



Office of Small Business - Budget Update

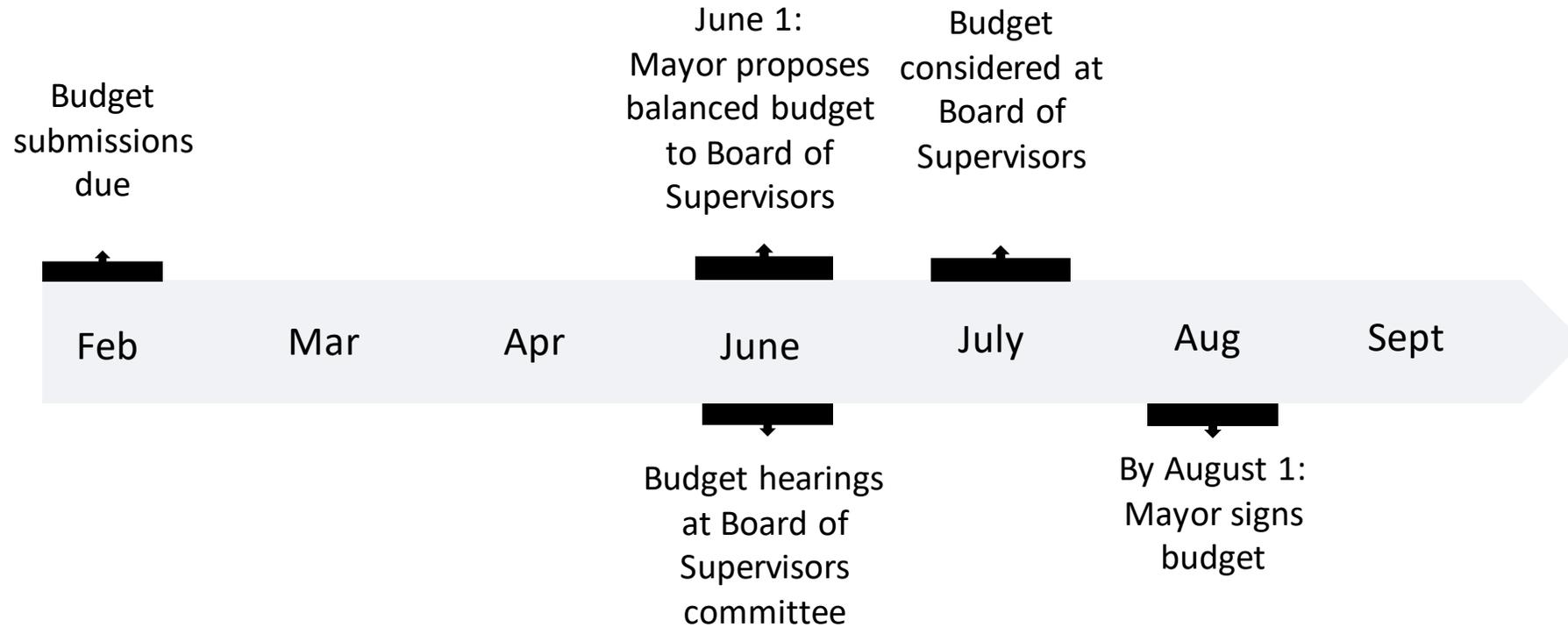
Katy Tang · Office of Small Business, Executive Director
Small Business Commission · May 23, 2022

Budget instructions for FY 2022-23 & FY 2023-24

Mayor's budget instructions:

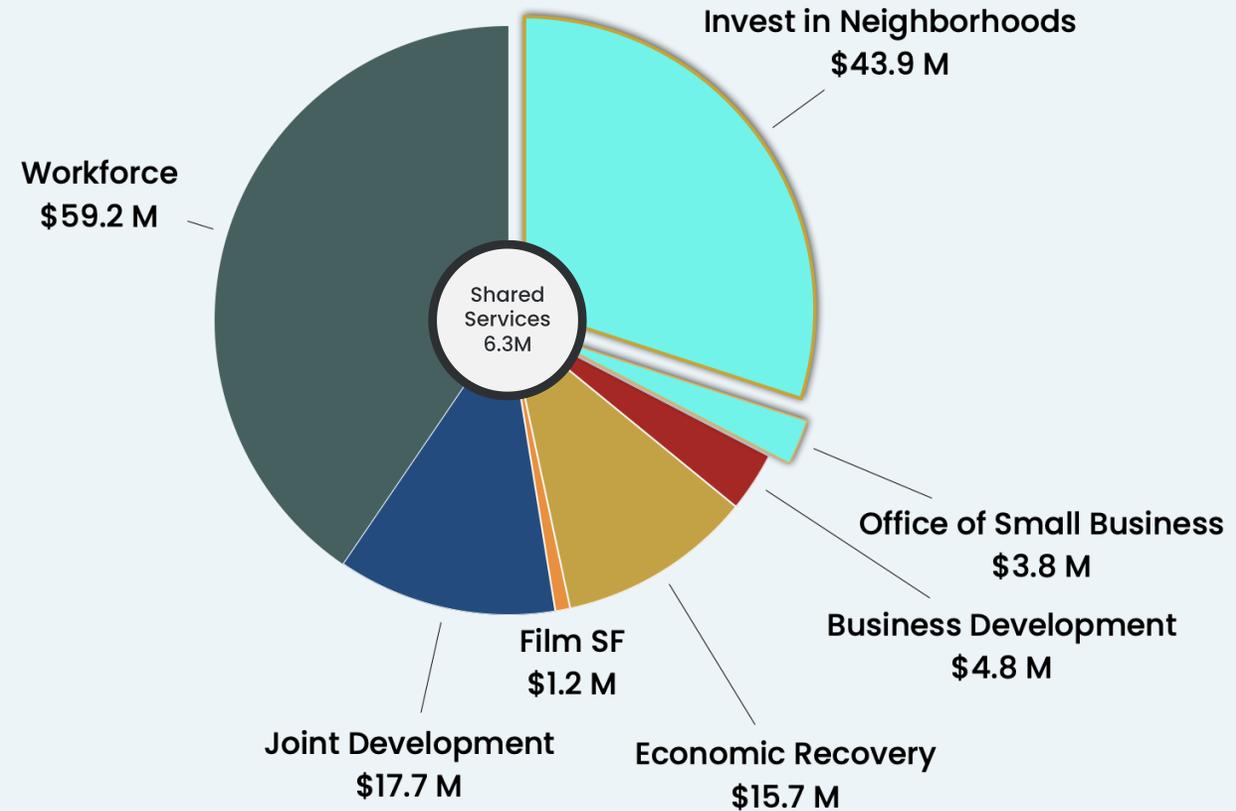
- Prioritize restoring San Francisco's vibrancy, recovery, accountability and equity
- Get "back to basics" and improve core service delivery within existing budget
- No mandatory reductions, but no increase to General Fund support

