

Good morning thank you for the opportunity of commenting on the Gov.'s submission for 2019 and 2020. This brief testimony is a product of two years of policy advice, and engagement with members of community organizations, business people, service providers, and clergy in the Northeast region that comprises the Capital Area Urban League (CAUL). We are comprised of four counties, expanding to a possible fifth and six at the request of people who live in these counties. What we have found in our work with regional task forces, commissions, and consultations, we will summarize to provide input and perspective on the direction of economic development. We chose the economic development combined hearing to offer these recommendations because summary of the feedback we have received is that whatever the state is doing it is not making work work. And these communities, these increasingly diverse and economically marginal community desperately need your representation, your advocacy and your critical perspective as NYS commits billions to encourage development. These existing voters, whose faith has been placed in you, to ask critical questions about the value of diversion of tax dollars to large corporate interests in the name of economic development .

First we ask that you invest in a critical analytical tool... a complete and accurate census. Why? Because in the last 10 years alone this region has been has become the new home of many migrating population. Many of these families and individuals come from within the state and are finding our economy to be more hospitable than other parts of the state. However that group is also increasingly minority. One would argue that that should not be an issue as we are the state of opportunity, but the 40 year history of the county in which these very hearings are held is a history of one that has fought every opportunity to accurately count and reflect the presence of people of color in its jurisdiction. So our first request is that you do what you can to understand that while Washington they look at us with jaundiced we have made our way here together and we need to count accurately and use that count as the empirical basis for allocation of resources. In addition to the count our we would ask you to evaluate the extent to which you actually believe that gifting a local government that will not acknowledge the presence of the underserved and undercounted in its area can fairly allocate the massive economic development that is reflected in this project. We are asking for an additional \$60 million statewide to complete and accurate census. It may surprise you that this request comes from and upstate county but we are in the cross hairs of the fight and ironically the extent of our participation and involvement in the struggle is reflected in our experience with economic development.

Our second request is that the legislature uses its good offices to interrogate what makes work *actually* work and implement the answer. Over the last few years we have had the opportunity to work with one of the economic development winners in our region, a very large corporation. They had a problem and the Workforce Development Institute asked us our help. We went and discovered that while they (the corporation) were doing their philanthropic work by providing work opportunity for new arrivals, their ability to do this work-economic development and economic empowerment-was made more complicated by the lack of available transportation. So we went to work. Using what we knew about training, and minority, and entrepreneurship,

we crafted a solution based on the experience of Hunts point market. At the point of expansion and Hunts Point it was understood that while you can create a job there you can't get an employee to the employee entrance after certain hour. A 24 hour business needs people to be able to come and go so at the time of the grant the Bronx Overall Economic Development Corporation funded a transportation program that took people from the end of public transportation into the worksite on the schedule of the employer> It was a simple elegant solution and it was green, as it used electric transportation. It was funded through the New York power Authority. When this problem emerged in upstate New York with an employer who was willing to resolve it, we went to look for that exact same federal program only to find that it had been unfunded. We discovered together that we could replicate this program using an entrepreneur. That entrepreneur was ready to create new jobs to do this work and in the process of helping people get to work he made work. Fulfilling the promise and opportunity of small business and minority business as the people that he hired turned out to be women of color, and Spanish-speaking women of color. We were ecstatic. But then the local government, less enthusiastic about the presence of the people who were getting jobs and the presence of the minority entrepreneur who was making their transportation possible, used their role as "regulator" and the project was lost. I offer this as explanation for why, after the accurate census count, this body focus on the real issue - representation in economic development and aligning what we find to review the distribution of economic development . Does NYS economic development strategy that is costing a great deal of resources actually have an immediate impact or a midrange impact on the economically marginal that it is designed to help? The economic development strategy of the state is supposed to be the rising tide that floats the boats. It has not been.

The second discovery in working with community agencies, advocates, social workers and neighborhood Nanas, was overcoming a corporations own barriers to employment created or manifested in the creation of "the box" – the ubiquitous inquiry about criminal background. It is a deterrent in the application process. It is followed (with some employers) by a question about credit rating. We questioned the employer about their awareness of the discriminatory effect. In one instance we were advised that they had tried to modify their practice, but it was required by NYS to avoid the "introduction of organized crime" into the area. This was a problem we were never able to resolve and it caused us to question who was looking at the efficacy of an economic development strategy that was unwilling to allocate resources to employers and industry that were willing to hire people in the economic distress. We suggest that this body request a routine outcome audit of the economic development strategy to examine the extent to which it is truly representative of the interests of people in the region, and the extent to which it is having a measured and sustainable impact on the economically marginal in the region. We suggest the State Comptroller's office because that office is responsible for accountability of state expenditures. While we have asked it to examine school spending, the economic development spending is equal to that commitment, but is not routinely examined for outcomes. Any modern state would hold itself accountable both in process and outcomes for utilization of states resources.

