



**Please Take 2 Minutes  
to Complete Pre-Survey**

<http://advocacy-institute.org/budgetpre>

# The AI Team



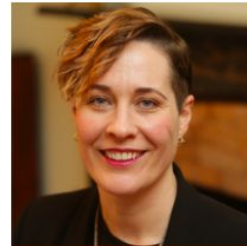
MARISSA MARTIN



ALI MULLIN



JAMES SCHAFER



MAGGIE WILLIAMS

## Advisory Board



ROLANDO BROWN  
MADE TO GROW



ETHAN FLETCHER  
IDEAS42



TRACIE GARDNER  
LEGAL ACTION CENTER



JESSICA GARCÍA  
RWDSU



SUNSHINE LUDDER  
RIP & ROY

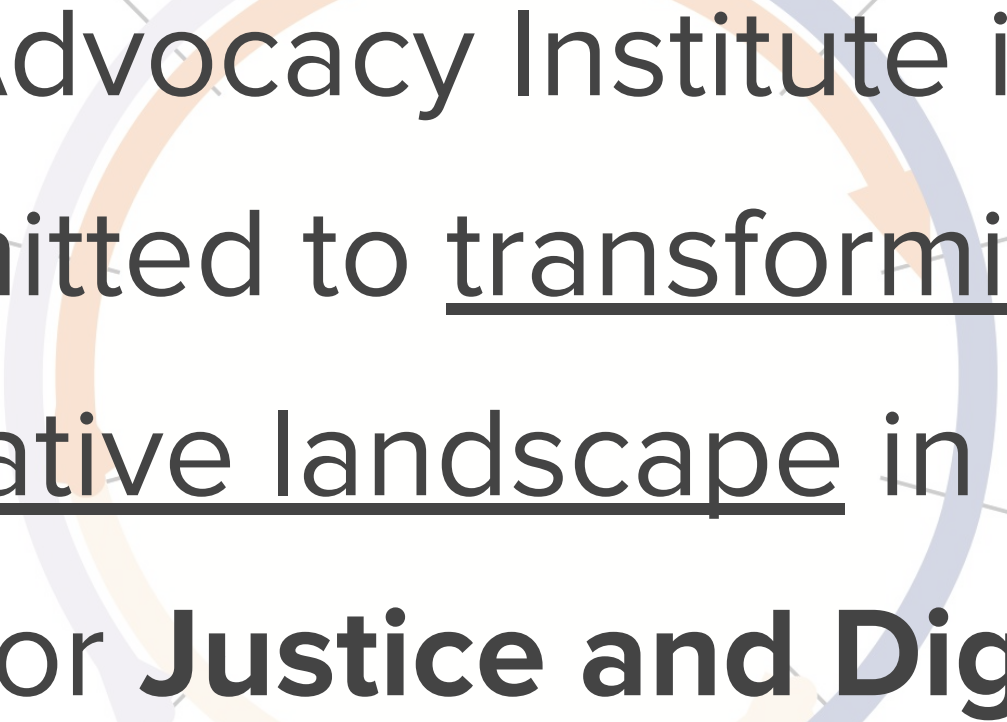


ANTHONINE PIERRE  
BROOKLYN MOVEMENT CENTER



KATE RUBIN  
YOUTH REPRESENT

# Overview of AI



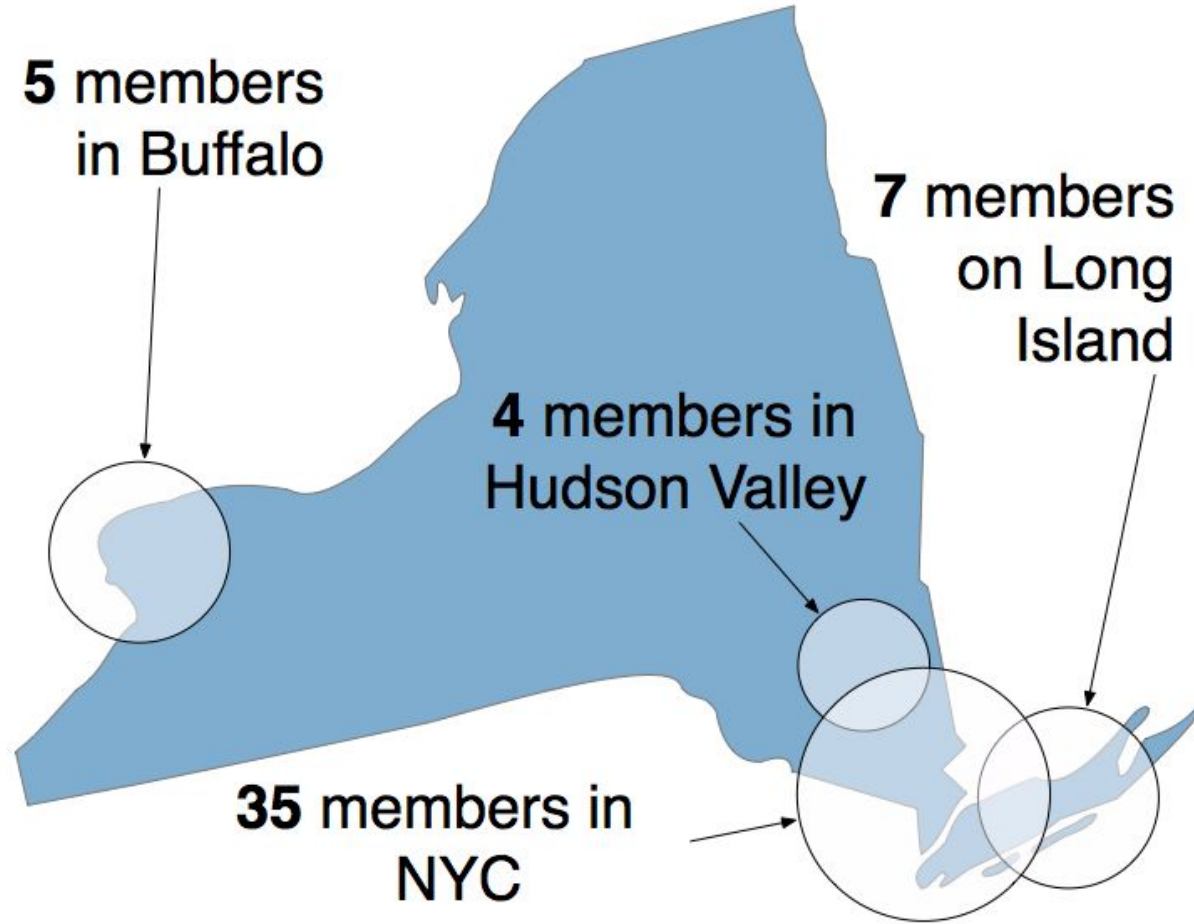
The Advocacy Institute is  
committed to transforming the  
legislative landscape in New  
York for **Justice and Dignity.**

