COUNCIL OF THE CITY OF PHILADELPHIA

COMMITTEE OF THE WHOLE

Room 400, City Hall
Philadelphia, Pennsylvania
Tuesday, April 25, 2017
10:35 a.m.

PRESENT:
    COUNCIL PRESIDENT DARRELL L. CLARKE
    COUNCILWOMAN JANNIE L. BLACKWELL
    COUNCILMAN ALLAN DOMB
    COUNCILMAN DEREK S. GREEN
    COUNCILMAN WILLIAM K. GREENLEE
    COUNCILWOMAN HELEN GYM
    COUNCILMAN BOBBY HENON
    COUNCILMAN KENYATTA JOHNSON
    COUNCILMAN CURTIS JONES, JR.
    COUNCILMAN DAVID OH
    COUNCILMAN BRIAN J. O'NEILL
    COUNCILWOMAN BLONDELL REYNOLDS BROWN

BILLS 170195, 170196, and 170197
RESOLUTION 170213

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2   COUNCIL PRESIDENT CLARKE: Good

3   morning. We're going to start. This

4   hearing is called to order. This is the

5   public hearing of the Committee of the

6   Whole regarding Bills No. 170195, 170196,

7   170197, and Resolution No. 170213.

8   Mr. Stitt, please read the

9   titles of the bills and resolution.

10   THE CLERK: Bill No. 170195, an

11   ordinance to adopt a Capital Program for

12   the six Fiscal Years 2018 through 2023

13   inclusive.

14   Bill No. 170196, an ordinance

15   to adopt a Fiscal 2018 Capital Budget.

16   Bill No. 170197, an ordinance

17   adopting the Operating Budget for Fiscal

18   Year 2018.

19   Resolution No. 170213,

20   resolution providing for the approval by

21   the Council of the City of Philadelphia

22   of a Revised Five Year Financial Plan for

23   the City of Philadelphia covering Fiscal

24   Years 2018 through 2022, and

25   incorporating proposed changes with

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   respect to Fiscal Year 2017, which is to

3   be submitted by the Mayor to the

4   Pennsylvania Intergovernmental

5   Cooperation Authority (the "Authority")

6   pursuant to the Intergovernmental

7   Cooperation Agreement, authorized by an

8   ordinance of this Council approved by the

9   Mayor on January 3, 1992 (Bill No.

10   1563-A), by and between the City and the

11   Authority.

12   COUNCIL PRESIDENT CLARKE:

13   Thank you, Mr. Stitt.

14   Today we continue the public

15   hearing of the Committee of the Whole to

16   consider the bills read by the Clerk that

17   constitute proposed operating and capital

18   spending measures for Fiscal 2018, a

19   Capital Program, and a forward-looking

20   Capital Plan for Fiscal 2018 through

21   Fiscal 2023.

22   Today we will hear testimony

23   from the following departments: The

24   Chief Administrative Officer, Public

25   Property, Procurement, Human Resources,

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   and Fleet Management.

 3   Mr. Stitt, the first person to

 4   testify is?

 5   THE CLERK: Is Christine

 6   Derenick-Lopez.

 7   (Witnesses approached witness

 8   table.)

 9   COUNCIL PRESIDENT CLARKE: Good

10   morning.

11   MS. DERENICK-LOPEZ: Good

12   morning.

13   Good morning, Council President

14   Clarke and members of City Council. I'm

15   Christine Derenick-Lopez, Chief

16   Administrative Officer. Joining me today

17   are Jackie Linton, Deputy CAO for HR and

18   Talent, and Tim Wisniewski, Deputy

19   CAO-Chief Data Officer. I am pleased to

20   provide testimony on the CAO's Fiscal

21   Year 2018 Operating Budget.

22   The proposed Fiscal Year 2018

23   General Fund budgets totals $5,655,653,

24   an increase of $3,452 over Fiscal Year

25   2017 estimated obligation levels. This

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   increase is primarily due to slight

 3   budget changes within classes.

 4   The CAO's office focuses on

 5   modernizing and increasing efficiency and

 6   effectiveness through the City, to

 7   simplify how to do business with the

 8   City, and improve partnerships with

 9   stakeholders. Our office has

10   accomplished a great deal over this last

11   year and will continue through FY18 to

12   make improvements.

13   In July of 2016, the CAO's

14   office implemented electronic signatures

15   for professional services contracts.

16   This process allows City agencies as well

17   as the awarded vendor to sign contracts

18   electronically, alleviating the paper

19   contract being sent back and forth via

20   mail. By the end of April, ten

21   departments will have successfully

22   launched in the system and the remaining

23   City departments will be on board by the

24   end of calendar year 2017. This

25   e-signature system is saving meaningful

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 1       4/25/17 - WHOLE - BILL 170195, ETC.

 2      time in the contract conformance process.

 3      Where we have implemented electronic

 4      signatures in the contract process, we

 5      have reduced the average processing time

 6      by as much as 55 percent.

 7                I would like to thank all

 8      members of Council for supporting the

 9      best value legislation that passed

10      through the City process this past

11      December.  We are optimistic that the

12      Charter change question on best value

13      will be approved by voters in the

14      upcoming May election.  Best value allows

15      the City to evaluate vendors on factors

16      other than price alone, including meeting

17      or exceeding M/W/DSBE goals and how the

18      vendor delivered on time and on budget.

19      We are in the final stages of preparing

20      companion regulations and plan on

21      scheduling meetings with Councilmembers.

22                Thank you for your feedback on

23      our need to focus on vendor performance.

24      The CAO's office is working with

25      Procurement to purchase a vendor
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   performance module as part of its new

3   eProcurement system. This vendor

4   procurement module will help the City

5   manage, evaluate, and attract vendors

6   that do business with us. This system is

7   key for efficient and transparent

8   management of City contracts.

9   The City has invested in a

10   Learning Management System referred to as

11   LMS. The LMS is an electronic platform

12   that provides an efficient way to deliver

13   training and information to City

14   employees. In FY17, HR and Talent

15   launched the platform to all City

16   employees. Citywide training is now

17   available on the LMS in six departments

18   with approximately 6,000 employees have

19   registered to use the system. In FY18,

20   HR and Talent plans to further expand the

21   access to additional departments as well

22   as to create additional training content.

23   This will allow the City to more

24   efficiently provide training to its

25   employees.

    1   4/25/17 - WHOLE - BILL 170195, ETC.

    2   HR and Talent also developed

    3   and distributed hiring and interviewing

    4   best practices, with the goal of

    5   increasing the number of diverse

    6   candidates considered for open positions.

    7   While civil service positions are filled

    8   through a well-defined, rigorous process

    9   based on the Home Rule Charter and Civil

   10   Service Regulations, departments now have

   11   available these best practices to fill

   12   their exempt open positions.

   13   The Office of Open Data and

   14   Digital Transformation launched

   15   beta.phila.gov, an effort to reorient the

   16   City's website around the needs of its

   17   residents, businesses, and other

   18   stakeholders. The beta prototype is

   19   being built in the open alongside the

   20   current phila.gov so that insights from

   21   the public can be incorporated through

   22   its design, iteration, and development.

   23   By the end of FY17, Open Data

   24   and Digital Transformation will work with

   25   departments across the City to set up

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   landing pages on beta as part of Phase 1

3   to provide each department with a

4   presence on the platform. The second

5   phase will begin in FY18 and allow for

6   the transition of the most important

7   content from existing department

8   websites. In January, Phase 3 will begin

9   where there will be a deeper dive in the

10   content, user research, and

11   functionality, with larger departments to

12   fully transition department websites into

13   a consolidated, user-friendly platform.

14   In addition to Open Data and

15   Digital Transformation, the CAO supports

16   the City's Innovation Management Team, as

17   it ensures that our municipal government

18   remains a national leader in the

19   innovation space. By purposely

20   coordinating the concepts of people,

21   place, and process, the Innovation

22   Management group seeks to increase

23   municipal government's capacity to think

24   and work differently and has created a

25   cross-departmental network of employees

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      trained in the principles of innovation.

 3               This concludes my testimony.

 4      We are happy to answer any questions you

 5      may have.

 6               Thank you.

 7               COUNCILMAN HENON:  Thank you

 8      for your testimony.

 9               The Chair recognizes Councilman

10      Jones.

11               COUNCILMAN JONES:  Thank you,

12      Mr. Leader.

13               First of all, welcome.  You are

14      new to government.  Can you tell us just

15      how new, your department?

16               MS. DERENICK-LOPEZ:  The CAO's

17      office was created last year, and I am --

18      this is my third month in this role.

19               COUNCILMAN JONES:  That's real

20      new.  Are you off probation yet?

21               MS. DERENICK-LOPEZ:  I don't

22      think so, but thank you for asking.

23               COUNCILMAN JONES:  A couple of

24      quick questions.  And if my former

25      colleague, Bill Green, were here, tell me
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2     how we're moving towards a paperless
 3     system of government.  Give me -- let me
 4     get my questions in, and then you could
 5     take them in order that you want.
 6               So I want to know about how are
 7     we moving paperless.  I would like to
 8     know about direct deposit efforts, not so
 9     much just from -- from some of our
10     receivables, particularly from the state
11     and from the federal government.  There
12     was a hearing which I conducted some
13     years ago about a check being on
14     someone's desk for over a year uncashed.
15     If you were around, you will remember
16     that, and I wanted to know from that
17     point to now, have we progressed, and
18     hopefully we're making some money.
19               The 200-plus steps it takes to
20     buy a paperclip in Procurement, how are
21     you approaching that and if that includes
22     construction bids, personal/professional
23     services, and supplies, services and
24     equipment.  And then 311.  So those are
25     my questions.  You could take as long as
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2     you want to answer them.

 3              COUNCILMAN HENON:  Go ahead.

 4              COUNCILMAN JONES:  I saw the

 5     clock.  I knew.

 6              MS. DERENICK-LOPEZ:  So I can

 7     talk about what we're doing to reduce

 8     paper.  We like paper, right?  It's the

 9     nature of our business.  So I find that

10     in order to truly make change is to be

11     incremental about it, right?  So the

12     first bite we took was in Procurement and

13     the e-signatures for professional

14     services contracts.  We've essentially

15     with eContract Philly and now with the

16     e-signature, we've essentially eliminated

17     paper out of that process.  So right now

18     we have eight departments.  There will be

19     two more going on board.  We're going to

20     have the whole City online by the end of

21     the year.  So that's going in the right

22     space, in the right direction.

23              In the Procurement Department

24     for public works and supplies and

25     equipment, the Procurement Department has
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   implemented PHLContracts, which is also

3   paperless, and including in that they

4   have an ePay component, so you don't even

5   have to send us a check anymore. You can

6   pay the fee online. So that's being

7   implemented. It's going to take time to

8   get all the contracts on board, but

9   that's going in the right direction.

10   COUNCILMAN JONES: So is it --

11   I got that, but in the Procurement

12   Department, are there steps that aren't

13   legally binding to do that don't

14   jeopardize competitive bidding that we

15   can implement so that it doesn't take so

16   long?

17   MS. DERENICK-LOPEZ: So we're

18   making progress. When I first got here,

19   it was about 135 days to do a public

20   works. I think we're down to about 90.

21   COUNCILMAN JONES: Can you

22   check on that and send it to the Chair --

23   MS. DERENICK-LOPEZ: Most

24   definitely.

25   COUNCILMAN JONES: -- and the

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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2     rest of Council those measurements, and

 3     if they're moving in the right direction,

 4     we really need to know.

 5              MS. DERENICK-LOPEZ:  I'd be

 6     happy to share that, yeah.

 7              So your finance question, we

 8     have not engaged with the Finance

 9     Department because we focused on

10     procurement.  The City's Budget Director

11     has reached out to us and asked us to

12     start engaging in that process.  So we'll

13     be looking at that this year.  It's --

14     again, we like paper as a government, so

15     it will be, I think, just an incremental

16     approach, and we'll see what progress we

17     can make throughout the year.  So I can't

18     speak to the receivables part yet.  We

19     haven't really looked at it.

20              And then the 200 steps, so I

21     know the professional services, there was

22     19.  We got it down to 17.  And like I

23     said, we're kind of -- DocuSign.  We're

24     trying to look at further efficiencies to

25     reduce that.  Our goal is to get that to
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   90 days. It's a stretch goal, but we're

3   optimistic.

4   And 311, help --

5   COUNCILMAN JONES: You don't

6   understand?

7   MS. DERENICK-LOPEZ: Yes.

8   COUNCILMAN JONES: So we have

9   constituent service workers in my office.

10   Out in the course of business, we get a

11   complaint. We automatically send it to

12   311. There might be a bit of a

13   disconnect between what our belief a

14   closed case is and what their belief a

15   closed case is and the time it takes to

16   close it. We work well with many of the

17   departments. I'm happy with our ability

18   to kind of be ombudsmen for our

19   constituents, but if they go through the

20   311 process, somehow they get frustrated.

21   We're not open on the weekends, you know,

22   and the time it takes for us to go back,

23   we might find it closed, we might find it

24   still open. It is not necessarily

25   synchronized with 311, and I would ask

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   you in your next 100 days, you and Donald

 3   Trump, to take a look at 311.

 4   MS. DERENICK-LOPEZ: So I meet

 5   with the 311 manager on a regular basis,

 6   but obviously if there's a technology

 7   solution we can supply to make their

 8   process more efficient and more reliable,

 9   we're happy and very open to being as

10   supportive as we can. I'm happy to do

11   that.

12   COUNCILMAN JONES: Thank you,

13   Mr. Chairman.

14   COUNCILMAN HENON: Thank you,

15   Councilman.

16   Well, welcome to your first

17   budget testimony.

