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Report on the Fiscal 2025 Preliminary Plan
and the Fiscal 2024 Preliminary Mayor's
Management Report for the

Department of Small Business Services

March 12, 2024

Prepared by Glenn Martelloni, Financial Analyst



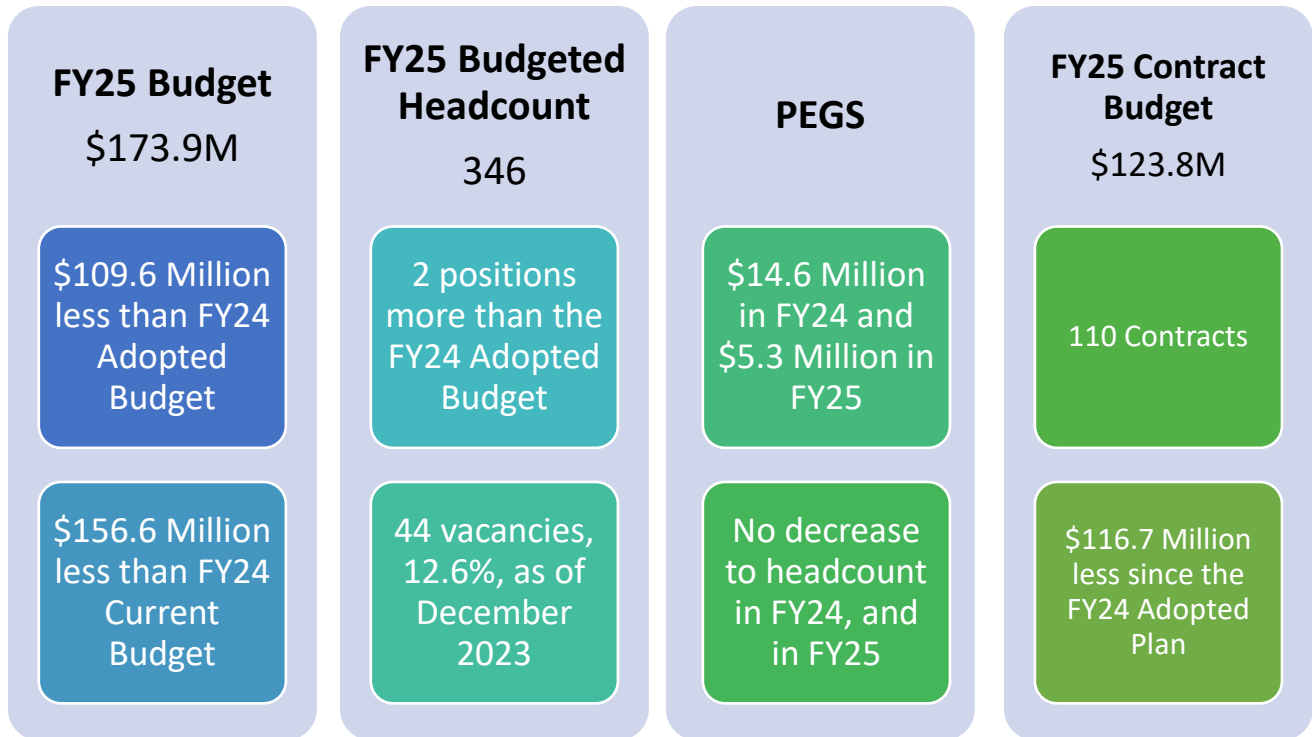
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Small Business Services Overview

The New York City Department of Small Business Services (the Department or SBS) helps unlock economic potential and create economic security for all New Yorkers by connecting New Yorkers to good jobs, creating stronger businesses, and building thriving neighborhoods across the five boroughs.

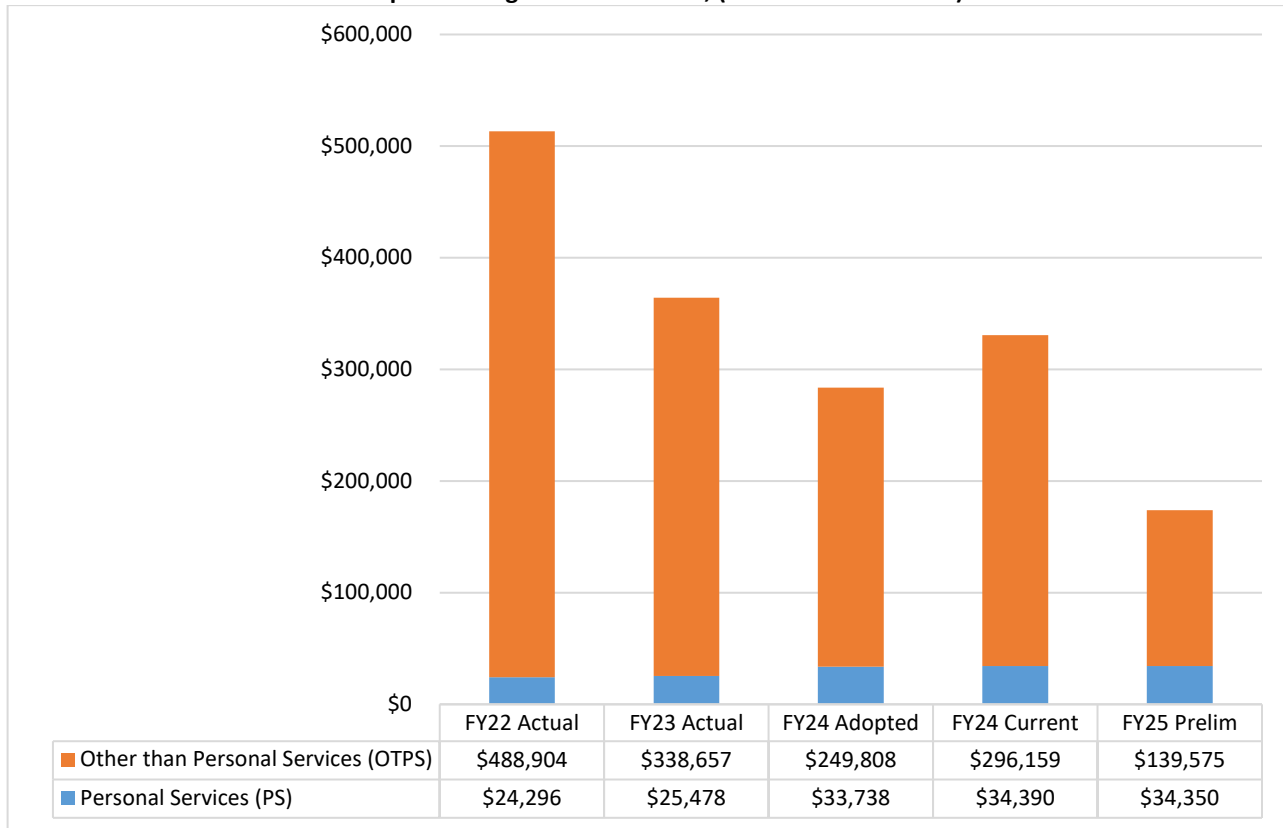
Small Business Services Fiscal 2025 Budget Snapshot



