

FY 2024 Borough Budget Consultations

Manhattan – Small Business Services

Meeting Date: September 7, 2022

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. Community Board Members do not have expertise about funding sources and the process within agencies regarding funding of various programs and initiatives. However, Community Board members are very knowledgeable about local service need.

This year's Manhattan agendas have three sections:

I. As Agencies continue to recover from the COVID 19 period to provide full services and relief funds from the Federal Government to states and municipalities begins to wind down:

1. What changes in federal funding have been instituted for FY 23?

The Agency's federal funding is \$7.68M

Will those changes continue into FY 24?

We will assess with CH and OMB regarding outyear funding as the City and small businesses recover from the pandemic impact.

What portion or percentage of the FY 24 and FY 23 budgets consisted of non-recurring federal funding?

2. What, if any, programs are affected by a change (decrease or increase) or end of COVID relief funds for FY 23?

Most of the COVID most of the federal funded programs have expired

Two programs will continue to see funding in FY23:

Commercial Lease

Assistance and Accelerate Small Business reopening.

Two programs will receive rollover funding in FY23 from FY22: Avenue NYC and Green Manufacturing

Additionally, expanded Budget re: Blueprint for Recovery initiatives supports workforce training, BIDs, business support and outreach

3. What is the overall budget increase or decrease for FY 23 adopted budget compared to FY24 budget? Does the Agency anticipate a budget shortfall for FY

23, FY 24 or further out years after the non-recurring federal funding has been exhausted?

We will assess with CH and OMB

4. How will funding allocations be adjusted for impacts of inflation for fy 23 and what is planned for fy24?

We will assess with CH and OMB

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

1. What programs will see a significant increase or decrease in funding overall? To what extent, if any, is the increase or decrease in funding related to non-recurring federal funding allocations?
2. Which programs will be new or eliminated entirely?
3. What are your benchmarks for new and existing programs and what are your benchmarks/key performance indicators for measuring success?
4. What are your priorities, operational goals, and capital goals for FY23 and projected priorities, operational goals, and capital goals for FY24?

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.

Please provide written responses or even a PowerPoint presentation that we can use to fully and accurately educate our Board Members.

AGENCY RESPONSE:

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

AGENDA ITEM [2]: Funding for Mom and Pop Stores

1. What programs does SBS have in its current FY23 budget to support small businesses in high rent environments with professional assistance? What is the projected spend for this program?

We are happy to have received major investments to support our small businesses and fuel our city's recovery.

Small Business Portal --- \$8.3M HC 5

One-stop shop Business Portal

BIDs Support and Formation --- \$5.7M HC 3

Incentivize creation of BIDs in new neighborhoods and provide subsidies to smallest BIDs (those with annual budgets of around \$500,000 or less)

Job Training and Partnerships --- \$6.5M HC 12

Training can provide jobseekers with education and experience needed to land a job or advance career. SBS uses industry research to design our training programs to ensure that the skills jobseekers learn are the skills employers need.

Trainings include food, healthcare, industrial, construction, tech sectors.

(Specific Courses: First Course, NCLEX, Advanced Manufacturing)

Workforce Stipends --- \$6.3M HC 0

Builds on a pilot initiative that offered modest stipends to low-income and traditionally underserved participants in select occupational training. Stipends are intended to increase training completion rates and to support participants in the job search period after training.

Cannabis Industry --- \$4.76M HC 7

Focus on equitable development of the industry. Launch outreach and community engagement to make New Yorkers aware of opportunities. Provide technical assistance to applicants as they navigate the licensing process; and offer financial support and other direct assistance to help entrepreneurs.

Small Business Mobile Unit --- \$1.5M HC 6

Launch a mobile unit to offer services to small businesses, job seekers and partner with other city agencies to leverage resources.

2. Does SBS have other programs in FY23 that help small businesses alter business plans to adapt to a changing business environment? What is the projected spend for this program?

AGENCY RESPONSE:

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

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.

