

# THE COUNCIL OF THE CITY OF NEW YORK

Hon. Melissa Mark-Viverito  
Speaker of the Council

Hon. Julissa Ferreras-Copeland  
Chair, Finance Committee

Hon. Robert E. Cornegy Jr.  
Chair, Committee on Small Business Services



**Report to the Committee on Finance and the  
Committee on Small Business Services on the  
Fiscal 2018 Executive Budget for  
Department of Small Business Services  
May 9, 2017**

**Finance Division**

Latonia McKinney, Director  
Regina Poreda Ryan, Deputy Director  
Nathan Toth, Deputy Director

Paul Scimone, Deputy Director  
William Kyeremateng, Economist  
Crilhien R. Francisco, Unit Head

## Executive Budget Summary

**Expense Budget Overview.** The Fiscal 2018 Executive Budget for the Department of Small Business Services (SBS or the Department) totals \$191.7 million, which is \$44.7 million or 19 percent less than its Fiscal 2017 Adopted Budget of \$236.4 million.

- Approximately \$118.5 million, or 62 percent of SBS' Fiscal 2018 budget is City tax-levy (CTL) funding; \$58.7 million, or 31 percent is federal; \$12.5 million, or seven percent is Intra-City funding; and \$2 million, or one percent is State funding.
- SBS' total headcount for Fiscal 2018 is 371 positions, consisting of 332 full-time positions and 39 full-time equivalent positions. This represents a net increase of 23 positions when compared to the Fiscal 2017 Adopted Budget.

- **Executive Budget Changes**

- New needs total \$7.8 million in Fiscal 2018:
  - \$140,000 for the School Bus Grant Program;
  - \$2.8 million to provide trainings through Green Jobs Corps;
  - \$365,400 to convert two consultants to full-time employees;
  - \$1.4 million to support the operations of the Water Permits Unit;
  - \$2.1 million for the Trust for Governors Island (TGI); and
  - \$1 million for the New York City Economic Development Corporation (NYCEDC) to be used for Hurricane Sandy relief projects<sup>1</sup>.
- Other adjustments total \$24.4 million in Fiscal 2018.
- Savings total \$1 million in Fiscal 2017, \$2.5 million in Fiscal 2018, and \$2 million in each of the outyears.

---

<sup>1</sup> For more on this change, see the Council's Report on the Fiscal 2018 Executive Budget for NYCEDC

## SBS Overview

This report presents a review of SBS' Fiscal 2018 Executive Budget. The section below presents an overview of the Department's budget and how it has changed during the course of Fiscal 2017, followed by a review of the significant budget actions introduced in the Fiscal 2018 Executive Budget. Major issues related to the Department's budget are then discussed. Appendix 1 reports the changes made to the Fiscal 2017 and Fiscal 2018 Budgets since Adoption of the Fiscal 2017 Budget. For additional information on the Department's budget and its various programs, please refer to the Fiscal 2018 Preliminary Budget Report for the Department of Small Business Services at: <http://council.nyc.gov/budget/wp-content/uploads/sites/54/2017/03/801-SBS2.pdf>

