

Department of Small Business Services

2009 Preliminary Budget

The Department of Small Business Services (SBS) makes it easier for businesses in New York City to form, do business and grow by providing direct assistance to businesses, training New Yorkers for jobs in growing sectors, connecting businesses to a skilled workforce, fostering economic development in commercial districts, and promoting economic opportunity for minority- and women-owned businesses. SBS oversees and supports New York City's 55 Business Improvement Districts and runs the City's Business Solutions system, Workforce1 Career Center system and the Minority/Women-owned Business Enterprise Program. SBS also houses the Mayor's Office of Industrial and Manufacturing Businesses, which oversees the City's 16 Industrial Business Zones and 11 Empire Zones.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending by Program					
Agency Administration and Operations	\$6,716,229	\$11,519,244	\$12,300,351	\$13,635,891	\$13,502,543
Business Development	\$3,072,181	\$3,681,091	\$4,468,203	\$4,949,233	\$4,575,455
Contract Services: Economic Development Corp.	\$13,148,207	\$16,954,205	\$12,975,492	\$49,947,676	\$16,822,958
Contract Services: Empowerment Zone	\$5,737,731	\$7,011,506	\$7,462,928	\$7,481,374	\$7,481,373
Contract Services: NYC&Co / Tourism Support	\$7,218,000	\$7,105,000	\$21,219,672	\$20,586,240	\$19,556,928
Contract Services: Other	\$5,436,000	\$5,336,000	\$6,378,603	\$10,157,000	\$1,568,300
Economic & Financial Opportunity: Labor Services	\$323,896	\$424,488	\$468,712	\$803,950	\$626,675
Economic & Financial Opportunity: M/WBE	\$813,223	\$1,220,521	\$3,211,543	\$3,489,672	\$1,816,715
Mayor's Office of Film, Theatre, and Broadcasting	\$1,533,354	\$1,565,230	\$1,719,457	\$1,991,895	\$1,974,650
Mayor's Office of Industrial & Manufacturing Businesses	\$3,696	\$3,979,081	\$2,104,702	\$2,553,334	\$30,000
Neighborhood Development	\$5,986,851	\$7,740,502	\$8,537,403	\$11,488,240	\$3,264,236
Workforce Development: One Stop Centers	\$11,815,196	\$16,571,681	\$13,846,756	\$24,874,382	\$16,387,380
Workforce Development: Program Management	\$19,732,645	\$18,779,887	\$13,577,181	\$11,929,797	\$11,291,729
Workforce Development: Training	\$25,745,731	\$22,738,924	\$13,123,306	\$24,789,859	\$10,347,232
Workforce Development: WIB and Other	\$993,595	\$667,586	\$1,013,923	\$1,596,046	\$631,550
Total	\$108,276,534	\$125,294,947	\$122,408,230	\$190,274,589	\$109,877,724
Funding					
City Funds	NA	NA	NA	\$120,182,280	\$51,090,712
Federal - Community Development	NA	NA	NA	\$8,110,722	\$6,153,043
Federal - Other	NA	NA	NA	\$59,172,685	\$52,578,599
Intra City	NA	NA	NA	\$270,568	\$55,370
Other Categorical	NA	NA	NA	\$2,523,334	\$0
State	NA	NA	NA	\$15,000	\$0
Total	NA	NA	NA	\$190,274,589	\$109,877,724
Full-Time Positions	199	201	222	256	234

Agency Administration and Operations

This program includes the administrative functions of the agency.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$2,634,481	\$5,685,441	\$5,901,018	\$6,094,021	\$5,829,456
Other than Personal Services	\$4,081,747	\$5,833,803	\$6,399,333	\$7,541,870	\$7,673,087
Total	\$6,716,229	\$11,519,244	\$12,300,351	\$13,635,891	\$13,502,543
Funding					
City Funds	NA	NA	NA	\$8,117,672	\$7,999,324
Federal - Other	NA	NA	NA	\$5,493,364	\$5,493,364
Intra City	NA	NA	NA	\$9,855	\$9,855
State	NA	NA	NA	\$15,000	\$0
Total	NA	NA	NA	\$13,635,891	\$13,502,543
Full-Time Positions	40	72	67	65	66

Business Development

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

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$1,387,204	\$1,298,436	\$1,557,859	\$1,992,850	\$1,992,850
Other than Personal Services	\$1,684,978	\$2,382,655	\$2,910,344	\$2,956,383	\$2,582,605
Total	\$3,072,181	\$3,681,091	\$4,468,203	\$4,949,233	\$4,575,455
Funding					
City Funds	NA	NA	NA	\$1,371,987	\$1,344,987
Federal - Community Development	NA	NA	NA	\$1,123,641	\$776,863
Federal - Other	NA	NA	NA	\$2,453,605	\$2,453,605
Total	NA	NA	NA	\$4,949,233	\$4,575,455
Full-Time Positions	25	26	32	35	35