18   MS. DERENICK-LOPEZ: Thank you.

19   COUNCILMAN HENON: So let's

20   talk about best value. I'm excited about

21   best value, and I think we vetted out

22   best value for about a year now publicly

23   and in meetings, trying to make sure that

24   the citizens of the City of Philadelphia

25   are getting the best value, taking in

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2       other factors for some of the projects
 3       and services.  So I personally am excited
 4       about that.  It's about time that we've
 5       had some significant change in our
 6       Procurement Department.
 7                 So best value will be on the
 8       ballot in a few weeks from today, and I
 9       know, again, we spent a lot of time on
10       the -- with the Charter change for the
11       betterment of the citizens.
12                 Can you take a moment and
13       remind everybody about best value and the
14       changes that it entails that will give
15       the City yet another tool when it's
16       designing its contracts.
17                 MS. DERENICK-LOPEZ:  So thank
18       you for asking.  Best value -- right now
19       for public works or supplies and
20       equipment, it's lowest responsible
21       bidder.  And so that doesn't give us a
22       lot of flexibility to take into
23       consideration other criteria such as
24       vendor performance, how the vendors
25       performed on previous and similar
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      projects for on time, on budget, how they

 3      performed on their DBE goals or their EOP

 4      goals.  Best value is going to kind of

 5      afford the City the opportunity to look

 6      at that type of criteria, look at things

 7      as management team that perhaps somebody

 8      is proposing for a public works project.

 9      Right now we look at it, but there's no

10      way to weight it.  It's just are you

11      deemed responsive and responsible, and

12      then it all comes down to lowest cost.

13              You know, I find myself asking

14      people when I'm talking about best value,

15      I look at their phone and I say to them,

16      did you make a decision about your phone

17      based on cost?  And a lot of people say,

18      of course not.  You know, I'm an Android

19      lover, I'm an iPhone lover.  And that's

20      what best value will bring.  It allows us

21      to evaluate other criteria that's

22      important to the City and not necessarily

23      just look at cost.

24              COUNCILMAN HENON:  How often do

25      you think best value will be used?
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   MS. DERENICK-LOPEZ: So I

 3   don't -- I think in those situations

 4   where the department really has a clearly

 5   defined bid spec, I don't think it's

 6   appropriate. I think it's probably going

 7   to be more appropriate for a sealed bid.

 8   But for those situations where you have a

 9   very complex, perhaps an IT solution

10   where there's software, there's

11   implementation, there's also hardware,

12   that's a complex contracting opportunity.

13   If you're building a new terminal at the

14   airport, that's a very complex public

15   works bid opportunity. So I think in

16   those types of situations, we will use

17   it. So I don't think it's going to be --

18   I don't think it will be the default. I

19   think sealed bids are going to be the

20   default, but at least it's an opportunity

21   for us to put the City in the position to

22   engage in the right contracting

23   opportunity.

24   COUNCILMAN HENON: Has the

25   office begun the process of developing

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   draft regulations in the event that the

 3   measures are passed?

 4   MS. DERENICK-LOPEZ: We have.

 5   We've been working on the regulations,

 6   and as we committed last fall, we plan on

 7   scheduling meetings with Council when

 8   those regulations are at a point where we

 9   feel like we can schedule them. They're

10   not in the space yet where we feel that

11   it would be worth your time to take a

12   look at them, but that's coming, and we

13   realize we need to do it in the next few

14   weeks, and that's been our goal.

15   COUNCILMAN HENON: So in your

16   role as CAO, will you be overseeing the

17   procurement process of best value? I

18   know you were lead in best value all last

19   year. I'm hoping that with your

20   experience, that's carried in this

21   position now.

22   MS. DERENICK-LOPEZ: Yeah.

23   Obviously last year I was able to roll my

24   sleeves up a little more differently, but

25   I have some great members of the team and

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2     great members of Procurement as well as
 3     Law and Integrity that have -- we've
 4     really been thoughtful in taking our time
 5     to try to get this right.  And so I'm
 6     overseeing all of it and continue to plan
 7     on overseeing it.  I want to
 8     operationalize it, and I want to learn
 9     from this experience so that we can
10     further improve the City's ability to get
11     the right products that we need.
12               COUNCILMAN HENON:  So I got a
13     question in your new role as CAO.  So
14     last year, maybe you're aware, maybe not
15     because it wasn't the department that
16     you're in now -- and, look, I'm a big fan
17     of the responsibility and the mission of
18     the CAO.  I mean, I think it really is
19     the backbone that's going to transform
20     our city and its efficiencies and its
21     savings and its effectiveness, from best
22     value to program-based budgeting.  I
23     think it's all tied together.  I'll come
24     back in other rounds here while you're
25     still testifying to talk about legacy
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 1       4/25/17 - WHOLE - BILL 170195, ETC.
 2     programs and what are we doing to put
 3     them in the past and out to pasture.
 4               But last year in the hearings,
 5     there was a lot of conversation about
 6     understanding that there are a lot of
 7     entrepreneurs that are out there in the
 8     tech community who offered help with the
 9     City to be a little more agile to help
10     solve some of its biggest problems,
11     without any financial consideration.  I
12     mean, just because they feel that they
13     have a lot of value added to the
14     business, and the private sector can move
15     a little bit quicker and has a lot more
16     flexibility.
17               So when it comes to all our
18     data and services, have -- I know you're
19     just a short time there.  Can you take a
20     look at or start asking around the
21     department, have we been taking advantage
22     of those offerings that have been out
23     there to show that there's a real
24     connectivity in the tech world
25     innovation?  We received like 23 national
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   innovation awards because of having our

 3   private sector being a part of

 4   government, and I think it really

 5   encouraged a lot of young entrepreneurs,

 6   young and aggressive folks that are in

 7   the business that want to help solve some

 8   of these complex problems.

 9   So the question is, are you

10   aware of any kind of partnership that the

11   private sector has working with you and,

12   if not, can we revisit that and really

13   kind of bring them into the government

14   fold?

15   MS. DERENICK-LOPEZ: So I am

16   new to tech. That's not my background,

17   but the tech community has been -- I'm

18   thrilled to be in it, and the tech

19   community has been overwhelmingly

20   supportive and welcoming into the

21   community. I was at the Civic Engagement

22   Launchpad. There's another event

23   tonight. So I've been having

24   conversations with Code for Philly.

25   Super excited about that. Obviously

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Philly Tech Week, we're all going to

3   participate. And I just have to give a

4   shout-out. This is our -- a lot of the

5   members here are from our Open Data

6   Digital Transformation team and a lot of

7   them are new from the tech space and want

8   to really engage and do great things for

9   our residents. And so they're here with

10   the City for the right reasons, which I

11   think is amazing.

12   COUNCILMAN HENON: And you are

13   exactly the example that's being set for

14   the future of our city. So thank you for

15   being here and thank you for choosing the

16   City of Philadelphia. It means a lot.

17   You know, I can't tell you how much we're

18   going to be depending on you. So thank

19   you for being here.

20   MS. DERENICK-LOPEZ: Thank you.

21   COUNCILMAN HENON: I am going

22   to defer to Councilman Domb.

23   Councilman, I took a little of

24   your tech thunder, but go ahead.

25   COUNCILMAN DOMB: Thank you,

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   Mr. Chairman. Thank you.

 3   And good morning.

 4   MS. DERENICK-LOPEZ: Good

 5   morning.

 6   COUNCILMAN DOMB: I have a

 7   couple questions for you. The first

 8   question I wanted to ask you is, on a

 9   scale of 0 to 10, with 0 meaning we are

10   very low in technology in the City and 10

11   being we're the most technologically

12   advanced, where do you place Philadelphia

13   right now?

14   MS. DERENICK-LOPEZ: So I think

15   it depends. When I look at this group, I

16   think we're a 10. They're like really

17   cutting edge.

18   COUNCILMAN DOMB: Let me

19   rephrase it. Where do you place

20   Philadelphia government?

21   MS. DERENICK-LOPEZ: So we're

22   probably like a 5.

23   COUNCILMAN DOMB: 5.

24   MS. DERENICK-LOPEZ: Yeah, from

25   my perspective.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   COUNCILMAN DOMB: Let me ask

 3   you another question. In 1960, the

 4   population of Philadelphia is two

 5   million. Government employees, 27,993.

 6   In 2015, the population of Philadelphia

 7   drops by 433,000. Government employees,

 8   27,765. In most businesses, if they have

 9   the same amount of business, they have

10   far less people because they've utilized

11   technology. It doesn't appear from these

12   statistics that we are really utilizing

13   tech in government.

14   MS. DERENICK-LOPEZ: So I think

15   I'm back to the "it depends," from my

16   perspective. I think for those roles

17   where there's a lot of customer-facing

18   interaction, I think of social workers, I

19   think of our uniform personnel, I'm not

20   sure if there is a technology solution

21   that would give the City the benefit it's

22   looking for, but we are looking for

23   efficiencies and where we could find

24   them, we're introducing it. That doesn't

25   mean that the jobs are going away. It

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   just means that people are working

3   smarter and it gives that role, that

4   individual, the opportunity to grow their

5   work, if you will.

6   COUNCILMAN DOMB: Well, let me

7   give you a couple examples and maybe you

8   could -- I've said this last year. I'm

9   not sure how much progress we've made.

10   Hopefully we've made progress.

11   Last year I think it was the

12   Controller that identified a problem in

13   the mail room. So I took a tour of the

14   mail room, and I saw what was going on,

15   but I saw it from a different

16   perspective. I see that we mail out

17   576,000 real estate tax bills through the

18   mail and we mail out monthly water and

19   sewer bills and we mail out probably

20   seven million or eight million pieces of

21   mail that could be automated. Not

22   everyone can do it, but maybe 75 percent

23   of the population could get bills on

24   their phones or whatever and pay by

25   phone, whatever.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   What are we doing in that

3   light? Because that's about, when you

4   add the postage up and the labor, that's

5    $5, $6 million. What are we doing to

6   implement that?

7   MS. DERENICK-LOPEZ: So I'm

8   going to ask Charlie Brennan, our IT

9   Director, to come up and talk about some

10   of the projects to look at these.

11   COUNCILMAN DOMB: While he's

12   coming up, I want to keep my time

13   productive. The other question I have

14   for you is, have you looked -- and this

15   is not going to be easy, because I

16   believe from my perspective, and I'm new,

17   that we have 50 to 60 years of Band-Aids

18   on every department, and we've never

19   gutted the system and started from

20   scratch, which we need to do, which most

21   people don't want to do because

22   everyone's protecting jobs. But have we

23   looked at certain departments and said,

24   what's the goal of the department, how do

25   we use technology to achieve the goal,

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   and then how do we build a model to

3   accomplish the goal? Have we looked at

4   like maybe two or three areas in that

5   light?

6   (Witness approached witness

7   table.)

8   MS. DERENICK-LOPEZ: So our

9   focus thus far has been procurement

10   obviously. So we're continuing to look

11   at mainly processes. I mean, the

12   processes are so paper intensive and so

13   dated, that's really been our focus,

14   about how to get rid of the paper and

15   how -- I mean, there are people still

16   physically walking paper from 1515.

17   COUNCILMAN DOMB: I understand

18   that, and I understand DocuSign was a big

19   help, but that's, again, a Band-Aid.

20   What I'm talking about is looking a fresh

21   look. It's almost like what you do in

22   zero-based budgeting, a fresh look. You

23   can't do the whole system, but you can

24   pick two or three areas and say if this

25   is the goal, this is the mission of this

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   department, how do I accomplish this

3   mission with today's technology and how

4   do I build that model.

5   MS. DERENICK-LOPEZ: So the

6   other initiative I want to mention is

7   obviously program-based budget is going

8   to help us identify where the

9   opportunities are, and the CAO's office

10   and the Budget Office and the Managing

11   Director's Office are all working

12   together to identify where to focus and

13   how best to move this forward. I just

14   think it's going to take time.

15   COUNCILMAN DOMB: Let me tell

16   you why it's so important. Your

17   department has 3.9 roughly -- 3.9

18   million, I think it is, of labor. It

19   really costs the City 7.5 million, 87

20   percent fringe benefits. On top of that,

21   the Finance Department tells us there's

22   37 percent of overhead of City costs. So

23   I'm going to go back to what I've said in

24   prior times. When you pay somebody

25     $100,000 in salary, it's 224 with the

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2        benefits and the City overhead, and
 3        that's the piece where technology has to
 4        help us, because you can't keep -- this
 5        labor is going to choke the City, choke
 6        us.  That's why we're having pension
 7        issues.  That's why we're having all
 8        these problems.  We need to embrace
 9        technology way more than what we're
10        doing.
11                 If you wanted my opinion, I was
12        at -- I know, Tim, you were there.  I was
13        at South by Southwest and I went to
14        that -- they had a Mayor's technology
15        area, which I thought was pretty
16        impressive technology being done there.
17        I don't think -- in my world if you said
18        to me compared to other cities, 0 to 10,
19        I think we're 1 or 2.  I don't think
20        we're 5.  I think we're 1 or 2.  I think
21        we have so much more to grow.  We're just
22        putting in DocuSign last year.  That's
23        like we went from a horse and buggy to a
24        Model T.  I mean, companies have been
25        using DocuSign for years already.
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   So I think my point is that in

 3   order for us to be healthy, we need much

 4   more technology implemented into the

 5   system.

 6   I think Charlie wanted to

 7   answer one of the questions.

 8   MR. BRENNAN: Hi. I'm Charlie

 9   Brennan. I'm the CIO.

10   Councilman, on the one issue

11   that I know is near and dear to your

12   heart here, the RFP for ePay and eBilling

13   is issued today. It's on the website.

