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**Report on the Fiscal 2024 Preliminary Plan  
and the Fiscal 2023 Mayor's Management  
Report for the**

**Department of Small Business Services**

**March 7, 2023**

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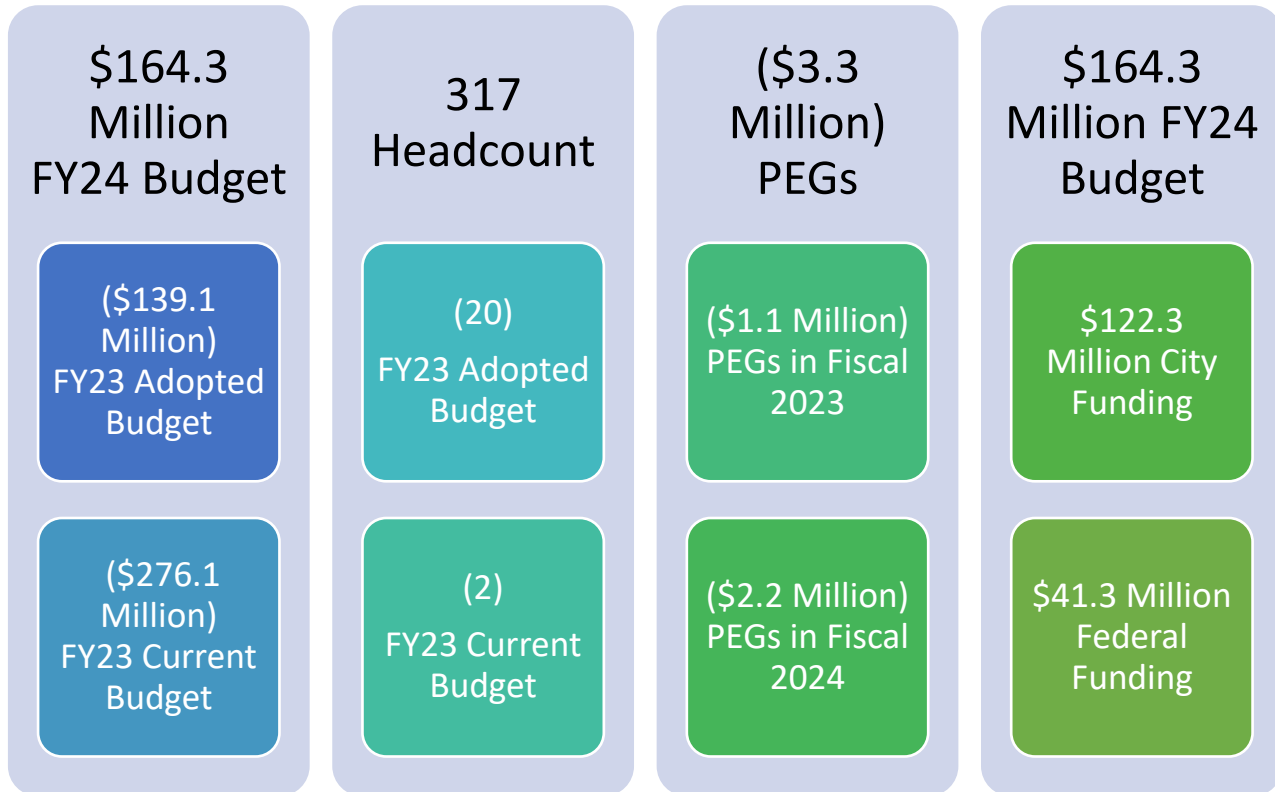


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### Fiscal 2024 Budget Snapshot

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



### Department of Small Business Services Financial Plan Overview

This report provides a comprehensive review of SBS’s expense budget including a review of the other adjustments and savings in the Fiscal 2024 Preliminary Plan and an update on the contract, funding, and headcount of the agency. The report also includes highlights of the agency’s performance as reported in the Preliminary Mayor’s Management Report (PMMR) and an Appendix section with agency program area charts.

The Fiscal 2024 Preliminary Budget for SBS totals \$164.3 million, with \$30.3 million or 18.4 percent, proposed for Personal Services (PS) to support 317 full-time employees. Of the total budget for the agency, \$109.9 million or 66.9 percent supports the Department. The remaining \$54.4 million is pass through funding for the Economic Development Corporation (NYCEDC) and NYC & Company (NYC & Co). The Department’s Fiscal 2024 Preliminary Budget is \$139.1 million, or 45.8 percent less than the Fiscal 2023 Adopted Budget of \$303.4 million. The overall decrease in SBS Fiscal 2024 budget reflects a reduction of \$136.5 million in its Other Than Personal Services (OTPS) budget and \$2.5 million in the Personal Services (PS) budget.

