

SONYC Pilot Programs

May 13, 2015

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THE CITY OF NEW YORK  
DEPARTMENT OF YOUTH & COMMUNITY DEVELOPMENT

SONYC PILOT PROGRAMS: DISTRICT 79 AND DHS FAMILY  
SHELTERS  
PRE-PROPOSAL CONFERENCE

2 Lafayette Street, 14th Floor Auditorium  
New York, New York 10007

May 13, 2015  
2:14 p.m.

Reported By:  
Danielle Cavanagh

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SONYC Pilot Programs

May 13, 2015

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A P P E A R A N C E S:

Jennifer Sorel, HHS Accelerator

Mike Dogan, DYCD COMPASS

Regina Dillard, DYCD COMPASS

Robert Frenzel-Berra, DYCD PRPD

Peggy Chen, ACS

Jerry Bruno, DHS

DeAndrea Sabatos, DOE

Also Present:

Zenaida White, Assistant Deputy Agency Chief  
Contracting Officer

Staff

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SONYC Pilot Programs

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S P E A K E R S:

Shakiva Wade, Legal Outreach, Inc.

Xiomara Romain, Center for Community Alternatives

Sarah Block, CAMBA

Lauren Adelman, Artistic Noise

Sharon Polli, Groundswell

Amy Harris, Manhattan Theatre Club

Ann Gregg, Carnegie Hall

Darla Pasteur, Sheltering Arms

Jackie Davis-Manigaulte, Cornell University  
Cooperative Extension - NYC

Janine Saulsbury, Share 4 Life

Patricia Schaefer, ENACT, Inc.

Kai Smith, Gang Diversion, Re-entry and Absent  
Fathers Intervention Center

Sabrina Mathew, Seeking Pathways

Curtis Harris, Green Earth Poets Cafe

Mary Thainan, WIN

**SONYC Pilot Programs**  
**May 13, 2015**

4

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2                   MS. WHITE: Good afternoon. On behalf  
3 of Commissioner Bill Chong, I would like to welcome  
4 you to the Department of Youth and Community  
5 Development's Pre-Proposal Conference for the SONYC  
6 Pilot Programs. Thank you for joining us today.  
7 My name is Zenaida Marie White, Assistant Deputy  
8 Agency Chief Contracting Officer. I'm not here  
9 alone today. I actually have a whole group here  
10 for you and I'd like to introduce them now. Seated  
11 at our panel, we have Jennifer Sorel from HHS  
12 Accelerator; we have our Assistant Commissioner of  
13 COMPASS, Mike Dogan; we have our COMPASS Director,  
14 Regina Dillard; from Planning, Research, Program  
15 and Development here at DYCD, we have Bob  
16 Frenzel-Berra; from ACS, Special Advisor, Division  
17 of Youth and Family Justice, we have Peggy Chen;  
18 and right on time, from the Department of Homeless  
19 Services, we have Jerry Bruno; and from DOE, we  
20 have DeAndrea Sabatos.

21                   Okay. We look forward for the most  
22 important reason why you came and that is to answer  
23 your questions, give you some clarifications. But  
24 before we get into the question-and-answer segment,  
25 we have a few brief presentations for you. We're

**SONYC Pilot Programs**  
**May 13, 2015**

5

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 going to review some important dates, we're going  
3 to give you some general information. HHS  
4 Accelerator is here all the way from Brooklyn to go  
5 over the HHS procedures and we're going to have a  
6 dynamic program overview from our very own Mike  
7 Dogan. So let us begin.

8           Proposal due date and time is May  
9 21st -- that's right, May 21st, next week -- at  
10 2:00 p.m. All proposals are due in the HHS  
11 Accelerator System. Jennifer, again, will go  
12 through more details.

13           Award announcement. We anticipate that  
14 we are going to be able to announce the awards in  
15 mid June.

16           Contract term. Contract term for these  
17 awards is scheduled from July 1st, 2015 through  
18 June 30th, 2016.

19           Program start date. We want these  
20 programs up and running by September 1st, 2015.

21           After this conference, you do have the  
22 opportunity to ask additional questions if you have  
23 any but please note that the due date for any  
24 questions received after today is May 15th, this  
25 Friday. If you have any additional questions,

**SONYC Pilot Programs**  
**May 13, 2015**

6

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           please submit them in writing to  
3           rfpquestions@dycd.nyc.gov. Also, just be reminded  
4           that the proposals that are due on May 21st, 2015  
5           at 2:00 p.m. in the HHS Accelerator System can only  
6           be submitted via HHS Accelerator. No hard copies  
7           of the proposals will be accepted. In addition, if  
8           you miss the deadline, we would not be able to  
9           accept your proposals so please adhere to the  
10          timeline.

11                   Moving on with specifics regarding this  
12          RFP, the competitions. The only eligible program  
13          sites for the purpose of this RFP are listed below.

14                   Service option 1, DHS family shelters;  
15          price per slot, \$5,000. In competition 1, we have  
16          Junius/Liberty Family Residents in Brooklyn; 80  
17          slots; total funding, 400,000. Competition 2,  
18          Flagstone Family Residents, Brooklyn; 50 slots;  
19          \$250,000. Competition 3, Fulton Family Residence  
20          in the Bronx; 40 slots; 200,000. Competition 4,  
21          Gloria's Home, Bronx; 30 slots; \$150,000.

22                   Service option 2, SD Juvenile Justice  
23          Centers; price per slot, \$6,000. Competition 1,  
24          Horizon Juvenile Center, Horizon, Bronx; 30 slots;  
25          \$180,000. Competition 2, Crossroads Juvenile

SONYC Pilot Programs

May 13, 2015

7

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           Center, Crossroads, Brooklyn; 30 slots; \$180,000.

3                   Service option 3, NSD and NSP D79  
4           schools; price per slot, \$6,000. Competition 1,  
5           Bronx Hope School, Bronx Hope; 30 slots; \$180,000.  
6           Competition 2, Belmont School, Belmont; 40 slots;  
7           \$240,000.

8                   Service option 4, NSP Group Homes;  
9           price per slot, \$6,000. Competition 1, Boys Town  
10          Willoughby Street, Brooklyn; 25 slots; \$150,000.

11                   Competition, DHS Family Shelters,  
12          service option 1: Competition 1, Junius/Liberty  
13          Family Residence; competition 2, Flagstone Family  
14          Residence; competition 3, Fulton Family Residence;  
15          and competition 4, Gloria's Home.

16                   Competitions for District 79 Site  
17          Locations, service option 2, Secure Detention  
18          Juvenile Justice Centers: Competition 1, Horizon  
19          Juvenile Justice Center; competition 2, Crossroads  
20          Juvenile Justice Center.

21                   Service option 3, NSD and NSP D79  
22          Schools: Competition 1, Bronx Hope; Competition 2,  
23          Belmont School. And sorry, please note these are  
24          both non-secure detention and placement.

25                   Services option 4, competition NSP

SONYC Pilot Programs

May 13, 2015

8

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           Group Homes, Boys Town Willoughby School.

3                         And lastly, before I get out of your  
4           way, I just want to review with you the evaluation  
5           criteria, which can be found in the RFP. Category,  
6           for 20 points, a maximum of 20 points,  
7           organizational experience; the category of  
8           staffing, maximum points, 20; facility/school  
9           partnership, maximum of 15 points; program design,  
10          maximum of 40 points; and budget management,  
11          maximum of 5 points.

12                        Thank you so much for being attentive  
13          to this portion. Now we're moving on to HHS  
14          Accelerator. Join me in welcoming Jennifer Sorel.

15                        (Applause.)

16                        MS. SOREL: Thank you.

17                        So just out of curiosity, how many  
18          people have accessed the RFP in the Accelerator  
19          System?

20                        (Whereupon, guests respond with a show  
21          of hands.)

22                        MS. SOREL: How many people don't know  
23          what Accelerator is?

24                        (No response.)

25                        MS. SOREL: No? Good.

## SONYC Pilot Programs

May 13, 2015

9

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2                   So HHS Accelerator was created to speed  
3 up the procurement process. And so all health and  
4 human service RFPs are now released through HHS  
5 Accelerator and all providers must compete and  
6 submit proposals through HHS Accelerator and you  
7 would know that you're eligible by your status,  
8 will say eligible to propose. So prior to  
9 submitting your proposal, you must create an  
10 account and be pre-qualified.

11                   The next slides will be covering what  
12 it will look like to actually submit your proposal.  
13 So as it's been said before, providers must submit  
14 proposals through HHS Accelerator. You cannot  
15 e-mail a proposal, you cannot drop one off or you  
16 cannot mail one in. And if you have any questions  
17 at any time about how to complete any of these  
18 steps, feel free to e-mail us at  
19 [info@hhsaccelerator.nyc.gov](mailto:info@hhsaccelerator.nyc.gov).

20                   So to begin, you would first need to  
21 locate the procurement from the procurement tab.  
22 You have the ability to filter with the button on  
23 the top-right. You can also add a procurement to  
24 your favorites so that you can easily access the  
25 procurement in the future. You would click into

## SONYC Pilot Programs

May 13, 2015

10

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           the procurement by selecting the procurement title,  
3           the blue words that are underlined. Anything  
4           that's blue and underlined is a hyperlink in the  
5           system. You would then click on proposal summary  
6           and add a new proposal. As Zenaida pointed out, I  
7           think there are nine competitions so you must  
8           select the correct competition pool that matches  
9           the site location that you're proposing for. And  
10          if you are proposing for more than one site, you  
11          have to submit an individual proposal for each  
12          site. You would enter in provider contact name and  
13          the custom questions and add your site location.  
14          You have the ability to add multiple sites here but  
15          that would be an incorrect way of submitting a  
16          proposal and it will get sent back to you or only  
17          one site will be considered, so just keep that in  
18          mind.

19                 You are then expected to upload all of  
20                 the proposal documents. All required documents are  
21                 required in order for you to submit your proposal.  
22                 Should you need specific instructions about what  
23                 document goes where, you can find details for that  
24                 in the RFP. After you submit all your documents,  
25                 you would click submit proposal. Only level 2

## SONYC Pilot Programs

May 13, 2015

11

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 procurement users are able to submit procurements  
3 on -- sorry, submit proposals on your  
4 organization's behalf. You enter in your e-mail  
5 and your password and your electronic signature and  
6 you submit the proposal.

7           If at any point you submit the proposal  
8 before the due date and time and you realize that  
9 you made an error or you'd like to make an update  
10 or a change, you have the ability to access your  
11 proposal and select from the drop-down, retract  
12 proposal. You can then retract it. It will go  
13 from submitted status to draft status and you can  
14 make any changes on the proposal details page or  
15 you can delete and update documents. The only  
16 worry would be that you don't resubmit your  
17 proposal so make sure you resubmit and you can  
18 always check your status by making sure the status  
19 of your proposal says submitted. If it says draft,  
20 no one will be evaluating your proposal.

21           Lastly, we have a whole bunch of  
22 resources available to you on our website. So at  
23 any point in time when you're working on this, you  
24 can go and access a PDF guide that gives you  
25 step-by-step instructions on how to submit a

SONYC Pilot Programs

May 13, 2015

12

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 proposal. And we also have a video where you can  
3 watch someone click through the steps. Thank you.

4           MS. WHITE: Thank you, Jennifer.

5           And now join me in welcoming Mike  
6 Dogan, our Assistant Commissioner for COMPASS.

7           (Applause.)

8           MR. DOGAN: Oh, thank you.

9           Good afternoon, everyone. My name is  
10 Mike Dogan. I'm the Assistant Commissioner for  
11 COMPASS Programs. Briefly before we get started,  
12 this is essentially my tenth year working for DYCD.  
13 So I've been here through all of the thicks and the  
14 thins and presided and have been a part of when we  
15 had to deescalate or defund programs to eliminate  
16 the gaps or for budget cuts. So I'm excited to  
17 really be here today to help talk about expanding  
18 services even further.

19           For those of you who have been with us  
20 for a while or are new to us, we believe deeply in  
21 the kind of core values about what it is we want to  
22 be able to get done with young people, the kind of  
23 youth development skills, the enrichment  
24 opportunities. We believe these things take place  
25 and are true in any type of facility and that

**SONYC Pilot Programs**

**May 13, 2015**

13

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2           there's a universality about what it is the young

3           people want and need and the value of

4           community-based organizations in being able to

5           serve that population. And so these are part of

6           what we're doing to frame these opportunities. We

7           have programs, current SONYC programs, in Parks and

8           Recreation facilities, NYCHA facilities, public

9           schools, yeshivas, any type of location you could

10          conceivably imagine skills are being built wherever

11          they're at.

12                       We used to be known as OST. We are now

13          COMPASS, Comprehensive After School System of New

14          York City. I was recently, or last week, in

15          Washington D.C. as part of the national conference

16          with the Wallace Foundation and there were lovely

17          people from other cities, Fort Worth, Denver, all

18          talking about their OST systems. And so we needed

19          a way to frame what we did uniquely and differently

20          and so we reorganized our name to a comprehensive

21          system that includes our elementary programs, it

22          includes our SONYC middle school programs, it

23          includes our option 2 programs that have been with

24          us since 2005, and it includes our Transition to

25          High School programs for ninth-grade participants.

**SONYC Pilot Programs**

**May 13, 2015**

14

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2           So all of that, that umbrella, that kind of  
3           services from kindergarten through ninth grade, are  
4           all part of our system. So this year we changed  
5           our name to COMPASS and SONYC. The name SONYC was  
6           chosen by a high school participant in New York  
7           City. They talked about School's Out New York  
8           City, how do they want to frame -- how do middle  
9           school kids think about middle school services and  
10          where they don't want adults in that landscape. So  
11          they smartly renamed that SONYC as a great name.  
12          So they have I think an iPad because of their  
13          participation in that. It's a great name.

14                        We're at a quarter of a billion  
15          dollars. I'll say that again. I just like saying  
16          billion. And I think it really is impressive in  
17          terms of that's a critical amount of investment and  
18          the sum total of the belief in city stakeholders  
19          and what it is that we're trying to get done. And  
20          because of that investment, because we've been  
21          there for ten years, we've been doing this work and  
22          there's a belief in the data integrity and what  
23          we're trying to get done, and the way that we work  
24          with community-based organizations in order to  
25          provide this work is why we're at this place today.

SONYC Pilot Programs

May 13, 2015

15

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2           I deeply believe that that's the truth.

3                        What I'll do is I'll kind of walk  
4           through some of the core expectations that are  
5           explicitly listed in the RFP. So this is not going  
6           to show you a dramatic difference than what is in  
7           the RFP. We'll be here towards the end to answer  
8           questions that you may have about what it means,  
9           the spaces in between the spaces. We'll try to  
10          point you out again to the RFP as much as possible.

11                       There are four service options  
12          including Family Shelter Sites as option 1; service  
13          option 2, the Juvenile Center Sites, Secure  
14          Detention Centers; service option 3, District 79  
15          School Sites, Non-Secured Detention and Non-Secure  
16          Placement; and service option 4 for Group Home  
17          School Sites, Non-Secure Placement.

18                       The price per participants, if you're  
19          familiar with our other models, is fairly high,  
20          between \$5- and \$6,000. The rationale is the  
21          deepness of the enrichment activities that we want  
22          to bring to bear to this. We are explicitly  
23          listing in the RFP the subcontractors to play a  
24          role in terms of those linkages in partnerships to  
25          bring deep enrichment and skill-building

SONYC Pilot Programs

May 13, 2015

16

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           opportunities to the young people in our care. And  
3           that is the goal of what we want to be able to get  
4           done.

5                       We're mindful that the way that we do  
6           this and build these skills is through a deep  
7           respect for that participant. We understand that  
8           we are developing them as young people and those  
9           youth-development skills are critical to their  
10          success and respect for their assets. Our programs  
11          will funnel those skill-buildings through the lens  
12          of developing emotional competencies and support  
13          physical and psychological well-being in a safe  
14          space, an interpersonal safe space. We believe in  
15          middle school as a great opportunity to develop  
16          those skills, very specific skills, to learn new  
17          things that they haven't been able to experience  
18          before and to go deep, which is why we have  
19          432 hours. That may seem like a lot but that kind  
20          of dosage, the idea of what we want to get done  
21          over the course of the year, the idea that these  
22          skills are going to be built and manifest in these  
23          young people, we'll need this amount of time in  
24          order for it to work.

25                       We want these young people to also

SONYC Pilot Programs

May 13, 2015

17

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           experience this as a part of community development,  
3           so cultivating youth leadership, a sense of their  
4           own voice and the power of their voice will be an  
5           important (inaudible), and the opportunities to  
6           engage families and critical stakeholders in  
7           support of these goals.

8           I run a program so I know that some --  
9           it's not only the outcomes they can have for the  
10          young people, but the ways that they're relating  
11          with the adults. We want the adults to be good  
12          role models. And participation in exciting after  
13          school activities.

14          We want to be able to ensure that young  
15          people stay on track, and we understand that they  
16          may have fallen off track. So this will be a key  
17          program goal in making sure to help support young  
18          people going forward.

19          By providing optimism, we want them to  
20          have a sense of their future and their ability to  
21          be able to achieve those goals.

22          Key staffing profile: A master's  
23          degree in education, social work or other relevant  
24          field, plus a minimum of five years of experience.  
25          Competition 1, service option 1, the position of

SONYC Pilot Programs

May 13, 2015

18

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           program director will be a full-time position,  
3           meaning 35 hours per week. That one competition  
4           and service option is delineated in the RFP. All  
5           the other competitions, all service options, the  
6           position of program director may be part time but  
7           no less than 60 percent of the full-time position.

8                   Activity specialist. And this is the  
9           key to be able to bring that kind of  
10          deep-enrichment activities to young people.

11          Specialist in specific content areas, visual or  
12          performing arts, STEM, literacy or organized  
13          sports. The amount of hours will depend upon the  
14          time allocated for the activities in question.

15                   We will have a database for which you  
16          will lead to enter the key information on the  
17          participant level and the program level and the  
18          activities involved and their attendance to these  
19          activities. And so one key facet of being able to  
20          be a correct steward and shepherd of these  
21          contracts is to allocate time, resources and/or  
22          personnel, if needed, to administer these key data  
23          pieces in support of the initiative.

24                   More uniquely in this, there's a 1:7  
25          ratio including subcontractors. The small group

SONYC Pilot Programs

May 13, 2015

19

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 work, the ability to affect the outcomes of young  
3 people, is best met in a smaller group setting.

4           If you're familiar with our previous  
5 model, we talked a lot about structured activities  
6 versus unstructured activities. And you can see  
7 that we have not listed unstructured activities in  
8 this model. It is structured. It is deeply  
9 intentional. They're largely project-based.  
10 They're designed to continue over time because one  
11 of the key goals we talked about was building  
12 skills in young people. It takes into account the  
13 fact that the length of time an individual youth  
14 can participate in the program will vary and  
15 activities and designs will have to vary  
16 accordingly. We understand, and I'm sure you do as  
17 well, the flexibility that we're beginning to  
18 engage in in this pilot initiative. Part of the  
19 hallmark of our collective success will be to be  
20 flexible in this program design. What that will  
21 look like, the on-the-ground expectations and how  
22 things change, that will be important. We  
23 understand that variability.

24           With respect to off-site activities,  
25 with the exception of programs serving youth in

SONYC Pilot Programs

May 13, 2015

20

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           secure detention, program designs would feature  
3           outings to museums/cultural institutions,  
4           dance/theater performances, sporting events as  
5           incentives to participation. There is no greater  
6           learning laboratory in New York City than New York  
7           City. And so let's get out there and explore and  
8           use this great city's activities.