14   COUNCILMAN DOMB: Great. I

15   love that.

16   MR. BRENNAN: And as far as

17   your other comments, I would kind of give

18   us a 6. I haven't seen the big cities,

19   you know. And the problem isn't always

20   money, believe it or not. The problem is

21   our ability to manage all these things.

22   You know, we just put a list of

23   all our projects together that we have

24   and it's just under 100 different

25   projects that we're managing, and some of

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 1      4/25/17 - WHOLE - BILL 170195, ETC.
 2      these things -- some of these systems --
 3      I know you've heard this -- they're so
 4      old and so complex that we really
 5      struggle with even figuring out how they
 6      work.  Like a lot of people don't even
 7      know where some of these systems are
 8      getting their information from.
 9                So we've just actually gone
10      through a capital project -- a project
11      list here where we reached out to all the
12      operating departments and said, you know,
13      what systems are the oldest.  And we
14      actually knew them ahead of time, but we
15      wanted to get some input.  And some of
16      these systems that we have coming up to
17      replace, they are literally 30 years old
18      that we have to replace them.
19                So I agree with your assessment
20      that technology would make us better, and
21      I think some of these systems will help
22      to do that, but the process to get there,
23      as you know now from being a Councilman,
24      is not easy.  The process from when we
25      start an RFP to when we get to contract
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 1      4/25/17 - WHOLE - BILL 170195, ETC.
 2    could be over 18 months.  And when you
 3    handle too many of these projects at
 4    once, it just becomes extremely difficult
 5    for us to manage them internally.
 6             So I agree with some of your
 7    sentiments, but we are under the burden
 8    of a lot of rules and regulations that
 9    the City has.
10             COUNCILMAN DOMB:  But one of
11    your jobs in your department is to
12    modernize the efficiency and
13    effectiveness of services.  So if you see
14    things are taking too long, you need to
15    come back to us and say, how do we
16    streamline this and how do we make it
17    more efficient.
18             MR. BRENNAN:  Yes.  And
19    exactly -- you know, it's funny you
20    mention that, because Christine and I
21    have a meeting I think it's next week,
22    and we got everybody together, actually
23    Law, Procurement, us, to try to figure
24    out like is there a better way to procure
25    than we're procuring it now, because the
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   RFP process and then the contracting

3   process and all that, really it's the

4   same way we've been buying software for

5   literally 40 years. We've been doing the

6   same thing. And that process really to

7   me is more geared to customate solutions.

8   It is not geared to packaged products,

9   which you and I have talked about before.

10   That's where we should be moving.

11   So I reached out to Christine.

12   She's been very supportive in trying to

13   figure out can we do this a better way

14   and cut the time from 18 months to two

15   years down to something more manageable.

16   COUNCILMAN DOMB: Right. Do

17   you know the timing, by the way, on the

18   RFP that you just mentioned?

19   MR. BRENNAN: I'm sorry?

20   COUNCILMAN DOMB: The timing on

21   that RFP.

22   MR. BRENNAN: Responses are due

23   back, I think it's, like third week of

24   June or so.

25   COUNCILMAN DOMB: Okay. All

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   right. Thank you very much. Thank you.

3   Thank you, Mr. Chairman.

4   COUNCILMAN HENON: Thank you,

5   Councilman.

6   The Chair recognizes Councilman

7   Johnson.

8   COUNCILMAN JOHNSON: Thank you,

9   Mr. Chair.

10   Hey, Christine. How you doing?

11   MS. DERENICK-LOPEZ: Hey, how

12   are you, Councilman? How are you?

13   COUNCILMAN JOHNSON: Good to

14   see you.

15   MS. DERENICK-LOPEZ: Good to

16   see you too.

17   COUNCILMAN JOHNSON: My good

18   friend from the Philadelphia

19   International Airport. Fine, outstanding

20   public servant.

21   I just want to go over a couple

22   of things regarding how we contract with

23   our transcription contract and

24   transparency and accessibility of the

25   transcripts from the hearings. Right now

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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2      currently the contract with the

 3      transcription company charges fees for

 4      transcripts with a variety of different

 5      agencies such as Zoning Board of

 6      Adjustment, L&I.  I have a couple of them

 7      here.  Commission on Human Relations,

 8      Fair Housing Commission, and five other

 9      City entities, and we've been having

10      concerns and complaints from constituents

11      who say, Councilman, I may not be able to

12      make a hearing, but I don't have the fee

13      either to pay to get a copy of the

14      transcripts, but I would still like to be

15      involved in the process.  And so, one, my

16      question is, how do we address that?

17      Because we don't want people just based

18      upon their financial income not to be

19      able to really have transparency to our

20      actual government process.  And also, to

21      give you an example, in front of the ZBA,

22      Zoning Board of Adjustment, the Court of

23      Common Pleas can waive an individual's

24      fees when they file an appeal against a

25      zoning ruling that they may not be in
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   favor of, and that's more a neighborhood

 3   community group that don't have money to

 4   compete against a big-time lawyer

 5   representing a developer. That fee can

 6   be waived, but the transcription fees on

 7   the City's side can't be waived. So is

 8   there something that we can do to address

 9   it?

10   MS. DERENICK-LOPEZ:

11   Councilman, I'm not familiar with it, but

12   I'm going to ask T. David Williams if he

13   can come up and -- I'm sorry. The

14   Procurement Commissioner is more --

15   COUNCILMAN JOHNSON: I just

16   want to be clear. I want to clarify one

17   part of my question. An RCO group can

18   get a transcript, but individuals can't.

19   (Witness approached witness

20   table.)

21   MS. DERENICK-LOPEZ: Okay.

22   COMMISSIONER DAY: Hi. I'm

23   Trevor Day, Procurement Commissioner.

24   I can't answer the specifics to

25   your question, but I would be more than

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   willing to look at the issue, you know.

3   It is put out -- the specifications to

4   the contract is put out in conversation

5   with the departments, and so if there's a

6   need to add a cost -- or a copy to the

7   public, I think that's maybe possible to

8   do. It may also be possible for the

9   department to pay for the copy and then

10   charge the public a fee, you know.

11   COUNCILMAN JOHNSON: So here's

12   what I would like to recommend, and I'll

13   have my staff do the follow-up. For

14   those various boards and commissions that

15   we actually contract with, I would like

16   to recommend that for individuals who are

17   indigent, come from poor backgrounds,

18   particularly individuals, not RCO

19   organizations, that they should have the

20   same rights that we do in City Council

21   and information should be provided free.

22   Because we don't want to be in the

23   predicament where, again, just because a

24   person is poor, don't have the type of

25   money that individuals they're normally

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      competing with and a lot of times

 3      developers or their lawyers or just the

 4      average person who just want to know

 5      maybe there's a historical ruling that's

 6      going to take place regarding one of the

 7      buildings and they need transcripts and

 8      don't have the money to get those

 9      transcripts, they should have the

10      opportunity to receive a free copy.  I

11      think that would be a small price to pay

12      for transparency and accessibility.

13                MS. DERENICK-LOPEZ:

14      Councilman, we'll look into it and then

15      we'll follow back up with your office.

16                COUNCILMAN JOHNSON:  Okay.

17                MS. DERENICK-LOPEZ:  Thank you.

18                COUNCILMAN JOHNSON:  Thank you,

19      Christine.

20                MS. DERENICK-LOPEZ:  Thank you.

21                COUNCILMAN HENON:  Thank you,

22      Councilman.

23                The Chair recognizes Councilman

24      Jones.

25                COUNCILMAN JONES:  Thank you,
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Mr. Chairman.

3   Real quick question. What is

4   it? Is it -- what is the program 360,

5   something 360?

6   MS. DERENICK-LOPEZ: Office.

7   COUNCILMAN JONES: Office 360.

8   Do we have that?

9   MS. DERENICK-LOPEZ: So I'm

10   going to ask Charlie Brennan, who is very

11   passionate about that particular topic,

12   to come up and talk about it.

13   COUNCILMAN JONES: And the

14   reason I ask that is because many times

15   we find ourselves doing documents on

16   programs that people have so long ago

17   discarded that we have to convert it into

18   a document that is a little more recent.

19   If we're talking about efficiency, I

20   mean, that's a real low-hanging fruit

21   that we can grab and move forward.

22   Tell me your view. I told you

23   I was going to get you up here.

24   MR. BRENNAN: Yes, you did.

25   I'm Charlie Brennan. I'm the CIO.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   We actually started to install

 3   Office 365 in Council about a month ago,

 4   but we backed off because it was too

 5   disruptive during budget hearings. So

 6   we're going to wait until budget hearings

 7   are over. And I'm glad you asked the

 8   question, because it really goes to

 9   something Councilman Domb really brought

10   up, is right now we've got about 23,000

11   copies of Office. And Office, believe it

12   or not, is the one product everybody

13   uses. We all use it. All your staffers

14   use it. You use it. You use it for

15   e-mail, 23,000 other City employees use

16   it, but to be honest with you, the

17   versions are all over the place, and as

18   you said, some of the older versions

19   won't work with some of the newer stuff.

20   So we're going to convert the

21   entire City to Office 365, which will,

22   for the first time in the history of the

23   City, put us all on the same platform.

24   So as far as a productivity tool, it

25   really is a tremendous productivity tool.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   You'll be able to have virtually -- I've

3   been to some Councilmembers' offices

4   where they complain about your inability

5   to store documents. You'll be able to

6   store virtually unlimited documents.

7   You'll be able to have a document --

8   every document you ever created at your

9   fingertips on your phone.

10   So we're going to wait until

11   after budget is over. We're going to hit

12   Council, install it in all your offices,

13   and you should be -- after you come back,

14   it should all be up and working. So

15   we're working with the Council

16   President's office on that now.

17   COUNCILMAN JONES: One of the

18   reasons is in today's technology, you can

19   save money by not traveling, by using

20   FaceTime on regular cell phones, but

21   under the Office 365, you can do it on

22   desktops, which allows virtual meetings,

23   not just within government but within

24   government at the state level or at the

25   federal level. And instead of having to

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2     do that trip, which I love beautiful

 3     downtown Harrisburg, but if I could avoid

 4     going up and down that Turnpike and put

 5     people in a situation where I can

 6     actually see them and we can do it with

 7     telephone conference calls, it's not the

 8     same viewing a presentation.  It is not

 9     the same watching reaction of other

10     people, and it allows us to operate more

11     efficiently, less paper and less travel

12     time.  So I'm glad to hear that we're

13     going to do that.

14                MR. BRENNAN:  Councilman, it

15     will actually let you do face-to-face

16     meetings.  And I forgot the most thing

17     about the installation of this in

18     Council.  All this is coming out of my

19     budget, not yours.

20                COUNCILMAN JONES:  Well, on

21     that note, you can't get better than a

22     home run, Mr. Chairman.  I'm going to let

23     it go.

24                COUNCILMAN HENON:  Thank you,

25     Councilman.
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   The Chair recognizes Councilman

 3   Domb.

 4   COUNCILMAN DOMB: Thank you,

 5   Mr. Chairman.

 6   A few more questions I wanted

 7   to ask. The technology sector is so

 8   important to Philadelphia, and I'm going

 9   to talk about in the private sector and

10   the public sector. In the private

11   sector, you probably are aware that the

12   economic multiplier of jobs for tech is

13   five to one. For every job you create in

14   tech, you would create five more jobs.

15   At the port, it's 1.6, just to give you

16   some comparison. So we have 14,000 tech

17   jobs today. We have tremendous tech

18   communities in Philadelphia that are

19   building, and most of the people I would

20   say are under 40 or under 35 or some even

21   under 30. And I see OIT and I see you

22   have a lot of talented young people in

23   your department, and if I was in your

24   shoes and running your department, I

25   would create a task force of these young

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   people and say, how do we make the City

 3   of Philadelphia way better than it is

 4   today and get their ideas. They are the

 5   brains of tech. I would not be the

 6   brains of tech. I wasn't brought up by

 7   it. I'm being totally honest.

 8   So if there's some way of your

 9   forming a task force within and have Tim

10   in charge of it and I would gather all

11   these younger people and get them to say

12   how do we want our city to look the next

13   five or ten years, that should be a goal

14   we should try to accomplish, because they

15   are the future and they know what's

16   important.

17   MS. DERENICK-LOPEZ: I agree.

18   Thank you.

19   COUNCILMAN DOMB: Would you be

20   willing to form that kind of a task

21   force?

22   MS. DERENICK-LOPEZ: So I meet

23   with all of -- everyone in this CAO's

24   office. So as I mentioned, all of the

25   Open Data Digital Transformation team is

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 1       4/25/17 - WHOLE - BILL 170195, ETC.

 2       here and then also we have staff in

 3       Charlie's team, OIT.  So I have to spend

 4       more time over there, but I'm with the

 5       Open Data Digital Transformation at least

 6       once a quarter, at least.  So --

 7               COUNCILMAN DOMB:  I'm talking

 8       about let them drive, to a large degree,

 9       what we need.

10               I went to South by Southwest.

11       I was the oldest one there probably by 25

12       or 30 years.  Everyone there is young,

13       and they're the ones driving this

14       equation today.  So we need to embrace

15       them and get them involved.

16               MR. WISNIEWSKI:  I think that's

17       a great idea, Councilman.

18               Tim Wisniewski, Chief Data

19       Officer.

20               Thanks for raising that and for

21       your kind words.  I think one of the best

22       parts about trying to do something like

23       that in Philadelphia is that we don't

24       have to do it ourselves.  City government

25       doesn't have to be even the primary
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 1         4/25/17 - WHOLE - BILL 170195, ETC.