# Approach

Deliver **trainings & tools**,  
build **networks**, and  
**develop leadership**

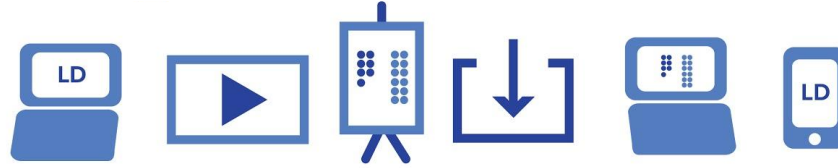
to win legislative campaigns and to build  
more power and organizing infrastructure  
along the way.

# Statewide Membership

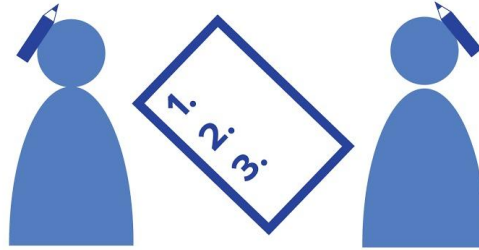


# What Comes With Membership?

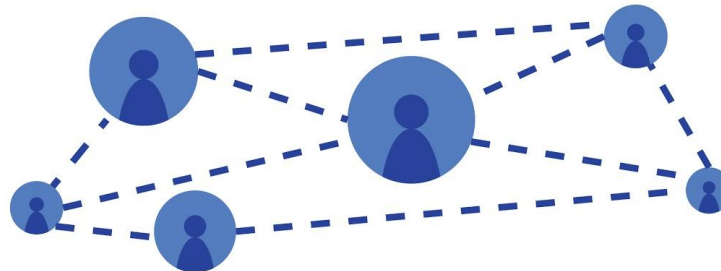
TOOLS



ASSESSMENT  
& STRATEGY



A NETWORK  
OF EXPERTS



# Webinar Series:

**Previous:**      **State Legislative and Budget Cycles**  
                     **State Power & Authority**  
                     **Key Players & Power Dynamics**  
                     **Campaign Milestones**  
                     **Meet our AI Insiders**  
                     <http://advocacy-institute.org/tools>

**Today:**            **NYC Budget: The Homestretch**  
**Thursdays at 1 pm towards the end of each month!**



# Goals

- Understand City Budget timelines
- Learn how to impact the budget process

# We Request That You ...

- **Participate & Engage** in our interactive exercises and activities including the breakout groups.
- **Be Respectful of Other People.** Speak from your own experience AND be generous with others.
- **Respect Confidentiality.** Please don't share anything here that you would not be comfortable sharing publicly.  
Note: We are recording this webinar, conversations in breakout rooms are not recorded.

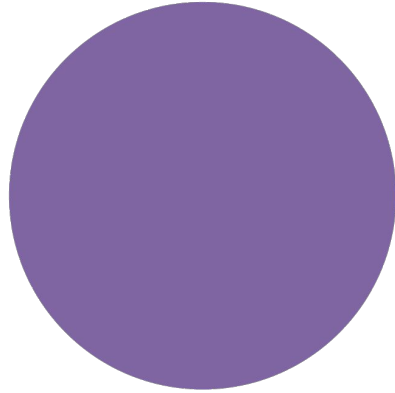
# Some Tips about Zoom ...

- **Mute** yourself when you're not speaking.
- Use **Video** if at all possible so we can see you and you can be seen by other members of the community.
- Use the **Chat Function** to post questions and ask for technical support. Please be patient and continue listening to the presentation if it takes a bit of time to get to you.

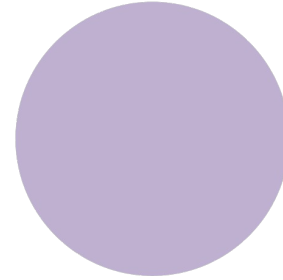
# **Reviewing some budget basics**

**FY2020  
New York City  
Preliminary  
Budget =  
\$92.2 billion**

# The City Budget



**EXPENSE:**  
“Day to day” operating  
expenses that keep the  
city running



**CAPITAL:**  
Infrastructure

# Places To Get \$ For Your Org

- **City Council**

- Discretionary member items ● ●
  - Participatory Budgeting ●
- Citywide Initiatives ●
- Speaker Funding ● ●
- Borough Delegation Funding ● ●
- Caucus Funding ●

● EXPENSE  
● CAPITAL

- **City Agencies**

- RFPs (put out after budget passes, on rolling basis)

# Or Impact The Big Picture

- **The Administration (Mayor's Office and City Council)**
  - General budget advocacy ● ●
  - Fiscal policy ● ●



# Which Should You Pursue?

- **Figure out the best fit for your org**
  - E.g. Capital funding is most \$, but longest process and requires having done business with the city
- **Use your AI consulting bench hours for more help**

# Poll

Did you testify at a City Budget hearing?