## Financial Summary

The Department’s Fiscal 2024 Preliminary Budget is decreasing by \$139.1 million across all program areas, when compared to the Fiscal 2023 Adopted Budget. This overall decrease is driven by a range of factors, including the absence of one-time City Council discretionary funding and efficiency savings.

The \$139.1 million reduction includes \$61 million reduction in pass-through funding for NYCEDC, NYC & Co, and Governor’s Island and \$27.2 million for City Council Discretionary Initiatives. The remaining \$50.9 million is reduction in SBS programs and is attributable to a \$2.5 million decrease in PS and \$48.4 million decrease in OTPS costs. SBS programs that saw a reduction in the Fiscal 2024 Preliminary Plan include \$1.7 million decrease in federal American Rescue Plan Act (ARPA) funding for Accelerate Small Business Reopening, \$1.6 million for 40 Open Streets, \$7.7 million for Small Business Portal, \$5.9 million for Job Training and Partnerships and \$6.1 million decrease for Expand Stipends among others.

<b>SBS Financial Summary</b>						
<i>Dollars in Thousands</i>						
	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>Preliminary Plan</b>		<b>*Difference</b>
	<b>Actual</b>	<b>Actual</b>	<b>Adopted</b>	<b>2023</b>	<b>2024</b>	<b>2023 - 2024</b>
<b>Spending</b>						
Personal Services	\$25,972	\$24,296	\$32,833	\$30,231	\$30,287	(\$2,546)
Other Than Personal Services	201,037	488,904	270,518	410,153	133,989	(136,529)
<b>TOTAL</b>	<b>\$227,010</b>	<b>\$513,200</b>	<b>\$303,351</b>	<b>\$440,384</b>	<b>\$164,276</b>	<b>(\$139,075)</b>
<b>Budget by Program Area</b>						
Agency Administration and Operations	\$31,186	\$41,784	\$63,431	\$56,433	\$12,173	(\$51,258)
Business Development	20,933	123,605	22,847	53,972	19,429	(3,418)
Economic Development Corp	68,449	212,775	82,440	176,103	34,237	(48,203)
NYC & Co / Tourism Support	26,156	48,412	31,162	30,227	20,157	(11,005)
Contract Svcs: Other	15,909	17,689	19,223	19,152	17,493	(1,730)
Economic & Financial Opportunity: M/WBE	5,581	5,209	10,274	9,536	6,424	(3,850)
MO Film, Theatre, and Broadcasting	0	1,501	0	0	0	0
Neighborhood Development	6,189	7,530	9,400	16,335	9,333	(67)
Workforce Development	52,606	54,696	64,574	78,625	45,031	(19,543)
<b>TOTAL</b>	<b>\$227,010</b>	<b>\$513,200</b>	<b>\$303,351</b>	<b>\$440,384</b>	<b>\$164,276</b>	<b>(\$139,075)</b>
<b>Funding</b>						
City Funds			\$243,116	\$315,686	\$122,328	(\$120,789)
State			0	1,571	0	0
Federal - Community Development			5,655	6,476	2,485	(3,170)
Federal - Other			54,020	101,126	38,854	(15,166)
Intra City			560	15,525	610	50
<b>TOTAL</b>	<b>\$227,010</b>	<b>\$513,200</b>	<b>\$303,351</b>	<b>\$440,384</b>	<b>\$164,276</b>	<b>(\$139,075)</b>
<b>Budgeted Headcount</b>						
Full-Time Positions - Civilian	265	245	337	319	317	(20)
<b>TOTAL</b>	<b>265</b>	<b>245</b>	<b>337</b>	<b>319</b>	<b>317</b>	<b>(20)</b>

*\*The difference of Fiscal 2023 Adopted Budget compared to Fiscal 2024 Preliminary Budget.*

## Fiscal 2024 Preliminary Budget Changes

The Fiscal 2024 Preliminary Plan includes no New Needs in Fiscal 2023 and Fiscal 2024, \$86.9 million in Other Adjustments in Fiscal 2023, and a \$1.1 million savings from the Program to Eliminate the Gap (PEG) in Fiscal 2023 and \$2.2 million in Fiscal 2024.

A portion of the Department of Small Business Services’ Fiscal 2024 Preliminary Budget represents funds for NYEDC, whose non-capital related expenses flow through the budget of SBS. Highlights of key actions for SBS are described below.

*Other Adjustments*

- **Workforce Development Division Workforce Innovation and Opportunity Act (WDD WIOA) Realignment:** The Fiscal 2024 Preliminary Plan includes an increase of \$12.2 million to the agency’s Fiscal 2023 WIOA budget for workforce programs as per the most recent Notice of Obligational Authority (NOA). This increase was processed to match the budget in FMS to the funding allocation total in the Notice of Obligational Authority (NOA).
- **DOE Early Childhood Education (ECE) Stabilization Fund:** The Fiscal 2024 Preliminary Plan includes an increase of \$70 million in Fiscal 2023 only for a department of education (DOE) Early Childhood Education (ECE) Stabilization Fund. SBS has said that this funding is under the purview of another agency.