The Business Preparedness and Resiliency Program (Business PREP) helps small businesses prepare for emergencies and enhance the resiliency of their operations, assets, and physical space in the event of a disaster. The program has 3 main components: (1) Emergency Preparedness Workshops and Webinars; (2) Risk Assessments and Grants, and (3) Online Resources.

Since 2016, the resiliency educational events have been attended by over **1,300 participants**. Additionally, the program delivered **560 on-site resiliency assessments** to Hurricane Sandy impacted businesses and processed a total of **359 grants** to fund resiliency equipment purchases and help small businesses withstand disruptions.

The program is currently focused on developing preparedness and resiliency online resources available to all New Yorkers to help them improve their business risk preparedness. Please learn more here: [Business Preparedness](#). Business PREP also partnered with the Center for NYC Neighborhoods and built out online resources on commercial flood insurance on FloodHelpNY.org: [Small Business: Flood Risk Explained](#). The information is available in both English and Spanish.

2. What is the current status of the Business PREP funding that comes from the Community Development Block Grant-DR (CDBG-DR)? Is there funding from this source for FY23? From what other sources will funding be available for resiliency programs?

There is no CDBG-DR funding available for FY23, however Business PREP has received additional \$ 6 million in CTL funding in November 2021 to expand the Risk Assessment and Grant Program citywide to further address small businesses' resiliency needs as outlined in The New Normal: Combating Storm-Related Extreme Weather in New York City report.

3. Is SBS planning on receiving funds from these same sources in FY24? If not, which funding sources will replace them?

The received CTL funding was allocated for FY21-FY23. we have the option to roll over any remaining balance into FY24. We do expect to have the Risk Assessment and Grant Program implemented through FY24.

AGENCY RESPONSE:

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

AGENDA ITEM [4]: Programs for Under-Employed Communities

1. What funding does SBS have in FY23 for programs on job retention, bi-lingual assistance, lease negotiations, workforce development, and job-creation focused in under-employed communities? What funding is projected for FY24?

AGENCY RESPONSE:

The Admin’s Blueprint for Economic Recovery includes \$20.5M in FY23 for a number of workforce development programs, including \$7.5M to create a bridge to good jobs program (\$1.0M) and to expand/launch pathways programs (\$6.5M).

The bridge to good jobs will also expand youth apprenticeship.

Bilingual Assistance-

SBS continues to work to make sure our services are accessible to all New Yorkers: Business education courses are offered in multiple languages

BSCs offer translation services through language line
Business education courses are offered in multiple languages

We have translated key pieces of collateral into multiple languages:

Languages include:

Arabic العَرَبِيَّة

Bengali | বাংলা

Simplified Chinese | 简体中文

Traditional Chinese | 繁體中文

French | Français

Greek | Ελληνικά

Haitian Creole | kreyòl ayisyen

Hindi | हिंदी

Italian | Italiano

Korean | 한국어

Polish | język polski

Punjabi | ਪੰਜਾਬੀ

Russian | русский язык

Spanish | Español

Urdu | اُردُو

Vietnamese | Tiếng Việt

Lease Negotiations:

The Commercial Lease Assistance program, which we were excited to have funded again and baselined by this Administration, provides eligible businesses with support in addressing any commercial lease-related issues

Small business owners can obtain free legal assistance on new leases, lease renewals and back rent negotiations, landlord harassment, lack of repairs, and breach of contract issues.

The Admin’s Blueprint for Economic Recovery includes \$20.5M in FY23 for a number of workforce development programs, including \$7.5M to create a bridge to good jobs program (\$1.0M) and to expand/launch pathways programs (\$6.5M).

Funding for FY24

We will assess with CH and OMB

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

AGENDA ITEM [5]: Workforce Development Funding

1. What funding has been provided in FY23 for Workforce Development: Training and for the Workforce Investment Board (WIB)?
2. Does this reflect an increase or decrease from FY22? What funding is projected in these areas for FY24?
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 FY23 and FY24?

AGENCY RESPONSE:

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

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 FY23 or projected for FY 24? What are these programs?

BIDs, merchant associations and community-based organizations are the connective tissue of our commercial corridors and we need to make sure they have the resources they need to succeed.