Have you applied for Discretionary Funding?

**Where are we now?**

Overview Timeline

You Are Here!

Legislative Session  
1 Sep - 30 Jun

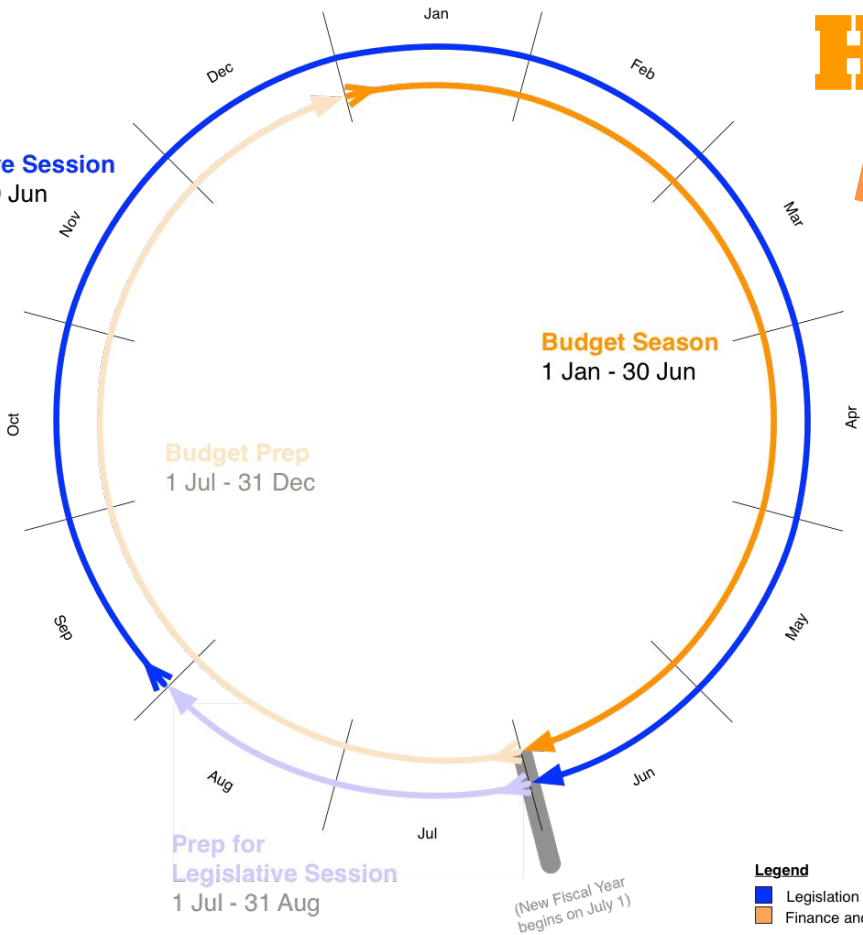
Budget Season  
1 Jan - 30 Jun

Budget Prep  
1 Jul - 31 Dec

Prep for  
Legislative Session  
1 Jul - 31 Aug

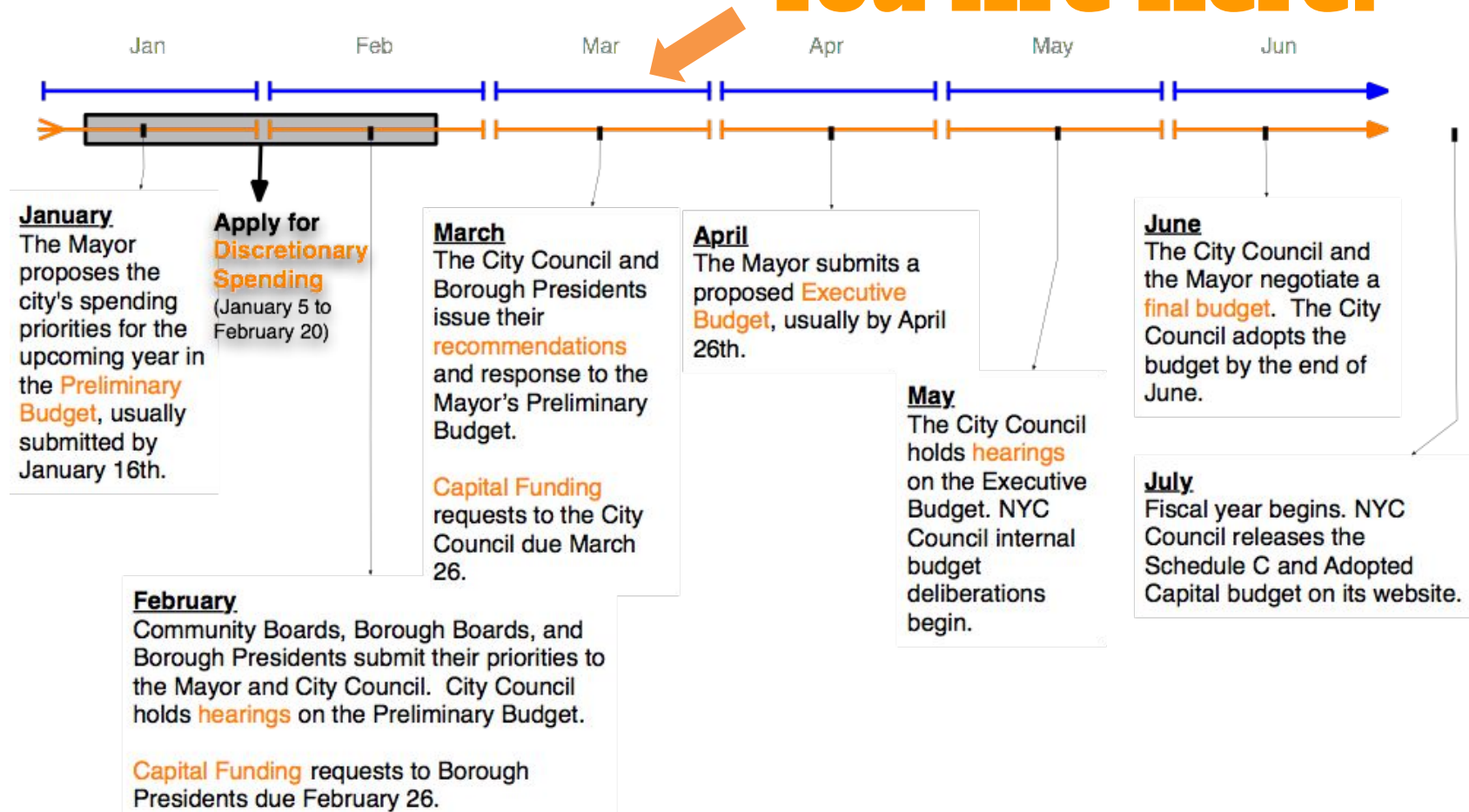
(New Fiscal Year  
begins on July 1)