9                        I talked about earlier the high quality  
10           of staff. It is key and critical to the  
11           relationships, the positive relationships, the  
12           sense of compassion and empathy that the adult has  
13           for the young person in their care, their ability  
14           to be able to relate with them and have  
15           professional distance, will be key and critical to  
16           the success. All activities will be delivered by  
17           high-quality skilled staff who demonstrate the  
18           ability to engage the middle school youth served by  
19           the program.

20                       The reason why this -- and we're  
21           excited to be able to be here today to unveil this,  
22           something very new, is because the depth of the  
23           partnerships and the key commitment by other city  
24           agencies to help work and solve these problems  
25           together. I've done some of these SONYC

SONYC Pilot Programs

May 13, 2015

21

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           presentations and there's always been this kind of  
3           either circle, this diagram, all the support  
4           structures. And up until this time, it has always  
5           been shaped like a pentagon. It's a bit more  
6           marshal than I've kind of been looking for, so I'm  
7           glad. Whoever put this on the slides in terms of a  
8           circle instead of a pentagon, I'm really excited  
9           about that. I don't feel like I'm sitting in the  
10          middle of the pentagon anymore. But it is true  
11          that we can't be successful without the key thought  
12          and support of Administration for Children's  
13          Services, the Department of Education, the  
14          Department of Health. They've all been engaged,  
15          and engaged in deeply, for years in thinking about  
16          this process and how to make it successful. It is  
17          due to this partnership that we're able to move  
18          this and here today to be able to make this happen  
19          for everyone, Department of Homeland Services as  
20          well. And we also recognize that the partnership  
21          that DYCD can bring to bear in terms of capacity  
22          building will help affect some of those results.  
23          So there's other results external to the  
24          organization that will be meaningful in helping to  
25          drive this forward.

SONYC Pilot Programs

May 13, 2015

22

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2                   So I just want to draw some other  
3           connections as well. So part of what we're here to  
4           do is to help support you as well as the capacity  
5           building and technical assistance framework to  
6           ensure that you're still part of the larger network  
7           of providers serving middle school youth. All  
8           these additional resources we're going to help to  
9           bring to bear with you and we're going to work on  
10          concentrating on youth engagement strategy to  
11          ensure fun as well as learning opportunities for  
12          young people and leveraging other things within our  
13          system to help provide meaningful after school  
14          activities for STEM and arts.

15                   I want to be mindful at this time and  
16          talk about how these partnerships can be  
17          successful. The programs that exist within public  
18          schools and outside the public schools all have key  
19          critical stakeholders for which you need to have an  
20          honest partnership, a deep collaboration with them,  
21          an expectation of what you expect to get done, what  
22          they need from you, and that there's not a sense of  
23          surprises that at some point in the process where  
24          something hasn't been communicated. I'm  
25          communicating to you the most effective way that

## SONYC Pilot Programs

May 13, 2015

23

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           programs can be successful is through deep and  
3           honest communication. No surprises. So do that  
4           kind of deep planning. Understand what your  
5           stakeholders really want. Go into that with ears  
6           wide open as to what you want by hearing from your  
7           partners, both the young people and the  
8           stakeholders, and clarify the vision of what it is  
9           you want to get done. Take the time to get to know  
10          one another. Deeply listen to what they're telling  
11          you. No small part and one of the biggest  
12          challenges that we face anywhere in the system is  
13          engaging parents. I do not have a magic cure-all  
14          for that. You're probably (inaudible), I'm  
15          interested in what's the fix for trying to engage  
16          parents. That is a core problem and a challenge.  
17          That's something we'd like to be able to solve with  
18          you, to work on with you together, into that. That  
19          success of that kind of critical family engagement  
20          piece will be very important. Let's work on that  
21          together. Be strategic in your vision and what you  
22          want to be able to get done. Not everything is  
23          doable on day one. I'll repeat that. Not  
24          everything is doable on day one. You want to build  
25          up your competencies, your knowledge. Plan, be

SONYC Pilot Programs

May 13, 2015

24

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           strategic, set goals, over the course of the year.  
3           Think about what it is you want to get done. How  
4           do you think about inculcating safety and  
5           responsible work with the young people right up  
6           front, those partnerships that you want to build,  
7           and then move towards those higher-order  
8           collaborations and expectations as you move  
9           forward.

10                         With your kids, set ground rules and  
11           expectations. I see some smiles in the audience.  
12           They kind of know exactly what I mean about being  
13           clear with the young people about the ground rules  
14           of how you work together. Start small and build  
15           gradually, share decision making. Prepare  
16           everybody. Try not to have key partners go in  
17           blind to meetings or expectations. Have your staff  
18           be prepared. That pre-service and entering service  
19           is huge in being a success. Fewer surprises is  
20           best. Stay focused and keep tending to the  
21           relationships. I ran a program in public school  
22           for five years and I believe that every time I came  
23           in every day I had to build trust and renew trust  
24           every day. And that should be kind of -- it is  
25           earned and shouldn't be taken for granted.

SONYC Pilot Programs

May 13, 2015

25

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2                       So at this point in time, I guess I'll  
3 stay up here. This is the questions part of the  
4 show. I anticipate -- is there more? Oh, I'm  
5 going to turn it over to my colleague, Zenaida.

6                       MS. WHITE: Thank you, Mike. I just  
7 wanted to go over some ground rules. That's what  
8 we love to do in procurement, the agency chief  
9 contracting office.

10                      The question-and-answer session is now  
11 about to begin. What we're going to ask you to do  
12 is to come here to the podium. I'm going to turn  
13 the microphone. When you ask your question, please  
14 make sure you state your name and your agency or  
15 the organization you're representing. Every time  
16 you come to the microphone we need your name and  
17 organization. It is most helpful if you cite the  
18 page or section of the RFP. We have a host of  
19 representatives from the different agencies,  
20 everyone involved in the RFP, to make sure that we  
21 will be able to answer any questions you may have  
22 as it pertains to the RFP.

23                      So here we go. Let's begin. Please  
24 come and ask your questions.

25                      MS. WADE: Hi. My name is Shakiva

SONYC Pilot Programs

May 13, 2015

26

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           Wade. I'm an attorney at Legal Outreach. I just  
3           had a question about how subcontracting will work  
4           for this RFP.

5                   MR. DOGAN: So can you be a little bit  
6           more specific as to the question? There's a  
7           minimum requirement for subcontractors of  
8           35 percent. For those of you who participated in  
9           our system for a while, you know that that is a  
10          unique number. We've never had a minimum threshold  
11          for that nor a maximum. I think 35 had been the  
12          maximum or 50 percent -- or 35 percent had been the  
13          maximum. So again, that's to highlight the value  
14          of bringing in specialized personnel to be able to  
15          deliver these services. So that's the core ask in  
16          this RFP, is for developing those partnerships,  
17          cultural institutions of other support networks,  
18          what we can bring in, those institutions we can  
19          help bring in to help support that. We are mindful  
20          of the accountability of the CBO, the primary CBO,  
21          as a powerful gatherer and connector and the  
22          supporter of all of those subcontractors and  
23          personnel. And so that's why we created a minimum  
24          limit and a maximum.

25                   MS. WADE: Thank you. Yes, so I guess

SONYC Pilot Programs

May 13, 2015

27

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2           I'm still a bit unclear about how subcontracting  
3           works. As far as I know, in previous proposals as  
4           a subcontractor, you weren't, I guess, liable for  
5           meeting the maximum hours. That all fell on the  
6           primary contractor. Will it also be like that for  
7           this proposal?

8                         And then a second question is will  
9           there be another conference once the primary  
10          contractors are selected for subcontractors to  
11          build a relationship, something I guess like the  
12          cultivating curiosity expo we had?

13                        MR. DOGAN: So to answer your first  
14          question, which I believe is about the  
15          accountability of the primary contractor, you are  
16          correct, it is the accountability of the primary  
17          contractor that's material.

18                        As I mentioned earlier, in our  
19          expanding our SONYC family is also to participate  
20          in our resources for capacity building and events  
21          such as the cultivating curiosity. Yes, we intend  
22          to avail these programs and contractors to those  
23          opportunities.

24                        MS. WADE: Is there a moment -- do we  
25          know when that's happening or no?

SONYC Pilot Programs

May 13, 2015

28

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2                   MR. DOGAN: I do not know when that's  
3           happening.

4                   MS. WADE: Great. Thank you.

5                   MS. SOREL: In HHS Accelerator, you can  
6           get a list of pre-qualified providers when you  
7           click in and you can filter by a service that when  
8           you click into the procurement and you could filter  
9           by a service that maybe -- you know, if you don't  
10          offer case management, you can filter on case  
11          management and you get a list of providers and you  
12          can click on their name and get a contact name and  
13          number and you can reach out to those providers  
14          that way. It's a small effort to kind of get a  
15          list to work with.

16                  MS. WADE: How do we know those same  
17          providers apply for this RFP?

18                  MS. SOREL: You don't. And you don't  
19          have to have a pre qualified -- the subcontractor  
20          does not have to be pre-qualified but it's just at  
21          least somewhere to start kind of within the data  
22          that we have in Accelerator.

23                  MS. ROMAIN: My name is Xiomara Romain.  
24          I'm with the Center for Community Alternatives. I  
25          wanted to piggyback on the question about

SONYC Pilot Programs

May 13, 2015

29

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 subcontractors and whether or not linkage  
3 agreements are required for subcontractors.

4           MR. DOGAN: Yes, I was in the process  
5 of changing mics, so could you repeat the question?

6           MS. ROMAIN: Whether or not linkage  
7 agreements are required for the application for  
8 subcontractors. I know the partnership agreements  
9 with the sites are required.

10           MR. FRENZEL-BERRA: So a linkage  
11 agreement is different than a subcontracting  
12 arrangement and the RFP, the proposal, asks you to  
13 submit both. So whatever subcontractors you plan  
14 to engage would be listed in the proposal and any  
15 linkage agreement, which does not involve the  
16 exchange of money, but a contribution towards the  
17 program by the organization you linked to. So  
18 they're two distinct kind of relationships with  
19 another organization and they would be separately  
20 listed in the proposal you submit.

21           MS. ROMAIN: Another question is  
22 about -- I mean, I heard you talk about the  
23 importance of the activity specialist and I'm  
24 curious to know if the agency has the liberty to  
25 decide whether or not an activity specialist can be

SONYC Pilot Programs

May 13, 2015

30

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           a staff person of the lead contractor or whether or  
3           not they can be a subcontractor.

4           MR. DOGAN: So the question is, as I  
5           understand it, is an individual -- what discretion  
6           does the primary contractor have to ascertain  
7           whether somebody is a subcontractor or a staff  
8           person working for them. So an activity specialist  
9           is most typically working for the agency. The  
10          subcontractor is a partnering organization that  
11          will help deliver those services and not uniquely  
12          an individual. So some specialized activity could  
13          be led clearly by staff people who work for the  
14          agency, who have those competencies to deliver  
15          those activities.

16          MS. BLOCK: Hi. My name is Sarah  
17          Block. I'm from CAMBA. I already e-mailed like  
18          ten questions to somebody, and I'm sorry about  
19          that, but some of the things I still am unclear on  
20          so I'll start from the top.

21          Regarding School Age Child Care  
22          regulations, where does this fall in with that? Do  
23          we need to get one, do we not need to get one? The  
24          staffing ratio is different from what SACC usually  
25          says regarding the 1:10, 1:12 staffing to child

SONYC Pilot Programs

May 13, 2015

31

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 ratio. So what, if anything, do we have to do with  
3 that?

4           MR. DOGAN: The question of whether a  
5 School Age Child Care license is required is still  
6 being debated.

7           MS. BLOCK: Oh, okay. But we'll have  
8 enough time to get that before September if we do  
9 need it?

10          MR. DOGAN: Yes.

11          MS. BLOCK: Okay, great.

12                    Another question I had, and I know that  
13 the emphasis is on structured activities, but this  
14 is particular to service option 1 with family  
15 shelters. In our experience, we have children who  
16 come back from school. They attend all different  
17 schools. So they come back to the shelter at all  
18 different times and aren't allowed to enter without  
19 their parents, so is actually great to have this  
20 after school program where they can go. But  
21 because they're not all arriving at the same time,  
22 it's difficult to work out the staffing ratio and  
23 also to have structured activities; therefore, can  
24 we reflect in unstructured activity like homework  
25 help to happen during this maybe, like, 3:00 to

SONYC Pilot Programs

May 13, 2015

32

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           4:00 p.m. time or something like that when kids are  
3           still arriving?

4           MR. BRUNO: I'm Jerry. I work at DHS,  
5           family and children's population. So this was one  
6           of the questions that was raised when designing the  
7           RFP. So, you know, people living in shelter, it's  
8           temporary housing for them so they're not as static  
9           as other populations; like if you're at a DOE site,  
10          after school is much more designed. So to your  
11          point, when kids are coming from different maybe  
12          local schools or schools that may not be in their  
13          neighborhood, they may not come at the same time as  
14          well. So depending upon the provider and program  
15          design, some are structured, some are very -- so  
16          after 4:00 or 5:00, during after-school program as  
17          well. But that's a conversation really for the  
18          provider. So they'll list it in the RFP. These  
19          are provider sites.

20          And just for me to quickly say, that  
21          DHS does not manage these sites for the providers  
22          in contract with the landlord. So all these sites  
23          are ran by, like, Women in Need, Samaritan Village,  
24          CAMBA as well and (inaudible) as well. So that  
25          conversation has to take place because the provider

SONYC Pilot Programs

May 13, 2015

33

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           can tell the families, We're having a structured  
3           program starting in fall, these are for your kids,  
4           please show up at this time, they have to make that  
5           happen as well. That's an honest conversation to  
6           have with the provider.

7                   MS. BLOCK: Thank you. Can I just keep  
8           going?

9                   Regarding the program director, I know  
10          you laid out the specific requirements for the  
11          program director. So I just wanted to confirm,  
12          there will be no waiver option? The program  
13          director must have a master's degree and meet all  
14          those requirements?

15                   MR. DOGAN: That's correct.

16                   MS. BLOCK: Oh, and can you please also  
17          explain again -- or maybe we didn't cover it, I'm  
18          not sure -- about the expectation to maintain an  
19          attendance rate of 75 percent? Is that that the  
20          participants all complete 75 percent of the program  
21          hours or that 75 percent of the participants attend  
22          every day or when the program takes place?

23                   MR. DOGAN: That's a great question.  
24          As currently drafted in the RFP, it is the second  
25          of your two, so 75 percent of the enrolled

SONYC Pilot Programs

May 13, 2015

34

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           population is participating on that day. That's  
3           how it should be interpreted.

4           MS. BLOCK: Okay, great. Thank you. I  
5           think I'm done.

6           MR. FRENZEL-BERRA: Before the next  
7           question, I just wanted to clarify two points  
8           regarding the subcontracting. One is to say that  
9           if proposers are still searching and planning their  
10          subcontracting and who that might be, we're  
11          encouraging them to reach out to the site,  
12          particularly District 79, about what the sites  
13          might find desirable in the way of activities and  
14          so on that may provide some guidance.

15          The other was an earlier question that  
16          we answered about a subcontractor connecting to a  
17          proposer and ultimately it's their responsibility  
18          to make that connection. But as was mentioned,  
19          there are lists of proposers and potential  
20          proposers that they may use. But it's their  
21          responsibility to make that connection.

22          MS. ADELMAN: That actually feeds right  
23          into my question. I'm Lauren Adelman. I'm from  
24          Artistic Noise. I just want to clarify, in the  
25          initial proposals, do they need to know exactly

SONYC Pilot Programs

May 13, 2015

35

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           who's going to be the subcontractor? And also, how  
3           does the subcontractor get on the list of  
4           pre-qualified providers?

5                   MS. SOREL: They don't have to be on  
6           the list of pre-qualified providers. Providers  
7           that will be the subcontractor don't have to be  
8           pre-qualified. So the list that we offer is just a  
9           jumping-off place for you to kind of reach out and  
10          make connections but by no means is that an  
11          exclusive list that only those providers can be  
12          your subcontractors.

13                   MS. ADELMAN: I'm coming from wanting  
14          to be a subcontractor, so how do I get people to  
15          know that we're interested in being a  
16          subcontractor?

17                   MS. SOREL: You have a room of people  
18          here.

19                   MS. ADELMAN: Artistic Noise. There we  
20          go. Thank you.

21                   MR. FRENZEL-BERRA: To answer your  
22          first question, we are asking proposers to list and  
23          identify the subcontractors. So ideally, they have  
24          them all identified and the program design is clear  
25          who's doing what and all the activity hours are

SONYC Pilot Programs

May 13, 2015

36

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 taken care of. That's what we ask for. If someone  
3 doesn't know, they could go ahead and submit a  
4 proposal. It will still be reviewed.

5           MS. POLLI: Hi, everyone. I'm Sharon  
6 with Groundswell. We create murals so we're  
7 interested in subcontracting. And I wondered if  
8 the option to renew will apply similarly to  
9 subcontractors and so the relationships we develop  
10 this year will then be for multi-year or will there  
11 be another opportunity to engage and partner?

12           MR. FRENZEL-BERRA: Well, I think it  
13 depends on the contract you work out with the  
14 proposer who ends up being the contractor. It's  
15 your relationship with them.

16           MS. POLLI: And so when DYCD renews  
17 with the contractor, it's not a renewal with the  
18 subcontractor as well?

19           MR. FRENZEL-BERRA: Right.

20           MS. HARRIS: Hi. My name is Amy  
21 Harris. I'm from Manhattan Theatre Club. We're  
22 interested in being a subcontractor. We have  
23 performances at the end of our residency which is a  
24 great way to get families involved which I know is  
25 important.

**SONYC Pilot Programs**  
**May 13, 2015**

37

1                   SONYC Programs - Pre-Proposal Conference 5/13/15

2                   I had two questions. One is the School  
3                   Age license something that a subcontractor is also  
4                   required to have?

5                   MR. DOGAN: So the School Age Child  
6                   Care license exists under the prime contractor.  
7                   There's not an additional licensure by a  
8                   subcontractor.

9                   MS. HARRIS: And my second question,  
10                  which I believe you answered but I just want to  
11                  make sure I understand correctly, I believe in the  
12                  contract it says that the \$6,000 is connected to  
13                  providing 435 hours of services. If as a  
14                  subcontractor we can provide a smaller number of  
15                  hours, is it up to the contractor to decide how  
16                  much we should receive or we have to provide even  
17                  as a subcontractor 435 hours of service?

18                  MR. DOGAN: It is up to the prime  
19                  contractor to ensure those 432 hours are being met  
20                  and what role the subcontractor will play in  
21                  delivering those services.

22                  MS. HARRIS: So they could break those  
23                  hours up among various subcontractors?

24                  MR. DOGAN: Correct.

25                  MS. ADELMAN: Me again. Lauren

SONYC Pilot Programs

May 13, 2015

38

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           Adelman, Artistic Noise. Someone said I should let  
3           you guys know what we do. So we're an arts and  
4           entrepreneurship organization. We work only  
5           with -- anyways, if you want to know more  
6           information about me. Apologies.