Small Business Services Financial Plan Overview

Small Business Services' Fiscal 2024 – 2028 Preliminary Financial Plan (Preliminary Plan) includes a budget of \$173.9 million in Fiscal 2025, which represents less than one percent of the City’s \$109.4 billion Fiscal 2025 budget. Of the total budget for SBS, \$103.8 million or 59.7 percent supports the Department, with the remaining \$70.1 million or 40.3 percent for pass-through funding for various agencies including the Economic Development Corporation (NYCEDC), NYC & Company, and the Trust for Governors Island (TGI). SBS’s Fiscal 2025 Preliminary Budget includes \$34.3 million for Personal Services (PS) to support 346 full-time positions. The Department’s Other Than Personal Services (OTPS) funding totals \$139.6 million and includes \$123.8 million for contractual services, the majority of which is allocated for general contractual services, economic development, and payments to delegate agencies. Chart 1 presents the breakdown of the PS and OTPS budgets.

Chart 1: Small Business Services Expense Budget – PS and OTPS, (Dollars in Thousands)



Source: New York City Office of Management and Budget

Small Business Services Financial Summary

The Preliminary Plan includes a \$330.5 million budget for SBS in Fiscal 2024 decreasing to \$141.4 million by Fiscal 2027 and increasing slightly to \$142.1 million in Fiscal 2028, an annual average expenditure decrease of 19.0 percent. The Fiscal 2025 budget in the Preliminary Plan is \$109.6 million less than the Fiscal 2024 budget at adoption. The difference is due to a reduction in contractual service costs of which \$103.7 million is a reduction in general services contracts.

Table 1: SBS Financial Summary

<i>Dollars in Thousands</i>	FY22	FY23	FY24	Preliminary Plan		*Difference
	Actual	Actual	Adopted	FY24	FY25	FY25 - FY24
Budget by Program Area						
Agency Administration and Operations	\$41,784	\$44,366	\$48,790	\$47,307	\$17,325	(\$31,465)
Business Development	123,902	35,406	32,514	33,477	19,927	(12,586)
Contract Svcs: Economic Development Corp	212,775	165,173	73,548	78,969	36,699	(36,849)
Contract Svcs: NYC&Co / Tourism Support	48,412	30,727	21,350	20,019	17,464	(3,887)
Contract Svcs: Other	26	0	0	0	0	0
Contract Svcs: TGI/BNY	17,663	21,152	19,538	19,038	15,995	(3,543)
Economic & Financial Opportunity: M/WBE	5,209	5,608	8,497	12,247	6,396	(2,100)
MO Film, Theatre, and Broadcasting	1,501	200	0	0	0	0
Neighborhood Development	7,530	11,988	21,776	20,202	8,565	(13,210)
Workforce Development	54,399	49,515	57,534	99,290	51,552	(5,982)
TOTAL	\$513,200	\$364,136	\$283,546	\$330,549	\$173,924	(\$109,622)
Funding						
City Funds			\$225,544	\$228,242	\$128,978	(\$96,566)
Federal - Community Development			2,522	3,448	2,535	13
Federal – Other			54,012	91,579	40,839	(13,173)
Intra City			1,468	7,280	1,572	104
TOTAL	\$513,200	\$364,136	\$283,546	\$330,549	\$173,924	(\$109,622)
Budgeted Headcount						
Agency Administration and Operations	91	104	119	123	123	4
Business Development	45	50	56	56	56	0
Economic & Financial Opportunity: M/WBE	41	42	47	47	47	0
Neighborhood Development	19	19	24	24	24	0
Workforce Development	49	57	98	98	96	(2)
TOTAL	245	272	344	348	346	2

*The difference of Fiscal 2024 Adopted Budget compared to Fiscal 2025 Preliminary Budget.