Legend  
■ Legislation and Policy  
■ Finance and Budget



## Budget Timeline Detail

# You Are Here!



# Citywide Budget Players



**Bill DeBlasio**  
Mayor



**Dean Fuleihan,**  
First Deputy Mayor



**Melanie Hartzog**  
Budget Director



**Corey Johnson**  
City Council Speaker  
*Manhattan*



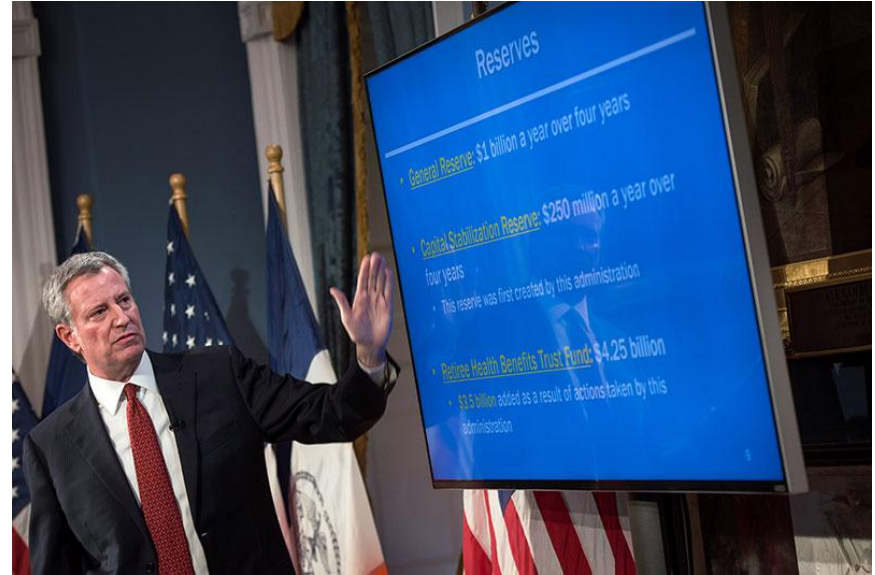
**Danny Dromm**  
City Council Finance Chair  
*Queens*



**Scott Stringer**  
Comptroller

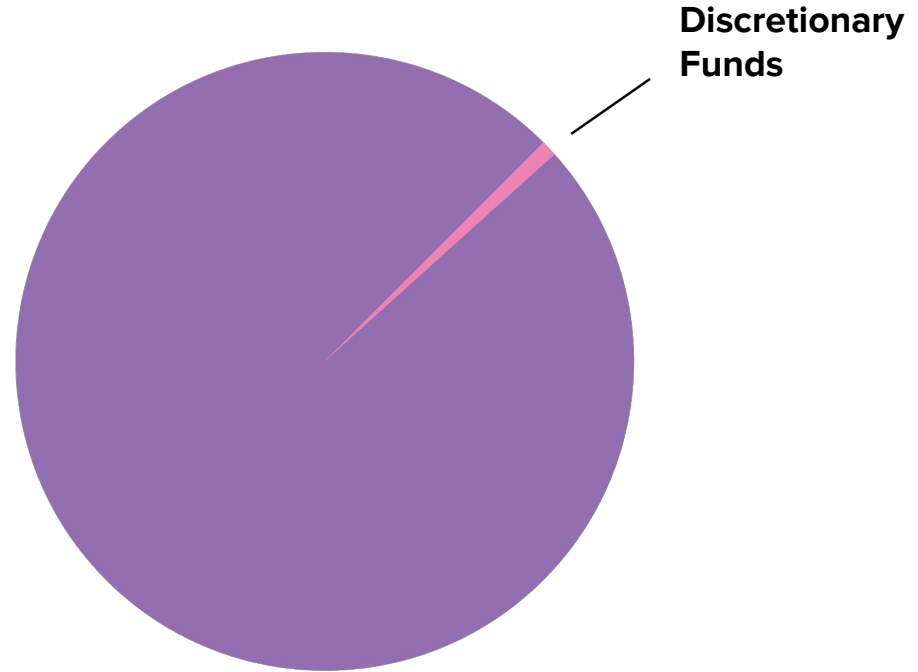
# Mayor's Preliminary Budget (Jan)

- \$92.2 billion
- Fewer big initiatives than other years
- PEGS (Program to eliminate the gap) for the first time! (ACS, DOE)
- “Direct Access” Immigrant Health Program
- Hiring freeze
- ThriveNYC
- What else are you hearing?