We're going to provide subsidies to our smallest BIDs (with revenue below \$500,000) and merchant associations so that they can properly support and invest in our local commercial corridors and lead an economic revival in every corner of the five boroughs

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?

COTG:

- **Businesses Served:** Businesses who have completed a Rapid Onsite Assessment, providing data and feedback and indicating needs/preferences for services. If a business is interested in a service, the Chamber refers them to a Business Solutions Center.
- **Businesses reached:** Businesses that were given information about SBS services, but did not provide their own data or feedback to completion.
- We also track referrals and services provided as a result of the outreach by the Business Solutions Center.
- Goals are set according to businesses served and if the target number of businesses served is met, it is considered success on the contract.

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 FY23 and will be available in FY24?

- BID development grants – for exploration and formation – will be distributed in the coming weeks to support communities in coming together to form a business improvement district. In addition, SBS is expanding our back-office support for BIDs as well.

AGENCY RESPONSE:

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

AGENDA ITEM [7]: MWBE Funding

1. What funding has been provided in FY20 for the Minority and Women-owned Business Enterprise (MWBE) Program? What funding is projected in FY23?

Small Business Opportunity Fund: In partnership with local financial institutions, the City will launch the \$75 million Small Business Opportunity Fund to help New York City entrepreneurs gain much needed access to capital. The Fund will offer loans to both early-stage and long-standing businesses, including the many BIPOC and immigrant entrepreneurs.

From FY21 through Q1 of FY22 we provided over 4,500 instances of one-on-one intensive technical assistance to MWBE businesses

MWBE Mentors: Launched in FY21, the M/WBE Mentors Program creates spaces for peer mentorship and networking among City certified M/WBEs. Through events, founders representing a variety of industries and backgrounds serve as Mentors to less experienced M/WBEs.

Bond Readiness for Construction Industry MWBE's: SBS' Bond Readiness program is an intensive (12 sessions over 24 weeks) application-based cohort capacity building program designed for M/WBE construction and trade firms seeking surety bonding or to increase their bonding capacity to compete for and perform on City construction projects.

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.
4. Will SBS be investing budget monies into a program to address inequities affecting MWBEs during the COVID-19 pandemic?

AGENCY RESPONSE:

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

AGENDA ITEM [8]: CB Support

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

AGENCY RESPONSE:

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

AGENDA ITEM [9]: COVID-19 Response

1. What is the FY23 & FY24 Projected Budget for continued COVID-19 response to provide direct or indirect assistance to small businesses?
0. Where is SBS planning on targeting direct assistance in grants, loans, or forgivable loans to prevent cascading industry failures such as restaurants/suppliers/markets/producers?
0. How many SBS employees (or programmatic budget) will be earmarked inter-agency work for the development of temporary or permanent rule changes or suspensions to allow for more flexible operation?
0. What is currently budgeted in FY 23 and projected to be budgeted in FY 24 for SBS outreach to small business owners and management staff with regards to programs and support offered by the City, State, and Federal Government as well as their regulations?

0. Will SBS be reporting on the cumulative losses of small businesses in the previous fiscal year by sector due to the COVID-19 pandemic and how to revive the sectors that have seen the most economic impact? Does the FY 23 budget permit SBS to continue conducting the vacant storefront surveys per local law?

0. What can you tell us regarding relevant NYPD Enforcement?

AGENCY RESPONSE:

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS:

AGENDA ITEM [10]: Supporting Small Business Near Capital Projects

1. Has SBS budgeted any funds in FY 23 for the support of small businesses that are experiencing business disruption as a result of being adjacent to or within the area of a capital project such as a DDC reconstruction project or mass transportation expansion?
2. Does SBS plan on requesting funds in FY 24 for that purpose?

AGENCY RESPONSE:

- Our Emergency Response Unit helps small business navigate challenges cause by physical disruptions – including DDC reconstruction projects. We are expanding the unit.

MEETING NOTES:

NEW INFORMATION:

FOLLOW-UP COMMITMENTS: