

**A RESOLUTION OF THE NEW YORK CITY WORKFORCE  
INVESTMENT BOARD EXECUTIVE COMMITTEE AUTHORIZING  
AN AGREEMENT WITH SEEDCO FOR CENTRALIZED JOB  
DEVELOPMENT AND MATCHING SERVICES**

WHEREAS, it is desirable to establish centralized job development and job matching services (the “Centralized Services”) in support of the New York City Workforce1 Career Center System; and

WHEREAS, the Centralized Services should be provided at a center (the “Center”) distinct from the Workforce1 Career Centers; and

WHEREAS, it is desirable to engage Seedco to operate the Center in view of Seedco’s economic development experience and linkages to and relationships with the New York City business community, as well as its familiarity with the Workforce1 Career Center System by virtue of its role as a provider of both jobseeker and business services at the Upper Manhattan Workforce1 Career Center / Business Solutions Center; and

WHEREAS, on February 8, 2005, the New York City Workforce Investment Board’s One-Stop Committee approved the Centralized Job Development and Matching Function Concept Paper attached hereto as Appendix 1; and

WHEREAS, the New York City Department of Small Business Services (“NYCDSBS”) and Seedco contemplate that the Center shall be located in Lower Manhattan;

**NOW, THEREFORE, BE IT RESOLVED** by the Executive Committee as follows:

1. DSBS is hereby authorized to enter into an agreement (the “Seedco Agreement”) with Seedco to establish and operate the Center in Lower Manhattan, on the material terms substantially as described in Exhibit A, for a maximum amount of Seven Million Dollars (\$7,000,000) in WIA funds.
2. The Executive Committee hereby acknowledges that DSBS’ right, power and authority to enter into the Agreement is contingent upon the receipt of all necessary City approvals.

EXHIBIT A  
MATERIAL TERMS OF DSBS-SEEDCO AGREEMENT

I. **TERM**

Three (3) years

II. **SERVICES.**

1. Marketing and Outreach:
  - To businesses with hiring needs.
  - In coordination with City and SBS assets such as 311 and Business Solution Centers
2. Account Management:
  - Job order intake and fulfillment
  - Coordination of interviews and other logistics
  - Maintenance of business relationships for repeat usage
  - Follow-up and feedback
3. Human Resource Services:
  - Screening of resumes and jobseekers
  - Matching of jobseeker candidates with employer needs
4. Coordination with Workforce1 Career Centers

III. **OUTCOME GOAL: JOB PLACEMENTS**

The Center shall yield a minimum of:

- 2100 job placements during year 1
- 3800 job placements during each of years 2 and 3

IV. **COMPENSATION**

1. Maximum of \$7,000,000 over three years
2. Payment is 100% cost reimbursement.