# Discretionary Funding (Feb 20)

- Funds allocated to a not-for-profit by a Council Member or group of Council Members
- Less than 1% of Expense Budget
- Deadline has passed



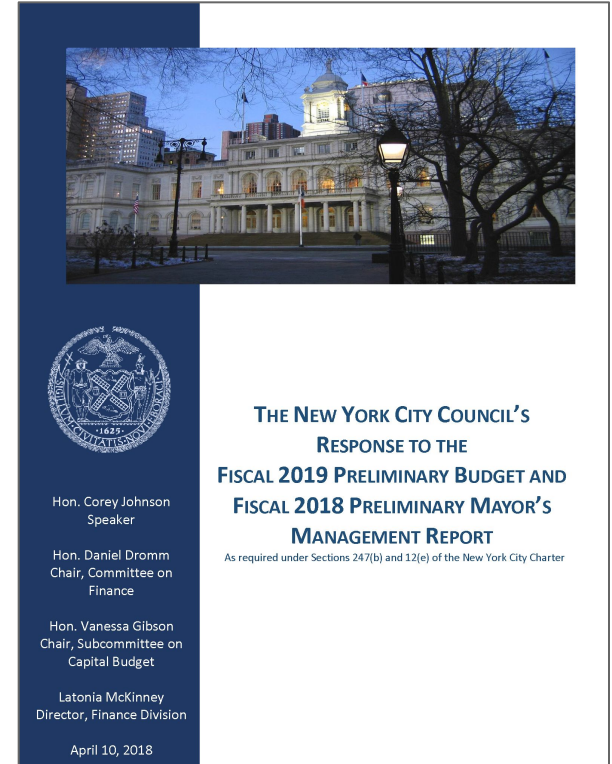


# **Preliminary Budget Hearings (March)**

- Opportunity to:
  - Advocate for your organization's priorities
  - Educate committee
  - Turn out members
  - Garner Press
- Your organization probably provided testimony

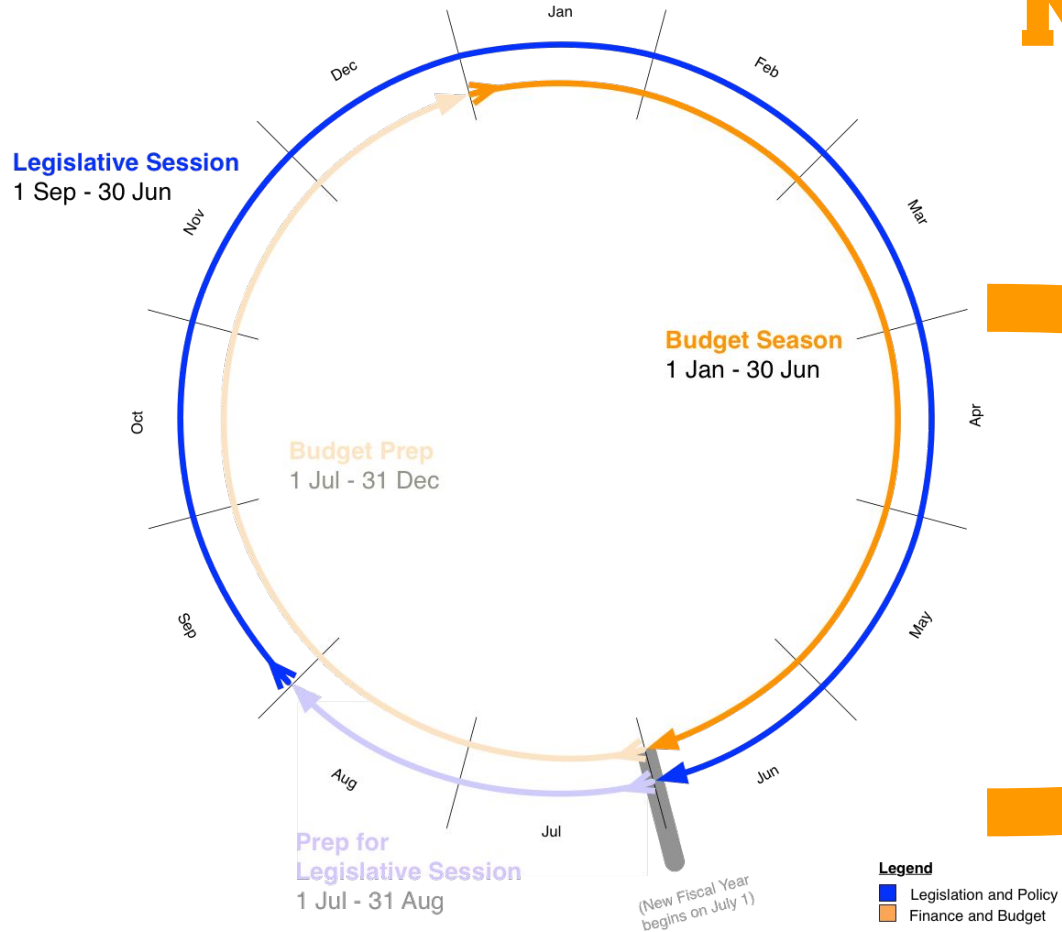
# City Council Response (March)

- Read it!
- It tells you where they stand, what the speaker cares most about
- What they are trying to put back in? That will help you figure out who to target
- Should be out soon



**What's next?**

## Overview Timeline



# Now what?

# IT'S CRUNCH TIME!

# Vote in Participatory Budgeting

- Community members decide how to spend a portion of the public budget
- 32 Participating Council Districts
- Capital projects only
- Voting March 30 - April 7 (if you live in the district and are at least 11 years old)
- Start thinking of a project idea for next year!
- <https://council.nyc.gov/pb/>

NEW YORK CITY COUNCIL     
**PARTICIPATORY BUDGETING**  
.....