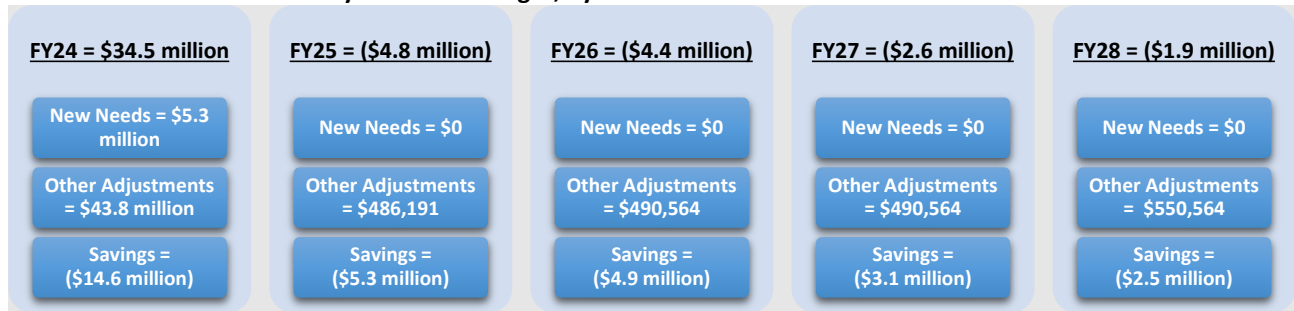
Source: New York City Office of Management and Budget

In the Preliminary Plan, Fiscal 2025 PS spending is projected to increase by \$611,293 or 1.8 percent when compared to the Fiscal 2024 Adopted Plan. The Fiscal 2025 OTPS budget is \$110.2 million, or 44.1 percent, less than the Fiscal 2024 budget at Adoption. The Department's Fiscal 2025 is funded with 74.2 percent City funds compared to 69.0 percent in the Fiscal 2024 Adopted Plan with 25.0 percent of the budget funded with federal funds. The remaining funding is from intra-City sources.

Fiscal 2025 Preliminary Budget Changes

Budget actions in the Preliminary Plan increased SBS's budget by \$34.5 million in Fiscal 2024 and decreased SBS's budget by \$4.8 million in Fiscal 2025 when compared to the November Plan. Provided in Chart 2 is a summary of SBS's spending changes from the November Financial Plan to the Preliminary Financial Plan.

Chart 2: Fiscal 2025 Preliminary Plan Net Changes, by Fiscal Year*



*Savings in this chart are the sum of all expense savings, from all revenue sources, including but not limited to, City, State, and federal savings. As some agency PEGs may be revenue actions or savings from non-City sources, this number will not necessarily equal the agency’s PEG value.

Table 2 presents the sum of the PEGs for each year of the Financial Plan as presented in the November and Preliminary Plans.

Table 2: SBS Total Program to Eliminate the Gap (PEG)

Dollars in Thousands	FY24	FY25	FY26	FY27	FY28
November Plan	\$7,307	\$6,666	\$5,846	\$5,742	\$5,742
Preliminary Plan	14,628	5,323	4,938	3,084	2,455
TOTAL PEGs	\$21,935	\$11,989	\$10,784	\$8,826	\$8,197

Source: New York City Office of Management and Budget

New Needs

- **Construction Mentorship** – The Department is providing funding for the Office of Minority and Women-owned Businesses Enterprise (OMWBE) to initiate a construction mentorship program. The goal of the program is to centralize the current MWBE construction mentorship programs that are offered at various city agencies. This program will work with a construction management consultant and provide training to select MWBE mentee vendors on how to compete for city contracts. These MWBE vendors will have the opportunity to be selected for City construction contracts as prime vendors. The program’s goal is to provide 20 contract awards to MWBE’s with an average award size of \$750,000 by the end of Fiscal 2025.

Other Adjustments

- **MOME SBS NYCT+C** – A reduction of \$1.0 million from the New York City Tourism + Conventions (NYCT+C) City contract. The 5.0 percent reduction represents a proportional share of SBS’s PEG target.
- **Office of Nightlife Adjustment** – The Office of Nightlife (ONL) was moved from the Mayor’s Office of Media and Entertainment (MOME) to SBS with the budgetary adjustment represented in the Preliminary Plan. An additional \$110,000 is baselined starting in Fiscal 2024 for OTPS costs associated with ONL contracts. The Plan includes an additional \$267,000 and four positions in Fiscal 2024. The funding increases to \$376,000 in Fiscal 2025, \$381,000 in Fiscals 2026 and 2027, and \$441,000 and five positions in Fiscal 2028. The titles supported by this funding are Executive Director, Strategic Planning Associate, Deputy Director and Community Associate.

- **SBS NYCT+C Savings** – Due to a re-estimate of program scope, the Preliminary Plan includes a funding reduction of \$250,000 in Fiscal 2024 only for costs related to service scope arrangement between NYCT+C and MOME.
- **WIOA Realignment** – The Preliminary Plan includes federal funds adjustment for the Workforce Innovation and Opportunity Act (WIOA) totaling \$44 million in Fiscal 2024 only. The Preliminary Plan includes \$88 million in Fiscal 2024 for WIOA in SBS and the Mayor’s Office of Talent and Workforce Development’s (MOTWD). The WIOA federal grant program is awarded in two-year cycles. This is part of the funding award for the Fiscal 2024 WIOA grant. These funds are used for a variety of workforce development programs at SBS and MOTWD, including job training and Workforce1 career centers. Some of these funds will be utilized in Fiscal 2024, and some will be rolled into Fiscal 2025. SBS will determine how much will be rolled later in the fiscal year.

