

# FY 2021 Borough Budget Consultations

## Manhattan - Small Business Services

Meeting Date 9/7/2018

### AGENDA ITEM 1 : General Agency Funding Discussion:

The purpose of holding the Borough Budget Consultations is to provide Community Boards with important information to assist in drafting their statement of District Needs and Budget Priorities for the upcoming fiscal year. As you know, Community Board Members are volunteers who may not be familiar with the budget process and how agencies' programs are funded. At the same time, Community Board members are very knowledgeable about local service needs.

This year's Manhattan agendas have three sections:

I. Agencies begin the consultation with a presentation of their goals, funding decision process, and highlights of their funding needs.

II. Then, the agenda continues with Community Boards asking about specific program funding.

III. Lastly, the agendas include Boards' requests on district-specific budget questions. We request that the agency respond in writing, but have any further discussions on these items with the Community Boards outside of the consultation.

For the first section, please present on the four topics below for 10-15 minutes at the beginning of our Consultation. Also, please provide written responses or even a PowerPoint presentation that we can use to fully and accurately educate our Board Members.

1. What are your priorities and operational goals for FY20 and projected priorities and operational goals for FY21?
2. What are the current proposed FY20 and FY21 service and operational goals and proposed funding?
3. Which programs is the agency adding, dropping, or changing for FY20 and projected for FY21?
4. What are your benchmarks for new and existing programs and what are your benchmarks/key performance indicators for measuring success?

### AGENCY RESPONSE:

- SBS' FY20 Executive Budget is \$189 million. Of that, 38% or \$72 million is pass-through funding for NYCEDC, NYC & Co., Governors Island, and the Brooklyn Navy Yard.
- The remaining \$116.9 million, or 62% of the FY20 Executive Budget, is allocated for SBS's programs, which support our mission of unlocking economic potential and creating economic security for all New Yorkers. We work towards this goal by connecting New Yorkers to career-track jobs, building strong businesses, and fostering vibrant neighborhoods across the five boroughs.

SBS's services and goals include:

- o Help businesses start, operate, and expand in New York City
- o Match businesses in need of workers with qualified applicants and connect New Yorkers with workforce opportunities
- o Provide financial support and technical assistance for New York City's commercial districts throughout the five boroughs
- o Help minority and women-owned businesses identify and compete for City contracts
- The agency is focused on accomplishing these goals with an emphasis on equity of opportunity and reaching underrepresented groups.
- To achieve this aim, we have created targeted programming including the Commercial Lease Assistance Program,

which provides small business owners with free legal assistance on topics that include new leases, lease renewals and back rent negotiations, landlord harassment and other issues such as lack of repairs breach of contract issues.

- We have also recently expanded and updated our business education courses offered through the NYC Business Solutions Centers.
- In April 2019, we released new in-person courses to respond to challenges faced by entrepreneurs in NYC and reflect the latest in best practices for business education. New courses include:
  1. Creating a Business Idea that Works
  2. Business Finances 1: Getting Started
  3. Business Finances 2: Planning for Profitability
  4. Developing a Marketing Strategy
  5. Building Your Own Business Website
  6. Search Engine Optimization (SEO)
  7. Email Marketing
  8. Social Media Marketing
- This spring, we also launched a new set of free online business courses developed by industry experts at the world's best universities. These courses include Operating and Financing Your Business, Mastering Marketing & Sales, and Managing and Leading People.
- These new business education opportunities will further increase access for business owners—in-person at our centers and online at their convenience.
- SBS also continues to support the Mayor's Career Pathways plan by training New Yorkers for good paying jobs and linking jobseekers to employment in fast-growing industries with opportunities for advancement.
- In FY19, SBS developed and launched two new training models with Career Pathway Funding to better meet the needs of employers and jobseekers.
  1. ESL Bridge to NCLEX-RN Preparation for Internationally Trained Nurses – This ESL and test preparation bridge program for foreign trained nurses is designed to help participants improve English language skills so they are able to enroll in the NCLEX-RN preparation program, pass the NCLEX-RN, and become employed as RNs.
  2. Data Analyst Training Accelerator (DATA)- Data Analyst Training Accelerator (DATA) training program is designed to create an accessible pathway for New Yorkers interested in launching careers in marketing and data analytics at target salaries of \$55,000 or more.

