 | 0 | 0 | 37 | 0 | 0 |
| Additional Gross Pay | 3 | 0 | 0 | 0 | 0 | 0 |
| Subtotal | \$179 | \$89 | \$41 | \$198 | \$0 | (\$41) |
| Other Than Personal Services | | | | | | |
| Supplies and Materials | \$17 | \$2 | \$0 | \$12 | \$0 | \$0 |
| Property and Equipment | 22 | 21 | 0 | 123 | 0 | 0 |
| Other Services and Charges | 180 | 69 | 0 | 4 | 0 | 0 |
| Contractual Services | 26,065 | 24,956 | 22,160 | 22,017 | 19,954 | (2,206) |
| Subtotal | \$26,284 | \$25,048 | \$22,160 | \$22,156 | \$19,954 | (\$2,206) |
| TOTAL | \$26,463 | \$25,137 | \$22,201 | \$22,354 | \$19,954 | (\$2,247) |
| Funding | | | | | | |
| City Funds | | | \$6,607 | \$6,759 | \$4,359 | (\$2,248) |
| <i>Federal Other:</i> | | | | | | 0 |
| W.I.A. Dislocated Workers | | | 5,219 | 5,219 | 5,219 | 0 |
| Workforce Investment Act- Adult | | | 10,376 | 10,376 | 10,376 | 0 |
| TOTAL | \$26,463 | \$25,137 | \$22,201 | \$22,354 | \$19,954 | (\$2,247) |
| Positions | | | | | | |
| TOTAL | | | 3 | 3 | 0 | (3) |

*The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.

Workforce Development: Program Management

| | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|--|-----------------|-----------------|----------------|-----------------|----------------|---------------|
| <i>Dollars in Thousands</i> | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$2,451 | \$2,267 | \$2,495 | \$2,372 | \$2,448 | (\$47) |
| Other Salaried | 0 | 0 | 0 | 0 | 0 | 0 |
| Unsalaries | 483 | 660 | 716 | 716 | 716 | 0 |
| Additional Gross Pay | 76 | 149 | 30 | 30 | 30 | 0 |
| Subtotal | \$3,010 | \$3,076 | \$3,241 | \$3,118 | \$3,194 | (\$47) |
| Other Than Personal Services | | | | | | |
| Supplies and Materials | \$61 | \$46 | \$40 | \$40 | \$40 | \$0 |
| Property and Equipment | 2 | 9 | 5 | 8 | 5 | 0 |
| Other Services and Charges | 3,493 | 2,990 | 297 | 465 | 297 | 0 |
| Contractual Services | 4,238 | 5,904 | 3,765 | 9,777 | 3,765 | 0 |
| Fixed & Miscellaneous Charge | 0 | 0 | 0 | 0 | 0 | 0 |
| Subtotal | \$7,794 | \$8,949 | \$4,107 | \$10,290 | \$4,107 | \$0 |
| TOTAL | \$10,804 | \$12,025 | \$7,348 | \$13,408 | \$7,302 | (\$46) |
| Funding | | | | | | |
| City Funds | | | \$334 | \$6,394 | \$288 | (\$46) |
| Federal-Other | | | | | | 0 |
| W.I.A. Dislocated Workers | | | 2,512 | 2,512 | 2,512 | 0 |
| Workforce Investment Act-Adult | | | 4,367 | 4,367 | 4,367 | 0 |
| Workforce Investment Act Central Adminis | | | 135 | 135 | 135 | 0 |
| TOTAL | \$10,804 | \$12,025 | \$7,348 | \$13,408 | \$7,302 | (\$46) |
| Positions | | | | | | |
| TOTAL | | | 44 | 44 | 44 | 0 |

*The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.