| <b>SBS Financial Summary</b>             |                  |                  |                  |                  |                  |                   |
|--|------------------|------------------|------------------|------------------|------------------|-------------------|
| <i>Dollars in Thousands</i>              | 2015             | 2016             | 2017             | Executive Plan   |                  | *Difference       |
|  | Actual           | Actual           | Adopted          | 2017             | 2018             | 2017 - 2018       |
| <b>Spending</b>                          |                  |                  |                  |                  |                  |                   |
| Personal Services                        | \$19,626         | \$20,581         | \$25,032         | \$25,973         | \$27,320         | \$2,288           |
| Other Than Personal Services             | 253,833          | 261,885          | 211,335          | 322,948          | 164,389          | (46,946)          |
| <b>TOTAL</b>                             | <b>\$273,458</b> | <b>\$282,466</b> | <b>\$236,367</b> | <b>\$348,921</b> | <b>\$191,709</b> | <b>(\$44,658)</b> |
| <b>Budget by Program Area</b>            |                  |                  |                  |                  |                  |                   |
| Agency Administration and Operations     | \$11,974         | \$12,093         | \$16,411         | \$14,261         | \$20,606         | \$4,195           |
| Business Development                     | 61,403           | 73,601           | 35,957           | 67,441           | 24,141           | (11,816)          |
| Contract Svcs: Economic Development Corp | 104,002          | 96,873           | 63,974           | 139,318          | 41,151           | (22,823)          |
| Contract Svcs: NYC&Co / Tourism Support  | 13,774           | 17,750           | 21,162           | 21,162           | 21,162           | 0                 |
| Contract Svcs: Other                     | 14,063           | 15,159           | 18,095           | 19,410           | 18,902           | 808               |
| Economic & Financial Opportunity: M/WBE  | 3,385            | 4,299            | 6,718            | 8,053            | 8,027            | 1,309             |
| Economic & Financial Oppty: Labor Svcs   | 330              | 270              | 241              | 241              | 245              | 4                 |
| MO Film, Theatre, and Broadcasting       | 6,023            | 975              | 0                | 0                | 0                | 0                 |
| MO Industrial & Manufacturing Businesses | 1,397            | (3)              | 0                | 0                | 0                | 0                 |
| Neighborhood Development                 | 4,238            | 7,568            | 15,556           | 12,330           | 6,918            | (8,639)           |
| Workforce Development: One Stop Centers  | 23,763           | 29,043           | 28,147           | 41,235           | 28,358           | 211               |
| Workforce Development: Program           |                  |                  |                  |                  |                  |                   |
| Management                               | 12,768           | 15,923           | 12,849           | 16,502           | 13,798           | 949               |
| Workforce Development: Training          | 11,278           | 8,916            | 8,541            | 8,967            | 8,401            | (140)             |
| Workforce Development: WIB and Other     | 5,061            | 0                | 8,716            | 0                | 0                | (8,716)           |
| <b>TOTAL</b>                             | <b>\$273,458</b> | <b>\$282,466</b> | <b>\$236,367</b> | <b>\$348,921</b> | <b>\$191,709</b> | <b>(\$44,658)</b> |
| <b>Funding</b>                           |                  |                  |                  |                  |                  |                   |
| City Funds                               |                  |                  | \$140,120        | \$154,985        | \$118,467        | (\$21,653)        |
| Other Categorical                        |                  |                  | 0                | 9,802            | 0                | 0                 |
| State                                    |                  |                  | 28               | 2,226            | 2,015            | 1,987             |
| Federal - Community Development          |                  |                  | 39,101           | 85,869           | 16,869           | (22,231)          |
| Federal - Other                          |                  |                  | 41,255           | 69,670           | 41,852           | 597               |
| Intra City                               |                  |                  | 15,863           | 26,368           | 12,505           | (3,358)           |
| <b>TOTAL</b>                             | <b>\$273,458</b> | <b>\$282,466</b> | <b>\$236,367</b> | <b>\$348,921</b> | <b>\$191,709</b> | <b>(\$44,658)</b> |
| <b>Budgeted Headcount</b>                |                  |                  |                  |                  |                  |                   |
| Full-Time Positions                      | 217              | 242              | 307              | 328              | 332              | 25                |
| Full-Time Equivalent Positions           | 40               | 60               | 41               | 54               | 39               | (2)               |
| <b>TOTAL</b>                             | <b>257</b>       | <b>302</b>       | <b>348</b>       | <b>382</b>       | <b>371</b>       | <b>23</b>         |

\*The difference of Fiscal 2017 Adopted Budget compared to Fiscal 2018 Executive Budget.

The City's Fiscal 2018 Executive Budget totals \$84.9 billion, which is \$2.8 billion more than the Fiscal 2017 Adopted Budget of \$82.1 billion. City funds (City tax-levy and non-tax revenues) total \$61.1 billion when compared to the Fiscal 2017 Adopted Budget amount of \$59.3 billion.

For SBS, the Fiscal 2018 Executive Budget totals \$191.7 million, representing less than one percent of the City's total budget. The \$191.7 million budgeted for SBS in Fiscal 2018 includes \$41.2 million for the New York City Economic Development Corporation (NYCEDC), \$21.2

million for NYC & Company, and \$18.9 million for the Trust for Governors Island (TGI). Without these other agencies' budgets, SBS' true Executive Budget for Fiscal 2018 is \$110.5 million.

The Department's Fiscal 2018 Executive Budget of \$191.7 million is \$44.7 million, or 19 percent less than its Fiscal 2017 Adopted Budget of \$236.4 million. This decrease is largely due to a \$46.9 million, or a 22 percent decline in the Other than Personal Services (OTPS) budget of \$164.4 million, offset by a \$2.3 million, or nine percent increase in the Personal Services (PS) budget of \$27.3 million. The decline in the OTPS budget is mainly driven by the declines in City and federal funds for the Business Development, Neighborhood Development, and Contracts Services program areas.