- Items with increased funding for FY20 include: Apprentice NYC initiative, CUNY 2x Tech initiative, Tech-in-Residence Cyber Corps initiative. These workforce initiatives create opportunities for New Yorkers to develop skills that will enable them to find employment in growing, competitive sectors like advanced manufacturing and technology.

- SBS's programs and initiatives support our mission to unlock economic potential and create economic security for all New Yorkers by connecting New Yorkers to career-track jobs, building stronger businesses, and fostering vibrant neighborhoods across the five boroughs.

- Like all City agencies, SBS's performance is measured by the Mayor's Management Report (MMR), which Community Board members can access by visiting [nyc.gov/MMR](http://nyc.gov/MMR)

- Our FY18 and FY19 performance indicator goals include:

- o Facilitating or distributing financial awards to 470 unique businesses
- o Increasing the number of businesses opened with assistance from SBS (from 537 in FY18)
- o Placing 25,000 jobseekers through the Workforce1 system
- o Increasing the number of individuals enrolled in training (from 3,756 in FY18)
- o Increasing the number of City M/WBE certified firms to 9,000 in FY19, and we have now certified more than 9,000 M/WBEs
- o Increase the number of M/WBEs awarded contracts after receiving procurement or capacity building assistance (from 976 in FY18)

- Beyond the performance indicators listed in the MMR, SBS is framing our success on increasing equity of opportunity and reaching underrepresented groups throughout the five boroughs.

- To achieve these aims, SBS continues to prioritize our outreach efforts, such as Chamber On-the-Go and the new Mobile Outreach Unit, and targeted programming, such as the Commercial Lease Assistance Program, WE NYC, workforce training for growing industries, and services for M/WBEs.

## **MEETING NOTES:**

### **COMMENTS:**

#1) Sarah Evers (Senior Policy Advisor, SBS): Been focusing on equity to see where there are gaps and barriers for businesses to access city services, revamping education courses for businesses.

Janet Peguero (Senior Rezoning Manager, SBS): Commercial Lease Program was launched in 2017 and is still ongoing. Takes time for residents and businesses to learn about the program.

#2) SBS: DCP put together report regarding mom and pop stores data. SBS is excited to have access to more data. Launched two rounds of the Love Your Local grant program to help small businesses. Rent was a huge factor for these small businesses.

#3) SBS: Basic awareness and education about safeguarding vital documents is important. SBS has a system of communication with OEM regarding emergencies, disasters, fires, etc, but having this awareness and education in place for small businesses is critical. SBS gets federal grants to help small businesses get up and running again as well as recovery.

#4) SBS: Want to highlight training programs and career centers, especially bilingual technical programs to help immigrants with these technical terms to get certain licenses and increase economic opportunities. SBS is expanding business education courses.

#5, #6, #7) SBS: Contractors working on construction projects have to abide by rules and regulations and have minimal impacts on small businesses in that work zone. SBS is willing to do outreach to educate contractors and small businesses of general parameters that are supposed to be followed and on SBS programs and services available.

Susan Stetzer (DM, CB3): City has given a lot of power and discretion to contractors working on projects, especially on construction projects, but they don't tend to follow city rules and regulations.

Bob Gormley (DM, CB2): I get lots of complaints from small businesses negatively impacted by street/food festivals such as the Feast of San Gennaro, food festivals in Astor Place. SBS: Thinks activation of spaces is good. Perhaps some small businesses could utilize SBS financial services and programs.

SBS: Explained Chamber On-the-Go initiative as a street service to help small businesses avoid fines and penalties.

SBS: Working with business solutions centers and Emergency Response Unit to help small businesses in the event of a disaster.

#8) SBS: Always want to hear from community boards about outreach of SBS services and programs.

### **NOTES:**

SBS: Will look at data and patterns regarding storefront vacancies and work with community boards to see how to address issue.

SBS: Workforce centers work with employers, but will get back to community boards regarding filling school crossing guard job vacancies and current status.