Workforce Development: Training

| | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|-------------------------------------|-----------------|----------------|----------------|----------------|----------------|------------------|
| <i>Dollars in Thousands</i> | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$362 | \$476 | \$476 | \$459 | \$81 | (\$395) |
| Unsalariated | 0 | 85 | 58 | 41 | 58 | 0 |
| Additional Gross Pay | 8 | 15 | 3 | 3 | 3 | 0 |
| Subtotal | \$370 | \$576 | \$537 | \$503 | \$142 | (\$395) |
| Other Than Personal Services | | | | | | |
| Supplies and Materials | \$1 | \$1 | \$0 | \$0 | \$0 | \$0 |
| Other Services and Charges | 1,439 | 114 | 0 | 0 | 0 | 0 |
| Contractual Services | 8,338 | 8,069 | 8,500 | 9,053 | 5,346 | (3,154) |
| Subtotal | \$9,778 | \$8,184 | \$8,500 | \$9,053 | \$5,346 | (\$3,154) |
| TOTAL | \$10,148 | \$8,760 | \$9,037 | \$9,556 | \$5,488 | (\$3,549) |
| Funding | | | | | | |
| City Funds | | | \$3,619 | \$4,138 | \$70 | (\$3,549) |
| <i>Federal Other:</i> | | | | | | |
| W.I.A. Dislocated Workers | | | 1,668 | 1,668 | 1,668 | 0 |
| Workforce Investment Act-Adult | | | 3,750 | 3,750 | 3,750 | 0 |
| TOTAL | \$10,148 | \$8,760 | \$9,037 | \$9,556 | \$5,488 | (\$3,549) |
| Positions | | | | | | |
| TOTAL | | | 6 | 6 | 0 | (6) |

*The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.

Workforce Development: WIB and Other

| <i>Dollars in Thousands</i> | 2012 Actual | 2013 Actual | 2014 Adopted | 2014 Prelim. Plan | 2015 Prelim. Plan | *Difference 2014 - 2015 |
|--|----------------|-----------------|-----------------|----------------------|----------------------|----------------------------|
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$189 | \$653 | \$330 | \$330 | \$330 | \$0 |
| Unsalaries | 61 | 417 | 61 | 881 | 61 | 0 |
| Additional Gross Pay | 13 | 18 | 1 | 1 | 1 | 0 |
| Subtotal | \$263 | \$1,088 | \$392 | \$1,212 | \$392 | \$0 |
| Other Than Personal Services | | | | | | |
| Supplies and Materials | \$0 | \$3 | \$1 | \$1 | \$1 | \$0 |
| Property and Equipment | 0 | 1 | 0 | 0 | 0 | 0 |
| Other Services and Charges | 26 | 10,514 | 25 | 8,104 | 25 | 0 |
| Contractual Services | 1,048 | 966 | 6,239 | 3,344 | 56 | (6,183) |
| Subtotal | \$1,074 | \$11,484 | \$6,265 | \$11,449 | \$82 | (\$6,183) |
| TOTAL | \$1,337 | \$12,572 | \$6,655 | \$12,661 | \$473 | (\$6,183) |
| Funding | | | | | | |
| City Funds | | | \$6,183 | \$0 | \$0 | (\$6,183) |
| <i>Federal Other:</i> | | | | | | 0 |
| Hurricane Sandy Disaster Relief | | | 0 | 5,174 | 0 | 0 |
| Trade Adjustment Assistance Program | | | 0 | 855 | 0 | 0 |
| W.I.A. Dislocated Workers | | | 233 | 274 | 233 | 0 |
| WIA National Emergency | | | 0 | 6,119 | 0 | 0 |
| Workforce Investment Act-Adult | | | 233 | 233 | 233 | 0 |
| Workforce Investment Act Central Adminis | | | 6 | 6 | 6 | 0 |
| TOTAL | \$1,337 | \$12,572 | \$6,655 | \$12,661 | \$473 | (\$6,183) |
| Positions | | | | | | |
| TOTAL | | | 3 | 3 | 3 | 0 |

*The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.

SBS currently operates the City's 15 Workforce1 Career Centers. The Workforce1 Career Centers provide job placement assistance, career advisement, job search counseling and referrals to skills training. SBS offers a range of training programs for adult jobseekers and dislocated workers, including services obtained through individual training grants. Trainees acquire new skills that both increase their compensation in their current jobs and their employability and earning power over the long term.