Since the adoption of the Fiscal 2017 budget, several initiatives have impacted both the Department's budget and headcount for Fiscal 2017 and Fiscal 2018. For Fiscal 2017, these include \$36.5 million in new needs and \$76.1 million in other adjustments. For Fiscal 2018, the changes include a \$32.2 million decrease in other adjustments, offset by a \$11.2 million increase in new needs. Combined, the above actions reconcile the Department's budget to its current amount of \$348.9 million for Fiscal 2017 and \$191.7 million for Fiscal 2018.

Changes introduced in the Fiscal 2018 Executive Budget increased the Fiscal 2017 and Fiscal 2018 Budgets by \$15.2 million and \$32.2 million, respectively. For Fiscal 2017, the changes include a \$31.6 million increase in new needs, offset by a \$16.4 million decrease in other adjustments. For Fiscal 2018, the changes include \$7.8 million in new needs and \$24.4 million in other adjustments<sup>2</sup>.

Below is a summary of key funding changes by program area<sup>3</sup> and source when comparing the Department's Fiscal 2018 Executive Budget to its Fiscal 2017 Adopted Budget.

- **Agency Administration and Operations.** The Fiscal 2018 Executive Budget includes \$20.6 million for the Agency Administration and Operations program area. The proposed Fiscal 2018 Executive Budget for this program area is 26 percent more than the Fiscal 2017 Adopted Budget of \$16.4 million, and 13 percent more than the Fiscal 2018 Preliminary Budget of \$18.2 million. Changes in the Fiscal 2018 Executive Budget that impact this program area include approximately \$365,400 in City funds to convert two consultants to full-time employees, \$1.4 million in City funds to support the operations of SBS' Waterfront Permits Unit, a wage adjustment of \$333,591, and a reallocation of \$686,000 in City funds from Fiscal 2017 to Fiscal 2018 to cover two programs, including Love Your Local and Commercial Lease Assistance.
- **Business and Neighborhood Development.** The Fiscal 2018 Executive Budget includes \$31.1 million for the Business and Neighborhood Development program areas. The proposed Fiscal 2018 Executive Budget for these program areas is 40 percent less than the Fiscal 2017 Adopted Budget of \$51.5 million, but 44 percent more than the Fiscal 2018 Preliminary Budget of \$21.5 million. Changes in the Fiscal 2018 Executive Budget that impact these program areas include \$140,000 in City funds for the School Bus Grant Program, a rollover of \$9.8 million in City funds from Fiscal 2017 due to a delay in registering a contract for the MWBE Bond Surety Fund, and \$190,000 in agency savings.

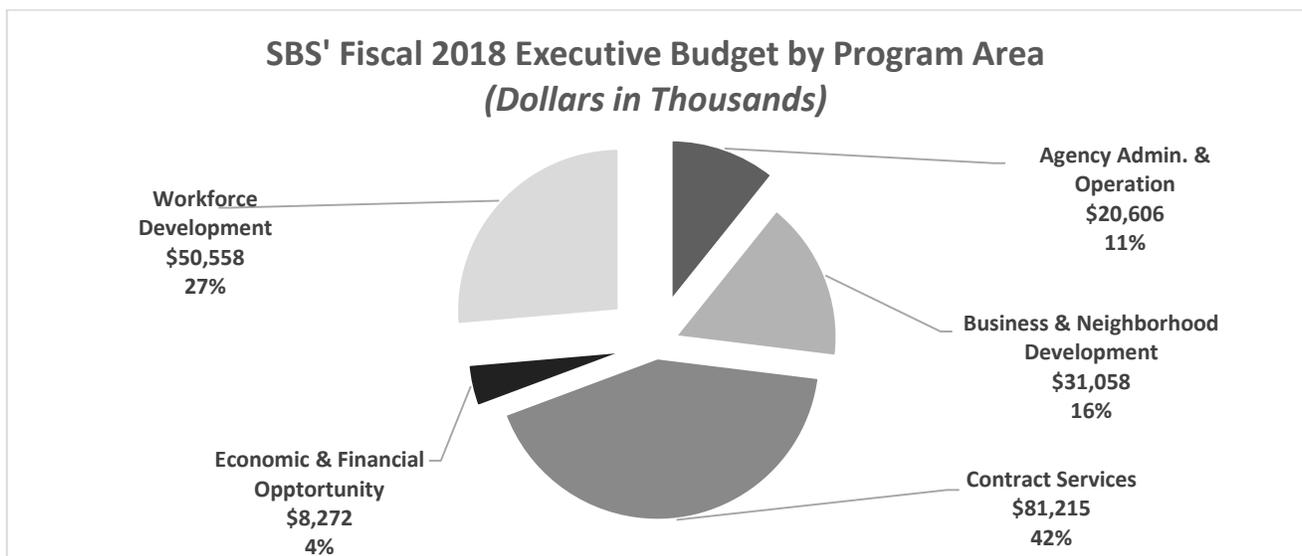
---

<sup>2</sup>See Appendix 1 for a list of all budget actions since adoption.