Finally when we consider economic development in this region and in the context of the political culture of this region we have to be diligent about the process of inclusion because it is the intention of government to gentrify. In the last 40 years this county has been successfully sued under the Voting Rights statues, raising questions regarding its intention to be inclusive. Over the same period, it has engaged in the process of aggressive gentrification and has used state commitments to accomplish it. We are not naïve. We have watched a similar process of gentrification using economic development dollars occur in Brooklyn, Manhattan, Long Island and Saratoga. This body will come back to these communities and ask for an extension of faith that you will represent them with the balance and equity. An advisory-when the environmental justice community recognized that the issues that were causing them difficulty in the “triangle of death” were also occurring in upstate NY, there was a willingness to come together. In an extraordinary moment of leadership the then chairman of the New York State Black and Puerto Rican caucus formed its first task force on environmental justice. And when we all met together we realized that we could fight this fight together, that we should fight this fight together. And then another section of the state was heard from an old industrial corridor, in the economically challenged “white” corridor of the state, discovered that they had been left with poison in their groundwater. When they asked for help we join their litigation to let them know that they were not alone, they would not be left, and the toxin of racism that would separate us on so many other issues was not going to be permitted to cloud environmental justice. So we are linking arms, on issues of equity in funding, accountability in process for land use and environmental justice. While we may not win we are going to ask you to help us in the struggle by requiring accountability, equity and transparency in community development, economic development and environmental justice process.

We would ask that you focus on two new areas of economic development that make work work. Training and education has been used in the past to segregate employment by raising an entry level requirement unrelated to work of the day. We know this. The relationship between college degrees and entry-level employment was always tenuous, and the rise of technology has made that assertion joke. Our young people are exponentially more prepared for a world of technology before college education will “train” them. But still the new modern industry raises a spectre of “goodness of fit” and has triggered the creation of special colored doors and gender doors for readiness to be employed in an industry that is notorious for the socially isolated employee. We have to stop, and not encourage its reward through tax incentives. We can permeate our educational methodology from top to bottom with the technology that can be transferred to employment. IT does not have be coded as “STEM”...which began as an initiative for minority students. Integration of technology in every major industry begins with its integration into education. Under the umbrella of economic development you should demand that the education department show you the plan for integration and articulation of technology. Require that the Schools of Education in New York undertake a clinical education program for everyone training to be a teacher or involved in early childhood education. There are models for this...ask John Hopkins University. We can

teach teachers how to teach so that young people will think the way we need them to think in a changed workplace. Finally in the pursuit of equity, and representation New York State has always led in provisions for minority and women's business. Those processes have been compromised by deals that were cut with larger employers that suggest that were just posturing. Please extend the M WBE provision beyond the one year extension. And when you do it please go back to the process by which people become an MWBE and examine the extent to which it is facilitative and not intrusive.

Finally what ***makes work work*** is the ability to care for dependents. New York has led the country on family medical leave, utilization of sick time although there are some unions that would disagree. But we haven't confronted a new reality child care/dependent care is an industry that is critical to our success in education. We have the ability to make a new industry - to train up for it, to regulated and build a mechanisms that make it economical and affordable, and that completely integrate it with the purpose and mission of elementary secondary education. It is not new. We had this in Headstart, but we have stumbled over classism, racism, school integration, and a resistance to shifting away from "domestic worker" to professional child care. This is our moment to test what we really believe about equal pay for enabling work, whether is does take a village to raise a child, whether with early identification we can mitigate the traumas of children; whether we are committed to making it better. Is it economic development? If we considered child care an industry and its providers entrepreneurs we would have to admit that we are regulating them into bankruptcy. If we consider the family day care providers and centers the incubators for elementary education, we would take them more seriously. We need you the state legislature to commit to the reorganization of this effort as a viable essential service – a business- a growth industry with specialization and career/opportunity ladders - so that people can go to work instead of "babysitting". A working NY should have a model of child care and subsidy that supports children in flexible settings, supports students attending high school instead of dropping out; provides respite for stay at home parents; supports non custodial parents build and maintain positive relationships with their children; child care for the 24 hour worker; available clinical support for family counseling to getting work we need competent high quality child care across the full spectrum of the economic profile of the state of New York. It is tempting to talk about this as women's work. But this is more than women's work-NYS is a state of working families, people who are choosing to raise children. Yes it's a choice. But we need to make child and youth services an essential component of our economic development strategy. Ask an elementary school teacher. Ask a probation officer, a police officer, a Family Courts Judge about the potential significance of this single intervention in the economic life of a parent, and the emotional stability of a child. We have to move away from the construct that we currently use for day care which is one of "domestic" worker. These women, for the most part, have "held steady positions" for years, but have not been counted as employees or business women. They are not domestics. These women are entry points to an industry that we insist on misunderstanding. If you want to improve the reading scores at the end the second grade go back and look at what we committed to in family day care. It is an industry. In that at this moment in time it is an

industry that is be regulated into bankruptcy by local and state governments with conflicting missions and values, none of which are focused on the best interest of the child, but all of them focus on penalizing and controlling the provider. One could argue this could've been foreseen when we understood that we could ask a woman to trade a welfare check to which she was entitled. We need a to go back to the drawing board and bring the workforce and business women with us to determine:

what we are doing with the care and education of our children;
how we should “train up” and compensate people who are willing to do this as an industry;
how we can integrate it seamlessly to school based education;
how we can tackle health, mental health as we now understand it including family support and how it can be engaged and supported in early childhood setting; and
how we can use technology to introduce learning earlier and constructively so that in three years we will have changed the fortune of children passing the the tests that we want them to take it be in the second grade and *they will be reading*.

Finally ***what makes work work*** is a responsive healthcare system and family support system. If you have to take a day off work to visit to maintain your visitation as required by Family Court the very system that we put in place to help you build your family is now undermining your employment which compromises your ability to maintain your family. We found over the course of our three years at this work that ***transportation again is critical***. Work and home and service are not on the same transit line anymore if they ever were, we have to factor that in. We learned from the service providers themselves is that critical to the provision of life supporting services. This is an economic development issue in part because it is best accomplished through the provision of transportation services - special transportation services- by an entrepreneur , scaled back from our big system response . It can be sustainable and green.

Finally one could argue that New York's economic development investment in its real future are its children. An observation made by one of the regional economic development councils is worth retelling here. He did not understand why the data showed him that the public schools had done (past tense) a good job in generating young people who could be employed by the tech industry. But his data showed an “inexplicable decline”. To that same audience of African-Americans and Latinos, a handful of white women and others , he described himself as “a sand person” and he smiled. Two points...the decline that his data showed but did not explain occurred at the time that the public schools eliminated their advance placement classes in math and science, and the students who graduated from them left the region because “there was nothing for them here anymore”. Those students were African American men and women who moved to the southwest and Atlanta. The self branding of the “sand person” to the assembled reflected the extent to which one felt he had to “protect themselves” and exist

within a culture of racism that has permeated the big business and new business rolling in on the tide of economic development. We would ask that you set aside some of the economic development resources to assess the extent to which these funds are being used to encourage and support and reinvest in the people who were here and whether they are being used to wait for the next round and are treating communities that have made place a desirable place to live as expendable aspects of those communities.

Finally, economic development without representation is racist. Understanding that the intentions of counties can be seen in their implementation of voting rights, we would ask that you consider this in your allocation strategies of economic development resource. And as you roll out commitment to voter engagement and voter empowerment we ask that you include another \$500,000 to support the absentee ballot costs. You would think that we would not have to encourage an elected body to provide the means by which people can vote, but we have found locally that the enthusiasm for voter participation dims when it is mixed with the distinct possibility that an economically empowered electorate will cross paths with economically un-empowered electorate. Apologies for my cynicism. But the voter strategy is defeated at the local level by the unwillingness of an embedded culture to advocate for its won voters while they are waiting for “the new gentry” to show up. So we are here to represent those who are not served, nor not planned to be served despite all of the posturing and promotion, and celebration in some counties. In some places in NY it was not the plan to ever fund the absentee ballot initiatives, to ever fund the initiatives to permit the incarcerated to vote. It is ironic that it is some of these very counties and municipalities that would turn to you and say that they are economically dying. But I would ask that you consider adding resources for the implementation of the voting engagement that you so wholeheartedly supported. Because not every body who says they are with you are.

Going back to where we began, we need a complete account. When we began our process of affiliation with the National Urban League we were asked to do a needs assessment. We had the surprise assistance and support from our regional planning commission. They helped us look at our data and then they gave us insight into what it also meant. When we looked at the data together they said that one of the biggest factors in our economic profile were people who were returning from incarceration who were not able to get jobs, were not permitted into public housing both of those combined to create and perpetuated economic crisis for their family. So when we look at the economic development strategies I ask you, are they targeted at our most vulnerable families who are trying in place for high they creating an incentive for their engagement an incentive for them to come out and vote are we creating true believers in our economic development process. There is no doubt that we have true believers who are big

industries that they don't live here and even if they did they only have. The true believers that we need are the people are in line to get jobs the children who are in school because they still believe that there is hope for them not just been marginal economic existence in New York but there is hope for them as entrepreneurs artistic entrepreneurs, industrial entrepreneurs, technological that they will be able to develop their promise and actualize their promise in a competitive environment with other potential entrepreneurs. I promise that if you can do these things with us that the promises of economic development are more likely to be kept, even more likely than the billions of dollars that are going forward in this budget proposal as tax incentives for people who aren't from here.

Thank you for listening. ***We have to make work work and be seen by our children, by the voters of all economic strata as being committed to their success.*** Our economic development strategy cannot just produce new shining things for our city. The shiny new thing it has to produce is hope in the eyes of our children like businesses for our women, businesses for fathers, businesses for their children. A fair competitive environment where economic opportunity is not a secondary to their identity which is then used by someone who has no interest in their success. So this is our list: making work work requires transportation, that is provided as a new venture for small business expansion; child care and dependent care as an industry, with tax incentives and training, with a progressive regulatory environment, with a progressive's strategy of subsidies for people who need it, with bonuses for successful integration of early childhood, pre-K and success of the elementary secondary level; funding for complete census in New York and for the implementation of the absentee ballot initiative; and entrepreneurship the for young people that works with local businesses, local professionals, to connect young people to their future.

Thank you.