 2       pusher of that.  There's groups out there

 3       like Coded by Kids, and I think we're

 4       going to see a ton of examples in the

 5       next couple weeks during Philly Tech Week

 6       of folks who think the same exact way who

 7       are trying to do things like that.  In

 8       fact, on Friday there's a breakfast of

 9       leaders in the tech community, and Eliza

10       Pollack from our Information Management

11       Office is going out, and that's one of

12       the things they're going to be talking

13       about, is how do we build on the

14       strengths that we have in Philadelphia

15       and support it from our various networks.

16              COUNCILMAN DOMB:  I guess what

17       I'm curious to know is from our younger

18       people in tech, how could we make our

19       government more efficient, more

20       technology oriented, how do we look at

21       the next 10 or 15 or 20 years and where

22       do we want to be.  They have the vision.

23       They understand the technology way better

24       than people of my age, and we should

25       embrace them, and I'd like to see that
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   task force formed and get their ideas.

3   That's how you become great. When you go

4   to younger people with great ideas, then

5   great things happen.

6   Thank you.

7   Thank you, Mr. Chairman.

8   COUNCILMAN HENON: Thank you,

9   Councilman.

10   The Chair recognizes Councilman

11   Green.

12   COUNCILMAN GREEN: Thank you,

13   Mr. Chair.

14   I just wanted to follow up with

15   a couple of questions. Some of the

16   questions may have been addressed a

17   little bit earlier when I was tied up

18   with a Gas Commission hearing that I was

19   chairing this morning.

20   I wanted to touch base with

21   efforts regarding best value. I know

22   that initiative will be on the ballot in

23   the next month, but I'm curious in

24   reference to assuming that that ballot

25   initiative is passed, what are the next

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   steps regarding best value regarding

 3   rollout and as well as informing vendors

 4   and others regarding this new initiative

 5   from the City?

 6   MS. DERENICK-LOPEZ: Thank you,

 7   Councilman. Right now we're in the

 8   process of getting the regulations and

 9   guidelines in a place where we can share

10   them and get feedback from Councilmembers

11   and other groups that we're still

12   thinking through. Assuming we get that

13   feedback, we're going to post the

14   regulations. We'll go through the formal

15   process of posting them in the Department

16   of Records for 30 days. If anyone

17   requests a hearing, we'll host a hearing.

18   And then it's a matter of starting to

19   operationalize it.

20   But I do think the regulations

21   and guidelines, we want to be thoughtful

22   and we want to make sure we get feedback.

23   Our goal is to do it right, and so that

24   is really the next step. Oh, and then as

25   far as sending information to vendors,

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2       the Procurement Commissioner will be

 3       sending a letter advising firms of the

 4       new 17-1400 regulations, because we think

 5       that's important information for them to

 6       have, but obviously we didn't want to do

 7       that until after -- that we

 8       optimistically hope that best value

 9       passes and is approved by the voters.

10                COUNCILMAN GREEN:  And do you

11       plan any type of outreach activities with

12       various entities?  If assuming that the

13       legislation is passed and voted upon by

14       the electorates of the City on May 16th,

15       do you anticipate any -- and I know

16       you're drafting the regulations, you're

17       getting comment, but do you anticipate

18       any type of communication process to

19       people throughout the City of

20       Philadelphia and broader what is best

21       value so you can get more and more

22       vendors aware of what the dynamics and

23       changes for best value will be, and that

24       may impact them from a business

25       standpoint or doing business with the
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   City perspective?

3   MS. DERENICK-LOPEZ: Yes.

4   Probably next week we're going to start

5   sending some information out. Obviously

6   we wanted to provide Councilmembers with

7   some information should you receive any

8   inquiries from your constituents. We're

9   also going to send some information out

10   to the chambers. We're speaking about

11   some media outlets just to help educate

12   folks what best value is and why it's

13   important to the City, and obviously

14   we're working with OEO as well as

15   Procurement and the Community Engagement

16   team with the City to make sure we can do

17   as much educating as possible.

18   COUNCILMAN GREEN: I would also

19   suggest that we have MED Week in the fall

20   and a number of other organizations have

21   business engagement or discussion events

22   throughout the year, but I would suggest

23   probably in the fall having some type of

24   activity during the MED Week process as

25   well as reaching out and doing some type

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   of joint forums with the various

3   chambers, not only the Greater

4   Philadelphia Chamber of Commerce but also

5   all the other ethnic chambers to really

6   kind of give a real perspective on what

7   is best value, what it's not, to really

8   educate people. I think giving the

9   summer as a time to work on the

10   regulations and drafting, but in

11   preparation for the fall and going

12   through the fall, having a real engaged

13   outreach to various businesses so people

14   can get a full understanding of what is

15   best value.

16   MS. DERENICK-LOPEZ: That's a

17   great suggestion. MED Week is a great

18   suggestion as well as the others. Thank

19   you.

20   COUNCILMAN GREEN: Thank you,

21   Mr. Chair.

22   COUNCILMAN HENON: Thank you,

23   Councilman.

24   When the office of CAO was

25   created, the intent was to increase the

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2       efficiency of our government, right?  And

 3       we're trying to integrate departments,

 4       intergovernmental cooperation when it

 5       comes to technology, breaking down a lot

 6       of the divides, including digital divide,

 7       our silo operations, legacy programs and

 8       working in conjunction with OIT.  So

 9       efficiency of our government was a

10       priority.  And we're over a year into

11       that being addressed.

12                 If you were to make a statement

13       on -- what would be the top five changes

14       and priorities for the office of CAO and

15       how can City Council continue to help

16       meet those goals and priorities for a

17       more efficient, a more open, a more

18       transparent, and a more engaged

19       communication with our communities?

20                 MS. DERENICK-LOPEZ:  So I think

21       the focus has been to look at the work

22       and identify where there's opportunities

23       to create efficiency.  So obviously we

24       started in contracting.  I think,

25       considering it was three months this past
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   weekend I've been in this role, so I --

 3   COUNCILMAN HENON: But you have

 4   a good team.

 5   MS. DERENICK-LOPEZ: Yeah. I

 6   have a great team. I have an awesome

 7   team. I'm very fortunate.

 8   So I think once I get my feet

 9   under me, so to speak, it's really

10   focusing on what is next for us, right?

11   So this year fields a lot of

12   operationalizing. Last year was the

13   building the strategy. And so this year

14   is getting electronic signatures up.

15   It's operationalizing best value. It's

16   implementing the vendor performance.

17   We've never looked at vendor performance

18   from a centralized Procurement

19   Department. That will be a new process

20   for us and a change that we'll have to

21   lead through across the government and

22   continuing to look back on the RFP

23   process to find additional efficiencies.

24   Obviously now that I'm in the

25   tech space, there's a ton of opportunity

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2       there.  What Tim's team is doing with our
 3       digital front door with beta and
 4       eventually changing phila.gov is I think
 5       really exciting for Philadelphia and I
 6       think changing the way residents engage
 7       with their government and it's not -- you
 8       don't have to be a clairvoyant to figure
 9       out how to find which process.  I think
10       that's something that will be really
11       exciting for us to do.
12            COUNCILMAN HENON:  Tim can
13       handle that for sure.  And that is, I
14       mean, the face of -- that's some people's
15       first contact and interaction with
16       government, is what you put out there on
17       the front end.  Obviously we need the
18       back end to work, and that's the systems
19       and some of the things that you're, I
20       guess, implementing this year from your
21       strategy.  So this year we'll just
22       continue to move forward with
23       effectuating the long-term strategy plans
24       for our capital investments.  Would that
25       be correct?  Is that fair to say?
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   MS. DERENICK-LOPEZ: With the

3   contracting, I think it's moving into the

4   tech space. So we have a capital request

5   for the full beta, moving beta to

6   phila.gov. So, I mean, it's going to get

7   really exciting, and Tim has a lot of

8   plans about engaging the community to

9   really deliver something that I think the

10   City deserves as far as the virtual front

11   door. And then in Charlie's space in our

12   OIT, I think it's starting to begin the

13   process of addressing the legacy systems.

14   COUNCILMAN HENON: And there's

15   a continuity between your office with

16   OIT?

17   MS. DERENICK-LOPEZ: There is a

18   big-time continuity between our offices.

19   COUNCILMAN HENON: Especially

20   when it comes to scheduling and unveiling

21   and launching, it's all in concert with

22   the same timetable?

23   MR. WISNIEWSKI: Yes.

24   Tim Wisniewski, Chief Data

25   Officer.

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2                    Yeah.  So in particular, when
 3    we change the URL, sometimes the existing
 4    website might be over at OIT.  So we
 5    coordinate with them about changing URLs
 6    over.  We have pretty regular meetings
 7    both on the digital side and also on the
 8    open data side, because they have a great
 9    data shop there, the GIS group, that we
10    collaborate really closely with.
11                    COUNCILMAN HENON:  We love maps
12    here in the City of Philadelphia.
13                    MR. WISNIEWSKI:  That's right.
14                    COUNCILMAN HENON:  We love
15    maps.
16                    So last year there was a note
17    in your budget testimony that there would
18    be an annual citizen survey related to
19    City services and customer service.  Have
20    these surveys been conducted yet and, if
21    so, what are the type of results we've
22    been seeing?
23                    MS. DERENICK-LOPEZ:  So I'm
24    going to ask Angelina Ruffin to come up
25    and speak to the survey.
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COUNCILMAN HENON: And do you

3   have -- while she approaches, will there

4   be a process that incorporates the

5   feedback directly into departments?

6   MS. DERENICK-LOPEZ: From the

7   survey?

8   COUNCILMAN HENON: The results

9   of the surveys, yes.

10   MS. DERENICK-LOPEZ: For the

11   survey you're talking about, right?

12   COUNCILMAN HENON: So, one, I'm

13   asking about the surveys and if they've

14   been coming back, what you've been

15   seeing. And, two, is there a process in

16   which it's going -- the feedback is going

17   to be filtered back to the departments

18   for its efficiency and changes that may

19   be needed and advice?

20   (Witness approached witness

21   table.)

22   MS. RUFFIN: Good morning. My

23   name is Angelina Ruffin. I'm the

24   Director of Performance Management for

25   the City.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   So, yes, we did conduct a

 3   resident survey. It just concluded in

 4   February, February 15th. We're expecting

 5   preliminary results back at the end of

 6   this week. So we are going to be putting

 7   our report to the public on what the

 8   residents think are important for us to

 9   improve on. Based on that, of course,

10   we're going to be looking at what are the

11   most important areas for improvement,

12   looking at each service and what they're

13   identifying by the department and

14   conveying that information back to the

15   department, and then I'm going to be

16   working with the departments to try to

17   address some of those issues.

18   COUNCILMAN HENON: That's

19   great. What's the process, if you don't

20   mind -- I don't want to put anybody on

21   the spot, but we're going through our

22   budget process here, and I think that

23   feedback is important for us as

24   legislature and the policymakers and

25   going through the budget, that some of

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   that feedback will be important I think

3   through this process and what we can

4   fight for just coming -- as the citizens

5   are giving us their direct line feedback,

6   aside what we get every single day

7   throughout the day and on weekends. So

8   is there going to be a process where

9   Council will be informed before all that

10   information is released?

11   MS. RUFFIN: We can definitely

12   discuss us doing a briefing with Council

13   before the --

14   COUNCILMAN HENON: If you can.

15   MS. RUFFIN: Absolutely.

16   COUNCILMAN HENON: If you get

17   back and talk to the Administration

18   about -- on the time of the release, if

19   it's going to be this week, and if you

20   have it in whatever format it is, that

21   this legislative body is informed in

22   advance while the -- with the intent of

23   trying to address some of the issues that

24   may arise as a result of the surveys

25   through the budget process.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   MS. RUFFIN: Yeah. Absolutely.

3   We'll be getting the preliminary results

4   back this week. So we'll take a look at

5   those, and then as we do more analysis,

6   we'll definitely, before we put out the

7   report, try to connect with you.

8   We are really excited. We've

9   actually got over 9,000 residents to

10   complete the survey. This is the biggest

11   number of respondents that any city that

12   has conducted a resident survey has done

13   in the past two years. So we're really

14   excited to hear what our residents have

15   to say.

16   COUNCILMAN HENON: I think

17   that's --

18   MS. RUFFIN: It's going to be

19   great.

20   COUNCILMAN HENON: That's

21   fantastic. We're excited as well,

22   especially on the preliminary results.

23   Out of the 9,000, just out of

24   curiosity, would you know hard copy,

25   electronic, what was the majority of the

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   surveys, how were they conducted?

 3   MS. RUFFIN: I'm not sure on

 4   the exact numbers. I know that we did do

 5   an effort to try to increase the number

 6   of minority participation across the

 7   City. So we did do a number of paper

 8   surveys. We also do it electronically.

 9   We also were able to take it by an app.

10   So I can definitely get that information

11   for you.

12   COUNCILMAN HENON: I took them

13   out in my community, a hard copy, also

14   promoted just from the City's website

15   electronically. I'm just curious just as

16   an observation which way was the better

17   communicative method to reach the

18   citizens of the City of Philadelphia.

19   That's all.

20   MS. RUFFIN: I think we have to

21   use all methods, honestly, because

22   different communities respond to

23   different things. So definitely we're

24   trying to get a representation from lower

25   income individuals in the City who may

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   not have access to computers and that

3   kind of stuff. It's definitely better to

4   get the word out through having them have

5   the opportunity to complete it in paper

6   hard copy at a library or wherever else.

7   So I can definitely get you the details

8   as to what the breakdown was in terms of

9   respondents by the different modes we

10   administered.