Key dates

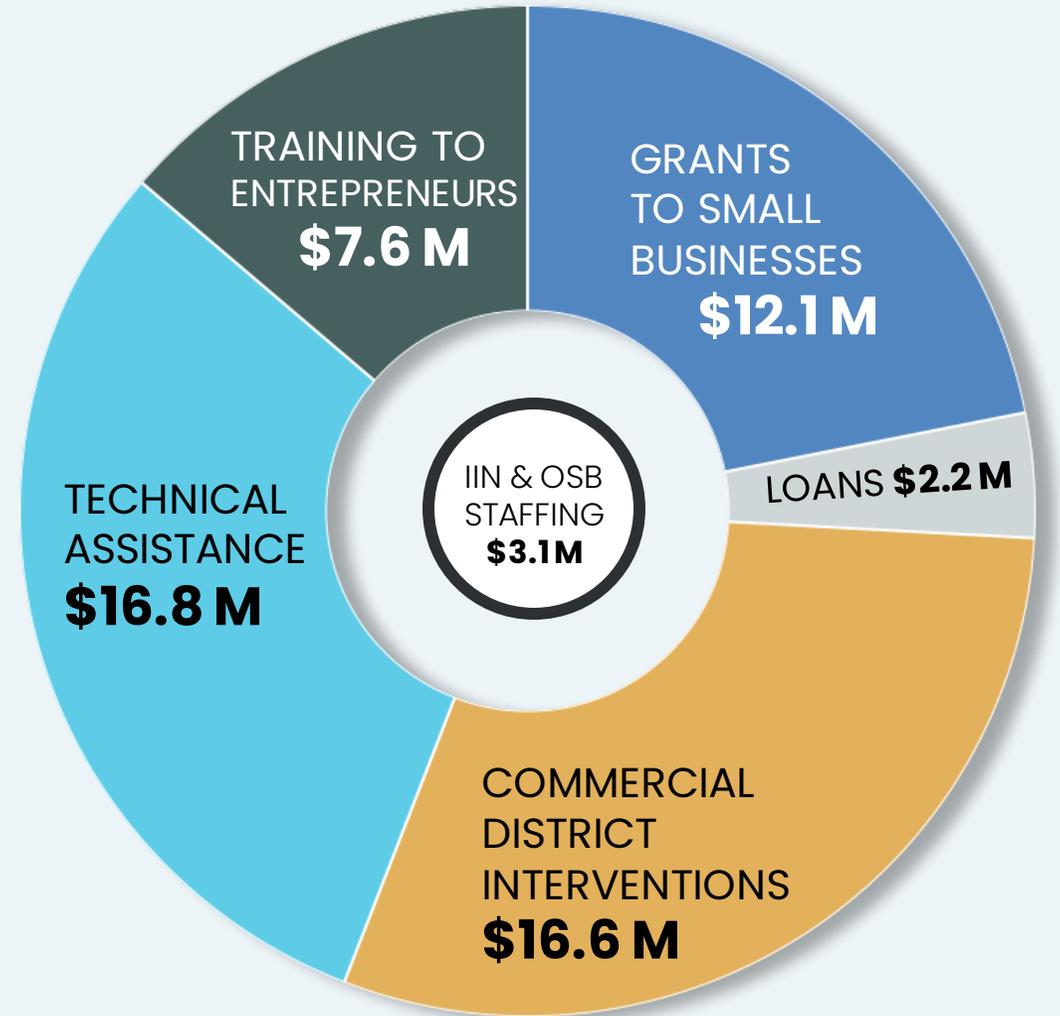


The Office of Small Business is a division within the Office of Economic & Workforce Development (OEWD)

OEWD Budget FY 2021-2022



Small business **community**
investments in current fiscal
year (FY 2021-2022)



Office of Small Business budget overview

Fiscal Year	Total Adopted Budget	Authorized FTE Positions
2019-20	\$3,129,487	7.45
2020-21	\$2,770,352	7.07
2021-22	\$3,505,244	9.69
2022-23*	\$3,649,316	10.37
2023-24*	\$3,651,717	10.37

*proposed

Office of Small Business staffing

 Katy Tang Executive Director	 Kerry Birnbach Senior Policy Analyst / Commission Secretary	 Richard Kurylo Legacy Business Program Manager
 Martha Yanez Business Assistance Center Supervisor / Case Manager	 Carol Cheng Case Manager	 Michelle Lynch Reynolds Legacy Business Program / Marketing & Communications
 Morgan Heller Small Business Permit Specialist	 Rachel Leong Small Business Permit Specialist	 Jossiel Cruseta Director San Francisco Small Business Development Center
 Lawrence Liu Case Manager San Francisco Small Business Development Center	 Jessica Wan Case Manager San Francisco Small Business Development Center	

 = SBDC staff newly under OSB starting in 2022

- No new FTE proposed for FY 2022-23 or FY 2023-24
- Change in FTE represents:
 - Reassignment of Small Business Development Center (SBDC) to OSB
 - Annualization of 3 new 9774s from FY21-22
 - Temporary salaries reduction from one-time Legacy Business Program addback funds from the Board of Supervisors

Vacancies:

- Hiring is currently underway for one Neighborhood Anchor Business / Business Case Manager (9774)
- One position currently vacant: Business Case Manager (1822 → 1823 substitution) – hiring will begin once new budget is adopted