## **AGENDA ITEM 2 : Funding for Mom and Pop Stores**

1. What programs does SBS have in its current FY20 budget to support small businesses in high rent environments?
2. Does SBS have other programs in FY20 that help small businesses alter business plans to adapt to a changing business environment?
3. What are the projected budgets for these programs in FY21?

## **AGENCY RESPONSE:**

- SBS' FY20 Executive Budget is \$189 million. Of that, 38% or \$72 million is pass-through funding for NYCEDC, NYC & Co., Governors Island, and the Brooklyn Navy Yard.
- The remaining \$116.9 million, or 62% of the FY20 Executive Budget, is allocated for SBS's programs, which support our mission of unlocking economic potential and creating economic security for all New Yorkers. We work towards this goal by connecting New Yorkers to career-track jobs, building strong businesses, and fostering vibrant neighborhoods across the five boroughs.
- We know that many business owners face challenges dealing with rising commercial rent costs in NYC.
- SBS's Commercial Lease Assistance, or CLA, Program supports businesses facing these challenges. The CLA Program provides small business owners with free legal assistance on topics including new leases, lease renewals and back rent negotiations, landlord harassment, breach of contract, and other issues.
- Beyond supporting businesses with legal assistance, SBS provides a range of free services to help businesses operate and grow efficiently. SBS provides free business planning courses, legal assistance, financing assistance, connections to relevant incentives, help with navigating government, recruitment and workforce training services, information on selling to government, and Minority and Women-owned Business Enterprise (M/WBE) certification.
- In June 2018, SBS launched "Love Your Local" to support longstanding neighborhood businesses struggling with changing market conditions. Shared businesses can appear on an interactive map on the SBS website for other New Yorkers to discover.
  - o These businesses were able to apply for technical assistance from a business consultant and a share of \$3.5 million in grant funding over two rounds of awards.
  - o LYL will help the City identify the specific pain points that businesses are experiencing and will test interventions to help them remain competitive in NYC and within their neighborhood.
  - o While applications have now closed, we are hoping to learn from these in-depth interactions and develop scalable programs to reach businesses city-wide.
  
- In April 2019, we released new in-person courses to respond to challenges faced by entrepreneurs in NYC and reflect the latest in best practices for business education. Examples of business courses that will help business owners prepare and streamline for successful operations include:
  - o "Creating a Business Idea that Works," which provides participants with the tools to analyze customers, industry, and competitors.
  - o "Building an Operational Plan," which helps businesses craft an efficient operation that continuously improves and raises their bottom line
  - o "Business Finances: Planning for Profitability," which guides participants through creating the financial plan that will guide their business to profitability, including research-based methods to project prices and sales and ROI models to compare financial projections against industry averages
- Many of these newly released business courses provide business owners with the tools needed to compete in New York's ever-changing landscape, including: Developing a Marketing Strategy; Building Your Own Business Website; Search Engine Optimization (SEO); Email Marketing; and Social Media Marketing.
- This spring, we also launched a new set of free online business courses developed by industry experts at the world's best universities. These courses include Operating and Financing Your Business, Mastering Marketing & Sales, and Managing and Leading People.
- These new business education opportunities will further increase access for business owners—in-person at our centers and online at their convenience.
  
- FY20 Budget:
  - o Commercial Lease Assistance Budget: \$1.2 million
  - o Online Business Education: \$130,000
  - o Love Your Local Budget: \$1.6 million

## **MEETING NOTES:**

### **COMMENTS:**

**NOTES:**

**AGENDA ITEM 3 : Resiliency Initiatives**

1. Please share benchmark results from the Business Preparedness and Resiliency Program (Business PREP) and any other resiliency related program that is currently active within SBS.
  
2. What is the current status of the Business PREP funding that comes from the Community Development Block Grant-DR (CDBG-DR)? Will there be funding from this source for FY20? From what other sources will funding be available for resiliency programs?
  