11   COUNCILMAN HENON: Well, thank

12   you, and great job with it. I appreciate

13   your time here.

14   MS. RUFFIN: Thank you.

15   COUNCILMAN HENON: The Chair

16   recognizes Councilman Johnson.

17   Excuse me, Councilman.

18   The Chair recognizes

19   Councilwoman Brown.

20   COUNCILWOMAN BROWN: Thank you.

21   Good morning.

22   MS. DERENICK-LOPEZ: Good

23   morning.

24   COUNCILWOMAN BROWN: How long

25   have you been in your current position?

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   MS. DERENICK-LOPEZ: Three

 3   months.

 4   COUNCILWOMAN BROWN: Ninety

 5   days old.

 6   MS. DERENICK-LOPEZ: Yes,

 7   ma'am.

 8   COUNCILWOMAN BROWN: You have a

 9   lot to get your arms around with members

10   of your team.

11   MS. DERENICK-LOPEZ: I do.

12   COUNCILWOMAN BROWN: First, let

13   me underscore Councilman Green's

14   recommendation. I would ask that you

15   take that under serious consideration,

16   because during MED Week is the opportune

17   time given the issue to educate, inform,

18   and enlighten the world about this new

19   measure. It is high up on the radar

20   screen of MBEs and WBEs, and that's the

21   time to seize the moment to talk about

22   this new measure.

23   MS. DERENICK-LOPEZ: Yeah.

24   Thank you. We participated in MED Week

25   and we always -- at the airport when I

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 1       4/25/17 - WHOLE - BILL 170195, ETC.

 2     was there, we participated in MED Week.

 3     So count us in.  We'll be there for sure.

 4               COUNCILWOMAN BROWN:  But to

 5     educate folks on this new measure.

 6               MS. DERENICK-LOPEZ:  Yes.

 7     Thank you.

 8               COUNCILWOMAN BROWN:  In your

 9     vendor performance system, are you going

10     to be looking at MBE/WBE performance as

11     well?

12               MS. DERENICK-LOPEZ:  Yes.

13     We're going to be looking at, for public

14     works, how vendors delivered on time, on

15     budget, but also on their DBE goals as

16     well as EOP goals.

17               COUNCILWOMAN BROWN:  And when

18     do you anticipate, knowing that this is

19     new, the first opportunity for you to

20     measure and report out a year or 18

21     months worth of findings?

22               MS. DERENICK-LOPEZ:  So we're

23     going through the process to procure the

24     vendor performance module, and what we'd

25     like to do, our goal is to have it
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   operational for our first best value,

3   assuming it passes by -- the voters pass

4   it. We'd like to have it operational for

5   the first contracting opportunity for

6   best value. That's our goal.

7   COUNCILWOMAN BROWN: So then

8   you would be prepared to report back to

9   Council during the next budget season

10   what the yield has been; is that fair to

11   say?

12   MS. DERENICK-LOPEZ: I think

13   that's fair, yeah.

14   COUNCILWOMAN BROWN: All right.

15   A number of us, including me, pay a lot

16   of attention to pay equity, and I've

17   stated in other -- with other departments

18   that our government should not be guilty

19   of pay equity. So my office pays

20   particular attention to the salaries of

21   staff across gender and across race. And

22   so on Page 3 and Page 9, help me

23   understand the substantial difference

24   between the minority professionals and

25   the non-African American professionals.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   MS. DERENICK-LOPEZ: So Page 3

 3   indicates our new hires. So the African

 4   American employee is a hearing officer.

 5   The Hispanic is my administrative

 6   executive assistant, who worked for me at

 7   the airport and she's coming back. And

 8   then the white employees are -- two are

 9   members on the Open Data Digital

10   Transformation and one is going to be an

11   analyst working in our transformation

12   team, our project team and --

13   COUNCILWOMAN BROWN: Is that to

14   suggest it has more to do with duty and

15   responsibility versus -- and that sort of

16   drives the salary?

17   MS. DERENICK-LOPEZ: Yeah. So

18   the hearing officers have a very set

19   salary. There's a junior position and a

20   senior position, and they're all paid the

21   same.

22   COUNCILWOMAN BROWN: Okay.

23   MS. DERENICK-LOPEZ: So that's

24   the majority. And then in the Open Data

25   Digital Transformation, there's a lot of

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1        4/25/17 - WHOLE - BILL 170195, ETC.
2   developers, there's design, there's
3   content strategists.  So the pay is --
4             COUNCILWOMAN BROWN:
5   Commensurate with --
6             MS. DERENICK-LOPEZ:  With the
7   marketplace.  We try to be as competitive
8   as possible.
9             COUNCILWOMAN BROWN:  Of course.
10            On Page 9.
11            MS. DERENICK-LOPEZ:  So as far
12  as compensation, the hearing officers, so
13  our staff at BAA and OAR are pretty
14  much -- everybody makes the same amount
15  depending on the job.  In Open Data
16  Digital Transformation, that's where the
17  compensation varies, and a lot of that is
18  marketplace driven, experience, and the
19  job.  So a developer, what does that pay.
20  A content strategist, what does that pay.
21  So that's how we look at that.
22            COUNCILWOMAN BROWN:  Experience
23  as determined by whom?
24            MS. DERENICK-LOPEZ:  Well, it
25  would be doing that work.  So if you were
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   a developer for ten years versus a

3   developer for two, your ability to

4   deliver is going to look different, so we

5   want to make sure we acknowledge that.

6   COUNCILWOMAN BROWN: Okay.

7   What is the philosophy of your department

8   when it comes to this now finally getting

9   national attention, the issue of pay

10   equity?

11   MS. DERENICK-LOPEZ: So

12   obviously as a woman, I support it fully.

13   I think for us where we see the

14   opportunity to increase diversity is in

15   our Open Data Digital Transformation, and

16   so -- because that is where the higher

17   salaries are, given the work that those

18   folks do.

19   COUNCILWOMAN BROWN: I see.

20   MS. DERENICK-LOPEZ: So what

21   we've been doing and what Tim has been

22   doing is in the tech space, it's about

23   going to meetups. So there's --

24   COUNCILWOMAN BROWN: It's about

25   going to?

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2               MS. DERENICK-LOPEZ:  Meetups.

 3               COUNCILWOMAN BROWN:  I know

 4     what that is.

 5               MS. DERENICK-LOPEZ:  So Tim has

 6     been spending a lot of his time -- and

 7     I'm going to let Tim speak.  He's been

 8     going to meetups such as The ITEM and

 9     he's spoken, and there's been several

10     more.  And then Jackie, who is leading

11     our recruitment effort, Jackie has been

12     focusing on hiring practices, which we've

13     been following to the -- she's been

14     incredibly helpful, but also Jackie has

15     given us strategies on targeted

16     recruitment efforts.

17               COUNCILWOMAN BROWN:  So let's

18     talk about that, because we discovered

19     with the airport where they -- not the

20     airport.  Forgive me.  The Police

21     Department is having similar challenges

22     as well, and it's during budget hearings

23     where we learn where those challenges

24     are, and we can be helpful and useful in

25     pointing you in the direction to face
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   those challenges head on, thus improve

 3   the numbers.

 4   So just speak briefly for the

 5   time we have left what your targeted

 6   recruitment strategies are.

 7   Then I'd love to hear from you,

 8   sir.

 9   MS. LINTON: So good morning.

10   I'm Jackie Linton. I'm Deputy CAO for

11   the Human Resources and Talent Unit.

12   One of the things we've been

13   focusing on is creating some hiring best

14   practices. That includes both

15   interviewing as well as sourcing

16   candidates. And we actually sort -- I

17   mean, we post jobs on websites, like

18   Monster, Indeed, LinkedIn, places where

19   all kinds of people are likely to see

20   them, and in addition to that, we also go

21   to career fairs that are specifically

22   focused on different nationalities or

23   different groups. For instance, we just

24   went to the Al Dia conference, and we're

25   also hosting our second citywide career

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   fair, and it's going to be at the

 3   Convention Center this year, and we hope

 4   it will be much bigger than last year.

 5   And our goal there is to open it up to

 6   the public. We'll post things all over

 7   the City -- City Council actually helped

 8   us with that last year -- so that we can

 9   make available the jobs that are

10   available and those that will be coming

11   up.

12   So those are some of the things

13   that we're doing to really kind of get

14   the word out about our jobs to anyone who

15   would want to apply.

16   COUNCILWOMAN BROWN: Okay. So

17   what I would add to that is, there are a

18   number of -- there are a gazillion

19   professional associations of

20   college-educated African American

21   professionals who yearn for this type of

22   information so that they can share that

23   amongst their membership.

24   MS. LINTON: That's right.

25   COUNCILWOMAN BROWN: Finding a

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   way to include them in the loop of

3   information will be very, very useful.

4   MS. LINTON: So one of the

5   things that we're focusing on going

6   forward is really -- most of those you

7   have to pay for -- is deciding which ones

8   of those we want to connect with and

9   actually doing just that.

10   COUNCILWOMAN BROWN: Okay.

11   Can I hear from you too,

12   please, sir, before --

13   MR. WISNIEWSKI: Yes. Thank

14   you, Councilwoman. Tim Wisniewski, Chief

15   Data Officer.

16   So diversity is really

17   important to our office, because despite

18   us having the label as like a tech and

19   design thing, like the bulk of our work

20   is actually in the empathy part, and we

21   believe that having a diverse team

22   increases our overall capacity for

23   empathy.

24   COUNCILWOMAN BROWN: Research

25   also shows that too.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   MR. WISNIEWSKI: Thank you.

 3   Yeah.

 4   So we've had five hiring

 5   opportunities develop in the last few

 6   months, and we saw that as a huge

 7   opportunity to increase the diversity of

 8   our team, and the way we went about it is

 9   by improving the steps of our hiring

10   process. So we really dissected it.

11   It's like a rabbit hole, I got to be

12   honest with you. Everything from

13   improving the way we write job

14   descriptions, taking a lot of the

15   recommendations from the office of HR and

16   Talent to the outreach, reaching out to

17   14 different organizations, some of them

18   like really industry specific and other

19   ones like the various Chambers of

20   Commerce in the City, but also like blind

21   screening of resumes, the interview

22   structure that we have and coming up with

23   evaluation criteria ahead of time and

24   actually evaluating before we talk to one

25   another and like avoiding group think,

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   that kind of thing.

 3   The last thing we want to do is

 4   actually like survey some of the

 5   candidates that we have. I'm really

 6   interested in that. And the goal really

 7   is to create a hiring process that is

 8   consistent, objective, welcoming, and

 9   inclusive regardless of a candidate's

10   race, ethnicity, age, ability or sexual

11   orientation.

12   So we still -- we filled two

13   positions so far. We have -- basically

14   we're thinking of it like there's another

15   round left of hiring. So we're actually

16   going to take the learnings that we got

17   from the first round and try to apply

18   them to the next round, sort of iterate

19   on it like we do with software. So we're

20   really excited about that opportunity.

21   COUNCILWOMAN BROWN: Well, I

22   must tell you that your authenticity

23   comes through as a team and it's quite

24   encouraging, and if we could take that

25   across government, we would be a stronger

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   city. So thank you for your leadership,

3   all three of you.

4   (Thank you.)

5   COUNCILWOMAN BROWN: Thank you,

6   Mr. Chairman.

7   COUNCILMAN HENON: Thank you,

8   Councilwoman.

9   Now that we have a quorum, we

10   have to handle some of our budget process

11   here. I'd like to note that one item for

12   the record, I want to offer amendments to

13   the Capital Program and Capital Budget

14   that require no vote of this body today.

15   One amendment increases funding with the

16   Commerce Department for the Schuylkill

17   River Waterfront in the following amounts

18   and years: FY18, $2 million; FY19, $1

19   million; and $250,000 per year for FY20

20   through FY23. These funds are intended

21   to foster further development of the

22   Schuylkill River Trail by financing key

23   components that are not fully funded in

24   the Capital Program as submitted.

25   The second amendment adds $1

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   million to the Finance Department for

 3   each year of the Capital Program for the

 4   purposes of increasing City Council's

 5   available funding for improvements to

 6   existing facilities, otherwise known as

 7   ITEF funding. This funding is used to

 8   support critically needed renovations and

 9   other improvements to City-owned

10   facilities.

11   The reasons why these

12   amendments are being offered today at

13   this time is that the Philadelphia Home

14   Rule Charter spells out the requirements

15   for any changes that will be able to be

16   made to the Capital Program. Before

17   Council can enact an amendment to the

18   Capital Program, other than an amendment

19   to delete a project, we must first

20   request through the Mayor and

21   recommendations from the City Planning

22   Commission. The Commission has 30 days

23   in which to respond what its

24   recommendations are. So I wanted to

25   start the clock and introduce any

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   amendment now.

3   Do all the members have copies

4   of these proposed amendments?

5   (Yes.)

6   COUNCILMAN HENON: Very well.

7   Councilmember Reynolds Brown

8   will offer these amendments on behalf of

9   Council President. I will not be

10   requesting a vote on the amendments. It

11   is my intent to get these amendments in

12   and on the record.

13   We will now briefly recess our

14   public hearing and go into our public

15   meeting for the purpose of introducing

16   these amendments into the official

17   record.

18   The Chair recognizes

19   Councilwoman Reynolds Brown.

20   COUNCILWOMAN BROWN: Thank you,

21   Mr. Chairman. I offer proposed

22   amendments to Bill Nos. 170195 and 170196

23   and request that no vote be taken on them

24   at this time.