*PEG’s*

- **Vacancy Reduction:** The Fiscal 2024 Preliminary Plan includes savings of \$1.1 million in Fiscal 2023, and \$2.2 million in Fiscal 2024 through 2027, due to a decrease in PS expenses because of vacancy reduction. The positions have not been determined yet, but the agency believes there will be no impact on the programs due to these reductions.

**Headcount**

**SBS Headcount Changes**

There was a decrease of 20 total positions for SBS reflected in the Fiscal 2024 Preliminary Budget when compared to the Fiscal 2023 Adopted Budget as illustrated in the chart.

Program	Headcount Change
Center for Economic Opportunity (CEO)	(2)
Vacancy Reduction	(18)
<b>Total Reductions</b>	<b>(20)</b>

The majority are positions related to vacancy reductions.

**Sources of Funding**

In the Fiscal 2024 Preliminary Plan, SBS’ budget is largely funded by City Funds, which comprises 74.5 percent of the budget. In addition to City tax-levy funds, the Department also receives Federal grants. Federal funds comprise 25.2 percent of SBS’ budget. With the remaining 1 percent of funding coming from Intra City.

**Fiscal 2023 Preliminary Mayor’s Management Report**

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

- The PMMR shows that in the first four months of Fiscal 2022 and Fiscal 2023, SBS responded to all letters and emails within 14 days of receiving them. However, the number of completed customer requests for interpretation is lower in the first four months of Fiscal 2023 when compared to the same period in Fiscal 2022.

- The Division of Business Services (DBS) offers free services that help businesses start, operate and grow in New York City. In the first four months of Fiscal 2023, SBS nearly tripled the number of services provided to help customers navigate government services to 3,252. The increase is due to several factors that included resuming in-person consultations that assist businesses in getting licenses and permits faster and avoiding and reducing common fines and violations. In addition, SBS expanded its Small Business Hotline's scope beyond COVID-19 assistance to connect customers to the full array of SBS resources.
- In the first four months of Fiscal 2023, businesses seeking Energy Cost Savings Program (ECSP) approval continue to be impacted by pandemic-related challenges. Businesses had more difficulty completing renovation and relocation schedules during the 4 months, which resulted in lower project approvals compared to last year. Notwithstanding, SBS was able to approve 10 projects with over 260 jobs. Although a decrease of 48% in project approvals compared to the same period in Fiscal 2022, the annual energy savings approved increased from \$75,000 to \$104,000.
- In the first four months of Fiscal 2023, The Workforce1 Career Center system served 19 percent more customers overall (38,973 vs 32,682) and registered 39 percent more first-time customers (13,347 vs 9,600) compared to the same time period last Fiscal year. Workforce1 helped connect New Yorkers to slightly fewer jobs year-over-year (6,165 vs 6,744). Customers enrolled in SBS training programs decreased 23.2 percent, from 2,122 in the first four months of Fiscal 2022 down to 1,629 from the same reporting period of Fiscal 2023. This is primarily due to delays in procuring vendors that provide training.
- After reaching over 10,700 Minority and Women-owned Business Enterprises (M/WBE) certified at the end of Fiscal 2022, the program certified and recertified 721 M/WBEs during the first four months of Fiscal 2023, bringing the total number of certified M/WBEs in the program to 10,864 by the end of the first four-month period of Fiscal 2023, a 1.9 percent increase from the same point in the previous year.

## Budget Issues and Concerns

- **Small Business Residence Fund:** At the urging of the City Council, the Administration included \$75,000 in Fiscal 2023 at Adoption to establish a grant program for MWBE's to assist them to compete in their industry. As it stands now the funds have yet to be dispersed, and the agency is still currently determining the best process to utilize the funding.
- **Reduction in Federal Funds:** In the Fiscal 2024 Preliminary Plan there is an \$18.3 million reduction in Federal funding when compared to the Fiscal 2023 Adopted Plan. Of this amount, \$9.3 million is pass through funding for NYCEDC. The remaining \$8.6 is reduction in SBS programs including \$2.5 million for Accelerate Small Business Reopening, \$5.15 million for Commercial Lease Assistance, \$500,000 from Avenue NYC Program and \$480,000 for Support Green Manufacturing.
- **Business Improvement District (BID) Support and Formation:** The Fiscal 2023 Plan included \$5.7 million in Fiscal 2023 and \$400,000 in Fiscal 2024 and in the outyears to incentivize the creation of BIDs in new neighborhoods, and to provide matching funds to small BIDs and merchant associations in low-to moderate-income (LMI) communities. This funding is not included in the Fiscal 2024 Preliminary Plan.