Small business services in FY 2021-22

~1,833

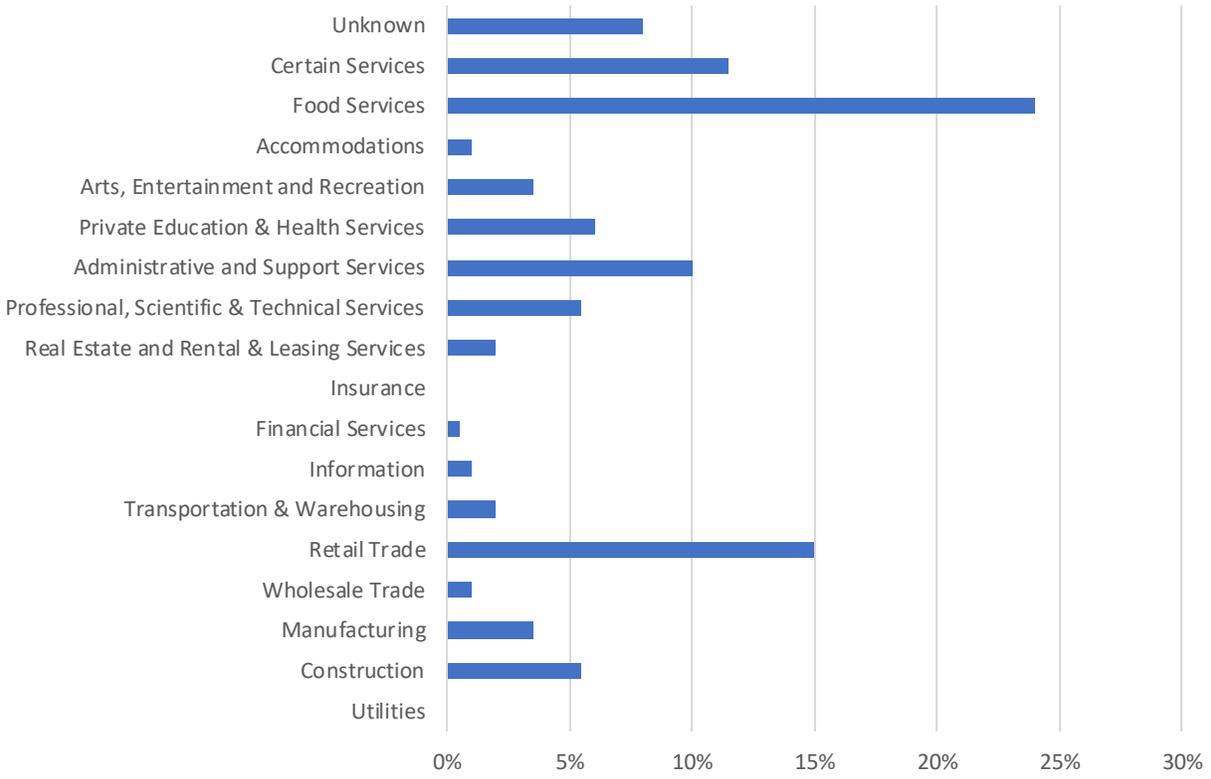
of cases
handled by OSB
staff

~3,145

of clients
served by OSB
staff

Small business services in FY 2021-22

% of Cases



Small business services in FY 2021-22



Pre start-up:	Considering starting a business, need to do research and planning
Start-up:	0-1 years in business, need to register, need info on additional requirements, need financing or technical assistance
Existing:	1+ years in business, needs financing, biz management assistance, info on business programs, contracting, etc.
Expanding:	Looking to grow business, including capital improvement, new concept/product, new location, new hires
Business Acquisition:	Business has transferred ownership, sold, or bought an existing business
Relocating:	Existing business seeking to move to new location
Closing:	Business is closing, will close, or has closed

Legacy Business grants

Legacy Business Rent Stabilization Grant

(ongoing program; \$1 million allocation to OSB each year)

- FY2021-22: **\$588,936** in grants paid as of 5/20/22
- Total paid since start of program (starting in FY2016-17): **\$2.6 million** paid to **49** property owners
 - ~50% provide rent credit to Legacy Business tenants

Legacy Business Grants

(one-time source of funding through Board of Supervisors addback; paid directly to small business owners)

- FY2021-22: **\$278,927** in grants paid as of 5/20/22
 - Grants not yet paid due to supplier set-up issues: **\$121,069**
- 100% of the recipients of the FY2021-22 Legacy Business Grants remain open

Grants for venues

Venue Fund

- Established in March 2021
- Available funds FY2021-22: approx. \$3 million
- Goal: Support SF-based live music and entertainment venues to prevent their permanent closure due to the COVID-19 pandemic

~300 businesses in SF with a Place of Entertainment permit as of February 2000. Grants were focused on:

- Venues with defined performance and audience spaces
- Venues with sound and lighting systems
- Venues that engaged in marketing of specific performers by name in print and digital publications, communications and/or social media

Round 1:

- **68 venues** received grants totaling **\$2.42 million**
 - Not yet paid due to supplier set-up issues: 2 venues totaling \$71,440

Round 2:

- **71 venues** received grants totaling **\$481,096**
 - Not yet paid due to supplier set-up issues: 3 venues totaling \$20,328

Small business economic recovery strategy

Good Government

- Remove barriers to permitting

Increasing revenue / markets

- Provide resources for digital evolution to online sales
- Increase trainings and technical assistance

Access to capital

- Increase outreach regarding resources

Commercial space

- Support to fill vacancies
- Connect more businesses to lease negotiation resources

Workforce pipeline

- Collaborate on training and job placement services for businesses in opportunity communities