<sup>3</sup>For explanations to program area changes that took place in the Fiscal 2017 Preliminary Budget, see <http://council.nyc.gov/budget/wp-content/uploads/sites/54/2017/03/801-SBS2.pdf>

- Contract Services.** The Fiscal 2018 Executive Budget includes \$81.2 million for the contract services program areas, which funds contracts with NYCEDC, NYC & Company, and other not-for-profit and non-City agencies. The proposed Fiscal 2018 Executive Budget for these program areas is 21 percent less than the Fiscal 2017 Adopted Budget of \$103.2 million, but 18 percent more than the Fiscal 2018 Preliminary Budget of \$68.7 million. The decrease in funding for these program areas since adoption is mainly driven by \$20.3 million Federal Community Development Block Grants for NYCEDC contracts, which are not yet reflected in the agency’s budget. Changes in the Fiscal 2018 Executive Budget impacting these program areas include \$2.1 million in City funding to develop the Southern portion of Governors Island, \$1 million in City funds for Hurricane Sandy relief projects at NYCEDC, and a reallocation of \$2.6 million in City funds due to late registration of contracts for three NYCEDC projects.
- Economic & Financial Opportunity.** The Fiscal 2018 Executive Budget includes \$8.3 million for the Economic & Financial Opportunity program areas, which funds the Minority and Women-Owned Enterprise (MWBE) program, as well as labor services. The proposed Fiscal 2018 Executive Budget for these program areas is 19 percent more than the Fiscal 2017 Adopted Budget of \$7 million, and 16 percent more than the Fiscal 2018 Preliminary Budget of \$7.1 million. The only change in the Fiscal 2018 Executive Budget impacting these program areas is a reallocation of \$1.6 million, from Fiscal 2017 to Fiscal 2018, for the MWBE Disparity Study and associated technical assistance.
- Workforce Development.** The Fiscal 2018 Executive Budget includes \$50.6 million for the Workforce Development program areas, which funds the One Stop Centers, Program Management, and Training. The proposed Fiscal 2018 Executive Budget for these program areas is 13 percent less than the Fiscal 2017 Adopted Budget of \$58.3 million, but 15 percent more than the Fiscal 2018 Preliminary Budget of \$44 million. Changes in the Fiscal 2018 Executive Budget impacting these program areas include \$2.8 million in City funds for Green Jobs Corps, \$3.5 million from the Center for Economic Opportunity (CEO) for programming run by SBS, and a reallocation of \$300,000 in City funds for the HireNYC program.

The chart below gives a breakdown of SBS’ Fiscal 2018 Executive Budget by program area.



- **Decrease in City Funding.** Approximately \$118.5 million or 62 percent of SBS' Fiscal 2018 budget is City funding. This represents a decrease of \$21.7 million, or 16 percent when compared to the Fiscal 2017 Adopted Budget. The majority of this decrease is due to the absence of one-time Council funding, totaling \$14.6 million, for various initiatives in Fiscal 2017. The City funds in the modified budget for Fiscal 2017 are \$14.9 million, or 11 percent more than the Fiscal 2017 Adopted Budget.
- **Decrease in Non-City Funding.** For Fiscal 2018, SBS' non-city revenue shows a net decrease of \$19.6 million when compared to the Fiscal 2017 Adopted Budget. This decrease in funding is mainly driven by Federal Community Development Block Grants, which are not yet reflected in the Department's budget. The current modified budget for Fiscal 2017 shows an increase of \$87 million, when compared to the Fiscal 2017 Adopted Budget.
- **Headcount Changes.** The Department's total headcount for Fiscal 2018 is 371 positions, consisting of 332 full-time positions and 39 full-time equivalent positions. Full-time headcount increases by 25 positions, offset by a decrease in full-time equivalent headcount by two positions – resulting in a net increase of 23 positions in overall headcount. Nine out of the 23 positions are being added by the Fiscal 2018 Executive Budget<sup>4</sup>. The current modified budget for Fiscal 2017 increases headcount by 34 positions when compared to the Fiscal 2017 Adopted Budget.