7           MR. BRUNO: Can I make one point of  
8           clarification for DHS Family Shelters? It seems  
9           like it's a big portion of it in terms of the  
10          allocation. So it says Junius/Liberty. Those are  
11          two different shelters on the same block. So just  
12          in case anyone is thinking about planning for that,  
13          it's Junius and Liberty Family Residents and the  
14          provider is Women in Need. So we have a high  
15          concentration of 10-to-14-year-olds within both of  
16          those shelters and that's deep in Brooklyn by the L  
17          trains, Canarsie.

18          MS. WHITE: And just to note, my  
19          intention is not to be rude. We just want to make  
20          sure this portion is solely for questions regarding  
21          the RFP for the panel. But we do note your need to  
22          network and possibly find subcontractors so once  
23          the conference is over, we invite you to our lovely  
24          tables right outside the reception area and there  
25          you can, you know, just have your meetings and

SONYC Pilot Programs  
May 13, 2015

39

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 connect.

3                   Thank you. Let us resume with the  
4 questions.

5                   MS. GREGG: Hi. I'm Ann Gregg from  
6 Carnegie Hall. I have a question in relation to  
7 expectations for everyone in the room possibly  
8 around evaluations and the scope around what you're  
9 looking for in regard to evaluation. And also a  
10 clerical note, if evaluators were involved, are  
11 they technically subcontractors or consultants? So  
12 two parts.

13                   MR. FRENZEL-BERRA: So I believe that  
14 it's a note in the RFP regarding trying to  
15 locate -- did you have a page number in the RFP?

16                   MS. GREGG: No, I'm sorry. I don't  
17 have it in front of me. I remember --

18                   MR. FRENZEL-BERRA: But generally that  
19 contractors must agree to allow evaluation activity  
20 to occur and work with the evaluator. We don't  
21 have an evaluation plan in place right now but it  
22 would be that if you get a contract, you would work  
23 with any evaluator that might be assigned. So  
24 there is no specific plan we could speak to right  
25 now but -- and that would include the

SONYC Pilot Programs

May 13, 2015

40

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 subcontractors who are working at the site.

3           MS. GREGG: So you're saying DYCD would  
4 provide evaluators that everyone would work through  
5 or the proposer would provide evaluators?

6           MR. FRENZEL-BERRA: No, DYCD itself or  
7 through an external evaluator would provide  
8 (inaudible).

9           MS. ROMAIN: Xiomara Romain again from  
10 the Center for Community Alternatives. My question  
11 is about reimbursement for existing SONYC providers  
12 and whether or not the reimbursement for this pilot  
13 program will be the same. Is it cost  
14 reimbursement, is it performance-based?

15           MR. DOGAN: It is -- the same processes  
16 are in place for this in terms of reimbursement,  
17 program expense reporting, so it's true for this  
18 program model as well. There's the performance and  
19 there's not a 10 -- is there a 10-percent  
20 retainage? So the RFP lists at our discretion a  
21 10-percent withholding according to program  
22 objectives being met. So that's still explicitly  
23 listed in the RFP at this time.

24           MR. FRENZEL-BERRA: Just a follow-up  
25 from a previous question, on page 14, we have a

SONYC Pilot Programs

May 13, 2015

41

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           statement about evaluation and that is, "The  
3           contractor would cooperate with any evaluation of  
4           this initiative by DOE or DYCD or consultants  
5           working on their behalf." So as I explained.

6                   MS. PASTEUR: Hi. I'm Darla Pasteur,  
7           Sheltering Arms. This is a question for the  
8           District 79 schools. Since the student body is  
9           constantly shifting in those schools, if the  
10          funding slots are 30 and the middle school student  
11          population falls below that, what does that mean  
12          for the program?

13                   MR. DOGAN: So I'll repeat the question  
14          as I understand it. If you hypothetically had 30  
15          youth and this particular location did not have 30  
16          youth eligible to participate, what would happen?

17                   MS. PASTEUR: Yes.

18                   MR. DOGAN: Most typically, our agency  
19          works with the provider to find the best  
20          alternative in other enrollment strategies and to  
21          do our best to make sure that there are plenty of  
22          kids as a possibility to be met.

23                   MS. CHEN: Actually, except for the  
24          fact that in the DOE District 79 and ACS secure  
25          detention setting, the providers will have no

SONYC Pilot Programs

May 13, 2015

42

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           choice but to work with the juveniles who are  
3           court-ordered to be in those facilities. So I also  
4           do wonder in this case, it's not like we can go  
5           outside and find other kids to put in those  
6           settings. So who would the providers -- what would  
7           they do in that case? Would they be penalized if  
8           there are not enough participants for the program?

9                   MR. DOGAN: So the RFP lists the  
10           10-percent retainage, meaning that's the  
11           most-likely outcome that would happen. And that's  
12           staffing profile is commiserate with what the  
13           budget is. If there's not enough participants for  
14           any, then there may not be in theory a necessity  
15           for all of the fuller staff so people might spend  
16           according to that. That's most likely the worst  
17           outcome in place. And so we're committed to moving  
18           respectfully with providers in the space to meet  
19           those needs and making sure that the correct amount  
20           of youth are served.

21                   MR. BRUNO: I want to just piggyback  
22           what ACS said. So with homeless shelters, if you  
23           don't have enough 10-to-14-year-olds enrolled, you  
24           just can't bring in other 10-to-14-year-olds.  
25           These are shelters so you can't say from another

SONYC Pilot Programs

May 13, 2015

43

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           shelter, can they come over here, because they  
3           become a liability issue for the providers. You  
4           guys should know that these shelters were  
5           intentionally picked because they had a high  
6           concentration of 10-to-14-year-olds. (Inaudible),  
7           we will still be able to meet the slots. So as you  
8           plan for this, just know that we overestimated the  
9           number of kids to make sure that there will always  
10          be that constant slots that are being filled as  
11          well.

12                   And just briefly, so this is the first  
13           time that DHS has engaged with DYCD in terms of  
14           this type of pilot program, so these shelters are  
15           all Tier II, so these are all -- these are the most  
16           structured environment for our families' shelters.  
17           We have Tier II shelters, clusters and hotels.  
18           This is the most structured (inaudible). We will  
19           be intentional about that. And there's diversity  
20           among the shelters in terms of providers and the  
21           location is diverse as well. I could definitely  
22           talk more about the challenges in terms of to talk  
23           about, you know, some of these kids are in -- some  
24           of their families are in crises and, you know, how  
25           do you plan for that and have a structured program,

SONYC Pilot Programs

May 13, 2015

44

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           could talk to you more about that; getting the kids  
3           to get in a routine knowing that this is just  
4           temporary housing, this is not their home, this is  
5           temporary housing so how do you design programs  
6           that kind of address the whole being of the student  
7           as well. Definitely we could talk offline about  
8           that because we're excited, DHS, of the potential  
9           of this partnership (inaudible) kids in shelter.

10                   MS. CHEN: And I also do want to  
11           emphasize that we did our best in estimating the  
12           number of slots we would need for each site. So  
13           for our secured detention site, Crossroads and  
14           Horizon, our average population is typically around  
15           50. So we ask for 30 slots in anticipation that  
16           there might be a chance our population might drop  
17           or some of the kids might not be participating. So  
18           we are trying our best to figure out the correct  
19           number and if it becomes an issue, we definitely  
20           would work with DYCD and the providers to resolve  
21           issues.

22                   MR. FRENZEL-BERRA: Just a point on  
23           what Jerry noted about recruiting participants who  
24           may not be residents in the shelter, it is noted in  
25           the RFP on page 11 that we state that, "Contractors

SONYC Pilot Programs

May 13, 2015

45

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           that aren't able to enroll a sufficient number of  
3           participants from among the residents of the host  
4           shelter will be allowed to recruit additional youth  
5           from nearby homeless shelters." If that policy  
6           changes, it will be noted in an addendum, just to  
7           alert you.

8                   MS. HARRIS: Amy Harris, Manhattan  
9           Theatre Club. That leads into my question, which  
10          you had said that you would like a 75-percent  
11          participation rate and I'm wondering, is that for  
12          the facility as a whole or a 75-percent  
13          participation rate within each program that the  
14          facility will be running; does that make sense?

15                   MR. DOGAN: I referenced -- I think my  
16          message said 75 percent of the enrolled  
17          participants in that particular program.

18                   MS. HARRIS: Okay. So for the --

19                   MR. DOGAN: So the contractor is  
20          responsible for the total enrollment of the  
21          program. They'll be responsible for making sure  
22          the 75 percent of the enrolled participants,  
23          however, do whatever activities.

24                   MS. HARRIS: And it sounds like you're  
25          taking into consideration for those of us who work

SONYC Pilot Programs

May 13, 2015

46

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           with the incarcerated population, that there will  
3           be transiency and that the numbers will change and  
4           that will not necessarily adversely affect the  
5           program itself.

6                   MR. DOGAN: That's correct. So as an  
7           example, a young person may leave responsibly and  
8           another young person can participate in the  
9           program. It's not contingent upon that young  
10          person being there for all 432 hours.

11                   MS. HARRIS: Thank you.

12                   MS. DILLARD: Let me just add, one of  
13          the unique things about this initiative is the  
14          development of partnerships, and because it's so  
15          small and normally we select providers to submit  
16          proposals and they get funded and we work out the  
17          contract and (inaudible), this is such a small  
18          initiative where I envision the providers once  
19          they're selected actually sitting down with the  
20          program people at the site. So your concerns about  
21          not having enough participants throughout the year,  
22          those kinks could be worked out at that point. You  
23          could come up with alternatives at that point with  
24          the center directors because they're familiar with  
25          the population and how quickly the turnaround is.

SONYC Pilot Programs

May 13, 2015

47

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2           But this is a very unique situation which is great  
3           because we're trying to do the best to commit to  
4           these young people who need these concrete services  
5           and it's a small component so we could definitely  
6           make it happen if we work together in partnership  
7           and design programs around, you know, the  
8           enrollment in these programs, the transient  
9           population. But it's small enough for us to do  
10          this as long as we connect and work closely  
11          together.

12                           MS. DAVIS-MANIGAULTE: Hi. I'm Jackie  
13          Davis-Manigaulte, Program Leader with Cornell  
14          University Cooperative Extension. We do a lot of  
15          work related to STEM education, nutrition and  
16          health, parenting education, positive youth  
17          development. Those are the kinds of programmings  
18          that we do, and we work with the 4-H programs in  
19          New York City as well. We're very interested in  
20          partnering with some of the sites here and are  
21          interested in knowing your expectations in terms of  
22          a mix of programming because I would envision that  
23          a well-rounded program would include a little bit  
24          of a lot of different kinds of things, so that it  
25          might include some STEM education kinds of

SONYC Pilot Programs

May 13, 2015

48

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 programming, we do (inaudible) and nutrition  
3 education and things like that, a lot of exercise  
4 kinds of oriented things, but also could see you  
5 would want arts programming and opportunity to take  
6 advantage of being in New York City and exposing  
7 young people to as much of what this city has to  
8 offer as possible. And I just want to get a sense,  
9 is it an either-or or can there be that combined  
10 kind of a program design?

11           MS. DILLARD: See, that's what I talked  
12 about in terms of the partnership with the centers  
13 because these people work with these people on a  
14 regular basis, so they could better tell you the  
15 type of services that these young people could  
16 benefit from. Cornell University, I just attended  
17 a concert that -- sorry, Carnegie Hall, not  
18 Cornell. That's was Cornell up there, right?  
19 Carnegie Hall, they had an awesome concert where  
20 they worked with a group home, I think through  
21 Sheltering Arms. I think that was the group home  
22 that they worked with. Awesome, awesome, awesome.  
23 It was a dynamic -- you could tell it was a dynamic  
24 partnership between the staff through the group  
25 home as well as the staff at Carnegie Hall. And

SONYC Pilot Programs

May 13, 2015

49

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           it's different services. I always hear from Sonia  
3           Corrabo (phonetic), who used to be the program  
4           director with them, division of youth services, and  
5           how she would get these organizations to come and  
6           provide well-rounded different types of services in  
7           the facility. And I think that's what we envision  
8           in this initiative, so not that you have one  
9           subcontractor in but you have multiple services  
10          because these kids like things like yoga, they like  
11          the arts. So whatever we can do to get these kids  
12          adjusted to returning back to their communities is  
13          what we're looking for through this initiative. So  
14          it would be an array of services within the  
15          facility.

16                 So that's where the relationship comes  
17          into play with the center program staff. You have  
18          to develop the times that these things are  
19          happening because there's not a lot of hours, so we  
20          need to just figure out -- somebody had a question  
21          about will the subcontractor have to do the full  
22          432. Maybe not. It depends on the services that  
23          you're offering. So that would be split up through  
24          multiple, or could be split up through multiple  
25          subcontractors. But we're looking for well-rounded

SONYC Pilot Programs

May 13, 2015

50

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           concrete services to get them ready to go back into  
3           the community. And I'll put an emphasis on parent  
4           engagement. We have to keep the parents engaged  
5           because we can't get these young people ready to  
6           come back to the community if the families are not  
7           ready to receive this new young person. So we need  
8           to keep the parents engaged.

9                        MS. SAULSBURY: Hi. My name is Janine  
10           Saulsbury with the Share 4 Life Foundation. My  
11           organization have worked with New York City Housing  
12           Authority at-risk youth and their parents for the  
13           past 14 years in providing an array of different  
14           programs. My question refers to Section 2 of the  
15           RFP where -- just to be sure, to clarify that we  
16           are eligible in Section 1, to provide services to  
17           homeless or justice-involved youth where the youth  
18           we work with may have been part of the juvenile  
19           justice system. However, we're unsure of that.  
20           Will we still be eligible for this?

21                      MR. FRENZEL-BERRA: You're eligible to  
22           submit a proposal and what you're looking at are  
23           our expectations in the experience section. If you  
24           don't match them 100 percent but you have done work  
25           in areas that we're looking for, that would go into

SONYC Pilot Programs

May 13, 2015

51

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           your proposal in the experience section. So it  
3           would be up to you as a proposer to make the case  
4           your best case for us and what we're calling for  
5           through this RFP.

6                    MS. SCHAEFER: Hi. Patty Schaefer and  
7           I'm with ENACT, which is a drama therapy program  
8           working in schools and ALCs around the city. My  
9           question is just more practical. I would love to  
10          network with everyone here but everyone whom I've  
11          spoken with so far has been looking for  
12          subcontracting. So I'm just wondering, in the  
13          networking portion, is it possible to find out who  
14          is here as a lead agency so we could have those  
15          conversations with them? I realize some might not  
16          know yet if they're here as lead or subcontracting,  
17          but just a question.

18                   MR. DOGAN: We can -- at the end we  
19          can -- we will divide into contractors versus  
20          subcontractors versus folks who can help connect  
21          the dots. Maybe we can do it by arts. I've got to  
22          say, at least three people have gotten up and  
23          talked about performing arts and theater arts. If  
24          this is something you didn't know about me, I'm a  
25          theater major, so I'm highly supportive and

SONYC Pilot Programs

May 13, 2015

52

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           absolutely -- if there's a question about whether  
3           we believe that arts can be infused into this  
4           program model, if you're lingering or have  
5           self-doubts about whether that's something DYCD  
6           would be interested in pursuing, let me be  
7           unequivocal, that sounds awesome. So I think  
8           there's great opportunity, there's so much  
9           opportunity, for youth leadership and (inaudible)  
10          and literacy skills and so it's just right for  
11          opportunities. At the end of this, we can help  
12          connect some of the dots more formally between  
13          prime contractors and subcontractors.

14                   MR. FRENZEL-BERRA: So I'm now curious  
15           myself. Who is here as interested in submitting a  
16           proposal as a main contractor?

17                   (Whereupon, guests respond with a show  
18           of hands.)

19                   MR. FRENZEL-BERRA: Thank you.

20                   MR. SMITH: Thank you. I'm Kai Smith,  
21           the Founder and Executive Director of the Gang  
22           Diversion, Re-entry and Absent Fathers Intervention  
23           Center. GRAAFICS is a behavior modification  
24           program -- evidence-based behavior modification  
25           program that works with severely disconnected

SONYC Pilot Programs

May 13, 2015

53

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 youth. We provide curriculum approach that's been  
3 approved by DOE and is aligned with Common Core.  
4 So the question that I have, everything about  
5 GRAAFICS is nontraditional because in the 25 years  
6 that I've been doing this kind of work, a lot of  
7 stuff is copy and paste and it doesn't work. So my  
8 question is what do you -- like, the screening  
9 process with regards to the individuals that we  
10 work with to provide the services to the  
11 disconnected youth or those youth that have been  
12 adjudicated, like, what's an approved screening  
13 process? Because right now, we screen guys through  
14 NYPD and the district attorney's office. But what  
15 I don't want to do is I don't want to build this  
16 vast network to put myself in the best position to  
17 be a subcontractor and then the individuals on my  
18 staff are not approved to work with the kids.

19           MS. SABATOS: I believe that everyone  
20 who works with New York City students, be that a  
21 teacher, be that a subcontractor, be that a  
22 volunteer, it's required to be fingerprinted. I  
23 believe that's even more so with the unique  
24 populations that we deal with. So for this  
25 screening mechanism, everyone has to be

SONYC Pilot Programs

May 13, 2015

54

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 fingerprinted. And also, it's vetted in other  
3 ways, but definitely everyone has to be  
4 fingerprinted.

5           MR. SMITH: So as long as they're  
6 approved by the Department of Education,  
7 everything's fine?

8           MS. SABATOS: No, that's now what I  
9 said. I said that the base is definitely  
10 fingerprinting and there might be some other  
11 methods for the ACS stuff but definitely would have  
12 to be fingerprinted. And the fingerprinting is  
13 vetted through various databases, FBI -- exactly.

14           MS. CHEN: And for ACS to work with our  
15 youth in congregate care, we usually do a criminal  
16 background check as well as FCR, which is for child  
17 abuse or neglect allegations, as well as VPCR  
18 registry, which the Vulnerable Persons Registry.  
19 So those regulations would have to deal with kids  
20 who are in congregate settings who alleged to be  
21 maltreated by the staff. So we would run checks on  
22 those different registries.

23           MS. MATHEW: Hi. My name is Sabrina  
24 Mathew and I'm from Seeking Pathways. We are an  
25 educational-based service that we provide training

SONYC Pilot Programs

May 13, 2015

55

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           also to educational organizations. My question is  
3           do you accept proposals from for-profits? Do you  
4           have to be a nonprofit in order to submit a  
5           proposal?

6                   MR. FRENZEL-BERRA: If you look on  
7           page 2 of the RFP, we state under eligibility for  
8           contract awards that proposers must be nonprofit  
9           organizations.

10                   MS. MATHEW: I was online and I was  
11           trying to get into the agency Accelerator and I was  
12           unable to -- I'm still waiting for their feedback  
13           to be approved so I was unable to see if that was  
14           the case with this particular RFP.

15                   MS. SOREL: I'd be happy to speak with  
16           you offline about your specific case but, yes, so  
17           based on what the RFP says, for this particular  
18           opportunity, you have to be a nonprofit to propose.

19                   MS. MATHEW: Suppose I wanted to link  
20           directly with a shelter and have them sponsor me as  
21           a for-profit, would I be able to do that?

22                   MR. BRUNO: So the relationship -- you  
23           have to have a conversation with the provider if  
24           they want to sponsor you to be a subcontractor. So  
25           you just wouldn't -- more consideration would have

SONYC Pilot Programs

May 13, 2015

56

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           to take place for the provider to make the  
3           determination to see if they want to sponsor you,  
4           be it a not-for-profit or not, to be a  
5           subcontractor to take part in this work.