## Appendices

### A. Budget Actions in the November and Preliminary Plans

<i>Dollars in Thousands</i>	Fiscal 2023			Fiscal 2024		
	City	Non-City	Total	City	Non-City	Total
<b>SBS Budget as of the Adopted 2023 Budget</b>	<b>\$243,116</b>	<b>\$60,235</b>	<b>\$303,351</b>	<b>\$129,141</b>	<b>\$41,899</b>	<b>\$171,040</b>
<b>New Needs</b>						
YMI Funding Adjustment	\$525	\$0	\$525	\$0	\$0	\$0
<b>Subtotal, New Needs</b>	<b>\$525</b>	<b>\$0</b>	<b>\$525</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Other Adjustments</b>						
BAT Occupancy Increase	\$0	\$50	\$50	\$0	\$0	\$0
EDC Consulting, Legal Services	475	0	475	0	0	0
EDC MOCEJ	0	2,723	2,723	0	0	0
Energy Master Plan	0	41	41	0	0	0
Energy MGMT. Consulting	0	1,500	1,500	0	0	0
FY23 CDBG Rollover Increase	0	124	124	0	0	0
FY23 Rollover- DR-NDWG	0	1,858	1,858	0	0	0
FY23 Rollover ER-NDWG	0	1,299	1,299	0	0	0
FY23 Rollover Increase	0	71	71	0	0	0
FY23 Small Bus Loan Fund	0	30,000	30,000	0	0	0
FY23 TAA Rollover	0	1,340	1,340	0	0	0
GEO FY23 Allocation	0	233	233	0	0	0
HARBOR GEORGE WAVESCREEN REPAI	0	375	375	0	0	0
I/C mod with EDC- Battery Whar	0	4,847	4,847	0	0	0
IC W/ SMALL BUSINESS SERVICE	0	3,918	3,918	0	0	0
Intra-City Adjustment	0	0	0	0	50	50
mobile event	0	1	1	0	0	0
MOC&S NYCEDC MOU	0	1130	1,130	0	0	0
Office Adaptive Reuse Project	0	300	300	0	0	0
UGE FY23 Allocation	0	465	465	0	0	0
Urban Tech Growth Hub Project	0	65	65	0	0	0
Workforce Enhancement	(107)	0	(107)	(107)	0	(107)
YMI Funding Adjustment	0	0	0	(500)	0	(500)
<b>Subtotal, Other Adjustments</b>	<b>\$368</b>	<b>\$50,340</b>	<b>\$50,708</b>	<b>(\$607)</b>	<b>\$50</b>	<b>(\$557)</b>
<b>PEG's</b>						
Administration and Operations	(\$488)	\$0	(\$488)	\$0	\$0	\$0
Business Development Programs	(600)	0	(600)	0	0	0
Neighborhood Development Programs	(150)	0	(150)	0	0	0
NYC&CO Programs	(935)	0	(935)	(1,005)	0	(1,005)
Office of Environmental Remediation's Jumpstart Program	(122)	0	(122)	(194)	0	(194)
PS Savings	(1,500)	0	(1,500)	0	0	0
Technical Assistance Programs	(409)	0	(409)	0	0	0
Telecommunication Savings	(8)	0	(8)	(16)	0	(16)
Trust for Governors Island Bus Shuttle Staff	(40)	0	(40)	(41)	0	(41)
Trust for Governors Island Ferry Staff	(30)	0	(30)	(62)	0	(62)
Workforce Development Programs	(368)	0	(368)	(2,686)	0	(2,686)
YMI Funding Adjustment	(403)	0	(403)	0	0	0
<b>Subtotal, PEG's</b>	<b>(\$5,053)</b>	<b>\$0</b>	<b>(\$5,053)</b>	<b>(\$4,004)</b>	<b>\$0</b>	<b>(\$4,004)</b>
<b>TOTAL, All Changes</b>	<b>(\$4,160)</b>	<b>\$50,340</b>	<b>\$46,180</b>	<b>(\$4,611)</b>	<b>\$50</b>	<b>(\$4,561)</b>
<b>SBS Budget as of the November 2023 Plan</b>	<b>\$238,957</b>	<b>\$110,573</b>	<b>\$349,530</b>	<b>\$124,530</b>	<b>\$41,949</b>	<b>\$166,479</b>