The Fiscal 2015 Preliminary Budget for Workforce Development is \$12 million less than the Fiscal 2014 Adopted budget. The \$483,000 decrease in personal services is due to the elimination of 9 positions from Fiscal 2014 Adopted to Fiscal 2015 Preliminary budget. The decrease in the OTPS budget is due to decreasing spending on one stop centers and funds not yet restored for customized training and transitional jobs. There is also a \$6 million decrease in OTPS that is due to council funds not yet restored in FY15 for Workforce Investment Board (WIB).

Performance Measures

| | Actual | | | Target | | 4-Month Actual | |
|---|---------|---------|---------|--------|--------|----------------|---------|
| | FY11 | FY12 | FY13 | FY14 | FY15 | FY13 | FY14 |
| Workforce1 system wide job placements | 32,854 | 30,900 | 28,166 | 30,000 | 30,000 | 7,035 | 11,911 |
| New jobseekers registered through the Workforce1 Career Center system | 80,083 | 73,518 | 84,515 | * | * | 27,717 | 33,989 |
| Walk-in traffic at Workforce1 Centers | 252,068 | 312,009 | 320,273 | * | * | 78,990 | 142,777 |

Workforce 1 system-wide job placements increased 69.3% from 7,035 in the first four months of Fiscal 2013 to 11,911 for the same period in Fiscal 2014. Additionally, walk-in traffic at Workforce 1 centers increased 80.8%, from 78,990 to 142,777 in the first four months of Fiscal 2013 and Fiscal 2014, respectively.

Economic & Financial Opportunity: Labor Services

| <i>Dollars in Thousands</i> | 2012 | 2013 | 2014 | 2014 | 2015 | *Difference |
|----------------------------------|--------------|--------------|--------------|--------------|--------------|-------------|
| | Actual | Actual | Adopted | Prelim. Plan | Prelim. Plan | 2014 - 2015 |
| Spending | | | | | | |
| Personal Services | | | | | | |
| Full-Time Salaried | \$626 | \$635 | \$762 | \$762 | \$762 | \$0 |
| Other Salaried and Unsalaries | 10 | 0 | 0 | 0 | 0 | 0 |
| Additional Gross Pay | 31 | 32 | 18 | 18 | 18 | 0 |
| TOTAL | \$667 | \$667 | \$780 | \$780 | \$780 | \$0 |
| Funding | | | | | | |
| City Funds | | | \$582 | \$582 | \$582 | \$0 |
| <i>Federal-Other:</i> | | | | | | |
| Procurement Technical Assistance | | | 198 | 198 | 198 | 0 |
| TOTAL | \$667 | \$667 | \$780 | \$780 | \$780 | \$0 |
| Positions | | | | | | |
| TOTAL | | | 10 | 10 | 10 | 0 |

*The difference of Fiscal 2014 Adopted compared to Fiscal 2015 Preliminary Plan Funding.