6                   MR. FRENZEL-BERRA: On page 3 of the  
7           RFP, if you're a subcontractor, you may be a  
8           for-profit organization. So for-profit  
9           organizations can be subcontractors. They just  
10          cannot submit a proposal as the main contractor.

11                   MR. CURTIS: Hello. My name is Curtis  
12          Harris. I'm the Executive Director of Green Earth  
13          Poets Cafe. We do live poetry, spoken-words  
14          performances, to encourage youth and literacy  
15          development in at-risk youth. We do programs  
16          currently at Rikers Island and we do workshops with  
17          youth. I have a question concerning page 10,  
18          item C, "The contractor would ensure that a staff  
19          member who is computer literate and able to comply  
20          with all DYCD's reporting requirement is assigned  
21          responsibility for data management and entering  
22          program data into DYCD's online or any other  
23          database system designated by DYCD." Can you  
24          elaborate on this program, this database program  
25          that would be required to be used? I'm an

SONYC Pilot Programs

May 13, 2015

57

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2 accountant also with 25 years of experience so I  
3 will probably be doing that and also program  
4 manager because I just received my master's degree.  
5 So I'm just curious, what is the program that  
6 you're referring to?

7           MR. DOGAN: Sure. I could probably  
8 talk in four hours on this. I give lots of  
9 presentations on this database. Just briefly, it  
10 is a web-based attendance-tracking system. It  
11 contains all of the participants in COMPASS and  
12 Beacon programs that we have. It's maintained by  
13 community-based organizations who input the young  
14 people directly that they serve, their data, the  
15 activities, the scope of work. So a contractor who  
16 has been approved, and when a contract gets  
17 registered, they have access to this database,  
18 they'll create a scope of work which will be very  
19 similar to like a paper scope of work. In this  
20 case, it will be electronic. It will have all of  
21 the activities. There's a lot of flexibility even  
22 now with things like who's authorized to pick up  
23 kids. So it has functionality for providers who  
24 use it and you take attendance by the activities  
25 that are in the system that you've created and that

SONYC Pilot Programs  
May 13, 2015

58

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           way you can get participant dosage on particular  
3           activities, on categories of activities, run  
4           reports on attendance. So it's a fairly typical  
5           client-based system but it's information that the  
6           CBO issues.

7           MR. HARRIS: And this program, you're  
8           required to update daily or weekly, monthly, or --

9           MR. DOGAN: The rules that we have  
10          right now are that the attendance locks after two  
11          weeks. And so that's the time frame by which  
12          information on the attendance is current.

13          MS. THAINAN: Hi. I'm Mary Thainan  
14          from WIN. My question's, I understand you don't  
15          have an evaluation plan at this point but with the  
16          system you're talking about, are there any outcomes  
17          or performance measures that have been established  
18          beyond enrollment in attendance?

19          MR. DOGAN: No, not that we have -- we  
20          have not stated them yet. I anticipate that we'll  
21          work with -- I think the nature of the pilot will  
22          be important to us helping to work to design the  
23          most critical outcomes with the partners.

24          MS. THAINAN: And my second question is  
25          about the transitioning of the kids. I understand

**SONYC Pilot Programs**  
**May 13, 2015**

59

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           that we'll be expected to help them connect with  
3           after school programs wherever they're going to be  
4           living when they leave our after school programs.  
5           Would we be collecting data, ongoing data, for  
6           those 60 days to be used for the evaluation when  
7           it's determined?

8                       MR. FRENZEL-BERRA:   Sorry.   Could you  
9           repeat?

10                      MS. THAINAN:   For the transition  
11           period, when the kids leave our program, in the RFP  
12           it talks about we should maintain contact, I  
13           believe, for like 60 days.   Will we be collecting  
14           data during that time to be used for evaluation  
15           purposes or is it mostly to ensure that they  
16           connect with the after school program in their  
17           community?

18                      MR. FRENZEL-BERRA:   Mainly to ensure  
19           they connect.   Until there's an evaluation, we  
20           don't know if that's an aspect we'll be asking  
21           providers to track and report back to us.   But I  
22           think for reporting purposes, it's not strictly  
23           required.   But if DYCD is interested in  
24           connected -- so it should be part of the records so  
25           it's a question that can be answered by a provider

SONYC Pilot Programs

May 13, 2015

60

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           if a contract manager comes out and wants to know  
3           how many former participants were connected to  
4           schools.

5                   MS. SAULSBURY: Hi. Janine from Share  
6           4 Life again. Can a contractor who's submitting a  
7           proposal also work with someone as a subcontractor?

8                   MR. DOGAN: Can you repeat the  
9           question? I'm sorry.

10                   MS. SAULSBURY: So can my  
11           organization -- we're submitting as a contractor --  
12           can we also work with someone else as a  
13           subcontractor?

14                   MR. DOGAN: Yes, absolutely. Your  
15           organization can partner with other organizations  
16           through a subcontract agreement to provide  
17           services.

18                   MS. SAULSBURY: And also if we're  
19           applying as a contractor?

20                   MR. DOGAN: Yes. So your organization  
21           could be a contractor at site A, program A. It  
22           could also be a subcontractor for a different  
23           contract at location B. Is that your question?

24                   MS. SAULSBURY: Yeah. Also --

25                   MR. DOGAN: You cannot subcontract with

SONYC Pilot Programs

May 13, 2015

61

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           yourself. You'd be surprised at some of the  
3           questions I get sometimes.

4           MR. SMITH: Kai Smith, Gang Diversion,  
5           Re-entry and Absent Fathers Intervention Center.  
6           For the young lady that does the murals, we own six  
7           storefronts on 150th and Eighth, so I'd love to  
8           work with you. Pathmark sponsors my poetry night.

9           So in any event, so in the future --  
10          because as I looked at the presentation, it was  
11          very time sensitive -- so in the future, will there  
12          be information via the HHS website that will afford  
13          subcontractors, like, a guidance tool toward  
14          eventually becoming contractors? Because I don't  
15          always want to sub. But you know like the Small  
16          Business Association has the counselors, is there a  
17          vehicle in the future on HHS that will work with  
18          subcontractors to one day become contractors?

19          MS. SOREL: Not at this time but we  
20          appreciate your feedback and we're always looking  
21          for ways to improve Accelerator, so if you would  
22          like to send an e-mail with your suggestions, we'll  
23          definitely consider it.

24          MR. SMITH: That sounds like a lot of  
25          work.

SONYC Pilot Programs

May 13, 2015

62

1           SONYC Programs - Pre-Proposal Conference 5/13/15

2                   MS. SOREL: An e-mail? Then you may  
3 not want to propose.

4                   MR. BRUNO: I have one quick question  
5 about DHS family shelters, more like a statement.  
6 The relationship between the provider sites and  
7 who's going to bid on or go after the  
8 families-with-children shelters is really critical  
9 because I've had conversations with the providers  
10 and it's just not as seamless just to walk into a  
11 shelter and have after school programs. You have  
12 to really think about the provider staff there. So  
13 it can't be a forced marriage. It has to be  
14 something that's a partnership and that requires  
15 time just to steward and to build that relationship  
16 with the provider's -- either-or provider's site,  
17 (inaudible). So as you're planning for this RFP,  
18 please keep that in mind as well because you just  
19 can't go to Women in Need or tell Bonnie Stone, for  
20 example, you want to have an after school program  
21 at her shelter. So it requires lots of  
22 conversation consideration. So if you want to talk  
23 offline about that, I'll be here afterwards as  
24 well. But it's not -- we want it to work but we  
25 want it to work in a way that's best for the kids

SONYC Pilot Programs  
May 13, 2015

63

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           at the shelter.

3                   MS. WHITE: Are there any more  
4           questions?

5                   (No response.)

6                   MS. WHITE: So before we conclude this  
7           pre-proposal conference, I want to make sure that  
8           you're aware that a copy of the PowerPoint that was  
9           presented is outside at the front table, if you  
10          want to pick up a copy. Also, please be on the  
11          lookout for an addendum to this RFP. It will be  
12          issued in the HHS Accelerator System.

13                   And we want to say thank to our panel.  
14          We have ACS, DOE and DHS that came out today and we  
15          just want to say thank you. And of course we want  
16          to thank you all for your questions, for your  
17          attentiveness.

18                   And please be reminded that all  
19          proposals are due in the HHS Accelerator System by  
20          May 21st at 2:00 p.m. No hard copies, no other  
21          submission types, are accepted.

22                   You have additional questions? We'll  
23          take this last question before we officially close  
24          out.

25                   MS. BLOCK: Sarah Block from CAMBA. If

SONYC Pilot Programs

May 13, 2015

64

1           SONYC Programs - Pre-Proposal Conference 5/13/15  
2           we do not have a resume for the program director,  
3           will a job description suffice?

4                     MR. DOGAN: Yes.

5                     MS. WHITE: The answer was yes, as  
6           stated in the RFP.

7                     Okay. So there seems to be such a need  
8           for networking. So I think the best thing is if  
9           you are a prime contractor, a not-for-profit prime  
10          contractor, please exit to the reception area.  
11          Those of you who are subcontractors and want to  
12          meet with the prime contractors, just hold off for  
13          one second. So if you're a prime contractor in  
14          need of networking, please step outside into our  
15          reception area.

16                    The conference is completed.

17                    (Time noted: 3:37 p.m.)

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**SONYC Pilot Programs  
May 13, 2015**

A		
<b>ability (7)</b> 9:22 10:14 11:10 17:20 19:2 20:13,18	<b>agreement (3)</b> 29:11,15 60:16	<b>at-risk (2)</b> 50:12 56:15
<b>able (23)</b> 5:14 6:8 11:2 12:22 13:4 16:3,17 17:14,21 18:9,19 20:14 20:21 21:17,18 23:17,22 25:21 26:14 43:7 45:2 55:21 56:19	<b>agreements (3)</b> 29:3,7,8	<b>attend (2)</b> 31:16 33:21
<b>Absent (3)</b> 3:15 52:22 61:5	<b>ahead (1)</b> 36:3	<b>attendance (7)</b> 18:18 33:19 57:24 58:4,10,12,18
<b>absolutely (2)</b> 52:2 60:14	<b>ALCs (1)</b> 51:8	<b>attendance-tracking (1)</b> 57:10
<b>abuse (1)</b> 54:17	<b>alert (1)</b> 45:7	<b>attended (1)</b> 48:16
<b>Accelerator (19)</b> 2:3 4:12 5:4,11 6:5,6 8:14,18,23 9:2,5,6,14 28:5 28:22 55:11 61:21 63:12,19	<b>aligned (1)</b> 53:3	<b>attentive (1)</b> 8:12
<b>accept (2)</b> 6:9 55:3	<b>allegations (1)</b> 54:17	<b>attentiveness (1)</b> 63:17
<b>accepted (2)</b> 6:7 63:21	<b>alleged (1)</b> 54:20	<b>attorney (1)</b> 26:2
<b>access (4)</b> 9:24 11:10,24 57:17	<b>allocate (1)</b> 18:21	<b>attorney's (1)</b> 53:14
<b>accessed (1)</b> 8:18	<b>allocated (1)</b> 18:14	<b>audience (1)</b> 24:11
<b>account (2)</b> 9:10 19:12	<b>allocation (1)</b> 38:10	<b>Auditorium (1)</b> 1:9
<b>accountability (3)</b> 26:20 27:15,16	<b>allow (1)</b> 39:19	<b>Authority (1)</b> 50:12
<b>accountant (1)</b> 57:2	<b>allowed (2)</b> 31:18 45:4	<b>authorized (1)</b> 57:22
<b>achieve (1)</b> 17:21	<b>alternative (1)</b> 41:20	<b>avail (1)</b> 27:22
<b>ACS (7)</b> 2:7 4:16 41:24 42:22 54:11,14 63:14	<b>alternatives (4)</b> 3:5 28:24 40:10 46:23	<b>available (1)</b> 11:22
<b>action (1)</b> 65:14	<b>amount (4)</b> 14:17 16:23 18:13 42:19	<b>AVENUE (2)</b> 1:23 2:23
<b>activities (24)</b> 15:21 17:13 18:10 18:14,18,19 19:5,6,7,15,24 20:8 20:16 22:14 30:15 31:13,23 34:13 45:23 57:15,21,24 58:3,3	<b>Amy (3)</b> 3:9 36:20 45:8	<b>average (1)</b> 44:14
<b>activity (8)</b> 18:8 29:23,25 30:8,12 31:24 35:25 39:19	<b>and/or (1)</b> 18:21	<b>Award (1)</b> 5:13
<b>add (5)</b> 9:23 10:6,13,14 46:12	<b>Ann (2)</b> 3:10 39:5	<b>awards (3)</b> 5:14,17 55:8
<b>addendum (2)</b> 45:6 63:11	<b>announce (1)</b> 5:14	<b>aware (1)</b> 63:8
<b>addition (1)</b> 6:7	<b>announcement (1)</b> 5:13	<b>awesome (5)</b> 48:19,22,22,22 52:7
<b>additional (6)</b> 5:22,25 22:8 37:7 45:4 63:22	<b>answer (6)</b> 4:22 15:7 25:21 27:13 35:21 64:5	<b>B</b>
<b>address (1)</b> 44:6	<b>answered (3)</b> 34:16 37:10 59:25	<b>B (1)</b> 60:23
<b>Adelman (7)</b> 3:7 34:22,23 35:13,19 37:25 38:2	<b>anticipate (3)</b> 5:13 25:4 58:20	<b>back (7)</b> 10:16 31:16,17 49:12 50:2 50:6 59:21
<b>adhere (1)</b> 6:9	<b>anticipation (1)</b> 44:15	<b>background (1)</b> 54:16
<b>adjudicated (1)</b> 53:12	<b>anymore (1)</b> 21:10	<b>base (1)</b> 54:9
<b>adjusted (1)</b> 49:12	<b>anyways (1)</b> 38:5	<b>based (1)</b> 55:17
<b>administer (1)</b> 18:22	<b>Apologies (1)</b> 38:6	<b>basis (1)</b> 48:14
<b>Administration (1)</b> 21:12	<b>Applause (2)</b> 8:15 12:7	<b>Beacon (1)</b> 57:12
<b>adult (1)</b> 20:12	<b>application (1)</b> 29:7	<b>bear (3)</b> 15:22 21:21 22:9
<b>adults (3)</b> 14:10 17:11,11	<b>apply (2)</b> 28:17 36:8	<b>becoming (1)</b> 61:14
<b>advantage (1)</b> 48:6	<b>applying (1)</b> 60:19	<b>beginning (1)</b> 19:17
<b>adversely (1)</b> 46:4	<b>appreciate (1)</b> 61:20	<b>behalf (3)</b> 4:2 11:4 41:5
<b>Advisor (1)</b> 4:16	<b>approach (1)</b> 53:2	<b>behavior (2)</b> 52:23,24
<b>affect (3)</b> 19:2 21:22 46:4	<b>approved (6)</b> 53:3,12,18 54:6 55:13 57:16	<b>belief (2)</b> 14:18,22
<b>afford (1)</b> 61:12	<b>area (3)</b> 38:24 64:10,15	<b>believe (13)</b> 12:20,24 15:2 16:14 24:22 27:14 37:10,11 39:13 52:3 53:19,23 59:13
<b>after-school (1)</b> 32:16	<b>areas (2)</b> 18:11 50:25	<b>Belmont (3)</b> 7:6,6,23
<b>afternoon (2)</b> 4:2 12:9	<b>Arms (3)</b> 3:11 41:7 48:21	<b>benefit (1)</b> 48:16
<b>Age (4)</b> 30:21 31:5 37:3,5	<b>arrangement (1)</b> 29:12	<b>best (11)</b> 19:3 24:20 41:19,21 44:11,18 47:3 51:4 53:16 62:25 64:8
<b>agencies (2)</b> 20:24 25:19	<b>array (2)</b> 49:14 50:13	<b>better (1)</b> 48:14
<b>agency (10)</b> 2:13 4:8 25:8,14 29:24 30:9,14 41:18 51:14 55:11	<b>arriving (2)</b> 31:21 32:3	<b>beyond (1)</b> 58:18
<b>agree (1)</b> 39:19	<b>Artistic (4)</b> 3:7 34:24 35:19 38:2	<b>bid (1)</b> 62:7
	<b>arts (9)</b> 18:12 22:14 38:3 48:5 49:11 51:21,23,23 52:3	<b>big (1)</b> 38:9
	<b>ascertain (1)</b> 30:6	<b>biggest (1)</b> 23:11
	<b>asking (2)</b> 35:22 59:20	<b>Bill (1)</b> 4:3
	<b>asks (1)</b> 29:12	<b>billion (2)</b> 14:14,16
	<b>aspect (1)</b> 59:20	<b>bit (4)</b> 21:5 26:5 27:2 47:23
	<b>assets (1)</b> 16:10	<b>blind (1)</b> 24:17
	<b>assigned (2)</b> 39:23 56:20	<b>block (11)</b> 3:6 30:16,17 31:7,11 33:7,16 34:4 38:11 63:25,25
	<b>assistance (1)</b> 22:5	
	<b>Assistant (5)</b> 2:13 4:7,12 12:6,10	
	<b>Association (1)</b> 61:16	

**SONYC Pilot Programs  
May 13, 2015**

**blood (1)** 65:14  
**blue (2)** 10:3,4  
**Bob (1)** 4:15  
**body (1)** 41:8  
**Bonnie (1)** 62:19  
**Boys (2)** 7:9 8:2  
**break (1)** 37:22  
**brief (1)** 4:25  
**briefly (3)** 12:11 43:12 57:9  
**bring (8)** 15:22,25 18:9 21:21 22:9  
 26:18,19 42:24  
**bringing (1)** 26:14  
**Bronx (6)** 6:20,21,24 7:5,5,22  
**Brooklyn (6)** 5:4 6:16,18 7:2,10  
 38:16  
**Bruno (7)** 2:8 4:19 32:4 38:7 42:21  
 55:22 62:4  
**budget (3)** 8:10 12:16 42:13  
**build (8)** 16:6 23:24 24:6,14,23  
 27:11 53:15 62:15  
**building (4)** 19:11 21:22 22:5  
 27:20  
**built (2)** 13:10 16:22  
**bunch (1)** 11:21  
**Business (1)** 61:16  
**button (1)** 9:22

**C**

**C (4)** 2:2 56:18 65:2,2  
**Cafe (2)** 3:18 56:13  
**calling (1)** 51:4  
**CAMBA (4)** 3:6 30:17 32:24 63:25  
**Canarsie (1)** 38:17  
**capacity (3)** 21:21 22:4 27:20  
**care (7)** 16:2 20:13 30:21 31:5 36:2  
 37:6 54:15  
**Carnegie (5)** 3:10 39:6 48:17,19,25  
**case (10)** 28:10,10 38:12 42:4,7  
 51:3,4 55:14,16 57:20  
**categories (1)** 58:3  
**category (2)** 8:5,7  
**Cavanagh (3)** 1:19 65:7,20  
**CBO (3)** 26:20,20 58:6  
**center (13)** 3:5,16 6:24 7:2,19,20  
 15:13 28:24 40:10 46:24 49:17  
 52:23 61:5  
**centers (4)** 6:23 7:18 15:14 48:12  
**certify (2)** 65:9,13  
**challenge (1)** 23:16  
**challenges (2)** 23:12 43:22  
**chance (1)** 44:16  
**change (3)** 11:10 19:22 46:3  
**changed (1)** 14:4  
**changes (2)** 11:14 45:6  
**changing (1)** 29:5  
**check (2)** 11:18 54:16  
**checks (1)** 54:21