<i>Dollars in Thousands</i>	Fiscal 2023			Fiscal 2024		
	City	Non-City	Total	City	Non-City	Total
EDC Consulting and Planning	\$5,000	\$0	\$5,000	\$0	\$0	\$0
<b>Subtotal, New Needs</b>	<b>\$5,000</b>	<b>\$0</b>	<b>\$5,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Other Adjustments</b>						
City Council Member Items	\$2,053	\$0	\$2,053	\$0	\$0	\$0
DOE Early Childhood Education (ECE) Stabilization Fund	70,000	0	70,000	0	0	0
FEMA 428 Homeport Expense	0	369	369	0	0	0
FY23 DCP/EDC MOU	0	16	16	0	0	0
Hammond Cove Dredging Grant	0	1,500	1,500	0	0	0
Heat, Light and Power	(222)	0	(222)	0	0	0
Public Media	1,000	0	1,000	0	0	0
WDD WIOA Realignment	0	12,240	12,240	0	0	0
<b>Subtotal, Other Adjustments</b>	<b>\$72,831</b>	<b>\$14,125</b>	<b>\$86,956</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>PEG's</b>						
Vacancy Reduction	(\$1,102)	\$0	(\$1,102)	(\$2,203)	\$0	(\$2,203)
<b>Subtotal, Savings Program</b>	<b>(\$1,102)</b>	<b>\$0</b>	<b>(\$1,102)</b>	<b>(\$2,203)</b>	<b>\$0</b>	<b>(\$2,203)</b>
<b>TOTAL, All Changes</b>	<b>\$76,729</b>	<b>\$14,125</b>	<b>\$90,854</b>	<b>(\$2,203)</b>	<b>\$0</b>	<b>(\$2,203)</b>
<b>SBS Budget as of the Preliminary 2024 Budget</b>	<b>\$315,686</b>	<b>\$124,698</b>	<b>\$440,384</b>	<b>\$122,327</b>	<b>\$41,949</b>	<b>\$164,276</b>

**B. Contract Budget**

<b>SBS Fiscal 2024 Preliminary Contract Budget</b>					
<i>Dollars in Thousands</i>					
Category	Fiscal 2023 Adopted	Number of Contracts	Fiscal 2024 Preliminary	Number of Contracts	Difference
Contractual Services General	\$180,527	76	\$60,610	78	(\$119,917)
Telecommunications Maintenance	10	1	10	1	0
Maintenance & Repair, General	1	1	1	1	0
Data Processing Equipment	15	1	15	1	0
Printing Contracts	38	2	38	2	0
Temporary Services	323	3	92	3	(231)
Cleaning Services	0	1	0	1	0
Economic Development	54,413	3	38,131	3	(16,283)
Pay to Cultural Institutions	106	1	106	1	0
Training Programs for City Employees	45	2	45	2	0
Payments to Delegate Agencies	26,127	14	26,127	14	0
Professional Services: Engineer and Architect	83	1	0	0	(83)
Professional Services: Computer Services	125	1	125	1	0
Professional Services: Direct Education Services	69	1	69	1	0
Professional Services: Other	221	2	221	2	0
<b>TOTAL</b>	<b>\$262,103</b>	<b>110</b>	<b>\$125,590</b>	<b>111</b>	<b>(\$136,513)</b>



C. Program Areas

Agency Administration and Operations						
<i>Dollars in Thousands</i>						
	2021 Actual	2022 Actual	2023 Adopted	Preliminary Plan		*Difference 2023 - 2024
				2023	2024	
<b>Spending</b>						
<b>Personal Services</b>						
Additional Gross Pay	\$214	\$487	\$216	\$408	\$216	\$0
Full-Time Salaried - Civilian	9,642	9,364	11,108	9,680	9,607	(1,502)
Overtime - Civilian	60	59	42	42	42	0
Unsalaries	136	154	650	681	650	0
<b>Subtotal</b>	<b>\$10,053</b>	<b>\$10,063</b>	<b>\$12,015</b>	<b>\$10,811</b>	<b>\$10,514</b>	<b>(\$1,502)</b>
<b>Other Than Personal Services</b>						
Contractual Services	\$20,301	\$29,651	\$50,452	\$39,981	\$794	(\$49,658)
Contractual Services - Professional Services	53	631	427	2,861	344	(83)
Fixed & Misc. Charges	11	18	2	2	2	0
Other Services & Charges	737	1,327	384	2,500	368	(16)
Property & Equipment	12	26	34	102	34	0
Supplies & Materials	19	68	118	175	118	0
<b>Subtotal</b>	<b>\$21,134</b>	<b>\$31,721</b>	<b>\$51,416</b>	<b>\$45,622</b>	<b>\$1,659</b>	<b>(49,757)</b>
<b>TOTAL</b>	<b>\$31,187</b>	<b>\$41,784</b>	<b>\$63,431</b>	<b>\$56,433</b>	<b>\$12,173</b>	<b>(\$51,258)</b>
<b>Funding</b>						
City Funds			\$59,464	\$52,393	\$8,205	(\$51,258)
Federal - Other			3,958	3,958	3,958	0
State			0	71	0	0
Intra City			10	10	10	0
<b>TOTAL</b>	<b>\$31,187</b>	<b>\$41,784</b>	<b>\$63,432</b>	<b>\$56,433</b>	<b>\$12,173</b>	<b>(\$51,258)</b>
<b>Budgeted Headcount</b>						
Full-Time Positions - Civilian	96	91	113	108	108	(5)
<b>TOTAL</b>	<b>96</b>	<b>91</b>	<b>113</b>	<b>108</b>	<b>108</b>	<b>(5)</b>