# Keep Meeting with Electeds

- Meet with electeds on specific committees to advocate for the funding asks you already submitted
- Meet with electeds on committees of issues that matter to you
- Advocate for larger budget items or larger initiatives (e.g. the Nonprofit Stabilization Fund)
- Be present at hearings, stated meetings, budget negotiation meetings, delegation meetings

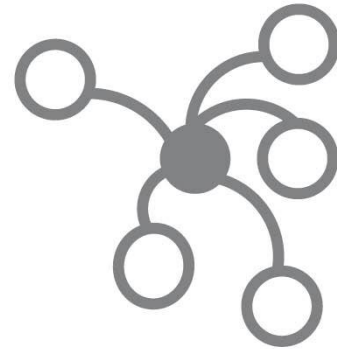
# Work in Coalition

- If you see cuts to something you care about, get in touch with other organizations working on that issue and support their advocacy
- It's confusing to our decision-makers when we have different messages

# Take-aways

- It's time to cash in on your relationship-building
- It's a very political process
- Know who your champions are

**Relationship-  
building**



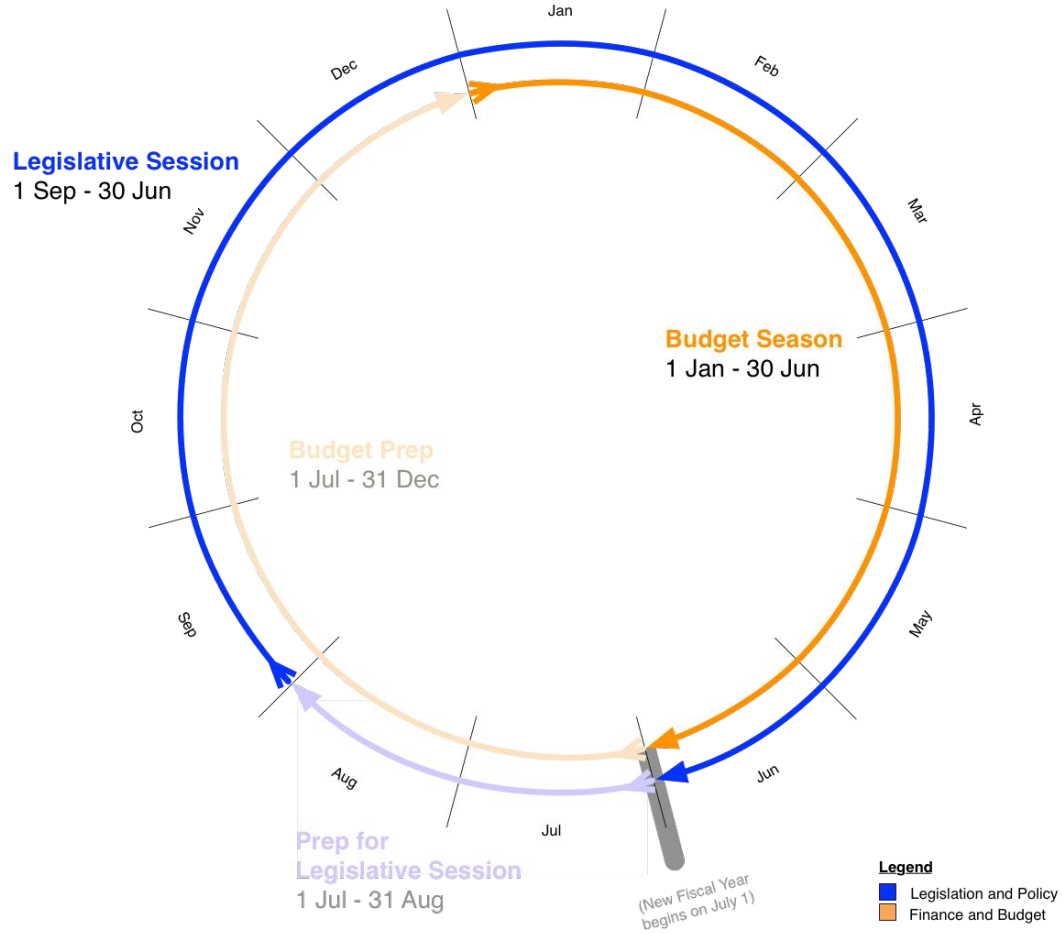


# **Any questions?**

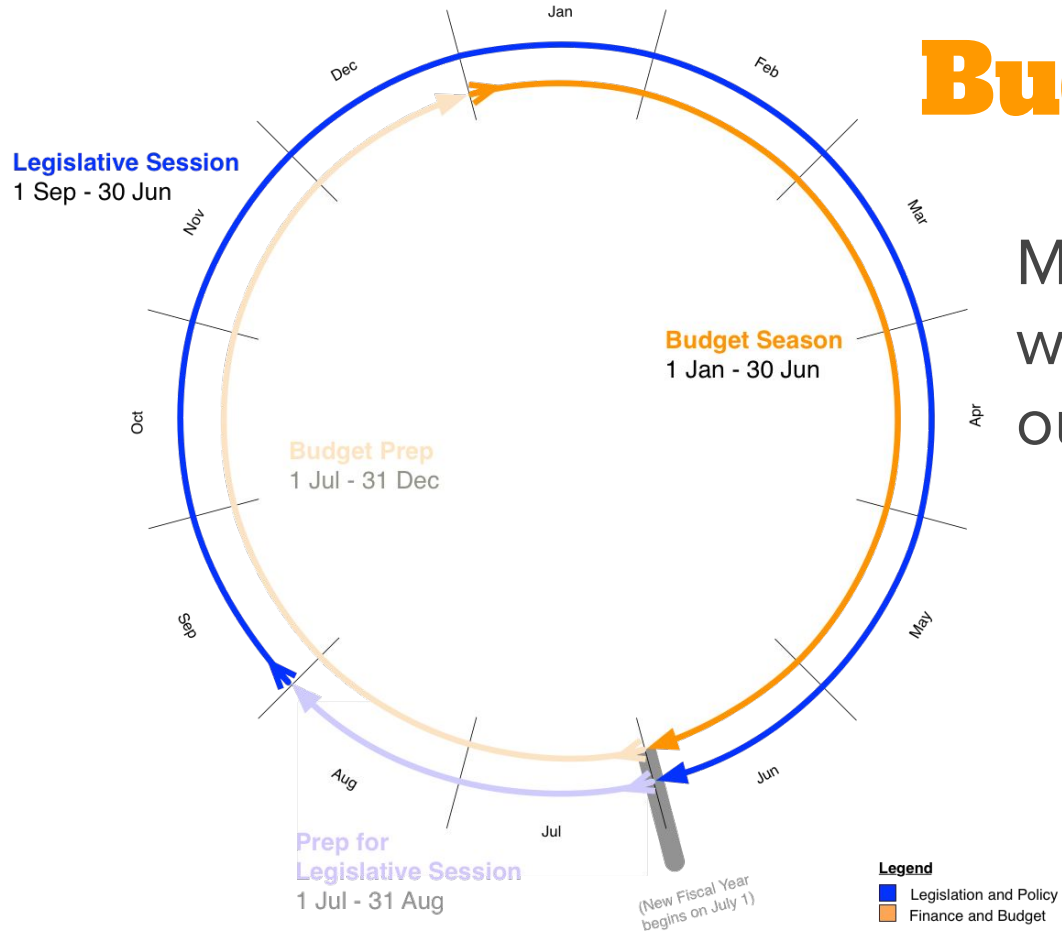
Chat them into the chat box

## Overview Timeline

# Next steps



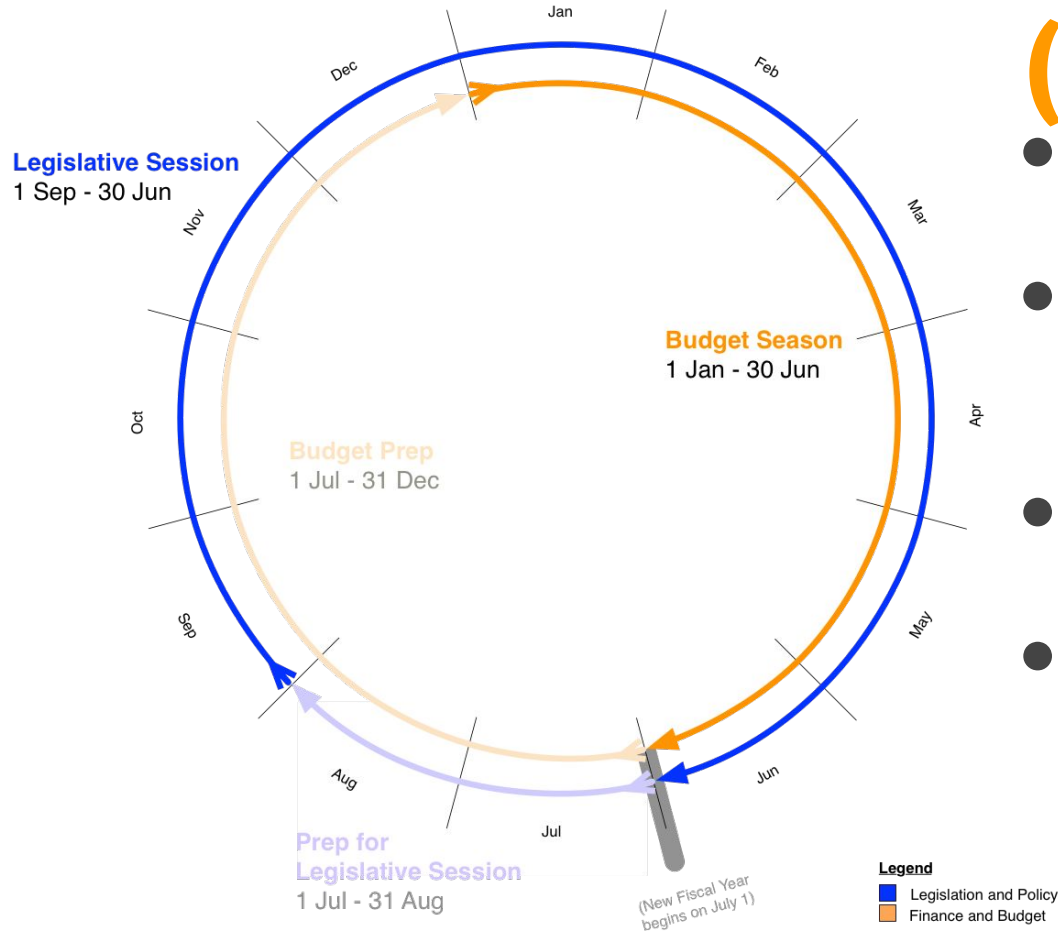