25   COUNCILMAN HENON: Thank you.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   We'll see that the stenographer receives

 3   a copy of the amendments so that they may

 4   be made part of the record.

 5   We will now go back to our

 6   public hearing.

 7   The Chair recognizes Councilman

 8   Johnson.

 9   COUNCILMAN JOHNSON: Thank you,

10   Mr. Chair.

11   Christine, I want to go back to

12   the process of vending and vendors and

13   contracts. Since I've been in Council,

14   one of the key complaints and/or issues

15   or concerns that will come from small

16   businesses that do work with the City of

17   Philadelphia is the average time, or lack

18   of, the City pays vendors and

19   subcontractors their pay. And so, one, I

20   want to ask, do you know the average

21   timeframe? Two, what's the process of

22   monitoring how the City pays their

23   contractors and subcontractors? And,

24   three, what are we going to do to take

25   steps moving forward to address this

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   issue?

 3   MS. DERENICK-LOPEZ: So last

 4   year we looked at slow pay, and we really

 5   did a lot of analytics about why and

 6   what -- it was the genesis for eSignature

 7   in RFPs, quite frankly. What we realized

 8   is that departments with an RFP perhaps

 9   would take the opportunity to amend a

10   contract. So you have a contract. You

11   have the right to extend it for a year,

12   amend it, and then have the vendor work,

13   but we weren't able to pay them until it

14   was amended or fully conformed. And so

15   that was at one point 135 days. So

16   that's a lot to ask for a prime and then

17   you're talking about their subs, which

18   tend to be local small M/W/DSBEs, it was

19   a challenge, which was why we implemented

20   the electronic signature for RFPs.

21   So what we did this year is, we

22   have eight departments. The first

23   department we brought on board was OIT.

24   So we took a deep dive into some of OIT's

25   amendments and we're seeing improvements

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   of 25 to 50 percent. So once a contract

3   has been conformed, there's no reason not

4   to pay an invoice. So the fact that --

5   so that's how we're addressing it.

6   I don't -- again, we don't have

7   the full City on board until the end of

8   the year, so this is going to take a

9   little time to get there, but we think

10   this is how we're going to be able to get

11   there. And then obviously in

12   Procurement, implementing their

13   electronic -- their PHLContracts, that

14   will also expedite the process.

15   COUNCILMAN JOHNSON: Thank you

16   very much.

17   MS. DERENICK-LOPEZ: Thank you.

18   COUNCILMAN HENON: Thank you,

19   Councilman.

20   The Chair recognizes Councilman

21   Domb.

22   COUNCILMAN DOMB: Thank you,

23   Mr. Chairman.

24   I have a few more questions I

25   just wanted to ask. In your budget it

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   said in the Office of Administrative

3   Review program, there are five Board

4   members getting paid 45,000 each. Can

5   you explain their roles?

6   MS. DERENICK-LOPEZ: So I'll

7   ask Paula Weiss to come up.

8   (Witness approached witness

9   table.)

10   MS. WEISS: Good morning,

11   Councilman. I'm Paula Weiss, Executive

12   Director of the Office of Administrative

13   Review.

14   The five Board members that

15   you're talking about are members of the

16   Tax Review Board. There are five members

17   appointed by the Mayor. They're actually

18   paid 10 -- they're paid $100 per meeting

19   that they attend to a ceiling of $10,000

20   a year. So actually that $45,000 is for

21   five Board members for an entire year's

22   work. They meet twice a week, Tuesdays

23   and Thursdays at 2 o'clock, and their

24   jurisdiction is very broad. They hear

25   appeals by taxpayers for almost every

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   bill or claim collectable by the

3   Department of Revenue. So they hear --

4   they provide administrative appeals for

5   everything from a taxpayer questioning a

6      $50 water bill to a multimillion-dollar

7   audit assessment by the Department of

8   Revenue.

9   COUNCILMAN DOMB: Okay. Thank

10   you.

11   And then another question is,

12   is the Sweep and Alarm a collection

13   service run by Xerox?

14   MS. WEISS: It's not -- it's a

15   full-service database system and

16   collection opportunity that currently --

17   it was Xerox State and Local Solutions.

18   It is now Conduent State and Local

19   Solutions. They were spun off by Xerox

20   in the last six to eight months. They

21   provide the database on which all of our

22   alarm registrations, false alarm fines,

23   code violation notices reside and are

24   processed, and then they provide

25   consulting services for the enforcement

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1      4/25/17 - WHOLE - BILL 170195, ETC.

2    and collection as well as administrative

3    review process.

4              COUNCILMAN DOMB:  So we pay

5    them 1.255 million for the service, 1.255

6    million.  How much in fees did we get

7    from that?

8              MS. WEISS:  We collected in

9    total approximately $10 million.

10             COUNCILMAN DOMB:  That's good

11   then.

12             I don't have any other

13   questions.  Thank you very much.

14             Thank you, Mr. Chairman.

15             COUNCILMAN HENON:  Thank you,

16   Councilman.

17             The Chair recognizes Councilman

18   Green.

19             COUNCILMAN GREEN:  Thank you,

20   Mr. Chair.

21             During the weeks of the Rebuild

22   discussion, there's been comments that

23   I've made and others regarding how we

24   could provide additional opportunities to

25   businesses of color in the City of
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Philadelphia as part of the Rebuild

3   initiative. One way of doing that,

4   considering we're looking at renovating

5   our parks, recreation centers, and

6   libraries, is unbundling some of these

7   contracts and put them in smaller

8   contract forms to make it easier for

9   smaller contractors to participate in the

10   procurement process.

11   From a City perspective in

12   looking at contracts beyond Rebuild, I've

13   had some conversations, I think, with

14   people in your department and also with

15   the Procurement Commissioner. What steps

16   would it take to start the discussion

17   regarding unbundling contracts for City

18   contracts to put those contracts in a

19   smaller form? I know we've been working

20   through the eProcurement process as well

21   as best value, but going forward, what

22   steps would it take to take on that

23   initiative? And that's a question for

24   the Chief Administrative Officer as well

25   the Procurement Commissioner.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   MS. DERENICK-LOPEZ: So I think

 3   what best value and obviously in the

 4   Procurement Department, because it's in a

 5   centralized department, it's somewhat

 6   more efficient, if you will, for us to

 7   gauge at the departments. I think once

 8   we launch best value, we're going to be

 9   more intimately involved in understanding

10   what the contract opportunity is. And so

11   I think it's going to be natural and very

12   organic for us to talk about, well, where

13   are the opportunities to debundle, quite

14   frankly. So I see it as greater

15   opportunity to have those -- because it

16   creates a dialogue for those

17   conversations.

18   In the RFP process -- and the

19   other thing, as you mentioned, is, we're

20   looking at best value as an opportunity

21   to learn and then how can we incorporate

22   those learnings into other contracting

23   processes such as RFPs. So that's how

24   I'm looking at it and approaching it.

25   I don't know if Trevor wants to

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 1      4/25/17 - WHOLE - BILL 170195, ETC.
 2    come up and talk about the Procurement
 3    Department.
 4               (Witness approached witness
 5    table.)
 6               COMMISSIONER DAY:  So we do an
 7    analysis --
 8               COUNCILMAN HENON:  Can you
 9    state your name for the record.
10               COMMISSIONER DAY:  Yes.  Sorry.
11    Trevor Day, Procurement Commissioner.
12               We do an analysis on a regular
13    basis on the size of our contracts, the
14    contracts that we bundle, the contracts
15    that we de-bundle.  And we can send this
16    information to you.  On the services,
17    supplies, and equipment, somewhere
18    between 70 to 80 percent of our contracts
19    are below the $250,000 contract level,
20    which is pretty small in comparison to
21    the contracts that we solicit citywide.
22    I mean, we can have multimillion-dollar
23    contracts.
24               If there is an opportunity to
25    de-bundle, we're trying to have that
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   conversation. We're trying to identify

3   areas that could be parsed apart that

4   would be able to be -- award contracts

5   locally, award contracts to women,

6   minority-owned firms. We're having a

7   discussion with Iola about sort of

8   building a pipeline of making those

9   opportunities more available. So we're

10   having those conversations now, and we're

11   continuing to assess that on a regular

12   basis.

13   COUNCILMAN GREEN: Has there

14   been any conversation or have you had any

15   outreach to any peer cities that may have

16   done unbundling of contracts to see what

17   steps they've taken in that regard?

18   COMMISSIONER DAY: We haven't

19   done that too much, and we probably

20   could. I mean, that may be something

21   that we can partner with the CAO on

22   doing. We've done that on best value and

23   we've made a lot of connections, and we

24   can definitely include that in what we

25   do.

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2              COUNCILMAN GREEN:  Considering
 3     that best value, I know you reached out
 4     to other peer cities.  I think that's
 5     something that could be an inquiry to
 6     those other cities and their procurement
 7     departments, if they have taken a process
 8     of unbundling contracts and taking
 9     contracts and making them a smaller
10     amount, what steps they have taken in
11     that regard.  So I'd be curious to see
12     that information.
13              One final point.  I know as
14     we're moving forward with this best value
15     initiative, PGW also mirrors a lot of the
16     initiatives that the City takes on in
17     various ways.  We also have a very
18     seasoned procurement process.  When we
19     had our retreat earlier this year with
20     PFMC, we discussed taking on the
21     initiative of updating our procurement
22     process at DPW.  And so that's one thing
23     I'll be looking for assistance in
24     Procurement and the Administration on,
25     how we can look at how we refine and
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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2     improve our procurement process,

 3     especially as a way of making and

 4     providing better opportunities for better

 5     vendors as well as providing better

 6     opportunities for businesses, local-based

 7     businesses and businesses run by people

 8     of color in the City of Philadelphia.

 9               MS. DERENICK-LOPEZ:  We'd be

10     happy to.  I mean, we have a lot of best

11     practices research that we'd be more than

12     happy to share.

13               COUNCILMAN GREEN:  If you could

14     provide that information, that would be

15     very helpful.

16               MS. DERENICK-LOPEZ:  Happy to.

17               COUNCILMAN GREEN:  Thank you,

18     Mr. Chair.

19               COUNCILMAN HENON:  Thank you,

20     Councilman.

21               The Chair recognizes Councilman

22     Domb.

23               COUNCILMAN DOMB:  Thank you,

24     Mr. Chairman.

25               A couple more questions and
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   I'll let you guys go.

3   Who negotiates contracts in

4   your department and these other

5   departments that you supervise?

6   MS. DERENICK-LOPEZ: So the

7   department heads would negotiate their

8   contracts. The CAO's office, we have

9   essentially one contract, which is Paula

10   Weiss, and so she negotiates that

11   contract.

12   COUNCILMAN DOMB: Is there

13   somebody -- I'm just trying to

14   understand. Is there somebody from the

15   City that is in charge of negotiation

16   that can give you the tools on how to

17   negotiate?

18   MS. DERENICK-LOPEZ: So there

19   is not. Obviously with best value, it's

20   going to be an opportunity, because

21   that's a change, and we are looking at

22   designing an educational component, and

23   there will be negotiation associated with

24   best value. So we are looking at it for

25   best value.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COUNCILMAN DOMB: Okay. And I

3   don't know if this falls under your

4   domain or not, but do you have any status

5   as to where one -- is it called One

6   Philly or that new system? Do you know

7   where that stands?

8   MS. DERENICK-LOPEZ: So Charlie

9   Brennan.

10   (Witness approached witness

11   table.)

12   MR. BRENNAN: Charlie Brennan.

13   I'm the CIO.

14   Within the last couple weeks,

15   we've had some developments in One Philly

16   that have hit the news. As you know,

17   Councilman, we've always been concerned

18   about the financial solvency of the

19   vendor that we had, and that vendor just

20   declared Chapter 11.

21   COUNCILMAN DOMB: The vendor

22   declared Chapter 11?

23   MR. BRENNAN: I'm sorry?

24   COUNCILMAN DOMB: The vendor

25   declared Chapter 11?

  1   4/25/17 - WHOLE - BILL 170195, ETC.

  2   MR. BRENNAN: Yeah. It's

  3   Ciber. Ciber declared Chapter 11.

  4   So right now we are following

  5   the plan that we laid out to kind of move

  6   in a different direction, but at the same

  7   time, some reports have come out about

  8   the company that may purchase them.

  9   There's a large worldwide company, and

 10   it's been in the paper. They call it a

 11   stalking-horse bid, where the bankruptcy

 12   judge apparently lets one vendor give an

 13   initial bid, and the vendor, again,

 14   appeared in the paper. They're called

 15   Capgemini. They're a very worldwide

 16   firm, 180,000 employees, over 16,000 in

 17   North America.

 18   Later on in May, there'll be an

 19   auction for Ciber's assets in North

 20   America and India. Capgemini has put a

 21   preliminary bid in of $50 million for the

 22   company. That doesn't mean they'll get

 23   it. So we have to wait until after the

 24   bid. So we are kind of looking at this

 25   also to see what develops.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COUNCILMAN DOMB: Let me ask

3   you a question. Were we able to obtain

4   from them any information that they had

5   on their computers so at least we have

6   the information or did we lose that work?

7   MR. BRENNAN: No, and that's a

8   really good question. We actually hired

9   a company now and the company is dealing

10   with Ciber now to catalogue everything

11   that we own as a city, and part of our

12   agreement with them when we break off

13   from them is that we would own everything

14   that -- actually, we've actually laid out

15   a plan where we will own all the code and

16   all the policies and procedures to a

17   certain point, and the idea is to let

18   another vendor kind of take over from

19   that point. That's where we're going

20   right now.

21   COUNCILMAN DOMB: How much have

22   we invested in this project?