## New in the Executive Budget

The following are major financial plan actions for Fiscal 2018 included in the Executive Plan:

- **School Bus Program.** The Fiscal 2018 Executive Plan includes \$31.5 million in Fiscal 2017 and \$140,000 in Fiscal 2018 for the School Bus Grant Program. The program supports the employment of bus workers who were impacted by changes in DOE's contracts for school bus transportation. The funding will be used to support the salaries of said workers for the 2016-2017 school year. The Fiscal 2017 funding of \$31.5 million is in addition to the \$1.6 million already budgeted for Fiscal 2017 – bringing the program's total budget for Fiscal 2017 to over \$33 million.
- **Green Jobs Corps.** In his 2017 State of the City address, Mayor de Blasio announced the Green Jobs Corps program<sup>5</sup>. As part of the Mayor's vision to create 100,000 permanent good paying jobs in ten years, the program will support the training of 3,000 workers over the next three years for various green jobs.

The Executive Budget provides a total of \$12.8 million over the next three fiscal years to implement the program. The funding, which includes \$2.8 million in Fiscal 2018, \$4.6 million in Fiscal 2019, and \$5.4 million in Fiscal 2021, will be used to provide pre-apprenticeship training and other green trainings to 1,890 City residents. Participants will be trained in construction, green building operation and solar installation. The Green Building Operators and Cool Roofs programs, which were funded in previous financial plans, will train an additional 1,110 workers – bringing the total number of people trained to 3,000, as promised by the Mayor.

---

<sup>4</sup> Details of the nine new staff are provided in the next section of the report, under Green Jobs Corp, SBS Information Technology Support, and Waterfront Permits Unit

<sup>5</sup> See Mayor Bill de Blasio's 2017 State of the City Address at <https://medium.com/@nycgov/this-is-your-city-6230765d11c>

Part of the funding - \$250,000 for each fiscal year - will be used to hire two new program managers. The program managers will work to identify individual needs related to the program, and also coordinate activities between training providers and the skills needed.

- **SBS Information Technology Support.** The Executive Plan includes approximately \$91,300 in Fiscal 2017 and \$365,400 annually in Fiscal 2018 through Fiscal 2021 to add two new staff who will provide information technology services throughout the agency. Specifically, SBS will use the funding to convert two consultants from ITCS Groups to full-time agency employees. The two will continue to support various agency projects, including the Worksource1 application, Small Business First Portal, and HireNYC project. Their civil titles will include Certified IT Developer and Computer Systems Manager.
- **Waterfront Permits Unit.** The Executive Plan includes \$1.4 million in Fiscal 2018 and \$908,000 annually in the outyears to support the operations of the Waterfront Permits Unit at SBS. The unit will use the funds to carry out its core functions and build capacity to ensure site safety, regulatory compliance and operational efficiencies. Of the total funding for each fiscal year, \$375,000 will be used to cover PS expenditure associated with five new staff, including a plan examiner, an enforcement auditor, an enforcement inspector, a building inspector, and an administrative assistant.
- **Trust for Governors Island (TGI).** The Executive Plan includes a total City funding of \$2.1 million in Fiscal 2018 and \$1.4 million in Fiscal 2019 to cover various expenses related to the development of the southern portion of Governors Island. The development work requires environmental review. Below is a breakdown of how the funding will be used by TGI.
  - **Environmental Review.** The Executive Plan includes \$1.2 million in Fiscal 2018 and \$500,000 in Fiscal 2019 to cover the fees for an environmental consultant. The consultant will prepare a Supplemental Generic Environmental Impact Statement (SGEIS) for the development of South Island.
  - **Land Use Counsel for Rezoning.** The Executive Plan includes \$500,000 annually in Fiscal 2018 and Fiscal 2019 to cover the fees for land use counsel for work associated with rezoning and Uniform Land Use Review Procedure (ULURP).
  - **Rezoning Master Planning.** The Executive Plan includes \$375,000 annually in Fiscal 2018 and Fiscal 2019 to cover the cost of planning and design services related to the submission of the ULURP application to the Department of City Planning for the rezoning and development of South Island.
- **Citywide Savings Program.** The Citywide Savings Program allows agencies to voluntarily identify cost savings. In the Fiscal 2018 Executive Budget, SBS proposed \$1 million in savings for Fiscal 2017, \$2.5 million for Fiscal 2018, and \$2 million for each of the outyears. This brings the agency's total savings since the adoption of the Fiscal 2017 budget to \$4.6 million in Fiscal 2017, \$5.7 million in Fiscal 2018, and \$5 million in the outyears. The following are some of the key savings initiatives for SBS:
  - **East River Ferry Savings.** NYCEDC will absorb costs associated with the operations of the East River Ferry operations. This is expected to save the City \$1 million in Fiscal 2017, and \$2 million annually in Fiscal 2018 through Fiscal 2021.
  - **TGI Savings.** The Trust for Governors Island expects to save \$156,000 in Fiscal 2018 due to budget adjustments on ground maintenance.