## Overview Timeline



# Proposed Exec Budget (April)

Mayor's Office meets with agencies and puts out another version

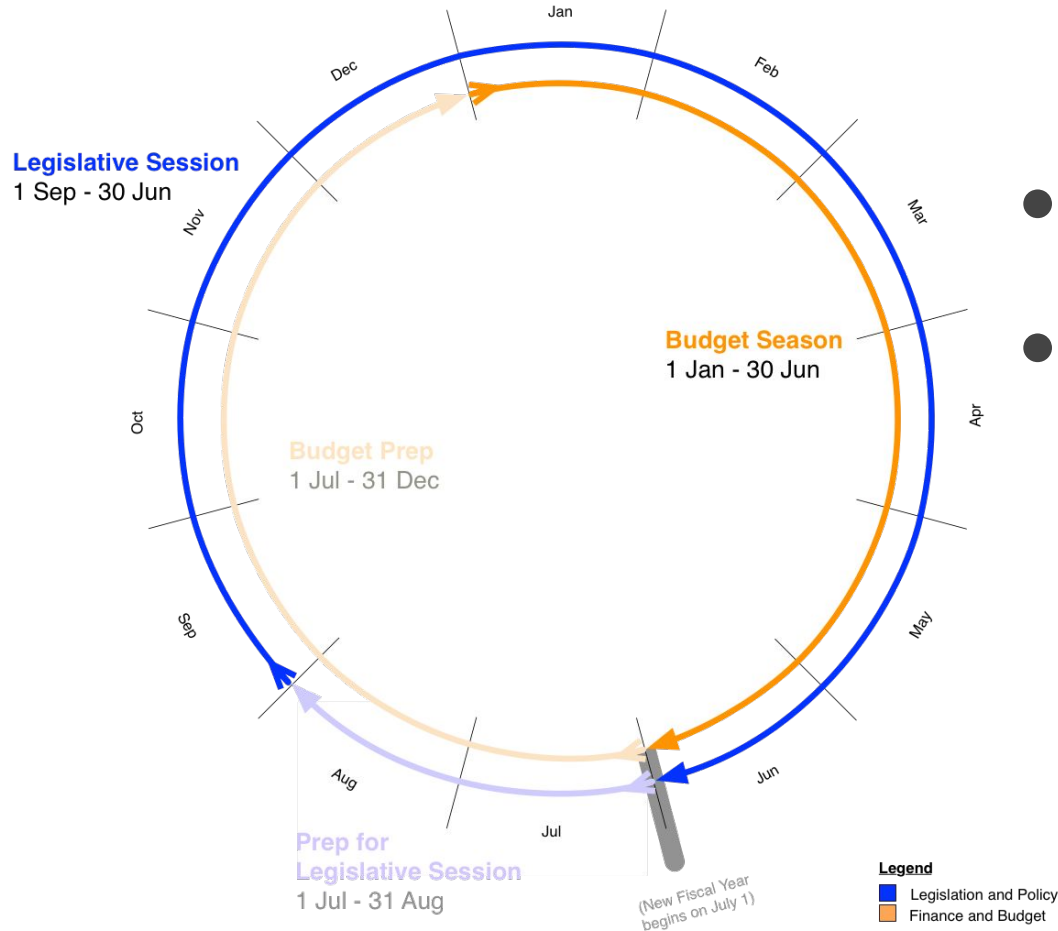
## Overview Timeline



# Hearings (March-May)

- Show up at stated meetings
- There will be press conferences and lobby days
- Grab time with CM's
  - Earlier the better
- Talk about larger issues (not your individual funding)

## Overview Timeline



# Negotiations (June)

- Between the Mayor and City Council
- There is a budget negotiation team
  - Who is on it?

# Budget Players: Delegation Chairs

- **Manhattan:** Helen Rosenthal & Mark Levine
- **Queens:** Karen Koslowitz
- **Brooklyn:** Antonio Reynoso & Mark Treyger
- **Bronx:** Andy Cohen
- **Staten Island:** Steven Matteo

# **Budget Players:**

## **Budget Negotiation Team**

- **Manhattan:** Corey Johnson, Helen Rosenthal
- **Queens:** Adrienne Adams, Costa Constantinides, Daniel Dromm, Barry Grodenchik, Karen Koslowitz, Rory Lancman, Francisco Moya, Jimmy Van Bramer