PEG

- **Business Program Savings** – The Preliminary Plan includes a reduction of \$2.5 million in Fiscal 2024 and \$600,000 in Fiscal 2025 from savings in business programs. As a result of its PEG target SBS reduced the expenditure for a number of programs, including Cannabis Industry, Neighborhood 360, BID Support, Commercial Lease Assistance, Waterfront and Dockmasters, Gowanus Relocation Grants, Marketing, Street Vendors, Business Preparedness and Resiliency Risk Assessments and Grant Program, and Faith Center.
- **Contract Savings** – A PEG of \$1.0 million in Fiscal 2024, and \$900,000 baselined in Fiscal 2025 – Fiscal 2028 from reduced contract costs. This is NYCT+C’s share of the citywide 5 percent PEG for SBS, reducing their City contract.
- **CUNY 2x Tech** – The Preliminary Plan includes a \$200,000 reduction in Fiscal 2024 for this program. The cut will have no effect on the number of graduating students with technology degrees because final negotiated contracts with the participating CUNY schools were lower than expected, some savings also come from underspending in the program.
- **MWBE Program Savings** – The Preliminary Plan includes a reduction of approximately \$1.0 million in Fiscal 2024. The PEG includes savings from two different programs within SBS’s Department of Economic and Financial Opportunity/MWBE division.
- **Talent Portal** – The Preliminary Plan includes PEG savings of \$770,000 in Fiscal 2026 and \$500,000 in Fiscal 2027 associated with reductions in funding for the agency’s Talent Portal. The Talent Portal is a centralized employment and training tool for jobseekers. The NYC Talent Portal will help assess the skills, competencies of jobseekers, connect New Yorkers across skill levels to training programs and the supportive services required for completing the training, and in-demand jobs and career pathways at businesses across industries. Phase 1 and 2 of the portal’s buildout are nearly complete, and Phase 3 is being moved to the Office of Technology and Innovation (OTI). The reduction is not expected to affect the build out or maintenance of either the employer or the jobseeker-facing sides of the Talent Portal.
- **TGI Ferry Service** – The Plan includes a reduction in the ferry service to Governors Island, generate savings of between \$250,000 - \$270,000 in Fiscals 2024-2028. The reduction eliminates the Trust for Governors Island (TGI) sponsored ferry service to Brooklyn. TGI offered seasonal ferry service between Brooklyn and Governors Island for seven months out of the year. In the November Plan this service was reduced to just two high-demand months.

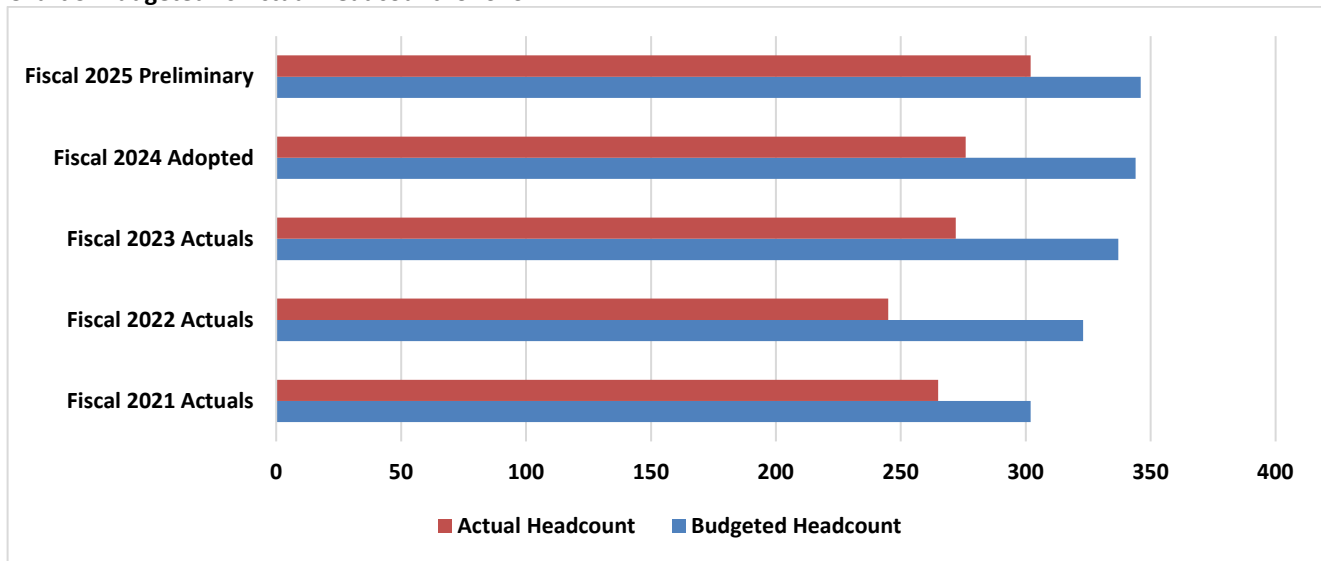
As a result of the Preliminary Plan reductions there will be no TGI ferry service between Brooklyn and Governors Island.

- Workforce Program Savings** – The Preliminary Plan includes a \$3.1 million reduction in Fiscal 2024, as well as reductions of \$2.8 million, \$2.4 million, \$900,000, and \$400,000 in Fiscals 2025-2028 respectively. This PEG includes savings from four SBS programs that fall under its Workforce Division. The programs will now be supported by Federal WIOA funds instead of City tax-levy. Workforce1 Centers will have a slight reduction in the number of training cohorts for the food service job-training program. There will also be a reduction in cost-of-living adjustments for human services contracts and a slight reduction in the number of slots available at the Construction Safety Trainings.

Headcount

The Preliminary Plan includes a budgeted headcount of 346 for SBS in Fiscal 2025. This is a slight increase, by two positions, when compared to the budgeted headcount in Fiscal 2024 at adoption. The Department’s actual headcount has increased from 279 last June to 302 currently. The vacancy rate for SBS as of the Preliminary Plan is 12.6 percent, down from 19.8 percent at adoption last June. SBS vacancy rates are at their lowest level since Fiscal 2021, but still remain higher than the citywide average of 5.5 percent.