23   MR. BRENNAN: I think -- don't

24   hold me to this. I think it's about 18

25   million.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COUNCILMAN DOMB: $18 million?

3   MR. BRENNAN: Yeah.

4   COUNCILMAN DOMB: And how much

5   do we anticipate losing?

6   MR. BRENNAN: Well, right now

7   we don't anticipate losing anything,

8   because we really don't have much of a

9   choice other than to move forward here.

10   We're really in a pickle about payroll.

11   COUNCILMAN DOMB: But we

12   invested in a company that went Chapter

13   11.

14   MR. BRENNAN: Right.

15   COUNCILMAN DOMB: You don't

16   think there's any loss there?

17   MR. BRENNAN: Well, not if we

18   can own all the work and all the work --

19   part of what the company, we hired them

20   to do is to assess the quality of the

21   code and the work that they've done so

22   far. So we think within the next, say,

23   60 days or so, we'll have that report

24   back, and if the report comes back

25   favorable, is that we would own

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   everything that they've done over the

3   last couple years. So I really couldn't

4   tell you whether we've lost everything or

5   not. If that report comes back and says

6   everything is lousy, I would agree with

7   you, but we don't know that yet.

8   COUNCILMAN DOMB: Okay. So in

9   this case, I don't know the background or

10   the history, but it seems to me that we

11   may have been better served if the

12   Administration, for example, created a

13   department of two or three people, which

14   is some of these attorneys as an example,

15   who are the unbelievably good

16   negotiators, unbelievably good at doing

17   due diligence on companies that we

18   contract with, making sure they're

19   solvent, making sure they have the

20   necessary resources to complete

21   contracts. I mean, you would do this in

22   the private sector.

23   MR. BRENNAN: Yeah.

24   COUNCILMAN DOMB: And so it

25   disturbs me that we're getting involved

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   in companies that go Chapter 11. I know

 3   that's always a risk, but I wonder what

 4   the level of due diligence was in order

 5   to select them in the beginning.

 6   MR. BRENNAN: You know, the

 7   only thing I could tell you is that the

 8   company was much better off when the

 9   project started. Their stock price was

10   much higher. And as we kind of moved

11   forward with the company, we saw the

12   stock price started to sink. I think it

13   got down to almost 20 cents a share. It

14   was, of course, much higher when they

15   started. And Ciber actually has been

16   around for many, many years. They have a

17   very large base of clients, which is one

18   of the reasons I think makes them

19   attractive to another company. You

20   notice a lot of companies want to buy

21   into North America. So Ciber really does

22   have a lot of systems here in the United

23   States. So, you know, I can't go back

24   and see what people did in the past, but

25   I would say that it probably looked

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 1      4/25/17 - WHOLE - BILL 170195, ETC.
 2     better in the past, of course, than it
 3     does now.
 4              COUNCILMAN DOMB:  How are we
 5     preventing what happened with this Ciber
 6     situation from happening with other
 7     contracts that we enter into and
 8     suppliers?  Have we put any kind of
 9     mechanism in place to prevent this from
10     happening again?
11              MR. BRENNAN:  I know that for
12     the contracts that we let out now, we
13     actually do a background on the company
14     now to make sure that they're a viable
15     company.  I'm not sure it always works
16     out that way, especially since we go for
17     years when we implement stuff, but I
18     think we're trying to do the due
19     diligence now ahead of time to make sure
20     the company is going to stick around,
21     because it's not only buying the product,
22     it's the long-term support for the
23     product, and we usually use the company
24     to do that, especially if it's
25     proprietary software.
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2             COUNCILMAN DOMB:  I mean, if
 3   this was in the private sector and this
 4   was your money and you entered into a
 5   contract with somebody who went bankrupt
 6   after investing $18 million, you'd be
 7   furious.
 8             MR. BRENNAN:  Yes.
 9             COUNCILMAN DOMB:  And so in
10   some ways, how do you instill that
11   feeling in government?  Because that's
12   what we're missing.
13             MR. BRENNAN:  Yeah.  And, you
14   know, all I can say is that when we do
15   enter into a contract, we do look at the
16   viability of the company.  And don't
17   forget, even in the case of Ciber, they
18   end up going bankrupt and if the new
19   company takes over, sometimes we're
20   better off, you know.  Sometimes the new
21   company brings in better management, more
22   skills, better resources.
23             The problem that we saw with
24   Ciber was, it's almost like the employees
25   knew, because they started to peel off
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   from this, and this was a red flag to us,

3   because we started to lose the leads to

4   all the areas that One Philly needs for

5   payroll and for pensions and for HR, is

6   that those people started to leave the

7   company. So that was a real flag to us

8   to say, uh-oh, besides losing the stock

9   price, all the people are bailing out

10   too.

11   So I think as much as we can do

12   due diligence for the companies that we

13   contract with, that we're doing that now.

14   COUNCILMAN DOMB: Okay. Thank

15   you very much. Thank you.

16   Thank you, Mr. Chairman.

17   COUNCILMAN HENON: Thank you,

18   Councilman.

19   Any other questions for the

20   CAO?

21   (No response.)

22   COUNCILMAN HENON: Thank you,

23   members.

24   Thank you for your testimony

25   today.

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 1       4/25/17 - WHOLE - BILL 170195, ETC.
 2               MS. DERENICK-LOPEZ:  Thank you.
 3               COUNCILMAN HENON:  We will now
 4      call up Public Property.  Would the
 5      Commissioner of Public Property and the
 6      Public Property team please join us for
 7      our hearing today.
 8               (Witness approached witness
 9      table.)
10               COUNCILMAN HENON:
11      Commissioner, I'm not going to let you go
12      by yourself.  Are you going to bring
13      up --
14               COMMISSIONER GREENWALD:  I had
15      Lori with me.  She's just dillydallying.
16      I don't know what's going on.
17               (Witness approached witness
18      table.)
19               COMMISSIONER GREENWALD:  Are
20      you ready?
21               COUNCILMAN HENON:  You may
22      proceed with your testimony.  Welcome.
23               COMMISSIONER GREENWALD:  I
24      think it is good afternoon now, right?
25      Good afternoon, Councilman Henon and
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 1       4/25/17 - WHOLE - BILL 170195, ETC.

 2      members of City Council.  I am Bridget

 3      Collins-Greenwald, Commissioner of Public

 4      Property.  With me today is Lori Davey,

 5      our Deputy Commissioner of

 6      Administration, and key members of the

 7      Public Property team.  It is a pleasure

 8      to appear before City Council today in

 9      support of Public Property's Fiscal Year

10      '18 budget request.

11              The Department of Public

12      Property's Fiscal Year '18 budget request

13      totals $192,418,849 in all funds.  I'd

14      like to touch on some of the highlights

15      that are noted in our submitted testimony

16      packet.

17              First, I would like to address

18      the Department of Public Property has

19      many outstanding employees that I would

20      like to acknowledge publicly for their

21      hard work and their dedication.  I am

22      complimented often on the professionalism

23      of our staff, and it is very well

24      deserved.  I am proud to work in a place

25      where the employees show such a genuine
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2       sense of care and commitment to their

 3       profession.

 4               So in the sense of time, I will

 5       mention only a few of the accomplishments

 6       our department has achieved in Fiscal

 7       Year '17 and plans to achieve in Fiscal

 8       Year '18.

 9               Working with the Police and

10       Fire Departments, we are midway through

11       completing a Public Safety Master Plan.

12       That plan is the first of its kind, and

13       it's going to assist us in making

14       strategic decisions about capital and

15       operating investments in public safety

16       facilities going forward.  A more

17       immediate result from this process is for

18       investment in a new police facility at

19       the 22nd Police District.  We anticipate

20       design will begin as part of the master

21       plan contract in June, while

22       simultaneously working on the acquisition

23       of land for the new permanent location.

24               Another success story was the

25       conversion of a former vacant older adult
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   center in Northeast Philadelphia to a

3   modern municipal services facility which

4   provides Revenue and L&I services. It is

5   also the new home to Councilman O'Neill,

6   and in conjunction with Councilwoman

7   Sanchez, we will begin offering

8   additional community services at this

9   location. All this work was overseen by

10   the Public Property Real Estate team.

11   The Department of Public

12   Property is committed to following the

13   Mayor's pillar of inclusion and

14   diversity. We had a staff of five exempt

15   employees on our executive team, with the

16   makeup of 60 percent female and 20

17   percent minority. Last year you may

18   recall that we were about to undergo a

19   search for Deputy Commissioner of Real

20   Estate Management and a Deputy

21   Commissioner of Facilities Management.

22   Using a new exempt hiring process, we

23   were able to reach a much wider and

24   diverse audience in our recruitment

25   effort. I am happy to report that we

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   were able to hire two excellent deputies,

 3   Steve Hartner and Dominique Casimir, both

 4   who have already used their outside

 5   expertise to recommend and implement some

 6   new processes and ideas in our

 7   department.

 8   If you have walked through the

 9   courtyard of City Hall lately, you may

10   have noticed the beautiful flowers and

11   plantings we've been adding to the

12   landscape. Our own Deb Cahill designed

13   the landscape and oversaw the plantings

14   and even participated herself, if you

15   were out there watching. We will soon

16   begin a new initiative for following this

17   and beautifying our Police and Fire

18   facilities as they go through major

19   renovations. Come June, we will also

20   have a new modular stage and seating

21   furniture out there, courtesy of some

22   operating funds and a grant from

23   Southwest Airlines.

24   We have also coordinated our

25   operating and capital funds to form the

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Facility Improvement Team, or what we

3   call the FIT team. Some of the

4   coordinated renovation projects completed

5   in the past few months were in the 2nd

6   and 15th Police District, Fire Engine 69

7   and Fire Engine 70. We also completed

8   two new kitchen projects in Engine 46 and

9   47, with a total of 11 due to be

10   completed in Fiscal Year '18.

11   We supported over 220 special

12   events in the City through placement and

13   removal of 19,000 barricades and

14   construction and removal of 115 stages, a

15   monstrous task undertaken by our

16   facilities team.

17   Finally, we managed more than

18   35 new space requests, ranging in scope

19   from single office conversions to

20   multiple new floors of office space.

21   Ongoing space requests result in more

22   than 50 active projects occurring at any

23   one point in time to plan, design, and

24   construct new space for City use.

25   Procurement of space management software

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   in Fiscal '18 will provide tremendous

3   efficiencies in this process.

4   One example of a great success

5   story is the complete renovation of the

6   former Historical Commission space to

7   accommodate City Council's tech staff on

8   the fifth floor of City Hall, which if

9   you've been in, it's turned out

10   beautiful. Our facility staff did a

11   great job. A significant amount of this

12   design and construction was completed

13   internally.

14   These are just a few of the

15   initiatives and projects we are working

16   on to support our mission.

17   Thanks for the opportunity to

18   present our budget to you. I look

19   forward to any questions you may have.

20   COUNCILMAN HENON: Thank you,

21   Commissioner, and we appreciate it.

22   That's a lot of barricades.

23   COMMISSIONER GREENWALD: That

24   is a lot of barricades.

25   COUNCILMAN HENON: I just want

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   to note for the record.

3   In your testimony, you shared

4   the implementation of a lease

5   administration system that would automate

6   the lease management. Could you go into

7   further detail about the system, what

8   kind of impact it will have, what the

9   bottom line will be, and is there

10   expected cost savings as a result of the

11   system.

12   COMMISSIONER GREENWALD: Sure.

13   So you might remember we have the asset

14   management system, which is going online

15   in June. So we'll be giving a demo to

16   all Councilmembers, and I believe,

17   Councilman Domb, your office is actually

18   up first, and I think you have one

19   Thursday. So we're really excited. It

20   turned out great. So I think the way the

21   scheduling went.

22   COUNCILMAN HENON: Excuse me.

23   Councilman Domb is up first?

24   COMMISSIONER GREENWALD: Yeah.

25   I'm sorry. I think it's the way the

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   scheduling went.

3   COUNCILMAN HENON: Am I not the

4   Chair of Public Property? Councilman

5   Domb.

6   COMMISSIONER GREENWALD: I'm

7   sorry. I think it's just way the

8   scheduling went. You must be entirely

9   too busy. I can't get on your calendar.

10   So we're going to do a demo of

11   that to everyone, like all the individual

12   offices, so that we're doing a tour of

13   that, but part of that is a space

14   management amendment, which we put into

15   the asset management contract, which is

16   working its way through the system now.

17   I think it's just about done with Law,

18   and we plan on working on that space

19   piece. So that's going to allow us to do

20   like the jigsaw puzzle, as I'm always

21   saying, like manage space through

22   computerizing instead of the big CAD

23   drawings and manually doing it.

24   COUNCILMAN HENON: So a little

25   more interior spacial design for

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   ergonomics and safe space, shared space?

3   COMMISSIONER GREENWALD: All

4   kinds of things - shared space,

5   co-located space, consolidated space. So

6   where we've done it, we managed to --

7   like a good project we had was the L&I

8   space where we had field people and

9   office people, so the field people have

10   less space, touchdown space.

11   COUNCILMAN HENON: So that's a

12   whole new system, that spacial design?

13   COMMISSIONER GREENWALD: The

14   spacial design is a piece of the asset

15   management system.

16   COUNCILMAN HENON: And that

17   will save like -- that should save money

18   instead of --

19   COMMISSIONER GREENWALD: It

20   should save money in space cost.

21   COUNCILMAN HENON: Because we

22   experienced that with the Planning

23   Commission.

24   COMMISSIONER GREENWALD: We

25   believe it will save money in space

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      costs, and then it will give us the

 3      ability to give us a baseline amount of

 4      space we have now and what we're spending

 5      and then go from there from whatever we

 6      were able to reduce.  So, yeah, we

 7      definitely anticipate savings.