- **SBS Savings.** SBS expects to be able to save \$250,000 in Fiscal 2018 from various programs as a result of budget adjustments and changes in the implementation timeline.
- **OER Jumpstart Savings.** The Mayor's Office of Environmental Remediation (OER) will generate \$100,000 in savings due to eligible projects that elected to forego the funding.

## SBS Budget Issues

The Council's response to the Mayor's Fiscal 2018 Preliminary Budget included three recommendations for a total of \$1.4 million. The Administration did not add funds for any of the Council's proposed initiatives in the Fiscal 2018 Executive Budget. Listed below are the Council's recommended initiatives.

- **Small Business Services Administrative Fees.** SBS receives a portion of the Council's discretionary funding for various initiatives as "administrative fees." The funding enables SBS to oversee and manage these initiatives. In Fiscal 2017, SBS received \$840,300 out of the total \$14.6 million allocated to the Council's Small Business and Workforce Development initiatives, administered by the department. Of the total funding allocated to SBS, \$625,000 (approximately 74 percent) is used by SBS to cover the salaries of eight full-time employees and a part-time employee who work solely on Council initiatives. The remainder of the funding is used to cover Other than Personal Service (OTPS) expenses related to the initiatives. The Council proposed that the Administration baseline these "administrative costs" since no other City agency charges for such costs. However, the Administration failed to add any funds in the Executive Budget for this purpose.
- **Small Business/Job Development/Financial Literacy.** Small Business/Job Development/Financial Literacy is a City Council initiative that provides technical and financial assistance, business counseling, and financial literacy education to entrepreneurs and small businesses across New York City.<sup>6</sup> The Council provides funding to seven community-based organizations to carry out the scope of the initiative, which has been funded since Fiscal 2007. To ensure the continuity of the initiative, the Council called on the Administration to baseline the funding for this initiative. However, no funding was added in the Executive Plan for this initiative.

## Preliminary Budget Highlights

SBS' Fiscal 2018 Executive Budget also entails changes made in the Preliminary Budget. Below are some of the key highlights from the Department's Fiscal 2018 Preliminary Budget.

- **Faith Center OTPS.** The Fiscal 2018 Preliminary Plan added \$350,000 in Fiscal 2017 and \$500,000 annually in Fiscal 2018 through Fiscal 2021 for SBS to assist with the Mayor's launch of the Center for Faith Community Partnerships (CFCP). The funding will enable SBS to provide a capacity building helpdesk, which will train over 200 community-based

---

<sup>6</sup>At the beginning of Fiscal 2017, Small Business/Job Development/Financial Literacy was merged with Chamber on the Go, and renamed 'Chamber on the Go and Small Business Assistance.' In spite of the consolidation, the scope of contract for Small Business/Job Development/Financial Literacy remained the same as it was prior to Fiscal 2017. This proposal is calling for only the 'Small Business/Job Development/Financial Literacy' portion to be baselined.

organizations on how to fully access the City's non-profit contracting and MWBE certification process, as well as provide technical support to participating businesses.

Of the total funding added in the Fiscal 2018 Preliminary Plan for CFCP, \$150,000 in Fiscal 2017 and \$300,000 annually in Fiscal 2018 through Fiscal 2021 will be used to cover PS expenditures associated with six new positions. The six new positions include one central coordinator and five liaisons (one liaison per borough).

- **MWBE New Need.** The Fiscal 2018 Preliminary Plan added \$1.8 million in Fiscal 2017 and \$1.7 million annually in Fiscal 2018 through Fiscal 2021 to expand the City's Minority and Women Owned Business Enterprises (MWBE) program. The funding will be used to provide citywide marketing and outreach campaign, increased provision of MWBE services, and updates to the online application portal. The funding will also add additional capacity building and technical assistance staff, as well as create a new unit with staff dedicated to outreach to existing MWBEs and assist in the recertification process.