Chart 3: Budgeted vs Actual Headcount for SBS



Small Business Services Contract Budget

The City’s Contract Budget includes all projected expenditures for personal service, technical or consulting contracts. The Contract Budget is a subset of the OTPS portion of the City’s Expense Budget. In the Preliminary Plan, for Fiscal 2025 SBS has 110 contracts; this is one less contract compared to the Fiscal 2024 budget at adoption. The overall budget for SBS contracts is \$116.6 million less in Fiscal 2025 in the Preliminary Plan than it was in Fiscal 2024 at adoption.

Table 3: SBS FY25 Preliminary Contract Budget

<i>Dollars in Thousands</i>				
Category	FY24 Adopted	Number of Contracts	FY25 Preliminary	Number of Contracts
Contractual Services - General	\$167,006	78	\$63,311	77
Telecommunications Maintenance	10	1	10	1
Maintenance and Repairs - General	1	1	1	1
Data Processing Equipment	15	1	15	1
Printing Contracts	38	2	38	2
Temporary Services	92	3	92	3
Cleaning Services	0	1	0	1
Economic Development	46,673	3	33,736	3
Pay to Cultural Institutions	106	1	106	1
Training Program for City Employees	45	2	45	2
Payments to Delegate Agencies	26,077	14	26,077	14
Professional Services Computer Services	125	1	125	1
Professional Services Direct Education Services	69	1	69	1
Professional Services Other	221	2	218	2
TOTAL	\$240,477	111	\$123,843	110

Fiscal 2024 Preliminary Mayor’s Management Report

The Fiscal 2024 PMMR reports on four service areas and five goals for SBS. The first service area SBS’ PMMR reports on is its provision of assistance to businesses starting, operating, and expanding in the City. The second service area reported on is in relation to how SBS meets businesses’ talent demands by connecting New Yorkers to good jobs.

The final two service areas that the Department reports on are in relation to its provision of financial support and technical assistance for the City’s commercial districts and helping minority and women-owned businesses identify and compete for City contracts.

- Division of Business Services (DBS)** – The Department’s Division of Business Services offers free services that help businesses start, operate, and grow in New York City. In the first four months of Fiscal 2024, the number of financial awards facilitated or disbursed increased by 139.0 percent and DBS connected 227 small businesses to over \$21.0 million in capital, a significant increase from the \$8.9 million awarded last fiscal year. However, the total number of customers served by programs that help New Yorkers navigate government programs decreased by 14.1 percent. Additionally, there was a 29.4 percent decrease in businesses opened with assistance from SBS in the first four months of Fiscal 2024 as compared to the same period in the prior year.
- Workforce1 Career Center** – Workforce1 Career Center is an SBS program to help New Yorkers prepare for and connect to jobs across the City and in every sector of the economy. These centers help by identifying jobs that are a good match for the individual based on their experiences and skills, prepare them for interviews, and allow access to free trainings. The number of jobseekers who registered through the Workforce1 Center system for the first time in the first four months of Fiscal 2024 was 6.3 percent lower than in the same period in Fiscal 2023. Walk-in traffic at Workforce Centers, in the same period, also decreased by 5.6 percent. Lastly, the total number of customers served at the Centers reduced by 7.2 percent.

- **Trainings** - Enrollment in trainings provided by SBS programs decreased 25.0 percent from 2,287 in the first four months of Fiscal 2023 to 1,712 in the same period in Fiscal 2024. This decrease is reportedly due to a one-time increase in the demand for the construction site safety training, as a result of the change in requirements associated with credentials, which inflated the Fiscal 2023 total.
- **MWBEs** – According to the PMMR, 10,799 Minority and Women-owned Business Enterprises (MWBEs) were actively certified in Fiscal 2023. In the first four months of Fiscal 2024, the program certified and recertified 783 MWBEs, a nine percent increase over the 721 completed in the same period in Fiscal 2023.

Budget Issues and Concerns

- **Service Reductions:** The Preliminary Plan PEGs will have a negative impact on services at SBS. The PEGs affect SBS' Business and Workforce programs. A number of programs will be impacted by these reductions, including: Neighborhood Development, BID support, Commercial Lease Assistance, Street Vendors, Business Preparedness and Resiliency Risk Assessment and Grant programs. This will lead to a reduction in services provided, including training cohorts for the food service job-training program as well as a reduction in the number of trainees for the Construction Safety Trainings.
- **Vacancy Rates:** The Department has experienced a significantly high vacancy rate in recent years. As of the Fiscal 2024 Adopted Budget, vacancies hit a high of 19.8 percent. The SBS vacancy rate has improved since Fiscal 2024 Adoption; however, it is still approximately two times higher, 12.7 percent, than the citywide average of 5.5 percent.