3. Is SBS planning on receiving funds from these same sources in FY21? If not, which funding sources will replace them?

**AGENCY RESPONSE:**

- Business PREP (Preparedness & Resiliency Program) offers business continuity workshops and webinars, online preparedness resources, on-site resiliency assessments and post-assessment grants to small businesses impacted by Hurricane Sandy.
- In FY19 citywide, 216 businesses attended workshops and webinars, 245 businesses received assessments, and 125 businesses received grants totaling nearly \$350,000.
  - o 127 Manhattan businesses received assessments in FY19
  - o 52 Manhattan businesses were awarded grants totaling \$152,147
- In FY18 citywide, 209 businesses attended workshops and webinars, 204 businesses received assessments, and 85 businesses have been awarded grants totaling nearly \$250,000.
  - o 70 Manhattan businesses received assessments in FY18
  - o 22 Manhattan businesses were awarded grants totaling \$65,973
  
- Business PREP (Preparedness & Resiliency Program) is a \$7 million program, funded jointly by CDBG-DR allocations from New York City and New York State.
- The program is first-come, first-served within specific geographic boundaries.
- The deadline for applying for the on-site risk assessment was June 30th, 2019. Once a business has applied and received a risk assessment, they still have time after June 30th to apply for the grant, but they must have applied for the assessment on or before June 30th.
- SBS will continue to process applications and distribute grants until the funding has been exhausted.
- While the on-site risk assessments and post-assessment grants for Sandy-impacted businesses will close out this year, Business PREP’s workshops and online resources to develop a resiliency and emergency preparedness plan will remain open to all small businesses.
- SBS’s Business PREP business preparedness workshops are provided online and targeted neighborhoods in coordination with community partners. The workshops provide strategies for preparedness and the start of a business continuity plan. Business owners will learn how to:
  - o Stay in business: Identify key business functions, employees, and documents
  - o Protect investments: Understand how to protect assets and navigate insurance processes
  - o Be ready for action: Create a business continuity plan for a business
  
- As mentioned, the on-site risk assessments and post-assessment grants for Sandy-impacted businesses will close out this year, but Business PREP’s workshops and online resources to develop a resiliency and emergency preparedness plan will remain open to all small businesses.

**MEETING NOTES:**

**COMMENTS:**

## NOTES:

### AGENDA ITEM 4 : Programs for Under-Employed Communities

1. What funding does SBS have in FY20 for programs on job retention, bi-lingual assistance, lease negotiations and job-creation focused in under-employed communities? What funding is projected for FY21?

#### AGENCY RESPONSE:

- SBS' FY20 Executive Budget is \$189 million. Of that, 38% or \$72 million is pass-through funding for NYCEDC, NYC & Co., Governors Island, and the Brooklyn Navy Yard.
- The remaining \$116.9 million, or 62% of the FY20 Executive Budget, is allocated for SBS's programs, which support our mission of unlocking economic potential and creating economic security for all New Yorkers. We work towards this goal by connecting New Yorkers to career-track jobs, building strong businesses, and fostering vibrant neighborhoods across the five boroughs.
- Items with increased funding for FY20 include: Apprentice NYC initiative, CUNY 2x Tech initiative, Tech-in-Residence Cyber Corps initiative. These workforce initiatives create opportunities for New Yorkers to develop skills that will enable them to find employment in growing, competitive sectors like advanced manufacturing and technology.
  
- SBS provides services to help businesses start, operate, and grow through our network of seven NYC Business Solutions Centers.
  - o Services include business planning courses, legal assistance, financing assistance, incentives, help navigating government, recruitment & workforce training services, information on selling to government, and Minority and Women-owned Business Enterprise (M/WBE) certification.
  - o Services are accessible in multiple languages including English, Arabic, Bengali, Haitian Creole, Spanish, Russian, Korean, Chinese, Urdu and French.
  - o Please find information about SBS's step-by-step business planning guide, specifically developed for immigrant entrepreneurs, and information about scheduled courses in languages other than English by visiting [nyc.gov/immigrantbiz](http://nyc.gov/immigrantbiz)
- SBS offers legal support to small businesses through the Commercial Lease Assistance Program (CLA). CLA provides small business owners with free legal assistance on topics that include new leases, lease renewals and back rent negotiations, landlord harassment and other issues such as lack of repairs breach of contract issues. Businesses in need of lease assistance can fill out by inquiry form by visiting [nyc.gov/commlease](http://nyc.gov/commlease)
- This July, Council passed Intro. 1472, which creates a registry of vacant commercial properties within the City. SBS looks forward to learning from this vacancy data to further support small businesses in high rent environments.