**Chen (5)** 2:7 4:17 41:23 44:10  
 54:14  
**chief (3)** 2:13 4:8 25:8  
**child (5)** 30:21,25 31:5 37:5 54:16  
**children (1)** 31:15  
**children's (2)** 21:12 32:5  
**choice (1)** 42:2  
**Chong (1)** 4:3  
**chosen (1)** 14:6  
**circle (2)** 21:3,8  
**cite (1)** 25:17  
**cities (1)** 13:17  
**city (14)** 1:3 13:14 14:7,8,18 20:6,7  
 20:23 47:19 48:6,7 50:11 51:8  
 53:20  
**city's (1)** 20:8  
**clarification (1)** 38:8  
**clarifications (1)** 4:23  
**clarify (4)** 23:8 34:7,24 50:15  
**clear (2)** 24:13 35:24  
**clearly (1)** 30:13  
**clerical (1)** 39:10  
**click (7)** 9:25 10:5,25 12:3 28:7,8  
 28:12  
**client-based (1)** 58:5  
**close (1)** 63:23  
**closely (1)** 47:10  
**Club (3)** 3:9 36:21 45:9  
**clusters (1)** 43:17  
**collaboration (1)** 22:20  
**collaborations (1)** 24:8  
**colleague (1)** 25:5  
**collecting (2)** 59:5,13  
**collective (1)** 19:19  
**combined (1)** 48:9  
**come (10)** 25:12,16,24 31:16,17  
 32:13 43:2 46:23 49:5 50:6  
**comes (2)** 49:16 60:2  
**coming (2)** 32:11 35:13  
**commiserate (1)** 42:12  
**Commissioner (4)** 4:3,12 12:6,10  
**commit (1)** 47:3  
**commitment (1)** 20:23  
**committed (1)** 42:17  
**Common (1)** 53:3  
**communicated (1)** 22:24  
**communicating (1)** 22:25  
**communication (1)** 23:3  
**communities (1)** 49:12  
**community (9)** 1:3 3:5 4:4 17:2  
 28:24 40:10 50:3,6 59:17  
**community-based (3)** 13:4 14:24  
 57:13  
**COMPASS (9)** 2:4,5 4:13,13 12:6  
 12:11 13:13 14:5 57:11  
**compassion (1)** 20:12  
**compete (1)** 9:5

**competencies (3)** 16:12 23:25  
 30:14  
**competition (22)** 6:15,17,19,20,23  
 6:25 7:4,6,9,11,12,13,14,15,18  
 7:19,22,22,25 10:8 17:25 18:3  
**competitions (4)** 6:12 7:16 10:7  
 18:5  
**complete (2)** 9:17 33:20  
**completed (1)** 64:16  
**comply (1)** 56:19  
**component (1)** 47:5  
**comprehensive (2)** 13:13,20  
**computer (1)** 56:19  
**conceivably (1)** 13:10  
**concentrating (1)** 22:10  
**concentration (2)** 38:15 43:6  
**concerning (1)** 56:17  
**concerns (1)** 46:20  
**concert (2)** 48:17,19  
**conclude (1)** 63:6  
**concrete (2)** 47:4 50:2  
**conference (69)** 1:6 4:1,5 5:1,21  
 6:1 7:1 8:1 9:1 10:1 11:1 12:1  
 13:1,15 14:1 15:1 16:1 17:1 18:1  
 19:1 20:1 21:1 22:1 23:1 24:1  
 25:1 26:1 27:1,9 28:1 29:1 30:1  
 31:1 32:1 33:1 34:1 35:1 36:1  
 37:1 38:1,23 39:1 40:1 41:1 42:1  
 43:1 44:1 45:1 46:1 47:1 48:1  
 49:1 50:1 51:1 52:1 53:1 54:1  
 55:1 56:1 57:1 58:1 59:1 60:1  
 61:1 62:1 63:1,7 64:1,16  
**confirm (1)** 33:11  
**congregate (2)** 54:15,20  
**connect (7)** 39:2 47:10 51:20  
 52:12 59:2,16,19  
**connected (3)** 37:12 59:24 60:3  
**connecting (1)** 34:16  
**connection (2)** 34:18,21  
**connections (2)** 22:3 35:10  
**connector (1)** 26:21  
**consider (1)** 61:23  
**consideration (3)** 45:25 55:25  
 62:22  
**considered (1)** 10:17  
**constant (1)** 43:10  
**constantly (1)** 41:9  
**consultants (2)** 39:11 41:4  
**contact (3)** 10:12 28:12 59:12  
**contains (1)** 57:11  
**content (1)** 18:11  
**contingent (1)** 46:9  
**continue (1)** 19:10  
**contract (11)** 5:16,16 32:22 36:13  
 37:12 39:22 46:17 55:8 57:16  
 60:2,23  
**contracting (3)** 2:14 4:8 25:9

SONYC Pilot Programs  
May 13, 2015

**contractor (23)** 27:6,15,17 30:2,6  
36:14,17 37:6,15,19 41:3 45:19  
52:16 56:10,18 57:15 60:6,11,19  
60:21 64:9,10,13  
**contractors (9)** 27:10,22 39:19  
44:25 51:19 52:13 61:14,18  
64:12  
**contracts (1)** 18:21  
**contribution (1)** 29:16  
**conversation (5)** 32:17,25 33:5  
55:23 62:22  
**conversations (2)** 51:15 62:9  
**cooperate (1)** 41:3  
**Cooperative (2)** 3:12 47:14  
**copies (2)** 6:6 63:20  
**copy (3)** 53:7 63:8,10  
**core (5)** 12:21 15:4 23:16 26:15  
53:3  
**Cornell (5)** 3:12 47:13 48:16,18,18  
**Corrabo (1)** 49:3  
**correct (8)** 10:8 18:20 27:16 33:15  
37:24 42:19 44:18 46:6  
**correctly (1)** 37:11  
**cost (1)** 40:13  
**counselors (1)** 61:16  
**COUNTY (1)** 65:5  
**course (3)** 16:21 24:2 63:15  
**court-ordered (1)** 42:3  
**cover (1)** 33:17  
**covering (1)** 9:11  
**create (3)** 9:9 36:6 57:18  
**created (3)** 9:2 26:23 57:25  
**criminal (1)** 54:15  
**crises (1)** 43:24  
**criteria (1)** 8:5  
**critical (9)** 14:17 16:9 17:6 20:10  
20:15 22:19 23:19 58:23 62:8  
**Crossroads (4)** 6:25 7:2,19 44:13  
**cultivating (3)** 17:3 27:12,21  
**cultural (1)** 26:17  
**cure-all (1)** 23:13  
**curiosity (3)** 8:17 27:12,21  
**curious (3)** 29:24 52:14 57:5  
**current (2)** 13:7 58:12  
**currently (2)** 33:24 56:16  
**curriculum (1)** 53:2  
**Curtis (3)** 3:18 56:11,11  
**custom (1)** 10:13  
**cuts (1)** 12:16

**D**

**D.C (1)** 13:15  
**D79 (2)** 7:3,21  
**daily (1)** 58:8  
**dance/theater (1)** 20:4  
**Danielle (3)** 1:19 65:7,20  
**Darla (2)** 3:11 41:6

**data (9)** 14:22 18:22 28:21 56:21  
56:22 57:14 59:5,5,14  
**database (5)** 18:15 56:23,24 57:9  
57:17  
**databases (1)** 54:13  
**date (4)** 5:8,19,23 11:8  
**dates (1)** 5:2  
**Davis-Manigaulte (3)** 3:12 47:12  
47:13  
**day (8)** 23:23,24 24:23,24 33:22  
34:2 61:18 65:18  
**days (2)** 59:6,13  
**deadline (1)** 6:8  
**deal (2)** 53:24 54:19  
**DeAndrea (2)** 2:9 4:20  
**debated (1)** 31:6  
**decide (2)** 29:25 37:15  
**decision (1)** 24:15  
**deep (7)** 15:25 16:6,18 22:20 23:2  
23:4 38:16  
**deep-enrichment (1)** 18:10  
**deeply (5)** 12:20 15:2 19:8 21:15  
23:10  
**deepness (1)** 15:21  
**deescalate (1)** 12:15  
**definitely (8)** 43:21 44:7,19 47:5  
54:3,9,11 61:23  
**defund (1)** 12:15  
**degree (3)** 17:23 33:13 57:4  
**delete (1)** 11:15  
**delineated (1)** 18:4  
**deliver (3)** 26:15 30:11,14  
**delivered (1)** 20:16  
**delivering (1)** 37:21  
**demonstrate (1)** 20:17  
**Denver (1)** 13:17  
**Department (7)** 1:3 4:4,18 21:13  
21:14,19 54:6  
**depend (1)** 18:13  
**depending (1)** 32:14  
**depends (2)** 36:13 49:22  
**depth (1)** 20:22  
**Deputy (2)** 2:13 4:7  
**description (1)** 64:3  
**design (8)** 8:9 19:20 32:15 35:24  
44:5 47:7 48:10 58:22  
**designated (1)** 56:23  
**designed (2)** 19:10 32:10  
**designing (1)** 32:6  
**designs (2)** 19:15 20:2  
**desirable (1)** 34:13  
**details (3)** 5:12 10:23 11:14  
**detention (7)** 7:17,24 15:14,15  
20:2 41:25 44:13  
**determination (1)** 56:3  
**determined (1)** 59:7  
**develop (3)** 16:15 36:9 49:18

**developing (3)** 16:8,12 26:16  
**development (7)** 1:3 4:15 12:23  
17:2 46:14 47:17 56:15  
**Development's (1)** 4:5  
**DHS (11)** 1:5 2:8 6:14 7:11 32:4,21  
38:8 43:13 44:8 62:5 63:14  
**diagram (1)** 21:3  
**difference (1)** 15:6  
**different (13)** 25:19 29:11 30:24  
31:16,18 32:11 38:11 47:24 49:2  
49:6 50:13 54:22 60:22  
**differently (1)** 13:19  
**difficult (1)** 31:22  
**Dillard (4)** 2:5 4:14 46:12 48:11  
**directly (2)** 55:20 57:14  
**director (10)** 4:13 18:2,6 33:9,11  
33:13 49:4 52:21 56:12 64:2  
**directors (1)** 46:24  
**disconnected (2)** 52:25 53:11  
**discretion (2)** 30:5 40:20  
**distance (1)** 20:15  
**distinct (1)** 29:18  
**district (7)** 1:5 7:16 15:14 34:12  
41:8,24 53:14  
**diverse (1)** 43:21  
**Diversion (3)** 3:15 52:22 61:4  
**diversity (1)** 43:19  
**divide (1)** 51:19  
**division (2)** 4:16 49:4  
**doable (2)** 23:23,24  
**document (1)** 10:23  
**documents (4)** 10:20,20,24 11:15  
**DOE (7)** 2:9 4:19 32:9 41:4,24 53:3  
63:14  
**Dogan (34)** 2:4 4:13 5:7 12:6,8,10  
26:5 27:13 28:2 29:4 30:4 31:4  
31:10 33:15,23 37:5,18,24 40:15  
41:13,18 42:9 45:15,19 46:6  
51:18 57:7 58:9,19 60:8,14,20,25  
64:4  
**doing (5)** 13:6 14:21 35:25 53:6  
57:3  
**dollars (1)** 14:15  
**dosage (2)** 16:20 58:2  
**dots (2)** 51:21 52:12  
**draft (2)** 11:13,19  
**drafted (1)** 33:24  
**drama (1)** 51:7  
**dramatic (1)** 15:6  
**draw (1)** 22:2  
**drive (1)** 21:25  
**drop (2)** 9:15 44:16  
**drop-down (1)** 11:11  
**due (7)** 5:8,10,23 6:4 11:8 21:17  
63:19  
**DYCD (15)** 2:4,5,6 4:15 12:12  
21:21 36:16 40:3,6 41:4 43:13

SONYC Pilot Programs  
May 13, 2015

44:20 52:5 56:23 59:23  
**DYCD's (2)** 56:20,22  
**dynamic (3)** 5:6 48:23,23

**E**

**E (6)** 2:2,2 3:2,2 65:2,2  
**e-mail (5)** 9:15,18 11:4 61:22 62:2  
**e-mailed (1)** 30:17  
**earlier (3)** 20:9 27:18 34:15  
**earned (1)** 24:25  
**ears (1)** 23:5  
**Earth (2)** 3:18 56:12  
**easily (1)** 9:24  
**education (7)** 17:23 21:13 47:15  
47:16,25 48:3 54:6  
**educational (1)** 55:2  
**educational-based (1)** 54:25  
**effective (1)** 22:25  
**effort (1)** 28:14  
**Eighth (1)** 61:7  
**either (1)** 21:3  
**either-or (2)** 48:9 62:16  
**elaborate (1)** 56:24  
**electronic (2)** 11:5 57:20  
**elementary (1)** 13:21  
**eligibility (1)** 55:7  
**eligible (7)** 6:12 9:7,8 41:16 50:16  
50:20,21  
**eliminate (1)** 12:15  
**EMAIL (2)** 1:25 2:25  
**emotional (1)** 16:12  
**empathy (1)** 20:12  
**emphasis (2)** 31:13 50:3  
**emphasize (1)** 44:11  
**ENACT (2)** 3:14 51:7  
**encourage (1)** 56:14  
**encouraging (1)** 34:11  
**ends (1)** 36:14  
**engage (6)** 17:6 19:18 20:18 23:15  
29:14 36:11  
**engaged (5)** 21:14,15 43:13 50:4,8  
**engagement (3)** 22:10 23:19 50:4  
**engaging (1)** 23:13  
**enrichment (3)** 12:23 15:21,25  
**enroll (1)** 45:2  
**enrolled (4)** 33:25 42:23 45:16,22  
**enrollment (4)** 41:20 45:20 47:8  
58:18  
**ensure (7)** 17:14 22:6,11 37:19  
56:18 59:15,18  
**enter (4)** 10:12 11:4 18:16 31:18  
**entering (2)** 24:18 56:21  
**entrepreneurship (1)** 38:4  
**environment (1)** 43:16  
**envision (3)** 46:18 47:22 49:7  
**error (1)** 11:9  
**essentially (1)** 12:12

**established (1)** 58:17  
**estimating (1)** 44:11  
**evaluating (1)** 11:20  
**evaluation (10)** 8:4 39:9,19,21  
41:2,3 58:15 59:6,14,19  
**evaluations (1)** 39:8  
**evaluator (3)** 39:20,23 40:7  
**evaluators (3)** 39:10 40:4,5  
**event (1)** 61:9  
**events (2)** 20:4 27:20  
**eventually (1)** 61:14  
**everybody (1)** 24:16  
**everything's (1)** 54:7  
**evidence-based (1)** 52:24  
**exactly (3)** 24:12 34:25 54:13  
**example (2)** 46:7 62:20  
**exception (1)** 19:25  
**exchange (1)** 29:16  
**excited (4)** 12:16 20:21 21:8 44:8  
**exciting (1)** 17:12  
**exclusive (1)** 35:11  
**Executive (2)** 52:21 56:12  
**exercise (1)** 48:3  
**exist (1)** 22:17  
**existing (1)** 40:11  
**exists (1)** 37:6  
**exit (1)** 64:10  
**expanding (2)** 12:17 27:19  
**expect (1)** 22:21  
**expectation (2)** 22:21 33:18  
**expectations (8)** 15:4 19:21 24:8  
24:11,17 39:7 47:21 50:23  
**expected (2)** 10:19 59:2  
**expense (1)** 40:17  
**experience (8)** 8:7 16:17 17:2,24  
31:15 50:23 51:2 57:2  
**explain (1)** 33:17  
**explained (1)** 41:5  
**explicitly (3)** 15:5,22 40:22  
**explore (1)** 20:7  
**expo (1)** 27:12  
**exposing (1)** 48:6  
**Extension (2)** 3:12 47:14  
**external (2)** 21:23 40:7

**F**

**F (1)** 65:2  
**face (1)** 23:12  
**facet (1)** 18:19  
**facilities (3)** 13:8,8 42:3  
**facility (5)** 12:25 45:12,14 49:7,15  
**facility/school (1)** 8:8  
**FACSIMILE (2)** 1:24 2:24  
**fact (2)** 19:13 41:24  
**fairly (2)** 15:19 58:4  
**fall (2)** 30:22 33:3  
**fallen (1)** 17:16

**falls (1)** 41:11  
**familiar (3)** 15:19 19:4 46:24  
**families (5)** 17:6 33:2 36:24 43:24  
50:6  
**families' (1)** 43:16  
**families-with-children (1)** 62:8  
**family (18)** 1:5 4:17 6:14,16,18,19  
7:11,13,13,14 15:12 23:19 27:19  
31:14 32:5 38:8,13 62:5  
**far (2)** 27:3 51:11  
**Fathers (3)** 3:16 52:22 61:5  
**favorites (1)** 9:24  
**FBI (1)** 54:13  
**FCR (1)** 54:16  
**feature (1)** 20:2  
**feedback (2)** 55:12 61:20  
**feeds (1)** 34:22  
**feel (2)** 9:18 21:9  
**fell (1)** 27:5  
**Fewer (1)** 24:19  
**field (1)** 17:24  
**figure (2)** 44:18 49:20  
**filled (1)** 43:10  
**filter (4)** 9:22 28:7,8,10  
**find (6)** 10:23 34:13 38:22 41:19  
42:5 51:13  
**fine (1)** 54:7  
**fingerprinted (4)** 53:22 54:2,4,12  
**fingerprinting (2)** 54:10,12  
**first (4)** 9:20 27:13 35:22 43:12  
**five (2)** 17:24 24:22  
**fix (1)** 23:15  
**Flagstone (2)** 6:18 7:13  
**flexibility (2)** 19:17 57:21  
**flexible (1)** 19:20  
**Floor (1)** 1:9  
**focused (1)** 24:20  
**folks (1)** 51:20  
**follow-up (1)** 40:24  
**for-profit (3)** 55:21 56:8,8  
**for-profits (1)** 55:3  
**forced (1)** 62:13  
**formally (1)** 52:12  
**former (1)** 60:3  
**Fort (1)** 13:17  
**forward (4)** 4:21 17:18 21:25 24:9  
**found (1)** 8:5  
**Foundation (2)** 13:16 50:10  
**Founder (1)** 52:21  
**four (2)** 15:11 57:8  
**frame (4)** 13:6,19 14:8 58:11  
**framework (1)** 22:5  
**free (1)** 9:18  
**Frenzel-Berra (19)** 2:6 4:16 29:10  
34:6 35:21 36:12,19 39:13,18  
40:6,24 44:22 50:21 52:14,19  
55:6 56:6 59:8,18

**SONYC Pilot Programs  
May 13, 2015**

**Friday (1)** 5:25  
**front (3)** 24:6 39:17 63:9  
**full (1)** 49:21  
**full-time (2)** 18:2,7  
**fuller (1)** 42:15  
**Fulton (2)** 6:19 7:14  
**fun (1)** 22:11  
**functionality (1)** 57:23  
**funded (1)** 46:16  
**funding (2)** 6:17 41:10  
**funnel (1)** 16:11  
**further (2)** 12:18 65:13  
**future (5)** 9:25 17:20 61:9,11,17