Performance Measures

	Type of Measure	2005 Annual Target	2005 Annual Actual	2006 Annual Target	2006 Annual Actual	2007 Annual Target	2007 Annual Actual	2008 Annual Target	2008 4-Month Actual
Business Improvement Districts (BIDs) formed	Outcome	NA	5	NA	3	NA	2	NA	2
Jobs created or retained by Industrial Relocation Grants (IRG)	Outcome	NA	412	NA	245	NA	377	NA	NA
New businesses served through NYC Business Solutions	Output	NA	NA	NA	12,917	NA	14,245	NA	4,763
Newly certified businesses in Locally Based Enterprise Program	Output	60	60	60	30	20	31	NA	11
Total City blocks receiving supplemental sanitation services through BIDs	Output	NA	NA	NA	NA	NA	1,091	NA	1,127
Value of grants dispensed through Industrial Relocation Grants (IRG)	Output	NA	\$283,000	NA	\$252,000	NA	\$212,000	NA	NA

Contract Services: Economic Development Corp.

The Economic Development Corporation (EDC) is a non-city agency, nonprofit organization 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.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Other than Personal Services	\$13,148,207	\$16,954,205	\$12,975,492	\$49,947,676	\$16,822,958
Total	\$13,148,207	\$16,954,205	\$12,975,492	\$49,947,676	\$16,822,958
Funding					
City Funds	NA	NA	NA	\$36,870,633	\$7,198,091
Federal - Community Development	NA	NA	NA	\$4,218,203	\$3,363,352
Federal - Other	NA	NA	NA	\$8,649,850	\$6,216,000
Intra City	NA	NA	NA	\$208,990	\$45,515
Total	NA	NA	NA	\$49,947,676	\$16,822,958

Performance Measures

	Type of Measure	2005 Annual Target	2005 Annual Actual	2006 Annual Target	2006 Annual Actual	2007 Annual Target	2007 Annual Actual	2008 Annual Target	2008 4-Month Actual
New private investment related to sale/lease of City-owned property (\$ millions)	Outcome	NA	\$554.8	NA	\$718.0	NA	\$2,495.5	NA	\$64.0
New York City unemployment rate (%)	Outcome	NA	6.1%	NA	5.5%	NA	4.7%	NA	5.5%
Projected construction jobs created or retained in connection with the sale/lease of City-owned property	Outcome	NA	NA	NA	NA	NA	10,202	NA	250
Projected jobs committed in connection with closed contracts	Outcome	NA	24,459	NA	10,827	NA	13,264	NA	321
Projected permanent jobs created or retained in connection with the sale/lease of City-owned property	Outcome	NA	NA	NA	NA	NA	1,899	NA	457
Total City tax revenues generated in connection with closed contracts (\$ millions)	Outcome	NA	\$5,931.2	NA	\$799.3	NA	\$2,207.0	NA	\$36.1

Contract Services: Empowerment Zone

The New York Empowerment Zone is a federal economic development initiative that uses public funds and tax incentives to encourage private investments in Upper Manhattan and the South Bronx.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$69,228	\$41,506	\$49,692	\$77,381	\$77,381
Other than Personal Services	\$5,668,503	\$6,970,000	\$7,413,236	\$7,403,993	\$7,403,992
Total	\$5,737,731	\$7,011,506	\$7,462,928	\$7,481,374	\$7,481,373
Funding					
City Funds	NA	NA	NA	\$7,403,993	\$7,403,992
Federal - Community Development	NA	NA	NA	\$77,381	\$77,381
Total	NA	NA	NA	\$7,481,374	\$7,481,373
Full-Time Positions	1	1	1	1	1

Performance Measures

	Type of Measure	2005 Annual Target	2005 Annual Actual	2006 Annual Target	2006 Annual Actual	2007 Annual Target	2007 Annual Actual	2008 Annual Target	2008 4-Month Actual
Jobs created in Empire Zones (calendar year)	Outcome	NA	1,642	NA	4,010	NA	NA	NA	NA
Businesses newly certified in Empire Zones (calendar year)	Output	NA	224	NA	0	NA	61	NA	NA