Appendix A Budget Actions Chart

| <i>Dollars in Thousands</i> | FY 2014 | | | FY 2015 | | |
|---|-----------------|-----------------|------------------|-----------------|-----------------|-----------------|
| | City | Non-City | Total | City | Non-City | Total |
| Agency Budget as of Fiscal 2014 Adopted Plan | \$71,295 | \$42,068 | \$113,363 | \$40,827 | \$42,068 | \$82,895 |
| New Needs | | | | | | |
| MOER Brownfield Incentive Program | \$0 | \$0 | \$0 | \$1,750 | \$0 | \$1,750 |
| SBS Dockmaster Unit | 10 | 0 | 10 | 0 | 0 | 0 |
| Willetts Point Business Relocation Assistance | 3,770 | 0 | 3,770 | 0 | 0 | 0 |
| NBAT and Business Express | | | | 1,475 | | 1,475 |
| SBS Veteran Procurement Study | 200 | | \$200 | | | |
| SBS Waterfront Unit | | | | | 10 | 10 |
| TOTAL, New Needs | \$3,980 | \$0 | \$3,980 | \$3,225 | \$10 | \$3,235 |
| Other Adjustments | | | | | | |
| CD Rollover | \$0 | 222 | 222 | \$0 | \$0 | 0 |
| CDBG-DR Increase for Loan App | 0 | 10,000 | 10,000 | 0 | 0 | 0 |
| CDBG-BLGP & Admin | 0 | 1,335 | 1,335 | 0 | 0 | 0 |
| CITIServ- SBS Transfer | (26) | 0 | (26) | (26) | 0 | (26) |
| Clean Heat Initiative | 5,132 | | 5,132 | | | |
| CPSD-MTA Relocation from 530 Zerega Avenue, Bronx | 55 | | | | | |
| East River Ferry | | | | 2,000 | | 2,000 |
| EDC CDBG-DR Sandy Roll to FY14 | | 283,959 | 283,959 | | | |
| FY14 HRO Architectural Scoping | | 21,072 | 21,072 | | | |
| FY14 HRO Preconstruction | | 10,649 | 10,649 | | | |
| FY14 IC to SBS | | 770 | 770 | | | |
| FY14 NEG Rollover | | 5,721 | 5,721 | | | |
| FY14 PS Rapid Response | | 41 | 41 | | | |
| FY14 Vendor Markets Rollover | 0 | 11 | 11 | 0 | 0 | 0 |
| FY15 HRO Architectural Scoping | 0 | 0 | 0 | 0 | 7,024 | 7,024 |
| FY15 HRO Preconstruction | 0 | 0 | 0 | 0 | 3,550 | 3,550 |
| HHS Accelerator Technical Adjustment | (4) | 0 | (4) | (8) | 0 | (8) |
| Member Item Reallocation | 210 | 0 | 210 | 0 | 0 | 0 |
| OER SPEED Maintenance to DoITT | (57) | 0 | (57) | 0 | 0 | 0 |
| Small Firm Assistance Rollover | 0 | 1,837 | 1,837 | 0 | 0 | 0 |
| TAA Budget Increase | 0 | 342 | 342 | 0 | 0 | 0 |
| Workforce Development Programs | 0 | 566 | 566 | 0 | 0 | 0 |
| Acquisition Costs for Development | | 8,600 | 8,600 | | | |
| BCG Contract Amend 1 and 2 | | 6,107 | 6,107 | | | |
| BNY Mod for FEMA Reimbursement | | 2,667 | 2,667 | | | |
| BRIP Consultant-PMO Design | | 626 | 626 | | | |

| <i>Dollars in Thousands</i> | FY 2014 | | | FY 2015 | | |
|---|----------------|------------------|------------------|----------------|-----------------|-----------------|
| | City | Non-City | Total | City | Non-City | Total |
| CDBG OTPS | | 70 | 70 | | | |
| CDBG PS Admin | | 102 | 102 | | | |
| CEDAR street payment-NYPD | | 86 | 86 | | | |
| CMS Development Employee | | 7 | 7 | | | |
| Construct Inspect Services 2 | | 9,376 | 9,376 | | | |
| Construction Inspect Service 1 | | 11,300 | 11,300 | | | |
| FY14 BNYDC Sandy Fema | | 2,661 | 2,661 | | | |
| FY14 HRO Critical Path Matters | | 5,000 | 5,000 | | | |
| FY14 NEGDHS | | 4 | 4 | | | |
| FY14 NEG PY12-22 | | 5,567 | 5,567 | | | |
| Pavement Management System | | 385 | 385 | | | |
| RISE Competition Administrator | | 298 | 298 | | | |
| TAA Budget Increase | | 513 | 513 | | | |
| Take the Helm | | 1,290 | 1,290 | | | |
| WTC PAC LMDC Grant | | 1,050 | 1,050 | | | |
| TOTAL, Other Adjustments | \$5,310 | \$392,232 | \$397,487 | \$1,966 | \$10,574 | \$12,539 |
| TOTAL, All Changes | \$9,290 | \$392,232 | \$401,467 | \$5,190 | \$10,584 | \$15,774 |
| Agency Budget as of Fiscal 2015 Preliminary Plan | 80,585 | \$434,300 | \$514,885 | 46,017 | \$52,652 | \$98,669 |