Appendices

A. Budget Actions in the November and Preliminary Plans

<i>Dollars in Thousands</i>	FY24			FY25		
	City	Non-City	Total	City	Non-City	Total
AGENCY Budget as of the Adopted FY24 Budget	\$225,544	\$58,003	\$283,547	\$146,400	\$43,985	\$190,385
Changes Introduced in the November Plan						
Programs to Eliminate the Gap (PEGs)						
2X Tech Program	(\$242)	\$0	(\$242)	(\$281)	\$0	(\$281)
Cannabis Industry	(250)	0	(250)	(75)	0	(75)
Commercial Lease Assistance	(200)	0	(200)	(200)	0	(200)
Disability Plan Program	(56)	0	(56)	0	0	0
EDC Advanced Solar Re-estimate	0	0	0	(27)	0	(27)
EDC/MOCEJ GreeNYC Re-estimate	(1000)	0	(1000)	(1000)	0	(1000)
Expand Stipends	(750)	0	(750)	(500)	0	(500)
Faith Center	(8)	0	(8)	(8)	0	(8)
Gowanus Rezoning Grants	(200)	0	(200)	0	0	0
Hospital Loan Fund Re-estimate	0	0	0	(592)	0	(592)
MOER Brownfield Fund Efficiency	(186)	0	(186)	(196)	0	(196)
MWBE Disparity Study	(400)	0	(400)	0	0	0
Neighborhood 360	(1000)	0	(1000)	0	0	0
NYCT+C Contract Savings	(1068)	0	(1068)	(968)	0	(968)
PS Savings	(284)	0	(284)	0	0	0
PS Savings	(72)	0	(72)	0	0	0
PS Savings	(631)	0	(631)	0	0	0
Street Vendors Re-estimates	(210)	0	(210)	0	0	0
TGI Expense Efficiencies	(501)	0	(501)	(862)	0	(862)
Waterfront and Dockmaster	(250)	0	(250)	(125)	0	(125)
Workforce One Career Centers	0	0	0	(1834)	0	(1834)
Subtotal, PEGs	(\$7,307)		(\$7,307)	(\$6,666)		(\$6,666)
Other Adjustments						
ARP-SLFRF Adjustment	\$11,311	(\$11,311)	\$0	\$0	\$0	\$0
Buyers L300 CB Funding	18	0	18	18	0	18
CWA L1180 CB Funding	320	0	320	317	0	317
Hospital Loan Fund Adjustment	6236	0	6236	(6236)	0	(6236)
Intra-City Adjustment	607	0	607	0	0	0
OEO Funding Adjustment	425	0	425	0	0	0
Workforce Enhancement	(8)	0	(8)	(17)	0	(17)
FY24 CDBG Rollover Increase	0	67	67	0	0	0
EPA Climate Pollution Study	0	1000	1000	0	0	0
ERNDWG Increase FY24	0	1485	1485	0	0	0
FY24 CR22 Dec - ARPA Ave NYC	0	(33)	(33)	0	0	0
FY24 ER-NDWG Rollover Increase	0	830	830	0	0	0
FY24 PTAC Rollover Increase	0	66	66	0	0	0
FY24 RR NYC HFA Grant	0	1092	1092	0	0	0
FY24 TAA Rollover Increase	0	591	591	0	0	0
MOER FY24 Funding	0	204	204	0	0	0
Energy Personnel	0	87	87	0	0	0
ExCel Program	0	2856	2856	0	0	0
Funding for IRPAC	0	50	50	0	0	0
IC EDC- Battery Wharf Interim	0	707	707	0	0	0
NYC&Co MOME-SBS-FY24	0	2000	2000	0	0	0
PINCC - EDA for IC SBS	0	962	962	0	962	962
Smart City - OTI EDC-FY24	0	250	250	0	0	0
Subtotal, Other Adjustments	\$18,909	\$901	\$19,810	(\$5,919)	\$962	(\$4,957)
TOTAL, All Changes in November Plan	\$11,601	\$901	\$12,503	(\$12,585)	\$962	(\$11,623)
SBS Budget as of the November Plan	\$237,145	\$58,904	\$296,050	\$133,815	\$44,947	\$178,762

<i>Dollars in Thousands</i>	FY24			FY25		
	City	Non-City	Total	City	Non-City	Total
Changes Introduced in the Preliminary Plan						
New Needs						
Construction Mentorship	\$5,300	\$0	\$5,300	\$0	\$0	\$0
Subtotal, New Needs	\$5,300	0	\$5,300	0	0	0
Programs to Eliminate the Gap (PEGs)						
Business Programs Savings	(\$2,452)	0	(\$2,452)	(\$591)	0	(\$591)
Contract Savings	(1,014)	0	(1,014)	(919)	0	(919)
CUNY 2x Tech	(187)	00	(187)	0	0	0
EDC Advanced Solar	0	0	0	(30)	0	(30)
EDC Hospital Loan Fund	0	0	0	(440)	0	(440)
EDC Transport Infrastructure	(6,221)	0	(6,221)	0	0	0
MOER Brownfield Fund	(177)	0	(177)	(186)	0	(186)
MOTWD PS Savings	(133)	0	(133)	0	0	0
MWBE Program Savings	(950)	0	(950)	0	0	0
PS Savings	(400)	0	(400)	0	0	0
TGI Ferry Service	0	0	0	(254)	0	(254)
TGI Winter Village	0	0	0	(126)	0	(126)
Workforce Programs Savings	(3,094)	0	(3,094)	(2,777)	0	(2,777)
Subtotal, PEGs	(\$14,628)	\$ 0	(\$14,628)	(\$5,323)	\$0	(\$5,323)
Other Adjustments						
23EDC-Stafftime	\$0	\$746	\$746	\$0	\$0	\$0
City Council Member Items	47	0	47	0	0	0
FY23-Stafftime ADJ	0	113	113	0	0	0
MOME-SBS NYC & Co - FY24	0	(1,000)	(1,000)	0	0	0
ONL Adjustment OTPS	110	0	110	110	0	110
ONL Adjustment PS	267	0	267	376	0	376
RCM Projects	0	151	151	0	0	0
SBS NYC&Co Savings	0	(250)	(250)	0	0	0
WIOA Realignment	0	43,644	43,644	0	0	0
Subtotal, Other Adjustments	\$424	\$43,403	\$43,828	\$486	\$0	\$486
TOTAL, All Changes in the Preliminary Plan	(\$8,903)	\$43,403	\$34,500	(\$4,837)	\$0	(\$4,837)
SBS Budget as of the Preliminary Plan	\$228,242	\$102,308	\$330,550	\$128,978	\$44,947	\$173,925