Contract Services: NYC&Co / Tourism Support

NYC & Co. 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 & Co. to support its work in promoting NYC as a premier tourist destination and convention center.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Other than Personal Services	\$7,218,000	\$7,105,000	\$21,219,672	\$20,586,240	\$19,556,928
Total	\$7,218,000	\$7,105,000	\$21,219,672	\$20,586,240	\$19,556,928
Funding					
City Funds	NA	NA	NA	\$20,586,240	\$19,556,928
Total	NA	NA	NA	\$20,586,240	\$19,556,928

Performance Measures

	Type of Measure	2005 Annual Target	2005 Annual Actual	2006 Annual Target	2006 Annual Actual	2007 Annual Target	2007 Annual Actual	2008 Annual Target	2008 4-Month Actual
Visitors to New York City (millions) (calendar year)	Outcome	NA	39.9	NA	43.8	NA	44.0	NA	NA

Contract Services: Other

This includes other contracts that SBS administers.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Other than Personal Services	\$5,436,000	\$5,336,000	\$6,378,603	\$10,157,000	\$1,568,300
Total	\$5,436,000	\$5,336,000	\$6,378,603	\$10,157,000	\$1,568,300
Funding					
City Funds	NA	NA	NA	\$10,007,000	\$1,418,300
Federal - Other	NA	NA	NA	\$150,000	\$150,000
Total	NA	NA	NA	\$10,157,000	\$1,568,300

Economic & Financial Opportunity: Labor Services

SBS monitors Equal Employment Opportunity compliance and workforce diversity requirements within specified business sectors.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$323,896	\$424,488	\$460,338	\$560,200	\$576,675
Other than Personal Services	\$0	\$0	\$8,374	\$243,750	\$50,000
Total	\$323,896	\$424,488	\$468,712	\$803,950	\$626,675
Funding					
City Funds	NA	NA	NA	\$803,950	\$626,675
Total	NA	NA	NA	\$803,950	\$626,675
Full-Time Positions	7	8	8	11	11

Economic & Financial Opportunity: M/WBE

The City's Minority- and Women-Owned Business Enterprise (M/WBE) Program fosters the growth of the City's minority and women-owned businesses.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$725,440	\$944,350	\$1,172,184	\$1,397,536	\$1,363,715
Other than Personal Services	\$87,782	\$276,171	\$2,039,359	\$2,092,136	\$453,000
Total	\$813,223	\$1,220,521	\$3,211,543	\$3,489,672	\$1,816,715
Funding					
City Funds	NA	NA	NA	\$3,489,672	\$1,816,715
Total	NA	NA	NA	\$3,489,672	\$1,816,715
Full-Time Positions	11	12	22	20	20

Performance Measures

	Type of Measure	2005 Annual Target	2005 Annual Actual	2006 Annual Target	2006 Annual Actual	2007 Annual Target	2007 Annual Actual	2008 Annual Target	2008 4-Month Actual
Total minority and women-owned Business Enterprises created	Outcome	NA	955	NA	1,035	NA	1,236	NA	1,403
Newly certified businesses in Minority/ Women owned Business Enterprise Program	Output	300	362	400	379	400	452	NA	194

Mayor's Office of Film, Theatre, and Broadcasting

The Mayor's Office of Film, Theatre and Broadcasting encourages the development of the entertainment industry in the City.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$1,047,131	\$1,161,003	\$1,396,041	\$1,607,903	\$1,636,223
Other than Personal Services	\$486,222	\$404,227	\$323,416	\$383,992	\$338,427
Total	\$1,533,354	\$1,565,230	\$1,719,457	\$1,991,895	\$1,974,650
Funding					
City Funds	NA	NA	NA	\$1,991,895	\$1,974,650
Total	NA	NA	NA	\$1,991,895	\$1,974,650
Full-Time Positions	16	17	21	24	24

Mayor's Office of Industrial & Manufacturing Businesses

The Mayor's Office of Industrial and Manufacturing Businesses coordinates the City's industrial policy to retain and promote industrial and manufacturing firms and oversees New York State Empire Zones within the City.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$3,696	\$0	\$54,572	\$140,000	\$30,000
Other than Personal Services	\$0	\$3,979,081	\$2,050,130	\$2,413,334	\$0
Total	\$3,696	\$3,979,081	\$2,104,702	\$2,553,334	\$30,000
Funding					
City Funds	NA	NA	NA	\$30,000	\$30,000
Other Categorical	NA	NA	NA	\$2,523,334	\$0
Total	NA	NA	NA	\$2,553,334	\$30,000
Full-Time Positions	0	0	0	0	0