**G**

**Gang (3)** 3:15 52:21 61:4  
**gaps (1)** 12:16  
**gatherer (1)** 26:21  
**general (1)** 5:3  
**generally (1)** 39:18  
**getting (1)** 44:2  
**give (3)** 4:23 5:3 57:8  
**gives (1)** 11:24  
**glad (1)** 21:7  
**Gloria's (2)** 6:21 7:15  
**go (17)** 5:4,11 11:12,24 16:18 23:5  
 24:16 25:7,23 31:20 35:20 36:3  
 42:4 50:2,25 62:7,19  
**goal (2)** 16:3 17:17  
**goals (4)** 17:7,21 19:11 24:2  
**goes (1)** 10:23  
**going (16)** 5:2,2,5,14 15:5 16:22  
 17:18 22:8,9 25:5,11,12 33:8  
 35:2 59:3 62:7  
**good (4)** 4:2 8:25 12:9 17:11  
**gotten (1)** 51:22  
**GRAAFICS (2)** 52:23 53:5  
**grade (1)** 14:3  
**gradually (1)** 24:15  
**granted (1)** 24:25  
**great (12)** 14:11,13 16:15 20:8  
 28:4 31:11,19 33:23 34:4 36:24  
 47:2 52:8  
**greater (1)** 20:5  
**Green (2)** 3:18 56:12  
**Gregg (5)** 3:10 39:5,5,16 40:3  
**ground (3)** 24:10,13 25:7  
**Groundswell (2)** 3:8 36:6  
**group (9)** 4:9 7:8 8:2 15:16 18:25  
 19:3 48:20,21,24  
**guess (4)** 25:2 26:25 27:4,11  
**guests (2)** 8:20 52:17  
**guidance (2)** 34:14 61:13  
**guide (1)** 11:24  
**guys (3)** 38:3 43:4 53:13

**H**

**Hall (5)** 3:10 39:6 48:17,19,25  
**hallmark (1)** 19:19  
**hand (1)** 65:18  
**hands (2)** 8:21 52:18  
**happen (6)** 21:18 31:25 33:5 41:16  
 42:11 47:6  
**happening (3)** 27:25 28:3 49:19  
**happy (1)** 55:15  
**hard (2)** 6:6 63:20  
**Harris (13)** 3:9,18 36:20,21 37:9,22  
 45:8,8,18,24 46:11 56:12 58:7  
**health (3)** 9:3 21:14 47:16  
**hear (1)** 49:2  
**heard (1)** 29:22  
**hearing (1)** 23:6  
**Hello (1)** 56:11  
**help (14)** 12:17 17:17 20:24 21:22  
 22:4,8,13 26:19,19 30:11 31:25  
 51:20 52:11 59:2  
**helpful (1)** 25:17  
**helping (2)** 21:24 58:22  
**hereunto (1)** 65:17  
**HHS (17)** 2:3 4:11 5:3,5,10 6:5,6  
 8:13 9:2,4,6,14 28:5 61:12,17  
 63:12,19  
**Hi (12)** 25:25 30:16 36:5,20 39:5  
 41:6 47:12 50:9 51:6 54:23 58:13  
 60:5  
**high (6)** 13:25 14:6 15:19 20:9  
 38:14 43:5  
**high-quality (1)** 20:17  
**higher-order (1)** 24:7  
**highlight (1)** 26:13  
**highly (1)** 51:25  
**hold (1)** 64:12  
**home (7)** 6:21 7:15 15:16 44:4  
 48:20,21,25  
**Homeland (1)** 21:19  
**homeless (4)** 4:18 42:22 45:5  
 50:17  
**Homes (2)** 7:8 8:2  
**homework (1)** 31:24  
**honest (3)** 22:20 23:3 33:5  
**Hope (3)** 7:5,5,22  
**Horizon (4)** 6:24,24 7:18 44:14  
**host (2)** 25:18 45:3  
**hotels (1)** 43:17  
**hours (14)** 16:19 18:3,13 27:5  
 33:21 35:25 37:13,15,17,19,23  
 46:10 49:19 57:8  
**housing (4)** 32:8 44:4,5 50:11  
**huge (1)** 24:19  
**human (1)** 9:4  
**hyperlink (1)** 10:4  
**hypothetically (1)** 41:14

**I**

**idea (2)** 16:20,21  
**ideally (1)** 35:23  
**identified (1)** 35:24  
**identify (1)** 35:23  
**II (2)** 43:15,17  
**imagine (1)** 13:10  
**importance (1)** 29:23  
**important (7)** 4:22 5:2 17:5 19:22  
 23:20 36:25 58:22  
**impressive (1)** 14:16  
**improve (1)** 61:21  
**inaudible (11)** 17:5 23:14 32:24  
 40:8 43:6,18 44:9 46:17 48:2  
 52:9 62:17  
**incarcerated (1)** 46:2  
**incentives (1)** 20:5  
**include (3)** 39:25 47:23,25  
**includes (4)** 13:21,22,23,24  
**including (2)** 15:12 18:25  
**incorrect (1)** 10:15  
**inculcating (1)** 24:4  
**individual (4)** 10:11 19:13 30:5,12  
**individuals (2)** 53:9,17  
**info@hhsaccelerator.nyc.gov (1)**  
 9:19  
**information (6)** 5:3 18:16 38:6  
 58:5,12 61:12  
**infused (1)** 52:3  
**initial (1)** 34:25  
**initiative (7)** 18:23 19:18 41:4  
 46:13,18 49:8,13  
**input (1)** 57:13  
**institutions (3)** 20:3 26:17,18  
**instructions (2)** 10:22 11:25  
**integrity (1)** 14:22  
**intend (1)** 27:21  
**intention (1)** 38:19  
**intentional (2)** 19:9 43:19  
**intentionally (1)** 43:5  
**interested (10)** 23:15 35:15 36:7  
 36:22 47:19,21 52:6,15 59:23  
 65:15  
**interpersonal (1)** 16:14  
**interpreted (1)** 34:3  
**Intervention (3)** 3:16 52:22 61:5  
**introduce (1)** 4:10  
**investment (2)** 14:17,20  
**invite (1)** 38:23  
**involve (1)** 29:15  
**involved (4)** 18:18 25:20 36:24  
 39:10  
**iPad (1)** 14:12  
**Island (1)** 56:16  
**issue (2)** 43:3 44:19  
**issued (1)** 63:12  
**issues (2)** 44:21 58:6  
**item (1)** 56:18

**SONYC Pilot Programs  
May 13, 2015**

<b>J</b>		
<b>Jackie (2)</b> 3:12 47:12	<b>largely (1)</b> 19:9	<b>love (3)</b> 25:8 51:9 61:7
<b>Janine (3)</b> 3:13 50:9 60:5	<b>larger (1)</b> 22:6	<b>lovely (2)</b> 13:16 38:23
<b>Jennifer (5)</b> 2:3 4:11 5:11 8:14 12:4	<b>lastly (2)</b> 8:3 11:21	<b>M</b>
<b>Jerry (4)</b> 2:8 4:19 32:4 44:23	<b>Lauren (3)</b> 3:7 34:23 37:25	<b>magic (1)</b> 23:13
<b>job (1)</b> 64:3	<b>lead (4)</b> 18:16 30:2 51:14,16	<b>mail (1)</b> 9:16
<b>join (2)</b> 8:14 12:5	<b>Leader (1)</b> 47:13	<b>main (2)</b> 52:16 56:10
<b>joining (1)</b> 4:6	<b>leadership (2)</b> 17:3 52:9	<b>maintain (2)</b> 33:18 59:12
<b>July (1)</b> 5:17	<b>leads (1)</b> 45:9	<b>maintained (1)</b> 57:12
<b>jumping-off (1)</b> 35:9	<b>learn (1)</b> 16:16	<b>major (1)</b> 51:25
<b>June (2)</b> 5:15,18	<b>learning (2)</b> 20:6 22:11	<b>making (5)</b> 11:18 17:17 24:15 42:19 45:21
<b>Junius (1)</b> 38:13	<b>leave (3)</b> 46:7 59:4,11	<b>maltreated (1)</b> 54:21
<b>Junius/Liberty (3)</b> 6:16 7:12 38:10	<b>led (1)</b> 30:13	<b>MAMARONECK (4)</b> 1:23,23 2:23 2:23
<b>justice (6)</b> 4:17 6:22 7:18,19,20 50:19	<b>Legal (2)</b> 3:4 26:2	<b>manage (1)</b> 32:21
<b>justice-involved (1)</b> 50:17	<b>length (1)</b> 19:13	<b>management (4)</b> 8:10 28:10,11 56:21
<b>juvenile (8)</b> 6:22,24,25 7:18,19,20 15:13 50:18	<b>lens (1)</b> 16:11	<b>manager (2)</b> 57:4 60:2
<b>juveniles (1)</b> 42:2	<b>let's (3)</b> 20:7 23:20 25:23	<b>Manhattan (3)</b> 3:9 36:21 45:8
<b>K</b>	<b>level (3)</b> 10:25 18:17,17	<b>manifest (1)</b> 16:22
<b>K (1)</b> 3:2	<b>leveraging (1)</b> 22:12	<b>Marie (1)</b> 4:7
<b>Kai (3)</b> 3:15 52:20 61:4	<b>liability (1)</b> 43:3	<b>marriage (2)</b> 62:13 65:15
<b>keep (6)</b> 10:17 24:20 33:7 50:4,8 62:18	<b>liable (1)</b> 27:4	<b>marshal (1)</b> 21:6
<b>key (13)</b> 17:16,22 18:9,16,19,22 19:11 20:10,15,23 21:11 22:18 24:16	<b>liberty (2)</b> 29:24 38:13	<b>Mary (2)</b> 3:19 58:13
<b>kids (20)</b> 14:9 24:10 32:2,11 33:3 41:22 42:5 43:9,23 44:2,9,17 49:10,11 53:18 54:19 57:23 58:25 59:11 62:25	<b>license (3)</b> 31:5 37:3,6	<b>master's (3)</b> 17:22 33:13 57:4
<b>kind (19)</b> 12:21,22 14:2 15:3 16:19 18:9 21:2,6 23:4,19 24:12,24 28:14,21 29:18 35:9 44:6 48:10 53:6	<b>licensure (1)</b> 37:7	<b>match (1)</b> 50:24
<b>kindergarten (1)</b> 14:3	<b>Life (3)</b> 3:13 50:10 60:6	<b>matches (1)</b> 10:8
<b>kinds (4)</b> 47:17,24,25 48:4	<b>limit (1)</b> 26:24	<b>material (1)</b> 27:17
<b>kinks (1)</b> 46:22	<b>lingering (1)</b> 52:4	<b>Mathew (5)</b> 3:17 54:23,24 55:10,19
<b>know (33)</b> 8:22 9:7 17:8 23:9 24:12 26:9 27:3,25 28:2,9,16 29:8,24 31:12 32:7 33:9 34:25 35:15 36:3 36:24 38:3,5,25 43:4,8,23,24 47:7 51:16,24 59:20 60:2 61:15	<b>link (1)</b> 55:19	<b>matter (2)</b> 65:11,16
<b>knowing (2)</b> 44:3 47:21	<b>linkage (4)</b> 29:2,6,10,15	<b>maximum (10)</b> 8:6,8,9,10,11 26:11 26:12,13,24 27:5
<b>knowledge (1)</b> 23:25	<b>linkages (1)</b> 15:24	<b>mean (3)</b> 24:12 29:22 41:11
<b>known (1)</b> 13:12	<b>linked (1)</b> 29:17	<b>meaning (2)</b> 18:3 42:10
<b>L</b>	<b>list (9)</b> 28:6,11,15 32:18 35:3,6,8 35:11,22	<b>meaningful (2)</b> 21:24 22:13
<b>L (1)</b> 38:16	<b>listed (6)</b> 6:13 15:5 19:7 29:14,20 40:23	<b>means (2)</b> 15:8 35:10
<b>laboratory (1)</b> 20:6	<b>listen (1)</b> 23:10	<b>measures (1)</b> 58:17
<b>lady (1)</b> 61:6	<b>listing (1)</b> 15:23	<b>mechanism (1)</b> 53:25
<b>Lafayette (1)</b> 1:9	<b>lists (3)</b> 34:19 40:20 42:9	<b>meet (4)</b> 33:13 42:18 43:7 64:12
<b>laid (1)</b> 33:10	<b>literacy (3)</b> 18:12 52:10 56:14	<b>meeting (1)</b> 27:5
<b>landlord (1)</b> 32:22	<b>literate (1)</b> 56:19	<b>meetings (2)</b> 24:17 38:25
<b>landscape (1)</b> 14:10	<b>little (2)</b> 26:5 47:23	<b>member (1)</b> 56:19
	<b>live (1)</b> 56:13	<b>mentioned (2)</b> 27:18 34:18
	<b>living (2)</b> 32:7 59:4	<b>message (1)</b> 45:16
	<b>local (1)</b> 32:12	<b>met (4)</b> 19:3 37:19 40:22 41:22
	<b>locate (2)</b> 9:21 39:15	<b>methods (1)</b> 54:11
	<b>location (6)</b> 10:9,13 13:9 41:15 43:21 60:23	<b>microphone (2)</b> 25:13,16
	<b>Locations (1)</b> 7:17	<b>mics (1)</b> 29:5
	<b>locks (1)</b> 58:10	<b>mid (1)</b> 5:15
	<b>long (2)</b> 47:10 54:5	<b>middle (8)</b> 13:22 14:8,9 16:15 20:18 21:10 22:7 41:10
	<b>look (4)</b> 4:21 9:12 19:21 55:6	<b>Mike (6)</b> 2:4 4:13 5:6 12:5,10 25:6
	<b>looked (1)</b> 61:10	<b>mind (2)</b> 10:18 62:18
	<b>looking (8)</b> 21:6 39:9 49:13,25 50:22,25 51:11 61:20	<b>mindful (3)</b> 16:5 22:15 26:19
	<b>lookout (1)</b> 63:11	<b>minimum (4)</b> 17:24 26:7,10,23
	<b>lot (9)</b> 16:19 19:5 47:14,24 48:3 49:19 53:6 57:21 61:24	<b>mix (1)</b> 47:22
	<b>lots (2)</b> 57:8 62:21	

**SONYC Pilot Programs  
May 13, 2015**

**model (4)** 19:5,8 40:18 52:4  
**models (2)** 15:19 17:12  
**modification (2)** 52:23,24  
**moment (1)** 27:24  
**money (1)** 29:16  
**monthly (1)** 58:8  
**most-likely (1)** 42:11  
**move (3)** 21:17 24:7,8  
**moving (3)** 6:11 8:13 42:17  
**multi-year (1)** 36:10  
**multiple (4)** 10:14 49:9,24,24  
**murals (2)** 36:6 61:6  
**museums/cultural (1)** 20:3

**N**

**N (1)** 2:2  
**name (19)** 4:7 10:12 12:9 13:20  
 14:5,5,11,13 25:14,16,25 28:12  
 28:12,23 30:16 36:20 50:9 54:23  
 56:11  
**national (1)** 13:15  
**nature (1)** 58:21  
**nearby (1)** 45:5  
**necessarily (1)** 46:4  
**necessity (1)** 42:14  
**need (21)** 9:20 10:22 13:3 16:23  
 22:19,22 25:16 30:23,23 31:9  
 32:23 34:25 38:14,21 44:12 47:4  
 49:20 50:7 62:19 64:7,14  
**needed (2)** 13:18 18:22  
**needs (1)** 42:19  
**neglect (1)** 54:17  
**neighborhood (1)** 32:13  
**network (4)** 22:6 38:22 51:10  
 53:16  
**networking (3)** 51:13 64:8,14  
**networks (1)** 26:17  
**never (1)** 26:10  
**new (21)** 1:3,9,9,23 2:23 10:6  
 12:20 13:13 14:6,7 16:16 20:6,6  
 20:22 47:19 48:6 50:7,11 53:20  
 65:4,8  
**night (1)** 61:8  
**nine (1)** 10:7  
**ninth (1)** 14:3  
**ninth-grade (1)** 13:25  
**Noise (4)** 3:7 34:24 35:19 38:2  
**non-secure (3)** 7:24 15:15,17  
**Non-Secured (1)** 15:15  
**nonprofit (3)** 55:4,8,18  
**nontraditional (1)** 53:5  
**normally (1)** 46:15  
**not-for-profit (2)** 56:4 64:9  
**Notary (1)** 65:7  
**note (6)** 5:23 7:23 38:18,21 39:10  
 39:14  
**noted (4)** 44:23,24 45:6 64:17

**NSD (2)** 7:3,21  
**NSP (4)** 7:3,8,21,25  
**number (8)** 26:10 28:13 37:14  
 39:15 43:9 44:12,19 45:2  
**numbers (1)** 46:3  
**nutrition (2)** 47:15 48:2  
**NYC (1)** 3:12  
**NYCHA (1)** 13:8  
**NYPD (1)** 53:14

**O**

**objectives (1)** 40:22  
**occur (1)** 39:20  
**off-site (1)** 19:24  
**offer (3)** 28:10 35:8 48:8  
**offering (1)** 49:23  
**office (2)** 25:9 53:14  
**Officer (2)** 2:14 4:8  
**officially (1)** 63:23  
**offline (3)** 44:7 55:16 62:23  
**Oh (4)** 12:8 25:4 31:7 33:16  
**okay (6)** 4:21 31:7,11 34:4 45:18  
 64:7  
**on-the-ground (1)** 19:21  
**once (3)** 27:9 38:22 46:18  
**ongoing (1)** 59:5  
**online (2)** 55:10 56:22  
**open (1)** 23:6  
**opportunities (7)** 12:24 13:6 16:2  
 17:5 22:11 27:23 52:11  
**opportunity (7)** 5:22 16:15 36:11  
 48:5 52:8,9 55:18  
**optimism (1)** 17:19  
**option (18)** 6:14,22 7:3,8,12,17,21  
 7:25 13:23 15:12,13,14,16 17:25  
 18:4 31:14 33:12 36:8  
**options (2)** 15:11 18:5  
**order (4)** 10:21 14:24 16:24 55:4  
**organization (12)** 21:24 25:15,17  
 29:17,19 30:10 38:4 50:11 56:8  
 60:11,15,20  
**organization's (1)** 11:4  
**organizational (1)** 8:7  
**organizations (8)** 13:4 14:24 49:5  
 55:2,9 56:9 57:13 60:15  
**organized (1)** 18:12  
**oriented (1)** 48:4  
**OST (2)** 13:12,18  
**outcome (3)** 42:11,17 65:16  
**outcomes (4)** 17:9 19:2 58:16,23  
**outings (1)** 20:3  
**Outreach (2)** 3:4 26:2  
**outside (5)** 22:18 38:24 42:5 63:9  
 64:14  
**overestimated (1)** 43:8  
**overview (1)** 5:6