This budget action adds 15 new positions to SBS' total headcount, with a total PS budget of \$451,500 in Fiscal 2017 and \$903,000 annually in Fiscal 2018 through Fiscal 2021. The 15 new staff include two certification outreach associates, four certification analysts, two ICAP compliance analysts, two buyer services associates, two vendor service associates, a technical assistance contract manager, a capacity building contract manager, and a program coordinator.

- **Waterfront Permitting.** The Fiscal 2018 Preliminary Plan provided a total of \$117,000 in Fiscal 2017 and \$179,000 annually in Fiscal 2018 through Fiscal 2021 for the Waterfront Permits Unit at SBS to handle the increase in waterfront permits. Majority of the funding – \$100,000 in Fiscal 2017 and \$145,000 in Fiscal 2018 through Fiscal 2021 – will be used to cover the cost of technological resources and other professional services required by the Waterfront Permitting Unit. The remainder of the funding will cover additional PS costs for upgrading and expanding the responsibilities of three existing staff.

## Appendix 1: Fiscal 2018 Budget Actions since Fiscal 2017 Adoption

| <i>Dollars in Thousands</i>  | FY 2017           |                  |                   | FY 2018          |                   |                   |
|--|-------------------|------------------|-------------------|------------------|-------------------|-------------------|
|  | City              | Non-City         | Total             | City             | Non-City          | Total             |
| <b>SBS Budget as of the Adopted 2017 Plan</b>  | <b>\$140,120</b>  | <b>\$96,247</b>  | <b>\$236,367</b>  | <b>\$89,718</b>  | <b>\$123,042</b>  | <b>\$212,760</b>  |
| <b>New Needs - Prelim. 2018</b>  |                   |                  |                   |                  |                   |                   |
| Bus Program  | \$1,473           | \$0              | \$1,473           | \$0              | \$0               | \$0               |
| MWBE Consulting Services for MOCS  | 750               | 0                | 750               | 750              | 0                 | 750               |
| OER - Clean Soil Bank New Needs  | 240               | 0                | 240               | 245              | 0                 | 245               |
| Faith Center OTPS  | 350               | 0                | 350               | 500              | 0                 | 500               |
| MWBE New Needs   | 1,782             | 0                | 1,782             | 1,711            | 0                 | 1,711             |
| TGI Ferry Inspection and Repair  | 176               | 0                | 176               | 0                | 0                 | 0                 |
| Waterfront Permitting  | 117               | 0                | 117               | 179              | 0                 | 179               |
| <b>Subtotal, New Needs</b>   | <b>\$4,888</b>    | <b>\$0</b>       | <b>\$4,888</b>    | <b>\$3,385</b>   | <b>\$0</b>        | <b>\$3,385</b>    |
| <b>Other Adjustments - Prelim. 2018</b>  |                   |                  |                   |                  |                   |                   |
| CDBG FY16 Roll   | \$0               | \$8,778          | \$8,778           | \$0              | \$0               | \$0               |
| Cool Roofs Green Bldg Savings  | (192)             | 0                | (192)             | (192)            | 0                 | (192)             |
| FEMA 428 - Homeport Demolition   | 0                 | 2,521            | 2,521             | 0                | 0                 | 0                 |
| Funds Flood Protection MOU   | 0                 | 1,000            | 1,000             | 0                | 0                 | 0                 |
| FY17 AveNYC Increase   | 0                 | 718              | 718               | 0                | 0                 | 0                 |
| FY17 Increase over count   | 0                 | 26,458           | 26,458            | 0                | 0                 | 0                 |
| FY17 LMDC Incr. for Rollover   | 0                 | 1,644            | 1,644             | 0                | 0                 | 0                 |
| Hire NYC Reallocation  | (1,600)           | 0                | (1,600)           | 800              | 0                 | 800               |
| HRO  | 0                 | (8,021)          | (8,021)           | 0                | 0                 | 0                 |
| HRO FY16 Roll  | 0                 | 43,596           | 43,596            | 0                | 0                 | 0                 |
| Hunts Point  | 0                 | (2,463)          | (2,463)           | 0                | 0                 | 0                 |