Neighborhood Development

This 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.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$494,251	\$616,840	\$581,796	\$655,874	\$674,309
Other than Personal Services	\$5,492,600	\$7,123,662	\$7,955,606	\$10,832,366	\$2,589,927
Total	\$5,986,851	\$7,740,502	\$8,537,403	\$11,488,240	\$3,264,236
Funding					
City Funds	NA	NA	NA	\$7,061,687	\$1,328,789
Federal - Community Development	NA	NA	NA	\$2,691,497	\$1,935,447
Federal - Other	NA	NA	NA	\$1,723,956	\$0
Intra City	NA	NA	NA	\$11,100	\$0
Total	NA	NA	NA	\$11,488,240	\$3,264,236
Full-Time Positions	7	8	6	10	10

Performance Measures

	Type of Measure	2005 Annual Target	2005 Annual Actual	2006 Annual Target	2006 Annual Actual	2007 Annual Target	2007 Annual Actual	2008 Annual Target	2008 4-Month Actual
Business Improvement Districts (BIDs) formed	Outcome	NA	5	NA	3	NA	2	NA	2
Total City blocks receiving supplemental sanitation services through BIDs	Output	NA	NA	NA	NA	NA	1,091	NA	1,127

Workforce Development: One Stop Centers

SBS operates Workforce1 Centers in each borough which provide job placement assistance, career advisement, job search counseling and referrals to skills training.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$0	\$0	\$2,877	\$461,088	\$2,888
Other than Personal Services	\$11,815,196	\$16,571,681	\$13,843,879	\$24,413,294	\$16,384,492
Total	\$11,815,196	\$16,571,681	\$13,846,756	\$24,874,382	\$16,387,380
Funding					
City Funds	NA	NA	NA	\$7,709,106	\$287,888
Federal - Other	NA	NA	NA	\$17,165,276	\$16,099,492
Total	NA	NA	NA	\$24,874,382	\$16,387,380
Full-Time Positions	0	0	1	7	0

Performance Measures

	Type of Measure	2005 Annual Target	2005 Annual Actual	2006 Annual Target	2006 Annual Actual	2007 Annual Target	2007 Annual Actual	2008 Annual Target	2008 4-Month Actual
Number of new jobseekers registered through the Workforce1 Career Center System	Demand	NA	23,834	NA	28,175	NA	41,671	NA	19,776
Workforce1 system-wide placements	Output	NA	6,195	NA	12,637	NA	17,212	NA	5,942

Workforce Development: Program Management

This funds the administration, program management, and design of workforce development services.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$6,370,491	\$4,966,712	\$5,152,858	\$5,921,790	\$4,920,294
Other than Personal Services	\$13,362,154	\$13,813,176	\$8,424,323	\$6,008,007	\$6,371,435
Total	\$19,732,645	\$18,779,887	\$13,577,181	\$11,929,797	\$11,291,729
Funding					
City Funds	NA	NA	NA	\$1,477,266	\$2,888
Federal - Other	NA	NA	NA	\$10,411,908	\$11,288,841
Intra City	NA	NA	NA	\$40,623	\$0
Total	NA	NA	NA	\$11,929,797	\$11,291,729
Full-Time Positions	56	55	58	66	62

Workforce Development: Training

SBS offers a range of training programs for adults jobseekers and dislocated workers, including services obtained through individual training grants.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$1,019,744	\$87,808	\$24,554	\$870,585	\$76,485
Other than Personal Services	\$24,725,987	\$22,651,116	\$13,098,752	\$23,919,274	\$10,270,747
Total	\$25,745,731	\$22,738,924	\$13,123,306	\$24,789,859	\$10,347,232
Funding					
City Funds	NA	NA	NA	\$13,261,179	\$101,485
Federal - Other	NA	NA	NA	\$11,528,680	\$10,245,747
Total	NA	NA	NA	\$24,789,859	\$10,347,232
Full-Time Positions	33	0	2	13	1

Workforce Development: WIB and Other

The New York City Workforce Investment Board (WIB) is comprised of over 40 members, appointed by the Mayor, who represent the City's leading businesses, labor unions, economic and workforce development organizations, educational institutions and community-based organizations. The WIB oversees, and establishes policies for, an array of employment and training services for businesses and jobseekers funded by the Workforce Investment Act of 1998.

	2005 Actuals	2006 Actuals	2007 Actuals	2008 Budget (Jan 24, 2008 Financial Plan)	2009 Preliminary Budget
Spending					
Personal Services	\$406,896	\$275,572	\$212,090	\$266,850	\$266,850
Other than Personal Services	\$586,699	\$392,015	\$801,833	\$1,329,196	\$364,700
Total	\$993,595	\$667,586	\$1,013,923	\$1,596,046	\$631,550
Funding					
Federal - Other	NA	NA	NA	\$1,596,046	\$631,550
Total	NA	NA	NA	\$1,596,046	\$631,550
Full-Time Positions	3	2	4	4	4