#### Employment in Under-Employed Communities:

- SBS approaches workforce through an employer-driven model, which allows us to meet industry demand and ensure quality career opportunities for job seekers.
- Annually, SBS helps more than 25,000 people find jobs through our 18 Workforce1 (WF1) Centers.
- Those who are not directly placed in employment through our WF1 system can still benefit from our other services, including resume development, interview preparation, job search workshops, and connections to occupational training.
- Additionally, SBS works with a network of 300 community partners to address barriers faced by jobseekers including childcare services, computer skills development, adult education classes, professional attire, housing services, and English for Speakers of Other Languages services.
- All of the WF1 Centers have language access resources:
  - o "I Speak" cards to help individuals identify their required language
  - o A language bank of WF1 staff that are proficient/fluent in languages other than English
  - o Access to Language Line, a vendor that provides over the phone interpretation
  - o Our Customer Information Form is currently available (7) languages (soon to be 10)
  - o Outbound referrals to community partners— many of the WF1 Centers work with partners system-wide that can provide ESL and additional translation support.

- This fiscal year SBS’s budget includes increased funding for workforce programs that support SBS’s goal of connecting New Yorkers to good paying jobs in growing industries, such as Apprentice NYC, a new employer-partnership that provides occupational apprenticeships in sectors including tech, healthcare, industrial, and manufacturing and CUNY 2xTech, which aims to double by 2022 the number of CUNY students graduating annually with tech-related bachelor’s degrees.
- Due to the voluntary nature of our relationship with jobseekers and the data they provide, SBS does not have reliable data on job retention. Workforce1 Career Centers offer free services and jobseekers are not required to report back to the government after receiving our services.
- The New York State Department of Labor does collect outcome data on an aggregate level annually, with lags in reporting of up to a year. For more information on this data, please visit:  
<https://www.labor.ny.gov/workforcenypartners/annualreport/nys-wioa-annual-report-2015.pdf>

**MEETING NOTES:**

**COMMENTS:**

**NOTES:**

**AGENDA ITEM 5 : Workforce Development Funding**

1. What funding has been provided in FY20 for Workforce Development: Training and for the Workforce Investment Board (WIB)?
2. Does this reflect an increase or decrease from FY19? What funding is projected in these areas for FY21?
3. What proportion of the budget for these programs come from federal sources? What is the outlook for the same level of funding for these programs from the federal grants for FY20 and FY21?

**AGENCY RESPONSE:**

- SBS’s workforce development services are funded through federal WIOA (Workforce Innovation and Opportunity Act) funds.
- In FY20, SBS received \$36,675,280 in WIOA funding.
- SBS’s WIOA funding was increased by \$2,300,432.18 (6.69%) between FY19 and FY20.
- SBS’s workforce development services are funded through federal WIOA (Workforce Innovation and Opportunity Act) funds.
- In FY19, SBS received \$34,374,874.82 in WIOA funding and \$36,675,280 in FY20.

**MEETING NOTES:**

**COMMENTS:**

**NOTES:**

**AGENDA ITEM 6 : Small Businesses Outside of Business Improvement Districts**

1. What funding is available for programs/services to help small businesses that are not located in Business Improvement Districts and are not manufacturing or restaurants?
  - 1A. Will there be more resources available for merchant associations in FY20 or projected for FY 20?
2. What are the performance indicators for Chamber on the Go, Avenue NYC, and the Neighborhood Challenge? Does

SBS consider these programs successful according to those indicators?

3. How many new merchant associations were formed as a result of these programs in the last fiscal year and how many businesses are represented in that number?