Source: New York City Office of Management and Budget

B. Program Areas

Agency Administration and Operations						
	FY22	FY23	FY24	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	FY24	FY25	FY25-FY24
Spending						
Personal Services						
Additional Gross Pay	\$487	\$1,040	\$216	\$434	\$216	\$0
Additional Gross Pay - Labor Reserve	0	123	0	0	0	0
Full-Time Salaried - Civilian	9,364	9,503	10,959	11,347	11,576	617
Overtime - Civilian	59	62	42	42	42	0
P.S. Other	0	(2)	0	0	0	0
Unsalariated	154	240	661	787	664	3
Subtotal	\$10,064	\$10,966	\$11,878	\$12,610	\$12,498	\$620
Other Than Personal Services						
Contractual Services	\$29,651	\$29,519	\$35,048	\$28,576	\$3,965	(\$31,083)
Contractual Services - Professional Services	631	1,322	344	2,510	341	(3)
Fixed & Misc. Charges	18	15	2	2	2	0
Other Services & Charges	1,327	1,843	1,368	2,757	368	(1,000)
Property & Equipment	26	434	34	339	34	0
Supplies & Materials	68	269	118	515	118	0
Subtotal	\$31,721	\$33,400	\$36,914	\$34,698	\$4,827	(\$32,086)
TOTAL	\$41,785	\$44,366	\$48,790	\$47,307	\$17,325	(\$31,466)
Funding						
City Funds			\$44,822	\$42,339	\$13,357	(\$31,465)
Federal			3,958	4,958	3,958	0
Intra City			10	10	10	0
TOTAL	\$41,785	\$44,366	\$48,790	\$47,307	\$17,325	(\$31,465)
Budgeted Headcount						
Full-Time Positions - Civilian	91	104	119	123	123	4
TOTAL	91	104	119	123	123	4

**The difference of Fiscal 2025 Preliminary Budget compared to Fiscal 2024 Adopted Budget.*

Source: New York City Office of Management and Budget

Business Development						
<i>Dollars in Thousands</i>	FY22	FY23	FY24	Preliminary Plan		*Difference
	Actual	Actual	Adopted	FY24	FY25	FY25-FY24
Spending						
Personal Services						
Additional Gross Pay	\$134	\$316	\$61	\$61	\$61	\$0
Additional Gross Pay - Labor Reserve	0	81	0	0	0	0
Full-Time Salaried - Civilian	3,722	3,569	4,589	4,638	4,759	170
Overtime - Civilian	33	15	7	7	7	0
Unsalariated	53	19	271	241	271	0
Subtotal	\$3,942	\$3,999	\$4,928	\$4,947	\$5,098	\$170
Other Than Personal Services						
Contractual Services	\$117,320	\$29,548	\$26,803	\$27,337	\$14,047	(\$12,756)
Contractual Services - Professional Services	882	616	69	102	69	0
Fixed & Misc. Charges	3	6	0	0	0	0
Other Services & Charges	1,680	1,144	702	1,050	702	0
Property & Equipment	1	3	3	3	3	0
Supplies & Materials	74	90	8	38	8	0
Subtotal	\$119,960	\$31,407	\$27,586	\$28,530	\$14,830	(\$12,756)
TOTAL	\$123,902	\$35,406	\$32,514	\$33,477	\$19,927	(\$12,586)
Funding						
City Funds			\$16,564	\$27,709	\$16,000	(\$564)
Federal			15,950	5,768	3,927	(12,023)
TOTAL	\$123,902	\$35,406	\$32,514	\$33,477	\$19,927	(\$12,586)
Budgeted Headcount						
Full-Time Positions - Civilian	45	50	56	56	56	0
TOTAL	45	50	56	56	56	0

*The difference of Fiscal 2025 Preliminary Budget compared to Fiscal 2024 Adopted Budget.

Source: New York City Office of Management and Budget

Contract Svcs: Economic Development Corp						
<i>Dollars in Thousands</i>						
	FY22	FY23	FY24	Preliminary Plan		*Difference
	Actual	Actual	Adopted	FY24	FY25	FY25-FY24
Spending						
Other Than Personal Services						
Contractual Services	\$199,733	\$149,721	\$67,566	\$66,665	\$23,270	(\$44,296)
Fixed & Misc. Charges	8,707	10,400	0	0	0	0
Other Services & Charges	4,335	5,051	5,982	12,304	13,429	7,448
Subtotal	\$212,775	\$165,173	\$73,548	\$78,969	\$36,699	(\$36,849)
TOTAL	\$212,775	\$165,173	\$73,548	\$78,969	\$36,699	(\$36,849)
Funding						
City Funds			\$71,090	\$71,348	\$36,099	(\$34,991)
Federal			1,000	2,062	0	(1,000)
Intra City			1,458	5,559	600	(858)
TOTAL	\$212,775	\$165,173	\$73,548	\$78,969	\$36,699	(\$36,849)

*The difference of Fiscal 2025 Preliminary Budget compared to Fiscal 2024 Adopted Budget.

Source: New York City Office of Management and Budget

Contract Svcs: NYC&Co / Tourism Support						
	FY22	FY23	FY24	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	FY24	FY25	FY25-FY24
Spending						
Other Than Personal Services						
Contractual Services	\$48,412	\$30,727	\$21,350	\$20,019	\$17,464	(\$3,887)
Subtotal	\$48,412	\$30,727	\$21,350	\$20,019	\$17,464	(\$3,887)
TOTAL	\$48,412	\$30,727	\$21,350	\$20,019	\$17,464	(\$3,887)
Funding						
City Funds			\$21,350	\$19,269	\$17,464	(\$3,886)
Intra City			0	750	0	0
TOTAL	\$48,412	\$30,727	\$21,350	\$20,019	\$17,464	(\$3,886)