**P**

**P (3)** 2:2,2 3:2  
**p.m (6)** 1:11 5:10 6:5 32:2 63:20  
 64:17  
**page (8)** 11:14 25:18 39:15 40:25  
 44:25 55:7 56:6,17  
**panel (3)** 4:11 38:21 63:13  
**paper (1)** 57:19  
**parent (1)** 50:3  
**parenting (1)** 47:16  
**parents (6)** 23:13,16 31:19 50:4,8  
 50:12  
**Parks (1)** 13:7  
**part (14)** 12:14 13:5,15 14:4 17:2  
 18:6 19:18 22:3,6 23:11 25:3  
 50:18 56:5 59:24  
**participant (4)** 14:6 16:7 18:17  
 58:2  
**participants (13)** 13:25 15:18  
 33:20,21 42:8,13 44:23 45:3,17  
 45:22 46:21 57:11 60:3  
**participate (4)** 19:14 27:19 41:16  
 46:8  
**participated (1)** 26:8  
**participating (2)** 34:2 44:17  
**participation (5)** 14:13 17:12 20:5  
 45:11,13  
**particular (6)** 31:14 41:15 45:17  
 55:14,17 58:2  
**particularly (1)** 34:12  
**parties (1)** 65:14  
**partner (2)** 36:11 60:15  
**partnering (2)** 30:10 47:20  
**partners (3)** 23:7 24:16 58:23  
**partnership (10)** 8:9 21:17,20  
 22:20 29:8 44:9 47:6 48:12,24  
 62:14  
**partnerships (6)** 15:24 20:23  
 22:16 24:6 26:16 46:14  
**parts (1)** 39:12  
**password (1)** 11:5  
**paste (1)** 53:7  
**Pasteur (4)** 3:11 41:6,6,17  
**Pathmark (1)** 61:8  
**Pathways (2)** 3:17 54:24  
**Patricia (1)** 3:14  
**Patty (1)** 51:6  
**PDF (1)** 11:24  
**Peggy (2)** 2:7 4:17  
**penalized (1)** 42:7  
**pentagon (3)** 21:5,8,10  
**people (33)** 8:18,22 12:22 13:3,17  
 16:2,8,23,25 17:10,15,18 18:10  
 19:3,12 22:12 23:7 24:5,13 30:13  
 32:7 35:14,17 42:15 46:20 47:4  
 48:7,13,13,15 50:5 51:22 57:14  
**percent (11)** 18:7 26:8,12,12 33:19

SONYC Pilot Programs  
May 13, 2015

33:20,21,25 45:16,22 50:24  
**performance (2)** 40:18 58:17  
**performance-based (1)** 40:14  
**performances (3)** 20:4 36:23  
56:14  
**performing (2)** 18:12 51:23  
**period (1)** 59:11  
**person (7)** 20:13 30:2,8 46:7,8,10  
50:7  
**personnel (3)** 18:22 26:14,23  
**Persons (1)** 54:18  
**pertains (1)** 25:22  
**phonetic (1)** 49:3  
**physical (1)** 16:13  
**pick (2)** 57:22 63:10  
**picked (1)** 43:5  
**piece (1)** 23:20  
**pieces (1)** 18:23  
**piggyback (2)** 28:25 42:21  
**pilot (6)** 1:5 4:6 19:18 40:12 43:14  
58:21  
**place (9)** 12:24 14:25 32:25 33:22  
35:9 39:21 40:16 42:17 56:2  
**placement (3)** 7:24 15:16,17  
**plan (7)** 23:25 29:13 39:21,24 43:8  
43:25 58:15  
**planning (5)** 4:14 23:4 34:9 38:12  
62:17  
**play (3)** 15:23 37:20 49:17  
**please (13)** 5:23 6:2,9 7:23 25:13  
25:23 33:4,16 62:18 63:10,18  
64:10,14  
**plenty (1)** 41:21  
**plus (1)** 17:24  
**podium (1)** 25:12  
**poetry (2)** 56:13 61:8  
**Poets (2)** 3:18 56:13  
**point (11)** 11:7,23 15:10 22:23  
25:2 32:11 38:7 44:22 46:22,23  
58:15  
**pointed (1)** 10:6  
**points (7)** 8:6,6,8,9,10,11 34:7  
**policy (1)** 45:5  
**Polli (3)** 3:8 36:5,16  
**pool (1)** 10:8  
**population (9)** 13:5 32:5 34:2  
41:11 44:14,16 46:2,25 47:9  
**populations (2)** 32:9 53:24  
**portion (4)** 8:13 38:9,20 51:13  
**position (5)** 17:25 18:2,6,7 53:16  
**positive (2)** 20:11 47:16  
**possibility (1)** 41:22  
**possible (3)** 15:10 48:8 51:13  
**possibly (2)** 38:22 39:7  
**potential (2)** 34:19 44:8  
**power (1)** 17:4  
**powerful (1)** 26:21

**PowerPoint (1)** 63:8  
**practical (1)** 51:9  
**pre (1)** 28:19  
**pre-proposal (64)** 1:6 4:1,5 5:1 6:1  
7:1 8:1 9:1 10:1 11:1 12:1 13:1  
14:1 15:1 16:1 17:1 18:1 19:1  
20:1 21:1 22:1 23:1 24:1 25:1  
26:1 27:1 28:1 29:1 30:1 31:1  
32:1 33:1 34:1 35:1 36:1 37:1  
38:1 39:1 40:1 41:1 42:1 43:1  
44:1 45:1 46:1 47:1 48:1 49:1  
50:1 51:1 52:1 53:1 54:1 55:1  
56:1 57:1 58:1 59:1 60:1 61:1  
62:1 63:1,7 64:1  
**pre-qualified (6)** 9:10 28:6,20 35:4  
35:6,8  
**pre-service (1)** 24:18  
**Prepare (1)** 24:15  
**prepared (1)** 24:18  
**Present (1)** 2:12  
**presentation (1)** 61:10  
**presentations (3)** 4:25 21:2 57:9  
**presented (1)** 63:9  
**presided (1)** 12:14  
**previous (3)** 19:4 27:3 40:25  
**price (5)** 6:15,23 7:4,9 15:18  
**primary (6)** 26:20 27:6,9,15,16  
30:6  
**prime (7)** 37:6,18 52:13 64:9,9,12  
64:13  
**prior (1)** 9:8  
**probably (3)** 23:14 57:3,7  
**problem (1)** 23:16  
**problems (1)** 20:24  
**procedures (1)** 5:5  
**proceedings (2)** 65:10,12  
**process (6)** 9:3 21:16 22:23 29:4  
53:9,13  
**processes (1)** 40:15  
**procurement (10)** 9:3,21,21,23,25  
10:2,2 11:2 25:8 28:8  
**procurements (1)** 11:2  
**professional (1)** 20:15  
**profile (2)** 17:22 42:12  
**program (60)** 4:14 5:6,19 6:12 8:9  
17:8,17 18:2,6,17 19:14,20 20:2  
20:19 24:21 29:17 31:20 32:14  
32:16 33:3,9,11,12,20,22 35:24  
40:13,17,18,21 41:12 42:8 43:14  
43:25 45:13,17,21 46:5,9,20  
47:13,23 48:10 49:3,17 51:7 52:4  
52:24,25 56:22,24,24 57:3,5 58:7  
59:11,16 60:21 62:20 64:2  
**programming (3)** 47:22 48:2,5  
**programmings (1)** 47:17  
**programs (87)** 1:5 4:1,6 5:1,20 6:1  
7:1 8:1 9:1 10:1 11:1 12:1,11,15

13:1,7,7,21,22,23,25 14:1 15:1  
16:1,10 17:1 18:1 19:1,25 20:1  
21:1 22:1,17 23:1,2 24:1 25:1  
26:1 27:1,22 28:1 29:1 30:1 31:1  
32:1 33:1 34:1 35:1 36:1 37:1  
38:1 39:1 40:1 41:1 42:1 43:1  
44:1,5 45:1 46:1 47:1,7,8,18 48:1  
49:1 50:1,14 51:1 52:1 53:1 54:1  
55:1 56:1,15 57:1,12 58:1 59:1,3  
59:4 60:1 61:1 62:1,11 63:1 64:1  
**project-based (1)** 19:9  
**proposal (31)** 5:8 9:9,12,15 10:5,6  
10:11,16,20,21,25 11:6,7,11,12  
11:14,17,19,20 12:2 27:7 29:12  
29:14,20 36:4 50:22 51:2 52:16  
55:5 56:10 60:7  
**proposals (12)** 5:10 6:4,7,9 9:6,14  
11:3 27:3 34:25 46:16 55:3 63:19  
**propose (3)** 9:8 55:18 62:3  
**proposer (4)** 34:17 36:14 40:5  
51:3  
**proposers (5)** 34:9,19,20 35:22  
55:8  
**proposing (2)** 10:9,10  
**provide (14)** 14:25 22:13 34:14  
37:14,16 40:4,5,7 49:6 50:16  
53:2,10 54:25 60:16  
**provider (13)** 10:12 32:14,18,19,25  
33:6 38:14 41:19 55:23 56:2  
59:25 62:6,12  
**provider's (2)** 62:16,16  
**providers (24)** 9:5,13 22:7 28:6,11  
28:13,17 32:21 35:4,6,6,11 40:11  
41:25 42:6,18 43:3,20 44:20  
46:15,18 57:23 59:21 62:9  
**providing (3)** 17:19 37:13 50:13  
**PRPD (1)** 2:6  
**psychological (1)** 16:13  
**public (5)** 13:8 22:17,18 24:21 65:7  
**purpose (1)** 6:13  
**purposes (2)** 59:15,22  
**pursuing (1)** 52:6  
**put (4)** 21:7 42:5 50:3 53:16

Q

**qualified (1)** 28:19  
**quality (1)** 20:9  
**quarter (1)** 14:14  
**question (39)** 18:14 25:13 26:3,6  
27:8,14 28:25 29:5,21 30:4 31:4  
31:12 33:23 34:7,15,23 35:22  
37:9 39:6 40:10,25 41:7,13 45:9  
49:20 50:14 51:9,17 52:2 53:4,8  
55:2 56:17 58:24 59:25 60:9,23  
62:4 63:23  
**question's (1)** 58:14  
**question-and-answer (2)** 4:24

**SONYC Pilot Programs  
May 13, 2015**

25:10  
**questions (19)** 4:23 5:22,24,25  
 9:16 10:13 15:8 25:3,21,24 30:18  
 32:6 37:2 38:20 39:4 61:3 63:4  
 63:16,22  
**quick (1)** 62:4  
**quickly (2)** 32:20 46:25

**R**

**R (3)** 2:2 3:2 65:2  
**raised (1)** 32:6  
**ran (2)** 24:21 32:23  
**rate (3)** 33:19 45:11,13  
**ratio (4)** 18:25 30:24 31:2,22  
**rationale (1)** 15:20  
**Re-entry (3)** 3:15 52:22 61:5  
**reach (3)** 28:13 34:11 35:9  
**ready (3)** 50:2,5,7  
**realize (2)** 11:8 51:15  
**really (7)** 12:17 14:16 21:8 23:5  
 32:17 62:8,12  
**reason (2)** 4:22 20:20  
**receive (2)** 37:16 50:7  
**received (2)** 5:24 57:4  
**reception (3)** 38:24 64:10,15  
**recognize (1)** 21:20  
**record (1)** 65:12  
**records (1)** 59:24  
**Recreation (1)** 13:8  
**recruit (1)** 45:4  
**recruiting (1)** 44:23  
**referenced (1)** 45:15  
**referring (1)** 57:6  
**refers (1)** 50:14  
**reflect (1)** 31:24  
**regard (1)** 39:9  
**regarding (7)** 6:11 30:21,25 33:9  
 34:8 38:20 39:14  
**regards (1)** 53:9  
**Regina (2)** 2:5 4:14  
**registered (1)** 57:17  
**registries (1)** 54:22  
**registry (2)** 54:18,18  
**regular (1)** 48:14  
**regulations (2)** 30:22 54:19  
**reimbursement (4)** 40:11,12,14,16  
**relate (1)** 20:14  
**related (2)** 47:15 65:13  
**relating (1)** 17:10  
**relation (1)** 39:6  
**relationship (6)** 27:11 36:15 49:16  
 55:22 62:6,15  
**relationships (5)** 20:11,11 24:21  
 29:18 36:9  
**released (1)** 9:4  
**relevant (1)** 17:23  
**remember (1)** 39:17

**reminded (2)** 6:3 63:18  
**renamed (1)** 14:11  
**renew (2)** 24:23 36:8  
**renewal (1)** 36:17  
**renews (1)** 36:16  
**reorganized (1)** 13:20  
**repeat (5)** 23:23 29:5 41:13 59:9  
 60:8  
**report (1)** 59:21  
**reported (2)** 1:18 65:10  
**reporting (5)** 1:22 2:22 40:17  
 56:20 59:22  
**reports (1)** 58:4  
**representatives (1)** 25:19  
**representing (1)** 25:15  
**required (11)** 10:20,21 29:3,7,9  
 31:5 37:4 53:22 56:25 58:8 59:23  
**requirement (2)** 26:7 56:20  
**requirements (2)** 33:10,14  
**requires (2)** 62:14,21  
**Research (1)** 4:14  
**Residence (4)** 6:19 7:13,14,14  
**residency (1)** 36:23  
**residents (5)** 6:16,18 38:13 44:24  
 45:3  
**resolve (1)** 44:20  
**resources (4)** 11:22 18:21 22:8  
 27:20  
**respect (3)** 16:7,10 19:24  
**respectfully (1)** 42:18  
**respond (2)** 8:20 52:17  
**response (2)** 8:24 63:5  
**responsibility (3)** 34:17,21 56:21  
**responsible (3)** 24:5 45:20,21  
**responsibly (1)** 46:7  
**resubmit (2)** 11:16,17  
**results (2)** 21:22,23  
**resume (2)** 39:3 64:2  
**retainage (2)** 40:20 42:10  
**retract (2)** 11:11,12  
**returning (1)** 49:12  
**review (2)** 5:2 8:4  
**reviewed (1)** 36:4  
**RFP (37)** 6:12,13 8:5,18 10:24 15:5  
 15:7,10,23 18:4 25:18,20,22 26:4  
 26:16 28:17 29:12 32:7,18 33:24  
 38:21 39:14,15 40:20,23 42:9  
 44:25 50:15 51:5 55:7,14,17 56:7  
 59:11 62:17 63:11 64:6  
**rfpquestions@dycd.nyc.gov (1)**  
 6:3  
**RFPs (1)** 9:4  
**RICHMOND (1)** 65:5  
**right (12)** 4:18 5:9 24:5 34:22  
 36:19 38:24 39:21,24 48:18  
 52:10 53:13 58:10  
**Rikers (1)** 56:16

**Robert (1)** 2:6  
**role (3)** 15:24 17:12 37:20  
**Romain (7)** 3:5 28:23,23 29:6,21  
 40:9,9  
**room (2)** 35:17 39:7  
**routine (1)** 44:3  
**rude (1)** 38:19  
**rules (4)** 24:10,13 25:7 58:9  
**run (3)** 17:8 54:21 58:3  
**running (2)** 5:20 45:14

**S**

**S (3)** 2:2 3:2,2  
**Sabatos (4)** 2:9 4:20 53:19 54:8  
**Sabrina (2)** 3:17 54:23  
**SACC (1)** 30:24  
**safe (2)** 16:13,14  
**safety (1)** 24:4  
**Samaritan (1)** 32:23  
**Sarah (3)** 3:6 30:16 63:25  
**Saulsbury (7)** 3:13 50:9,10 60:5,10  
 60:18,24  
**saying (2)** 14:15 40:3  
**says (6)** 11:19,19 30:25 37:12  
 38:10 55:17  
**Schaefer (3)** 3:14 51:6,6  
**scheduled (1)** 5:17  
**school (31)** 7:5,6,23 8:2 13:13,22  
 13:25 14:6,9,9 15:15,17 16:15  
 17:13 20:18 22:7,13 24:21 30:21  
 31:5,16,20 32:10 37:2,5 41:10  
 59:3,4,16 62:11,20  
**School's (1)** 14:7  
**schools (12)** 7:4,22 13:9 22:18,18  
 31:17 32:12,12 41:8,9 51:8 60:4  
**scope (4)** 39:8 57:15,18,19  
**screen (1)** 53:13  
**screening (3)** 53:8,12,25  
**SD (1)** 6:22  
**seamless (1)** 62:10  
**searching (1)** 34:9  
**Seated (1)** 4:10  
**second (5)** 27:8 33:24 37:9 58:24  
 64:13  
**section (5)** 25:18 50:14,16,23 51:2  
**secure (4)** 7:17 15:13 20:2 41:24  
**secured (1)** 44:13  
**see (6)** 19:6 24:11 48:4,11 55:13  
 56:3  
**Seeking (2)** 3:17 54:24  
**segment (1)** 4:24  
**select (3)** 10:8 11:11 46:15  
**selected (2)** 27:10 46:19  
**selecting (1)** 10:2  
**self-doubts (1)** 52:5  
**send (1)** 61:22  
**sense (6)** 17:3,20 20:12 22:22

SONYC Pilot Programs  
May 13, 2015

45:14 48:8  
**sensitive (1)** 61:11  
**sent (1)** 10:16  
**separately (1)** 29:19  
**September (2)** 5:20 31:8  
**serve (2)** 13:5 57:14  
**served (2)** 20:18 42:20  
**service (21)** 6:14,22 7:3,8,12,17,21  
9:4 15:11,12,14,16 17:25 18:4,5  
24:18 28:7,9 31:14 37:17 54:25  
**services (25)** 1:22 2:22 4:19 7:25  
12:18 14:3,9 21:13,19 26:15  
30:11 37:13,21 47:4 48:15 49:2,4  
49:6,9,14,22 50:2,16 53:10 60:17  
**serving (2)** 19:25 22:7  
**session (1)** 25:10  
**set (3)** 24:2,10 65:17  
**setting (2)** 19:3 41:25  
**settings (2)** 42:6 54:20  
**severely (1)** 52:25  
**Shakiva (2)** 3:4 25:25  
**shaped (1)** 21:5  
**share (4)** 3:13 24:15 50:10 60:5  
**Sharon (2)** 3:8 36:5  
**shelter (11)** 15:12 31:17 32:7 43:2  
44:9,24 45:4 55:20 62:11,21 63:2  
**Sheltering (3)** 3:11 41:7 48:21  
**shelters (17)** 1:5 6:14 7:11 31:15  
38:8,11,16 42:22,25 43:4,14,16  
43:17,20 45:5 62:5,8  
**shepherd (1)** 18:20  
**shifting (1)** 41:9  
**show (5)** 8:20 15:6 25:4 33:4 52:17  
**signature (1)** 11:5  
**similar (1)** 57:19  
**similarly (1)** 36:8  
**site (14)** 7:16 10:9,10,12,13,17  
32:9 34:11 40:2 44:12,13 46:20  
60:21 62:16  
**sites (13)** 6:13 10:14 15:12,13,15  
15:17 29:9 32:19,21,22 34:12  
47:20 62:6  
**sitting (2)** 21:9 46:19  
**situation (1)** 47:2  
**six (1)** 61:6  
**skill-building (1)** 15:25  
**skill-buildings (1)** 16:11  
**skilled (1)** 20:17  
**skills (9)** 12:23 13:10 16:6,9,16,16  
16:22 19:12 52:10  
**slides (2)** 9:11 21:7  
**slot (4)** 6:15,23 7:4,9  
**slots (14)** 6:17,18,20,21,24 7:2,5,6  
7:10 41:10 43:7,10 44:12,15  
**small (9)** 18:25 23:11 24:14 28:14  
46:15,17 47:5,9 61:15  
**smaller (2)** 19:3 37:14