\*The difference of Fiscal 2023 Adopted Budget compared to Fiscal 2024 Preliminary Budget.

Business Development						
<i>Dollars in Thousands</i>						
	2021 Actual	2022 Actual	2023 Adopted	Preliminary Plan		*Difference 2023 - 2024
				2023	2024	
<b>Spending</b>						
<b>Personal Services</b>						
Additional Gross Pay	\$98	\$134	\$61	\$70	\$61	\$0
Full-Time Salaried - Civilian	4,193	3,722	5,013	4,922	5,278	264
Overtime - Civilian	15	33	7	7	7	0
Unsalaries	222	53	271	262	271	0
<b>Subtotal</b>	<b>\$4,528</b>	<b>\$3,942</b>	<b>\$5,353</b>	<b>\$5,261</b>	<b>\$5,617</b>	<b>\$264</b>
<b>Other Than Personal Services</b>						
Contractual Services	\$14,193	\$117,023	\$16,694	\$46,447	\$13,012	(\$3,683)
Contractual Services - Professional Services	259	882	69	898	69	0
Fixed & Misc. Charges	0	3	0	0	0	0
Other Services & Charges	1,950	1,680	721	1,318	721	0
Property & Equipment	0	1	3	3	3	0
Supplies & Materials	\$2	\$74	\$8	\$44	\$8	(\$0)
<b>Subtotal</b>	<b>\$16,405</b>	<b>\$119,663</b>	<b>\$17,495</b>	<b>\$48,711</b>	<b>\$13,812</b>	<b>(\$3,683)</b>
<b>TOTAL</b>	<b>\$20,933</b>	<b>\$123,605</b>	<b>\$22,848</b>	<b>\$53,972</b>	<b>\$19,429</b>	<b>(\$3,419)</b>

<i>Dollars in Thousands</i>	2021	2022	2023	Preliminary Plan		*Difference
	Actual	Actual	Adopted	2023	2024	2023 - 2024
<b>Funding</b>						
City Funds			\$11,270	\$12,395	\$15,502	\$4,232
Federal - Other			11,577	41,577	3,927	(7,650)
<b>TOTAL</b>	<b>\$20,933</b>	<b>\$123,605</b>	<b>\$22,847</b>	<b>\$53,972</b>	<b>\$19,429</b>	<b>(\$3,418)</b>
<b>Budgeted Headcount</b>						
Full-Time Positions - Civilian	48	45	63	65	65	2
<b>TOTAL</b>	<b>48</b>	<b>45</b>	<b>63</b>	<b>65</b>	<b>65</b>	<b>2</b>

*\*The difference of Fiscal 2023 Adopted Budget compared to Fiscal 2024 Preliminary Budget.*

Contract Services: Economic Development Corp						
<i>Dollars in Thousands</i>						
	2021	2022	2023	Preliminary Plan		*Difference
	Actual	Actual	Adopted	2023	2024	2023 - 2024
<b>Spending</b>						
<b>Other Than Personal Services</b>						
Contractual Services	\$61,884	\$199,733	\$76,322	\$169,206	\$28,119	(\$48,203)
Fixed & Misc. Charges	3,284	8,707	0	0	0	0
Other Services & Charges	3,281	4,335	6,118	6,898	6,118	0
<b>TOTAL</b>	<b>\$68,449</b>	<b>\$212,775</b>	<b>\$82,440</b>	<b>\$176,103</b>	<b>\$34,237</b>	<b>(\$48,203)</b>
<b>Funding</b>						
City Funds			\$72,184	\$148,316	\$33,637	(\$38,548)
State			0	1,500	0	0
Federal - Community Development			3,170	3,868	0	(3,170)
Federal – Other			6,536	6,905	0	(6,536)
Intra City			550	15,515	600	50
<b>TOTAL</b>	<b>\$68,449</b>	<b>\$212,775</b>	<b>\$82,440</b>	<b>\$176,104</b>	<b>\$34,237</b>	<b>(\$48,203)</b>

*\*The difference of Fiscal 2023 Adopted Budget compared to Fiscal 2024 Preliminary Budget.*