4. What other programs are available in FY20 and will be available in FY21?

## **AGENCY RESPONSE:**

- SBS has a wide range of services that are available to small businesses across the five boroughs, whether they are in a Business Improvement District or not, and regardless of the business type.
- SBS provides services to help businesses start, operate, and grow through our network of seven NYC Business Solutions Centers.
- Services include business education courses, legal assistance, financing assistance, incentives, help navigating government, recruitment & workforce training services, information on selling to government, and Minority and Women-owned Business Enterprise (M/WBE) certification.
- Services are accessible in multiple languages, including English, Arabic, Bengali, Haitian Creole, Spanish, Russian, Korean, Chinese, Urdu and French.
- SBS is committed to ensuring business owners have access to our services, no matter where they are located.
- Our Chamber On-the-Go initiative works with the Chambers of Commerce across the city to do outreach and raise awareness of SBS services.
  - o Since the launch of the program (Dec 2015), Chamber On-the-Go has reached 16,164 businesses.
- In addition, SBS's new Mobile Outreach Unit delivers services to business owners and jobseekers directly in their communities.
- SBS's Compliance Advisors program also reaches businesses at their storefront to provide business owners with guidance on how to avoid common violations and fines from multiple agencies (DOHMH, DEP, DSNY, DCA, FDNY, DOB).
  - Since the start of the program, Compliance Advisors have served more than 6,000 businesses, helping them avoid more than \$66 million in fines.
- SBS provides a variety of competitive grants available to community-development organizations, merchant organizations, and BIDs to conduct commercial revitalization and local economic development projects in their neighborhoods. Visit [nyc.gov/neighborhoods](http://nyc.gov/neighborhoods) for more information.
- SBS's Neighborhood Development team is developing a step-by-step guide to merchant organizing. The guide will cover the benefits of merchant organizing, steps in order to create a merchant organization, and best practices and guidelines for operating a merchant organization. The guide is scheduled to be available early 2020.
- Beyond the performance indicators listed in the MMR, SBS seeks to increase equity of opportunity and reach underrepresented groups throughout the five boroughs through outreach tools and targeted programs.
- One of our outreach tools, Chamber On-the-Go, has reached 16,164 businesses since the launch of the program in December 2015, providing business owners with connections to resources and information about the services of SBS and our partners.
- The goal of SBS's grant opportunities are to fund commercial revitalization initiatives, support neighborhood small businesses, and build the capacity of community-based organizations across the five boroughs.
- Beginning in FY19, competitive Avenue NYC grant awards enable recipients to hire a full-time program manager, conduct an in-depth district needs assessment, and execute commercial revitalization programming and services in their neighborhoods.
- Avenue NYC grants can be used to support merchant organizing, initiatives related to business support and retention, commercial vacancy reduction and retail mix enhancement, and public space activation and management.
- In FY19 there were nine multi-year grantees, two of which were in Manhattan: Community League of the Heights (Washington Heights, Manhattan) and Harlem Park to Park (Harlem, Manhattan). There were also four additional multi-year grantees awarded in FY20; one of which was in Manhattan: The Lower East Side Partnership (East Village, Manhattan).
- Neighborhood Challenge grants aim to strengthen community-based development organizations (CBDOs) by building their capacity and connecting them with technology companies to address commercial district challenges.
- Since 2012, Neighborhood Challenge and its preceding competition, BID Challenge, have invested nearly \$2.2 million in 32 projects across the five boroughs.



- SBS anticipates re-opening the competition again in late 2019.
- While SBS’s grant opportunities, such as Avenue NYC and Neighborhood 360, can be used to support merchant organizing, they may also fund initiatives such as business support and retention, commercial vacancy reduction and retail mix enhancement, and public space activation and management.
- SBSs’ grant opportunities focus on building the capacity of local organizations so that they can continue to build relationships with merchants, understand and meet the needs of their local corridors, and foster leadership to sustain merchant commitment to organizing.
- Forming a successful merchants association requires sustained commitments of time from business owners along a corridor, which is generally a longer-term goal than our grants support.
- In April 2019, we released new in-person courses to respond to challenges faced by entrepreneurs in NYC and reflect the latest in best practices for business education. Examples of business courses that will help business owners prepare and streamline for successful operations include:
  - o “Creating a Business Idea that Works,” which provides participants with the tools to analyze customers, industry, and competitors.
  - o “Building an Operational Plan,” which helps businesses craft an efficient operation that continuously improves and raises their bottom line
  - o “Business Finances: Planning for Profitability,” which guides participants through creating the financial plan that will guide their business to profitability, including research-based methods to project prices and sales and ROI models to compare financial projections against industry averages
- Many of these newly released business courses provide business owners with the tools needed to compete in New York’s ever-changing landscape, including: Developing a Marketing Strategy; Building Your Own Business Website; Search Engine Optimization (SEO); Email Marketing; and Social Media Marketing.
- In Spring of 2019, we also launched a new set of free online business courses developed by industry experts at the world’s best universities. These courses include Operating and Financing Your Business, Mastering Marketing & Sales, and Managing and Leading People.
- These new business education opportunities will further increase access for business owners both in-person at our Business Solutions Centers and online at their individual convenience.