- **Brooklyn:** Robert Cornegy, Laurie Cumbo, Chaim Deutsch, Stephen Levin, Carlos Menchaca, Antonio Reynoso
- **Bronx:** Vanessa Gibson, Rafael Salamanca
- **Staten Island:** Steven Matteo, Debi Rose

# **Symbolic Handshake** **(By June 30)**





# Breakout Groups:

- What are your next steps for the rest of this budget season?
- How will this impact your planning for next budget season?

(You'll share some take-aways when we come together again)

**What is one take-away  
you have from the  
break-out groups?**

Unmute yourself and let us know

# **Complete post-training survey**

<http://advocacy-institute.org/thanksbudget>

# Next webinar:

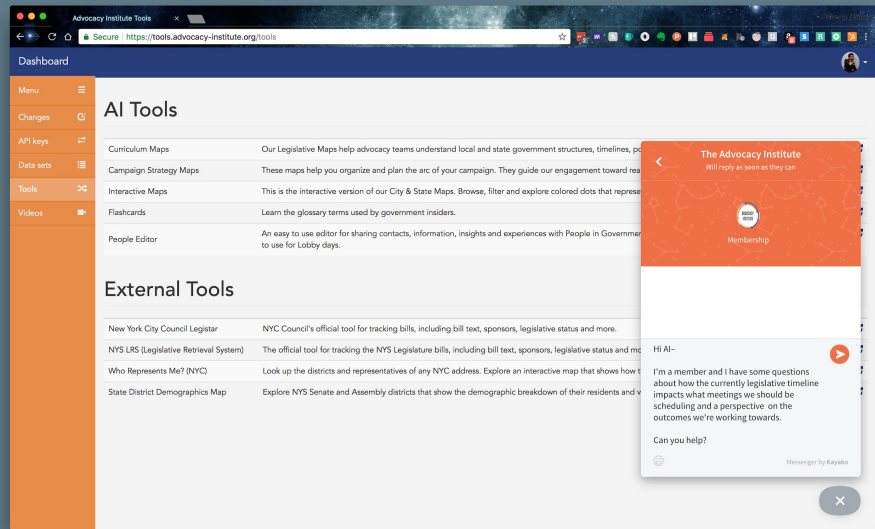
April 18

NY State: Last Chance for Legislation

**Register:**

**<http://advocacy-institute.org/register>**

# Access AI Tools



<http://advocacy-institute.org/tools>

# Stay in touch!

[membership@advocacy-institute.org](mailto:membership@advocacy-institute.org)