**The difference of Fiscal 2025 Preliminary Budget compared to Fiscal 2024 Adopted Budget.*

Source: New York City Office of Management and Budget

Contract Svcs: TGI/BNY						
	FY22	FY23	FY24	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	FY24	FY25	FY25-FY24
Spending						
Other Than Personal Services						
Contractual Services	\$16,987	\$20,476	\$18,862	\$18,362	\$15,319	(\$3,543)
Other Services & Charges	676	676	676	676	676	\$0
Subtotal	\$17,663	\$21,152	\$19,538	\$19,038	\$15,995	(\$3,543)
TOTAL	\$17,663	\$21,152	\$19,538	\$19,038	\$15,995	(\$3,543)
Funding						
City Funds	\$17,663	\$21,152	\$19,538	\$19,038	\$15,995	(\$3,543)
TOTAL	\$17,663	\$21,152	\$19,538	\$19,038	\$15,995	(\$3,543)

**The difference of Fiscal 2025 Preliminary Budget compared to Fiscal 2024 Adopted Budget.*

Source: New York City Office of Management and Budget

Neighborhood Development						
	FY22	FY23	FY24	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	FY24	FY25	FY25-FY24
Spending						
Personal Services						
Additional Gross Pay	\$58	\$147	\$24	\$24	\$24	\$0
Additional Gross Pay - Labor Reserve	0	39	0	0	0	0
Full-Time Salaried - Civilian	1,599	1,447	2,571	2,134	2,594	23
Overtime - Civilian	0	0	16	16	16	0
Unsalariated	31	236	231	608	234	4
Subtotal	\$1,688	\$1,869	\$2,841	\$2,782	\$2,868	\$27
Other Than Personal Services						
Contractual Services	\$5,784	\$9,985	\$18,786	\$16,441	\$5,548	(\$13,237)
Contractual Services - CIGs	\$0	\$0	\$106	\$0	\$106	
Contractual Services - Professional Services	\$21	\$96	\$0	\$879	\$0	0
Fixed & Misc. Charges	\$0	\$0	\$2	\$2	\$2	0
Other Services & Charges	\$36	\$25	\$25	\$85	\$25	0
Property & Equipment	\$0	\$0	\$9	\$9	\$9	0
Supplies & Materials	\$1	\$12	\$8	\$5	\$8	0
Subtotal	\$5,842	\$10,118	\$18,934	\$17,420	\$5,697	(\$13,237)
TOTAL	\$7,530	\$11,988	\$21,776	\$20,202	\$8,565	(\$13,210)
Funding						
City Funds			\$19,160	\$17,552	\$6,140	(\$13,020)
Federal - Community Development			2,412	2,479	2,425	13
Federal - Other			204	170	0	(204)
TOTAL	\$7,530	\$11,988	\$21,776	\$20,202	\$8,565	(\$13,211)
Budgeted Headcount						
Full-Time Positions - Civilian	19	19	24	24	24	0
TOTAL	19	19	24	24	24	0

**The difference of Fiscal 2025 Preliminary Budget compared to Fiscal 2024 Adopted Budget.*

Source: New York City Office of Management and Budget

Workforce Development						
	FY22	FY23	FY24	Preliminary Plan		*Difference
<i>Dollars in Thousands</i>	Actual	Actual	Adopted	FY24	FY25	FY25-FY24
Spending						
Personal Services						
Additional Gross Pay	\$141	\$330	\$34	\$34	\$34	\$0
Additional Gross Pay - Labor Reserve	0	75	0	0	0	0
Full-Time Salaried - Civilian	4,793	4,614	9,344	9,334	9,053	(291)
Overtime - Civilian	0	3	0	0	0	0
Unsalaries	415	436	938	938	938	0
Subtotal	\$5,350	\$5,458	\$10,316	\$10,307	\$10,025	(\$291)
Other Than Personal Services						
Contractual Services	\$41,955	\$37,173	\$46,924	\$83,321	\$41,279	(\$5,645)
Contractual Services - Professional Services	37	366	0	39	0	0
Fixed & Misc. Charges	0	0	2	2	2	0
Other Services & Charges	7,042	6,510	184	5,480	174	(11)
Property & Equipment	5	3	6	1	6	0
Supplies & Materials	11	6	103	140	66	(36)
Subtotal	\$49,049	\$44,057	\$47,218	\$88,983	\$41,527	(\$5,691)
TOTAL	\$54,399	\$49,515	\$57,534	\$99,290	\$51,552	(\$5,982)
Funding						
City Funds			\$24,722	\$19,004	\$17,725	(\$6,997)
Federal - Community Development			110	110	110	0
Federal - Other			32,702	79,213	32,755	53
Intra City			0	962	962	962
TOTAL	\$54,399	\$49,515	\$57,534	\$99,290	\$51,552	(\$5,982)
Budgeted Headcount						
Full-Time Positions - Civilian	49	57	98	98	96	(2)
TOTAL	49	57	98	98	96	(2)

**The difference of Fiscal 2025 Preliminary Budget compared to Fiscal 2024 Adopted Budget.*

Source: New York City Office of Management and Budget

D. Fiscal 2024 Council Initiatives

Fiscal 2024 Council Initiatives Contracted Through SBS

FY24 Council Changes at Adoption	
<i>Dollars in Thousands</i>	
Council Initiatives	
Chamber on the Go and Small Business Assistance	\$252
Construction Site Safety Training	1,100
Create New Technology Incubators	1,400
Day Laborer Workforce Initiative	3,970
Domestic Worker and Employer Empowerment	300
Five Borough Chamber Alliance	500
Green Jobs Corps Program	120
Job Training and Placement Initiative	8,450
Made In NYC	850
MWBE Leadership Associations	600
Neighborhood Development Grant Initiative	2,550
Pride at Work	501
Support for Immigrant and Women Workers	600
Worker Cooperative Business Development Initiative	3,768
TOTAL	\$24,962

Source: The City Council of the City of New York, Finance Division