**MEETING NOTES:**

**COMMENTS:**

**NOTES:**

**AGENDA ITEM 7 : MWBE Funding**

1. What funding has been provided in FY19 for the Minority and Women-owned Business Enterprise (MWBE) Program? What funding is projected in FY20?
2. What is the year over year increase/decrease in the number of active MWBE since last year?
3. Please list the number of MWBEs that were able to generate income in each community district, both in terms of businesses that are based in each district and businesses that are finding income as a result of work that is taking place in each district.

**AGENCY RESPONSE:**

- SBS is committed to ensuring diversity in City procurement by helping certified M/WBE firms build their capacity and strengthen their ability to win contracts through free services.
- In FY19, increased resources dedicated to building MWBE capacity enabled SBS to add a module for architecture and engineering professionals to the NYC Construction Mentorship Program. In addition, SBS was able to serve additional firms by delivering two sets of cohorts over the course of the fiscal year.
- SBS also recently launched two capital access funds to help M/WBEs overcome cash flow challenges when

contracting with the City.

- The Contract Financing Loan Fund Program allows eligible M/WBEs to apply for loans of up to \$1,000,000.
- o This revolving fund is capped at a 3 percent APR, the lowest of its kind in the entire state among government-funded programs.
- o Lenders have committed \$40M toward this fund since the fund's launch in 2017.
- We also launched a new \$10 million Bond Collateral Assistance Fund to help small construction businesses, particularly M/WBEs, obtain surety bonds that are needed to perform City construction contracts.
- To learn more about the resources available to M/WBEs, please visit [nyc.gov/mwbe](http://nyc.gov/mwbe).

#### Manhattan M/WBEs

- In FY19, there were 2,007 certified M/WBEs in Manhattan.
  - As of FY18, there were 1,615 certified M/WBEs in Manhattan. In FY 2018, City certified M/WBEs located in Manhattan were awarded prime contracts valued at \$385,650,875 and subcontracts valued at \$21,598,562.
  - In FY17, there were 1,461 certified M/WBEs in Manhattan. During FY17, Manhattan certified M/WBEs were awarded prime contracts valued at \$296,559,715 and subcontracts valued at \$20,750,104.
  - The Mayor set a goal to double the number of certified and re-certified M/WBEs from 4,500 to 9,000 by 2019 and SBS has now certified more than 9,000 M/WBEs.
  - We also saw record attendance at our 13th Annual M/WBE Procurement Fair, held in Manhattan at Columbia's Lerner Hall, with over 600 City-certified M/WBEs and nearly 90 City and State agencies, public authorities, and private sector companies gathering to explore real contracting opportunities.
- In FY 2018, City certified M/WBEs located in Manhattan were awarded prime contracts valued at \$385,650,875 and subcontracts valued at \$21,598,562 inside the M/WBE program. FY2019 data is not yet available.

### **MEETING NOTES:**

#### **COMMENTS:**

#### **NOTES:**

## **AGENDA ITEM 8 : CB Support**

1. What budget priorities would SBS want community boards to support?

### **AGENCY RESPONSE:**

- We would appreciate the support of the Community Boards for any of our business, workforce, and neighborhood services that focus on equity of opportunity throughout the City.
- We would also greatly appreciate the Community Board's help by spreading the word about our free services to your communities and providing us with feedback on the needs of local small businesses and commercial corridors.

### **MEETING NOTES:**

#### **COMMENTS:**

#### **NOTES:**