| Jamaica Hotel  | 0                 | 1,202            | 1,202             | 0                | 0                 | 0                 |
| All Other Miscellaneous Adjustments  | (225)             | 19,049           | 18,824            | (54)             | (57,190)          | (57,244)          |
| <b>Subtotal, Other Adjustments</b>   | <b>(\$2,017)</b>  | <b>\$94,482</b>  | <b>\$92,465</b>   | <b>\$554</b>     | <b>(\$57,190)</b> | <b>(\$56,636)</b> |
| <b>TOTAL, All Changes Prelim. 2018</b>   | <b>\$2,871</b>    | <b>\$94,482</b>  | <b>\$97,353</b>   | <b>\$3,939</b>   | <b>(\$57,190)</b> | <b>(\$53,251)</b> |
| <b>SBS Budget as of the Preliminary 2018 Plan</b>  | <b>\$142,991</b>  | <b>\$190,729</b> | <b>\$333,719</b>  | <b>\$93,657</b>  | <b>\$65,852</b>   | <b>\$159,509</b>  |
| <b>New Needs - Exec. 2017</b>  |                   |                  |                   |                  |                   |                   |
| Bus Program  | \$0               | \$0              | \$0               | \$140            | \$0               | \$140             |
| Bus Program OTPS   | 31,500            | 0                | 31,500            | 0                | 0                 | 0                 |
| EDC FEMA Expense Local Match for Sandy PWs   | 0                 | 0                | 0                 | 1,036            | 0                 | 1,036             |
| Green Jobs Corps   | 0                 | 0                | 0                 | 2,825            | 0                 | 2,825             |
| SBS Information Technology Support   | 91                | 0                | 91                | 365              | 0                 | 365               |
| TGI - Environmental Review, Land Use Counsel for Rezoning, Rezoning Master Planning                                  | 0                 | 0                | 0                 | 2,075            | 0                 | 2,075             |
| Waterfront Permits Unit  | 0                 | 0                | 0                 | 1,370            | 0                 | 1,370             |
| <b>Subtotal, New Needs</b>   | <b>\$31,591</b>   | <b>\$0</b>       | <b>\$31,591</b>   | <b>\$7,812</b>   | <b>\$0</b>        | <b>\$7,812</b>    |
| <b>Other Adjustments - Exec. 2018</b>  |                   |                  |                   |                  |                   |                   |
| Acquisition Costs for Developm   | \$0               | \$8,600          | \$8,600           | \$0              | \$0               | \$0               |
| BNY FEMA Capital PW PM Fees  | 0                 | 0                | 0                 | 0                | 1,378             | 1,378             |
| Bus PREP City Mod  | 0                 | (703)            | (703)             | 0                | (106)             | (106)             |
| CDBG-DR BLGP Mod   | 0                 | 252              | 252               | 0                | (59)              | (59)              |
| CEO Funding Allocation   | 0                 | 0                | 0                 | 3,549            | 0                 | 3,549             |
| CSX Locomotive - Waste Managem   | 0                 | 1,000            | 1,000             | 0                | 0                 | 0                 |
| DBS Reallocation   | (9,750)           | 0                | (9,750)           | 9,750            | 0                 | 9,750             |
| DEFO Reallocation  | (1,126)           | 0                | (1,126)           | 1,126            | 0                 | 1,126             |
| East River Ferry Subsidy Savings   | (1,000)           | 0                | (1,000)           | (2,000)          | 0                 | (2,000)           |
| EDC reallocation of funds between fiscal years for three projects - Graffiti Removal, Clean Tech Incubators and CPSD | (3,104)           | 0                | (3,104)           | 2,660            | 0                 | 2,660             |
| FEMA Emergency Work  | 0                 | 3,960            | 3,960             | 0                | 0                 | 0                 |
| All Other Miscellaneous Adjustments  | (4,616)           | (9,902)          | (14,519)          | 1,442            | 6,648             | 8,090             |
| <b>Subtotal, Other Adjustments</b>   | <b>(\$19,597)</b> | <b>\$3,207</b>   | <b>(\$16,390)</b> | <b>\$16,527</b>  | <b>\$7,861</b>    | <b>\$24,388</b>   |
| <b>TOTAL, All Changes - Exec. 2018</b>   | <b>\$11,995</b>   | <b>\$3,207</b>   | <b>\$15,201</b>   | <b>\$24,339</b>  | <b>\$7,861</b>    | <b>\$32,199</b>   |
| <b>SBS Budget as of the Fiscal 2018 Executive Plan</b>   | <b>\$154,985</b>  | <b>\$193,936</b> | <b>\$348,921</b>  | <b>\$117,995</b> | <b>\$73,713</b>   | <b>\$191,709</b>  |