**smartly (1)** 14:11  
**smiles (1)** 24:11  
**Smith (7)** 3:15 52:20,20 54:5 61:4  
61:4,24  
**social (1)** 17:23  
**solely (1)** 38:20  
**solve (2)** 20:24 23:17  
**somebody (3)** 30:7,18 49:20  
**Sonia (1)** 49:2  
**SONYC (71)** 1:5 4:1,5 5:1 6:1 7:1  
8:1 9:1 10:1 11:1 12:1 13:1,7,22  
14:1,5,5,11 15:1 16:1 17:1 18:1  
19:1 20:1,25 21:1 22:1 23:1 24:1  
25:1 26:1 27:1,19 28:1 29:1 30:1  
31:1 32:1 33:1 34:1 35:1 36:1  
37:1 38:1 39:1 40:1,11 41:1 42:1  
43:1 44:1 45:1 46:1 47:1 48:1  
49:1 50:1 51:1 52:1 53:1 54:1  
55:1 56:1 57:1 58:1 59:1 60:1  
61:1 62:1 63:1 64:1  
**Sorel (13)** 2:3 4:11 8:14,16,22,25  
28:5,18 35:5,17 55:15 61:19 62:2  
**sorry (7)** 7:23 11:3 30:18 39:16  
48:17 59:8 60:9  
**sounds (3)** 45:24 52:7 61:24  
**space (3)** 16:14,14 42:18  
**spaces (2)** 15:9,9  
**speak (2)** 39:24 55:15  
**Special (1)** 4:16  
**specialist (5)** 18:8,11 29:23,25  
30:8  
**specialized (2)** 26:14 30:12  
**specific (7)** 10:22 16:16 18:11 26:6  
33:10 39:24 55:16  
**specifics (1)** 6:11  
**speed (1)** 9:2  
**spend (1)** 42:15  
**split (2)** 49:23,24  
**spoken (1)** 51:11  
**spoken-words (1)** 56:13  
**sponsor (3)** 55:20,24 56:3  
**sponsors (1)** 61:8  
**sporting (1)** 20:4  
**sports (1)** 18:13  
**ss (1)** 65:4  
**staff (15)** 2:15 20:10,17 24:17 30:2  
30:7,13 42:15 48:24,25 49:17  
53:18 54:21 56:18 62:12  
**staffing (6)** 8:8 17:22 30:24,25  
31:22 42:12  
**stakeholders (5)** 14:18 17:6 22:19  
23:5,8  
**start (4)** 5:19 24:14 28:21 30:20  
**started (1)** 12:11  
**starting (1)** 33:3  
**state (5)** 25:14 44:25 55:7 65:4,8  
**stated (2)** 58:20 64:6

**statement (2)** 41:2 62:5  
**static (1)** 32:8  
**status (5)** 9:7 11:13,13,18,18  
**stay (3)** 17:15 24:20 25:3  
**STEM (4)** 18:12 22:14 47:15,25  
**STENO-KATH (2)** 1:22 2:22  
**Stenokath@verizon.net (2)** 1:25  
2:25  
**step (1)** 64:14  
**step-by-step (1)** 11:25  
**steps (2)** 9:18 12:3  
**steward (2)** 18:20 62:15  
**Stone (1)** 62:19  
**storefronts (1)** 61:7  
**strategic (2)** 23:21 24:2  
**strategies (1)** 41:20  
**strategy (1)** 22:10  
**Street (2)** 1:9 7:10  
**strictly (1)** 59:22  
**structured (9)** 19:5,8 31:13,23  
32:15 33:2 43:16,18,25  
**structures (1)** 21:4  
**student (3)** 41:8,10 44:6  
**students (1)** 53:20  
**stuff (2)** 53:7 54:11  
**sub (1)** 61:15  
**subcontract (2)** 60:16,25  
**subcontracting (8)** 26:3 27:2  
29:11 34:8,10 36:7 51:12,16  
**subcontractor (28)** 27:4 28:19  
30:3,7,10 34:16 35:2,3,7,14,16  
36:18,22 37:3,8,14,17,20 49:9,21  
53:17,21 55:24 56:5,7 60:7,13,22  
**subcontractors (23)** 15:23 18:25  
26:7,22 27:10 29:2,3,8,13 35:12  
35:23 36:9 37:23 38:22 39:11  
40:2 49:25 51:20 52:13 56:9  
61:13,18 64:11  
**submission (1)** 63:21  
**submit (20)** 6:2 9:6,12,13 10:11,21  
10:24,25 11:2,3,6,7,25 29:13,20  
36:3 46:15 50:22 55:4 56:10  
**submitted (3)** 6:6 11:13,19  
**submitting (5)** 9:9 10:15 52:15  
60:6,11  
**success (5)** 16:10 19:19 20:16  
23:19 24:19  
**successful (4)** 21:11,16 22:17 23:2  
**suffice (1)** 64:3  
**sufficient (1)** 45:2  
**suggestions (1)** 61:22  
**sum (1)** 14:18  
**summary (1)** 10:5  
**support (9)** 16:12 17:7,17 18:23  
21:3,12 22:4 26:17,19  
**supporter (1)** 26:22  
**supportive (1)** 51:25

**SONYC Pilot Programs  
May 13, 2015**

**Suppose (1)** 55:19  
**sure (16)** 11:17,18 17:17 19:16  
 25:14,20 33:18 37:11 38:20  
 41:21 42:19 43:9 45:21 50:15  
 57:7 63:7  
**surprised (1)** 61:2  
**surprises (3)** 22:23 23:3 24:19  
**system (18)** 5:11 6:5 8:19 10:5  
 13:13,21 14:4 22:13 23:12 26:9  
 50:19 56:23 57:10,25 58:5,16  
 63:12,19  
**systems (1)** 13:18

**T**

**T (2)** 65:2,2  
**tab (1)** 9:21  
**table (1)** 63:9  
**tables (1)** 38:24  
**take (8)** 12:24 23:9 32:25 48:5 56:2  
 56:5 57:24 63:23  
**taken (2)** 24:25 36:2  
**takes (2)** 19:12 33:22  
**talk (9)** 12:17 22:16 29:22 43:22,22  
 44:2,7 57:8 62:22  
**talked (6)** 14:7 19:5,11 20:9 48:11  
 51:23  
**talking (2)** 13:18 58:16  
**talks (1)** 59:12  
**teacher (1)** 53:21  
**technical (1)** 22:5  
**technically (1)** 39:11  
**tell (4)** 33:2 48:14,23 62:19  
**telling (1)** 23:10  
**temporary (3)** 32:8 44:4,5  
**ten (2)** 14:21 30:18  
**tending (1)** 24:20  
**tenth (1)** 12:12  
**term (2)** 5:16,16  
**terms (11)** 14:17 15:24 21:7,21  
 38:9 40:16 43:13,20,22 47:21  
 48:12  
**Thainan (5)** 3:19 58:13,13,24  
 59:10  
**thank (19)** 4:6 8:12,16 12:3,4,8  
 25:6 26:25 28:4 33:7 34:4 35:20  
 39:3 46:11 52:19,20 63:13,15,16  
**theater (2)** 51:23,25  
**Theatre (3)** 3:9 36:21 45:9  
**theory (1)** 42:14  
**therapy (1)** 51:7  
**thicks (1)** 12:13  
**thing (1)** 64:8  
**things (12)** 12:24 16:17 19:22  
 22:12 30:19 46:13 47:24 48:3,4  
 49:10,18 57:22  
**think (18)** 10:7 14:9,12,16 24:3,4  
 26:11 34:5 36:12 45:15 48:20,21

49:7 52:7 58:21 59:22 62:12 64:8  
**thinking (2)** 21:15 38:12  
**thins (1)** 12:14  
**thought (1)** 21:11  
**three (1)** 51:22  
**threshold (1)** 26:10  
**Tier (2)** 43:15,17  
**time (30)** 4:18 5:8 9:17 11:8,23  
 16:23 18:6,14,21 19:10,13 21:4  
 22:15 23:9 24:22 25:2,15 31:8,21  
 32:2,13 33:4 40:23 43:13 58:11  
 59:14 61:11,19 62:15 64:17  
**timeline (1)** 6:10  
**times (2)** 31:18 49:18  
**title (1)** 10:2  
**today (8)** 4:6,9 5:24 12:17 14:25  
 20:21 21:18 63:14  
**tool (1)** 61:13  
**top (1)** 30:20  
**top-right (1)** 9:23  
**total (3)** 6:17 14:18 45:20  
**Town (2)** 7:9 8:2  
**track (3)** 17:15,16 59:21  
**training (1)** 54:25  
**trains (1)** 38:17  
**transcript (1)** 65:12  
**transiency (1)** 46:3  
**transient (1)** 47:8  
**transition (2)** 13:24 59:10  
**transitioning (1)** 58:25  
**true (4)** 12:25 21:10 40:17 65:12  
**trust (2)** 24:23,23  
**truth (1)** 15:2  
**try (2)** 15:9 24:16  
**trying (7)** 14:19,23 23:15 39:14  
 44:18 47:3 55:11  
**turn (2)** 25:5,12  
**turnaround (1)** 46:25  
**two (7)** 29:18 33:25 34:7 37:2  
 38:11 39:12 58:10  
**type (4)** 12:25 13:9 43:14 48:15  
**types (2)** 49:6 63:21  
**typical (1)** 58:4  
**typically (3)** 30:9 41:18 44:14

**U**

**ultimately (1)** 34:17  
**umbrella (1)** 14:2  
**unable (2)** 55:12,13  
**unclear (2)** 27:2 30:19  
**underlined (2)** 10:3,4  
**understand (10)** 16:7 17:15 19:16  
 19:23 23:4 30:5 37:11 41:14  
 58:14,25  
**unequivocal (1)** 52:7  
**unique (4)** 26:10 46:13 47:2 53:23  
**uniquely (3)** 13:19 18:24 30:11

**universality (1)** 13:2  
**University (3)** 3:12 47:14 48:16  
**unstructured (3)** 19:6,7 31:24  
**unsure (1)** 50:19  
**unveil (1)** 20:21  
**update (3)** 11:9,15 58:8  
**upload (1)** 10:19  
**use (3)** 20:8 34:20 57:24  
**users (1)** 11:2  
**usually (2)** 30:24 54:15

**V**

**value (2)** 13:3 26:13  
**values (1)** 12:21  
**variability (1)** 19:23  
**various (2)** 37:23 54:13  
**vary (2)** 19:14,15  
**vast (1)** 53:16  
**vehicle (1)** 61:17  
**versus (3)** 19:6 51:19,20  
**vetted (2)** 54:2,13  
**video (1)** 12:2  
**Village (1)** 32:23  
**vision (2)** 23:8,21  
**visual (1)** 18:11  
**voice (2)** 17:4,4  
**volunteer (1)** 53:22  
**VPCR (1)** 54:17  
**Vulnerable (1)** 54:18

**W**

**Wade (7)** 3:4 25:25 26:2,25 27:24  
 28:4,16  
**waiting (1)** 55:12  
**waiver (1)** 33:12  
**walk (2)** 15:3 62:10  
**Wallace (1)** 13:16  
**want (46)** 5:19 8:4 12:21 13:3 14:8  
 14:10 15:21 16:3,20,25 17:11,14  
 17:19 22:2,15 23:5,6,9,22,24  
 24:3,6 34:24 37:10 38:5,19 42:21  
 44:10 48:5,8 53:15,15 55:24 56:3  
 61:15 62:3,20,22,24,25 63:7,10  
 63:13,15,15 64:11  
**wanted (5)** 25:7 28:25 33:11 34:7  
 55:19  
**wanting (1)** 35:13  
**wants (1)** 60:2  
**Washington (1)** 13:15  
**watch (1)** 12:3  
**way (13)** 5:4 8:4 10:15 13:19 14:23  
 16:5 22:25 28:14 34:13 36:24  
 58:2 62:25 65:15  
**ways (3)** 17:10 54:3 61:21  
**we'll (9)** 15:7,9 16:23 31:7 58:20  
 59:2,20 61:22 63:22  
**we're (35)** 4:25 5:2,5 8:13 13:6

**SONYC Pilot Programs  
May 13, 2015**

14:14,19,23,25 16:5 19:17 20:20 21:17 22:3,8,9 25:11 33:2 34:10 35:15 36:6,21 38:3 42:17 44:8 47:3,19 49:13,25 50:19,25 51:4 60:11,18 61:20 <b>we've (3)</b> 14:20,21 26:10 <b>web-based (1)</b> 57:10 <b>website (2)</b> 11:22 61:12 <b>week (3)</b> 5:9 13:14 18:3 <b>weekly (1)</b> 58:8 <b>weeks (1)</b> 58:11 <b>welcome (1)</b> 4:3 <b>welcoming (2)</b> 8:14 12:5 <b>well-being (1)</b> 16:13 <b>well-rounded (3)</b> 47:23 49:6,25 <b>weren't (1)</b> 27:4 <b>WHEREOF (1)</b> 65:17 <b>White (9)</b> 2:13 4:2,7 12:4 25:6 38:18 63:3,6 64:5 <b>wide (1)</b> 23:6 <b>Willoughby (2)</b> 7:10 8:2 <b>WIN (2)</b> 3:19 58:14 <b>withholding (1)</b> 40:21 <b>within-entitled (1)</b> 65:11 <b>WITNESS (1)</b> 65:17 <b>Women (3)</b> 32:23 38:14 62:19 <b>wonder (1)</b> 42:4 <b>wondered (1)</b> 36:7 <b>wondering (2)</b> 45:11 51:12 <b>words (1)</b> 10:3 <b>work (51)</b> 14:21,23,25 16:24 17:23 19:2 20:24 22:9 23:18,20 24:5,14 26:3 28:15 30:13 31:22 32:4 36:13 38:4 39:20,22 40:4 42:2 44:20 45:25 46:16 47:6,10,15,18 48:13 50:18,24 53:6,7,10,18 54:14 56:5 57:15,18,19 58:21,22 60:7,12 61:8,17,25 62:24,25 <b>worked (4)</b> 46:22 48:20,22 50:11 <b>working (7)</b> 11:23 12:12 30:8,9 40:2 41:5 51:8 <b>works (4)</b> 27:3 41:19 52:25 53:20 <b>workshops (1)</b> 56:16 <b>worry (1)</b> 11:16 <b>worst (1)</b> 42:16 <b>Worth (1)</b> 13:17 <b>wouldn't (1)</b> 55:25 <b>writing (1)</b> 6:2	50:13 53:5 57:2 <b>yeshivas (1)</b> 13:9 <b>yoga (1)</b> 49:10 <b>York (16)</b> 1:3,9,9,23 2:23 13:14 14:6,7 20:6,6 47:19 48:6 50:11 53:20 65:4,8 <b>young (27)</b> 12:22 13:2 16:2,8,23 16:25 17:10,14,17 18:10 19:2,12 20:13 22:12 23:7 24:5,13 46:7,8 46:9 47:4 48:7,15 50:5,7 57:13 61:6 <b>youth (27)</b> 1:3 4:4,17 12:23 17:3 19:13,25 20:18 22:7,10 41:15,16 42:20 45:4 47:16 49:4 50:12,17 50:17 52:9 53:2,11,11 54:15 56:14,15,17 <b>youth-development (1)</b> 16:9	<b>2015 (5)</b> 1:10 5:17,20 6:4 65:18 <b>2016 (1)</b> 5:18 <b>212.95.DEPOS (2)</b> 1:24 2:24 <b>21st (4)</b> 5:9,9 6:4 63:20 <b>240,000 (1)</b> 7:7 <b>25 (3)</b> 7:10 53:5 57:2 <b>250,000 (1)</b> 6:19 <b>26th (1)</b> 65:18
	<b>Z</b>	<b>3</b>
	<b>Zenaida (4)</b> 2:13 4:7 10:6 25:5	<b>3 (6)</b> 6:19 7:3,14,21 15:14 56:6 <b>3:00 (1)</b> 31:25 <b>3:37 (1)</b> 64:17 <b>30 (8)</b> 6:21,24 7:2,5 41:10,14,15 44:15 <b>30th (1)</b> 5:18 <b>35 (4)</b> 18:3 26:8,11,12
	<b>0</b>	<b>4</b>
	<b>1</b>	<b>4 (8)</b> 3:13 6:20 7:8,15,25 15:16 50:10 60:6 <b>4-H (1)</b> 47:18 <b>4:00 (2)</b> 32:2,16 <b>40 (3)</b> 6:20 7:6 8:10 <b>400,000 (1)</b> 6:17 <b>432 (4)</b> 16:19 37:19 46:10 49:22 <b>435 (2)</b> 37:13,17
<b>1 (14)</b> 6:14,15,23 7:4,9,12,12,18,22 15:12 17:25,25 31:14 50:16 <b>1:10 (1)</b> 30:25 <b>1:12 (1)</b> 30:25 <b>1:7 (1)</b> 18:24 <b>10 (2)</b> 40:19 56:17 <b>10-percent (3)</b> 40:19,21 42:10 <b>10-to-14-year-olds (4)</b> 38:15 42:23 42:24 43:6 <b>100 (1)</b> 50:24 <b>10007 (1)</b> 1:9 <b>10543 (2)</b> 1:23 2:23 <b>11 (1)</b> 44:25 <b>13 (1)</b> 1:10 <b>139 (2)</b> 1:23 2:23 <b>14 (2)</b> 40:25 50:13 <b>14th (1)</b> 1:9 <b>15 (1)</b> 8:9 <b>150,000 (2)</b> 6:21 7:10 <b>150th (1)</b> 61:7 <b>15th (1)</b> 5:24 <b>180,000 (3)</b> 6:25 7:2,5 <b>1st (2)</b> 5:17,20		<b>5</b>
	<b>2</b>	<b>5 (1)</b> 8:11 <b>5- (1)</b> 15:20 <b>5,000 (1)</b> 6:15 <b>5/13/15 (61)</b> 4:1 5:1 6:1 7:1 8:1 9:1 10:1 11:1 12:1 13:1 14:1 15:1 16:1 17:1 18:1 19:1 20:1 21:1 22:1 23:1 24:1 25:1 26:1 27:1 28:1 29:1 30:1 31:1 32:1 33:1 34:1 35:1 36:1 37:1 38:1 39:1 40:1 41:1 42:1 43:1 44:1 45:1 46:1 47:1 48:1 49:1 50:1 51:1 52:1 53:1 54:1 55:1 56:1 57:1 58:1 59:1 60:1 61:1 62:1 63:1 64:1 <b>5:00 (1)</b> 32:16 <b>50 (3)</b> 6:18 26:12 44:15
<b>2 (14)</b> 1:9 6:17,22,25 7:6,13,17,19 7:22 10:25 13:23 15:13 50:14 55:7 <b>2:00 (3)</b> 5:10 6:5 63:20 <b>2:14 (1)</b> 1:11 <b>20 (3)</b> 8:6,6,8 <b>200,000 (1)</b> 6:20 <b>2005 (1)</b> 13:24		<b>6</b>
	<b>X</b>	<b>6,000 (5)</b> 6:23 7:4,9 15:20 37:12 <b>60 (3)</b> 18:7 59:6,13
	<b>Y</b>	<b>7</b>
<b>Xiomara (3)</b> 3:5 28:23 40:9		<b>722-0816 (2)</b> 1:24 2:24 <b>75 (6)</b> 33:19,20,21,25 45:16,22 <b>75-percent (2)</b> 45:10,12 <b>79 (6)</b> 1:5 7:16 15:14 34:12 41:8,24
<b>Yeah (1)</b> 60:24 <b>year (6)</b> 12:12 14:4 16:21 24:2 36:10 46:21 <b>years (7)</b> 14:21 17:24 21:15 24:22		<b>8</b>

**SONYC Pilot Programs  
May 13, 2015**

**80 (1) 6:16**

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**9**

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**914 (2) 1:24 2:24**

**914.381.2061 (2) 1:24 2:24**

**953-3767 (2) 1:24 2:24**