Contract Services: NYC & Co/Tourism Support						
<i>Dollars in Thousands</i>						
	2021	2022	2023	Preliminary Plan		*Difference
	Actual	Actual	Adopted	2023	2024	2023 - 2024
<b>Spending</b>						
<b>Other Than Personal Services</b>						
Contractual Services	\$26,156	\$48,412	\$31,162	\$30,227	\$20,157	(\$11,005)
<b>TOTAL</b>	<b>\$26,156</b>	<b>\$48,412</b>	<b>\$31,162</b>	<b>\$30,227</b>	<b>\$20,157</b>	<b>(\$11,005)</b>
<b>Funding</b>						
City Funds			\$31,162	\$30,227	\$20,157	(\$11,005)
Federal-Other			0	0	0	\$0
<b>TOTAL</b>	<b>\$26,156</b>	<b>\$48,412</b>	<b>\$31,162</b>	<b>\$30,227</b>	<b>\$20,157</b>	<b>(\$11,005)</b>

*\*The difference of Fiscal 2023 Adopted Budget compared to Fiscal 2024 Preliminary Budget.*

Economic & Financial Opportunity: MWBE						
<i>Dollars in Thousands</i>						
	2021 Actual	2022 Actual	2023 Adopted	Preliminary Plan		*Difference 2023 - 2024
				2023	2024	
<b>Spending</b>						
<b>Personal Services</b>						
Additional Gross Pay	\$164	\$124	\$36	\$36	\$36	\$0
Full-Time Salaried - Civilian	3,886	3,127	3,950	3,621	3,581	(369)
Overtime - Civilian	(0)	4	1	1	1	0
Unsalariated	0	0	46	46	46	0
<b>Subtotal</b>	<b>\$4,050</b>	<b>\$3,254</b>	<b>\$4,032</b>	<b>\$3,704</b>	<b>\$3,663</b>	<b>(\$369)</b>
<b>Other Than Personal Services</b>						
Contractual Services	\$1,312	\$1,750	\$6,138	\$5,199	\$2,658	(\$3,480)
Contractual Services - Professional Services	39	40	2	342	2	0
Fixed & Misc. Charges	0	7	4	4	4	0
Other Services & Charges	180	153	68	235	68	0
Property & Equipment	1	1	3	5	3	0
Supplies & Materials	0	5	26	48	26	0
<b>Subtotal</b>	<b>\$1,531</b>	<b>\$1,955</b>	<b>\$6,241</b>	<b>\$5,832</b>	<b>\$2,761</b>	<b>(\$3,480)</b>
<b>TOTAL</b>	<b>\$5,581</b>	<b>\$5,209</b>	<b>\$10,273</b>	<b>\$9,536</b>	<b>\$6,424</b>	<b>(\$3,849)</b>
<b>Funding</b>						
City Funds			\$10,074	\$9,337	\$6,225	(\$3,849)
Federal - Other			199	199	199	0
<b>TOTAL</b>	<b>\$5,581</b>	<b>\$5,209</b>	<b>\$10,273</b>	<b>\$9,536</b>	<b>\$6,424</b>	<b>(\$3,849)</b>
<b>Budgeted Headcount</b>						
Full-Time Positions - Civilian	43	41	50	45	45	(5)
<b>TOTAL</b>	<b>43</b>	<b>41</b>	<b>50</b>	<b>45</b>	<b>45</b>	<b>(5)</b>

*\*The difference of Fiscal 2023 Adopted Budget compared to Fiscal 2024 Preliminary Budget.*

Neighborhood Development						
<i>Dollars in Thousands</i>						
	2021 Actual	2022 Actual	2023 Adopted	Preliminary Plan		*Difference 2023 - 2024
				2023	2024	
<b>Spending</b>						
<b>Personal Services</b>						
Additional Gross Pay	\$42	\$58	\$24	\$24	\$24	\$0
Full-Time Salaried - Civilian	1,630	1,599	2,530	2,679	2,962	433
Overtime - Civilian	594	0	16	16	16	0
Unsalariated	63	31	220	220	220	0
<b>Subtotal</b>	<b>\$2,328</b>	<b>\$1,688</b>	<b>\$2,789</b>	<b>\$2,939</b>	<b>\$3,222</b>	<b>\$433</b>
<b>Other Than Personal Services</b>						
Contractual Services	\$4,386	\$5,784	\$6,463	\$13,290	\$5,963	(\$500)
Contractual Services - CIGs	0	0	106	0	106	0
Contractual Services - Professional Services	30	21	0	55	0	0
Fixed & Misc. Charges	0	0	2	2	2	0
Other Services & Charges	38	36	25	34	25	0
Property & Equipment	0	0	9	9	9	0
Supplies & Materials	0	1	8	8	8	0
<b>Subtotal</b>	<b>\$4,455</b>	<b>\$5,842</b>	<b>\$6,611</b>	<b>\$13,397</b>	<b>\$6,111</b>	<b>(\$500)</b>
<b>TOTAL</b>	<b>\$6,783</b>	<b>\$7,530</b>	<b>\$9,400</b>	<b>\$16,335</b>	<b>\$9,333</b>	<b>(\$67)</b>