**Continuation from previous page*

Appendix B

Contract Budget

The New York City Charter mandates the preparation of a Contract Budget to identify expenditures for contractual services, which are defined as any technical, consultant or personal service provided to the City by means of a contract. The Contract Budget is a subset of the Other Than Personal Services (OTPS) portion of the City's Expense Budget. The Administration prepares a Contract Budget twice each fiscal year. In January, it is prepared with the Departmental Estimates, and in late April it is submitted to the Council with the Executive Budget.

| Category | Number | Budgeted | Pct. of DEP Total |
|--|-----------|---------------------|----------------------|
| Contractual Services General | 35 | \$23,465,825 | 36.9% |
| Telecommunications Maintenance | 2 | 10,000 | 0.0% |
| Maintenance & Repair, General | 1 | 1,200 | 0.0% |
| Office Equipment Maintenance | 1 | 139,075 | 0.2% |
| Data Processing Equipment | 1 | 15,000 | 0.0% |
| Printing Contracts | 2 | 35,500 | 0.1% |
| Temporary services | 2 | 65,500 | 0.1% |
| Cleaning Services | 1 | 111 | 0.0% |
| Economic Development | 4 | 15,455,189 | 24.0% |
| Training Programs for City Employees | 5 | 72,500 | 0.1% |
| Payments to Delegate Agencies | 10 | 21,760,056 | 34.3% |
| Professional Services: Other | 2 | 1,946,141 | 3.1% |
| Professional Services: Computer Services | 2 | 510,000 | 0.8% |
| Professional Services: Direct Education Services | 1 | 53,200 | 0.1% |
| Fiscal 2015 Preliminary Budget | 69 | \$63,529,297 | 100.0% |

Appendix C

Fiscal 2014 PMMR Performance Measures

| | Actual | | | Target | | 4-Month Actual | |
|---|---------|---------|---------|--------|--------|----------------|---------|
| | FY11 | FY12 | FY13 | FY14 | FY15 | FY13 | FY14 |
| Unique businesses served by NYC Business Solutions | 10,247 | 8,696 | 11,340 | * | * | 3,674 | 3,492 |
| «Financing awards to businesses facilitated by NYC Business Solutions | 710 | 683 | 1,200 | 690 | 700 | 163 | 143 |
| «Unique businesses receiving financing awards facilitated by NYC Business Solutions | 627 | 588 | 1,053 | 590 | 600 | N/A | N/A |
| Value of financing awards facilitated by NYC Business Solutions (\$000) | 39,840 | 71,484 | 54,101 | * | * | 13,371 | 8,856 |
| «Businesses awarded NYC Business Solutions training funds | 16 | 26 | 27 | 26 | 26 | 6 | 4 |
| Projected number of individuals receiving wage gains or new employment as a result of Training Funds awards | 270 | 510 | 590 | * | * | 148 | 101 |
| «Recruit-to-hire ratio for job placements made through accounts managed by NYC Business Solutions Hiring | 3:1 | 3:1 | 3:1 | 3:1 | 3:1 | 3:1 | 3:1 |
| Value of Energy Cost Savings Program savings for businesses (\$000) | 433 | 597 | 760 | * | * | 96 | N/A |
| Jobs created or retained by Energy Cost Savings Program | 1,083 | 2,521 | 4,122 | * | * | 632 | N/A |
| Value of Lower Manhattan Energy Program savings for active commercial tenants (cumulative) (\$000) | 24,915 | 25,032 | 17,418 | * | * | 10,543 | 8,053 |
| Commercial tenants active in Lower Manhattan Energy Program | 1,403 | 1,403 | 1,095 | * | * | 1,403 | 1,095 |
| Workforce1 system wide job placements | 32,854 | 30,900 | 28,166 | 30,000 | 30,000 | 7,035 | 11,911 |
| New jobseekers registered through the Workforce1 Career Center system | 80,083 | 73,518 | 84,515 | * | * | 27,717 | 33,989 |
| Walk-in traffic at Workforce1 Centers | 252,068 | 312,009 | 320,273 | * | * | 78,990 | 142,777 |
| City blocks receiving supplemental sanitation services through BIDs | 1,262 | 1,468 | 1,468 | 1,480 | 1,480 | 1,468 | 1,480 |
| Average acceptably clean BID sidewalk ratings (%) | 99.0% | 99.0% | 98.5% | 99.0% | 99.0% | 98.1% | 97.3% |
| Value of AvenueNYC local development corporations funding (\$000,000) | 1.80 | 1.74 | \$1.50 | * | * | N/A | N/A |
| Customer Experience: E-mails responded to in 14 days (%) | 100% | 100% | 100% | * | * | 100% | 100% |
| Customer Experience: Letters responded to in 14 days (%) | 100% | 100% | 100% | * | * | 100% | 100% |

| | FY11 | Actual | | Target | | 4-Month Actual | |
|---|-------|--------|-------|--------|-------|----------------|-------|
| | | FY12 | FY13 | FY14 | FY15 | FY13 | FY14 |
| Newly certified businesses in Locally-Based Enterprise Program | 15 | 26 | 24 | * | * | 12 | 4 |
| Minority and Women-owned Business Enterprises certified | 3,244 | 3,526 | 3,700 | 3,811 | 3,963 | 3,586 | 3,666 |
| Minority and Women-owned Business Enterprises awarded City contracts | 529 | 633 | 651 | 671 | 691 | N/A | N/A |
| M/WBEs awarded contracts after receiving direct assistance | 378 | 439 | 447 | 460 | 474 | N/A | N/A |
| Annual M/WBE recertification rate | 49.4% | 62.5% | 59.2% | 60.0% | 62.5% | N/A | N/A |
| Newly certified businesses in M/WBE Program | 549 | 1,022 | 1,061 | * | * | 351 | 307 |
| City contracts awarded to Minority and Women-owned Business Enterprises | 6,564 | 8,496 | 7,926 | 8,085 | 8,328 | 2,523 | 2,818 |
| Contracts awarded to M/WBEs after receiving direct assistance | 4,856 | 5,391 | 5,297 | 5,403 | 5,565 | 1,561 | 2,097 |

*Continuation from previous page

Appendix D

Reconciliation of Program Areas to Units of Appropriation

| <i>Dollars in Thousands</i> | Personal Services | | | Other Than Personal Services | | | | Grand Total |
|--|-------------------|-----------------|----------------|------------------------------|-----------------|----------------|-----------------|-----------------|
| | 001 | 002 | 004 | 005 | 006 | 010 | 011 | |
| Agency Administration and Operations | \$7,159 | \$6,305 | | | | | | \$13,464 |
| Business Development | 3,833 | 458 | | | | | 3,513 | 7,804 |
| Contract Svcs: Economic Development Corp | | | | | 15,461 | | | 15,461 |
| Contract Svcs: NYC&Co / Tourism Support | | 12,262 | | | | | | 12,262 |
| Contract Svcs: Other | | 11,886 | | | | | | 11,886 |
| Economic & Financial Opportunity: M/WBE | | | 695 | 600 | | | | 1,295 |
| Economic & Financial Oppty: Labor Services | | | 780 | | | | | 780 |
| MO Film, Theatre and Broadcasting | | | | | | 0 | 0 | 0 |
| MO Industrial & Manufacturing Businesses | | 0 | | | | | | 0 |
| Neighborhood Development | 838 | 1,662 | | | | | | 2,500 |
| Workforce Development: One Stop Centers | | | | | | 0 | 19,954 | 19,954 |
| Workforce Development: Program Management | | | | | | 3,195 | 4,107 | 7,302 |
| Workforce Development: Training | | 0 | | | 943 | 142 | 4,403 | 5,488 |
| Workforce Development: WIB and Other | | | | | | 391 | 82 | 473 |
| Grand Total | \$11,830 | \$32,573 | \$1,475 | \$600 | \$16,404 | \$3,728 | \$32,059 | \$98,669 |