<i>Dollars in Thousands</i>	2021	2022	2023	Preliminary Plan		*Difference
	Actual	Actual	Adopted	2023	2024	2023 - 2024
<b>Funding</b>						
City Funds			\$6,525	\$13,337	\$6,958	\$433
Federal - Community Development			2,375	2,498	2,375	0
Federal - Other			500	500	0	(500)
<b>TOTAL</b>	<b>\$6,783</b>	<b>\$7,530</b>	<b>\$9,400</b>	<b>\$16,335</b>	<b>\$9,333</b>	<b>(\$67)</b>
<b>Budgeted Headcount</b>						
Full-Time Positions - Civilian	18	19	26	29	29	3
<b>TOTAL</b>	<b>18</b>	<b>19</b>	<b>26</b>	<b>29</b>	<b>29</b>	<b>3</b>

\*The difference of Fiscal 2023 Adopted Budget compared to Fiscal 2024 Preliminary Budget.

Workforce Development						
<i>Dollars in Thousands</i>						
	2021	2022	2023	Preliminary Plan		*Difference
	Actual	Actual	Adopted	2023	2024	2023 - 2024
<b>Spending</b>						
<b>Personal Services</b>						
Additional Gross Pay	\$71	\$141	\$34	\$52	\$34	\$0
Full-Time Salaried - Civilian	4,940	4,793	7,672	6,510	6,299	(1,373)
Overtime - Civilian	5	0	0	0	0	0
Unsalaries	591	415	938	954	938	0
<b>Subtotal</b>	<b>\$5,607</b>	<b>\$5,350</b>	<b>\$8,644</b>	<b>\$7,516</b>	<b>\$7,271</b>	<b>(\$1,373)</b>
<b>Other Than Personal Services</b>						
Contractual Services	\$38,926	\$42,252	\$55,722	\$64,765	\$37,552	(\$18,170)
Contractual Services - Professional Services	1,026	37	0	546	0	0
Fixed & Misc. Charges	0	0	2	2	2	0
Other Services & Charges	6,926	7,041	166	5,774	166	0
Property & Equipment	4	5	6	7	6	0
Supplies & Materials	116	11	35	16	35	0
<b>Subtotal</b>	<b>\$46,999</b>	<b>\$49,346</b>	<b>\$55,930</b>	<b>\$71,109</b>	<b>\$37,760</b>	<b>(\$18,170)</b>
<b>TOTAL</b>	<b>\$52,606</b>	<b>\$54,695</b>	<b>\$64,574</b>	<b>\$78,625</b>	<b>\$45,031</b>	<b>(\$19,543)</b>
<b>Funding</b>						
City Funds			\$33,214	\$30,528	\$14,151	(\$19,063)
State			0	0	0	0
Federal - Other			31,250	47,987	30,770	(480)
Federal - Community Development			110	110	110	0
Other Categorical			0	0	0	0
<b>TOTAL</b>	<b>\$52,606</b>	<b>\$54,695</b>	<b>\$64,574</b>	<b>\$78,625</b>	<b>\$45,031</b>	<b>(\$19,543)</b>
<b>Budgeted Headcount</b>						
Full-Time Positions - Civilian	60	49	85	72	70	(15)
<b>TOTAL</b>	<b>60</b>	<b>49</b>	<b>85</b>	<b>72</b>	<b>70</b>	<b>(15)</b>

\*The difference of Fiscal 2023 Adopted Budget compared to Fiscal 2024 Preliminary Budget.

**D. Fiscal 2023 Council Initiatives and One-Time Funding**

<b>Fiscal 2023 Council Changes at Adoption Council Initiatives</b>	<b>Amount</b>
Chamber on the Go and Small Business Assistance	\$2,338,267
Construction Site Safety Training	\$1,100,000
Create New Technology Incubators	\$1,400,000
Day Laborer Workforce Initiative	\$3,970,000
Five Borough Chamber Alliance	\$500,000
Green Jobs Corps Program	\$120,000
Job Training and Placement Initiative	\$8,450,000
Made in NYC	\$850,000
MWBE Leadership Associations	\$600,000
Worker Cooperative Business Development Initiative	\$3,768,208
Domestic Worker and Employer Empowerment	\$300,000
Pride at Work	\$501,000
Support for Immigrant Women Workers	\$600,000
<b>TOTAL</b>	<b>\$24,497,475</b>