 8                  Then on top of that is the

 9      lease, the lease management savings.  So

10      we're looking at the software right now.

11      We feel that that will be a smaller

12      software package.  So a couple of them

13      that actually -- so there's a couple

14      different ones that our new Real Estate

15      Deputy has recommended.  We're going to

16      do a competitive.  So there are a couple

17      we're looking at for some best practices

18      out of them, and then we'll release the

19      competitive -- we'll go through the

20      competitive process.  So this is -- this

21      will be the latest one.  So project

22      management, asset management, which is

23      almost done, space which is coming up,

24      lease, and then project management.  All

25      five.
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COUNCILMAN HENON: I'm so

3   confused. I don't know how -- are all of

4   these funded projects --

5   COMMISSIONER GREENWALD: Yes.

6   COUNCILMAN HENON: -- in the

7   capital project?

8   COMMISSIONER GREENWALD:

9   They're all funded, yes.

10   COUNCILMAN HENON: They're all

11   funded and they've already been awarded

12   and they're in the process of being

13   developed and being online soon?

14   COMMISSIONER GREENWALD: The

15   lease one wasn't awarded yet because

16   we're just getting all the requirements

17   together, so other than that, though...

18   COUNCILMAN HENON: But it's

19   funded?

20   COMMISSIONER GREENWALD: It's

21   funded.

22   COUNCILMAN HENON: Well, that's

23   great. And I'm glad, because my

24   follow-up question to the lease was where

25   are we with the asset management, and

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   I've been asking questions, as you know,

3   for the last six years about space

4   allocation, who occupies the space, how

5   much space are we utilizing, who shares

6   space, who stores space, do we own the

7   building, do we lease the building, what

8   are the terms. So the new space

9   management system that's a part of the

10   asset management system, will that help

11   us and you prioritize our capital

12   investment?

13   COMMISSIONER GREENWALD: It

14   will, along with the capital plan that I

15   mentioned, the facilities plan, master

16   plan. Absolutely. It will allow us to

17   prioritize. It will allow us to say how

18   much investment we've put into a building

19   and whether we need to keep putting that

20   amount of investment into a building.

21   You know from your -- like 2nd and 15th,

22   like something like that. We would have

23   the data in front of us instead of just

24   intuitively know.

25   COUNCILMAN HENON: So what kind

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   of data and/or fields that will be a part

3   of the asset management system?

4   COMMISSIONER GREENWALD: So it

5   has like age of the facility, it has

6   square footage, it has who is in there,

7   it has how much usable space they have,

8   it has what all the common space, things

9   of that nature, how many people are like

10   field versus clerical people or

11   administrative people that have to be in

12   the office so then we can make decisions

13   on touchdown space versus, you know, more

14   open space.

15   COUNCILMAN HENON: I'd love to

16   see a --

17   COMMISSIONER GREENWALD: Yeah.

18   So we are setting something up with your

19   staff, and it's on a few things. So I

20   don't think it's before Thursday, though,

21   but it is --

22   COUNCILMAN HENON: Look, that's

23   fine.

24   COMMISSIONER GREENWALD: It is

25   being set up, though.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COUNCILMAN HENON: I would

3   prefer to, just from my perspective,

4   Public Property and the line of

5   questioning that I've had over the last

6   six years and with particular my

7   district, combine a couple of those, take

8   a little more time to go through not just

9   the asset management, but let's talk

10   about the space management and also the

11   lease administration management that --

12   COMMISSIONER GREENWALD:

13   Absolutely.

14   COUNCILMAN HENON: I think it

15   all goes together.

16   COMMISSIONER GREENWALD: It all

17   goes together. You'll like it. It's a

18   good product.

19   COUNCILMAN HENON: I know I'm

20   excited about it, as you are.

21   The Chair recognizes Councilman

22   O'Neill.

23   COUNCILMAN O'NEILL: Thank you,

24   Mr. Chairman.

25   The thing I -- the one part of

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   what you've been saying is everybody

 3   wants to be a smart city. There's not a

 4   city in the country or the world that

 5   doesn't want to go to a smart city

 6   conference and show off, because they

 7   want to be labeled and they want to get

 8   some award that says they're a smart

 9   city. Well, I think what you've just

10   described in very brief terms -- and I

11   appreciate the brevity -- is a smart

12   department. Public Property has really

13   become a smart department, and maybe we

14   should be looking at setting some

15   parameters for each of our departments

16   and asking them questions about what are

17   you doing here, what are you doing there,

18   how are you using technology, how are you

19   thinking outside the box about things not

20   the way we thought about them. And the

21   example right off the top is, we had a

22   mini City Hall at Welsh and the Boulevard

23   in the back part of a very large shopping

24   center. It started mid '80s. It had

25   gone, over the years, down to just being

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 1       4/25/17 - WHOLE - BILL 170195, ETC.
 2    a revenue collection location where we
 3    were paying rent.  Hard to find and not
 4    robust at all in terms of the service
 5    delivered, but people could come in, pay
 6    their bills, get a question answered.
 7              Then we've had L&I in the Lower
 8    Northeast in old quarters, very
 9    inefficient, substandard, not enough
10    room, nothing you would build today.  And
11    so in the middle of these two distances
12    from Welsh and Boulevard to Rising Sun
13    and Benner, there's a strip center,
14    Castor and Shelmire.  It has about
15    probably 20 storefronts in it.  They're
16    all condoed.  The City bought four of
17    them in the mid '70s to help out a
18    developer who wasn't selling them too
19    well, put it mildly, and we put a senior
20    center in there.  Well, the senior center
21    has been out of there for ten years.
22    It's up in the Pelbano Recreation Center.
23    That job was done when Councilman Mariano
24    was here.
25              So the space is empty.  We
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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2      tried to sell it for a lot of years.  The

 3      best deal we got was $300,000 for four

 4      storefronts in a strip center for an

 5      extremely low-end Dollar Store was what

 6      was going to go in there, not exactly

 7      what we were thinking about in terms of

 8      neighborhood revitalization at

 9      Rhawnhurst.

10              Somehow your team, somebody got

11      together and said, let's try to figure

12      this out.  Because now on a shoestring

13      budget, I mean, a shoestring budget,

14      internally we turned those four

15      storefronts and a basement that was part

16      of it into a combined facility with

17      Revenue, L&I, all the inspectors at L&I.

18      It is the most robust operation you can

19      imagine for a remote location, and I

20      just -- the biggest problem we have is

21      parking, and part of it isn't that there

22      aren't enough parking spots and it's a

23      tight parking situation.  It's that we've

24      been successful.  We are driving traffic

25      to this based on word of mouth.
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2               Councilman Domb has said a few
 3     things in the last year and a half about
 4     how much money we're leaving on the
 5     table.  Well, the Revenue Department has
 6     a space that was built into this area.
 7     As soon as you walk in, there's a space
 8     there that's used three months a year by
 9     a non-profit that contracts with Revenue
10     to help people get their EITC forms
11     filled out, all kinds of better service
12     for our taxpayers and our employees.
13     It's just a first-rate place.  For a
14     quarter million dollars it could have
15     been ripped apart and all, but they
16     really used ingenuity and did it for, I
17     think, less than 100,000, something.  It
18     was -- the budget was really -- when I
19     heard how low the budget was --
20               COMMISSIONER GREENWALD:  It was
21     very small, yeah.
22               COUNCILMAN O'NEILL:  -- and
23     they were doing it with their own people,
24     so it was a combination of Public
25     Property, Revenue and those kind of
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      things.

 3                 For instance, Councilman Henon,

 4      you had the hearings yesterday on Animal

 5      Control, and the first thing that came

 6      out was these facilities that are so

 7      inadequate.  Whether they operate well or

 8      not, before you get to that point,

 9      everybody can agree that they're in a

10      terribly inadequate facility at Hunting

11      Park.

12                 Councilman Domb says to me,

13      wouldn't there be a school or some

14      building that we can move them into.

15      Well, I believe now we have the ability

16      to contact Public Property and say can

17      you do a search.  What's out there that

18      might, might be our next Shelmire and

19      Castor Municipal Service Center but for

20      ACCT, that kind of thing.  And we didn't

21      have this before.  First of all, we

22      didn't have a department that was

23      thinking this way, but, secondly, it's

24      available to us now.

25                 There's more coming on board
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1        4/25/17 - WHOLE - BILL 170195, ETC.
2    with these projects you're talking about,
3    and I think you and your team -- and I
4    know your team goes pretty deep down the
5    roster of valuable players that
6    participate in these things, and you're
7    really to be congratulated, because this
8    was a department not that long ago that
9    no one heard from, talked about, didn't
10   know who the Commissioner was, even
11   though one Commissioner had been there
12   like three or four mayoral terms and
13   nobody in Council knew the person.  We
14   all know who Commissioner Bridget is,
15   believe me.
16               So I just want to thank you,
17   but point out that hopefully we can use
18   these best practices internally to apply
19   to other departments trying to challenge
20   them.
21               Thank you.
22               COMMISSIONER GREENWALD:  Thank
23   you.
24               COUNCILMAN HENON:  Councilman,
25   you could have another five more minutes
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2      if you'd like.  You're doing a great job.
 3      And just to echo, Public Property has
 4      really come a long way just in the short
 5      time that I've been here in City Council
 6      and you do have depth on your roster, and
 7      I think you're increasing your top draft
 8      picks when it comes to the real estate
 9      and these tools.  I think they were in
10      the pipeline and now they're starting to
11      launch and come to fruition.
12              So I think it will -- it's
13      going to better help, as you said,
14      Councilman -- and thank you for being
15      there yesterday -- take a look at other
16      options where we could be efficient, save
17      resources and offer a shared or
18      co-workspace that's going to provide a
19      service to the community, no matter
20      where, no matter what, because I think
21      we're entering into a time with these
22      tools that whatever we want to do, we're
23      going to be able to figure it out, and
24      that's pretty smart.  So, Councilman,
25      thank you.
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   The Chair recognizes Councilman

3   Jones.

4   COUNCILMAN JONES: Thank you,

5   Mr. Chairman.

6   And thank you, Commissioner,

7   for convincing Councilman O'Neill that it

8   is no longer necessary for the Northeast

9   to succeed from the rest of the City and

10   making them connected up there. So I

11   appreciate that.

12   A couple of things. Recently I

13   put in a resolution about pay phones.

14   COMMISSIONER GREENWALD: About

15   pay phones?

16   COUNCILMAN JONES: Pay phones

17   and the fact that they no longer exist.

18   Superman could not change into his outfit

19   if he needed a Philadelphia city pay

20   phone. And we looked to a model that is

21   used by New York that allows

22   connectivity, and I wanted to know if you

23   know about those kinds of kiosks,

24   particularly for public safety.

25   If you look at most colleges

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   and hospitals, to protect their employees

 3   primarily there is an emergency kiosk

 4   phone, but New York takes it to another

 5   extreme where they allow for charging

 6   ports. I mean, if you're robbed on the

 7   street in the middle of the night,

 8   they're going to take your cell phone.

 9   There should be periodically in

10   predictable spaces these kinds of kiosks,

11   and I wanted to know -- I don't need an

12   answer now, but if you could engage with

13   Verizon or Comcast to begin those

14   discussions, because at this point in

15   time, I mean, we have all of these phone

16   lines. We do all kinds of great

17   business, both with Comcast and Verizon.

18   In the interest of the public, we need to

19   look at where these phones are, and not

20   to mention park connectivity. There are

21   parts in the park where your cell phone

22   won't even work. So if you're jogging or

23   on your bike and have an accident,

24   there's no way other than the squirrels,

25   bees, and feral dogs to send a message

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   like Lassie back to save you. So if you

 3   could take a look at that.

 4   COMMISSIONER GREENWALD: Sure.

 5   COUNCILMAN JONES: The second

 6   thing is, your role in Rebuild as we

 7   start to -- you know, I know the lovefest

 8   was going on. I just want to see if --

 9   and so that you know, I, like them, think

10   the world of your department. The

11   question becomes, departments like yours,

12   departments like the Rec Department, can

13   they be tooled up to take citizens from

14   the communities to actually build

15   publicly owned spaces and if that is a

16   part of the Rebuild discussion and, to

17   your knowledge, what is that role?

18   COMMISSIONER GREENWALD: Okay.

19   So we have very little involvement in

20   Rebuild, Public Property. Probably about

21   February all of our parks and rec staff

22   that used to work like on your ITEF

23   projects and whatnot have been

24   transferred over to Parks and Rec, just

25   because it made more sense. Like if you

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2     recall, and you can all say it, how many
 3     of us would come to a meeting?  Like 30
 4     of us.  There would be Parks and Recs
 5     people, Public Property people, Finance
 6     people.  So we thought we would
 7     streamline it that way.
 8               I believe Rebuild is working
 9     closely with Parks and Rec, but we really
10     haven't been involved.  We get briefings.
11     So I really -- I'm not really that
12     involved to actually even answer any
13     Rebuild questions.
14               COUNCILMAN JONES:  So my point
15     would be people from Councilwoman
16     Parker's district could be trained to be,
17     like in the CEDA program days, interns in
18     the various departments, thus beefing up
19     and training a skill set that could then
20     wind up in City employment for Rebuild.
21               I had three outcomes that
22     are -- of course, rebuilding libraries,
23     rec centers, and parks, but for the
24     citizens in my district and others, there
25     should be either a pathway to union
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2    employment, a pathway to business

 3    ownership or a pathway to a City-related

 4    job.

 5              COMMISSIONER GREENWALD:  Got

 6    you.

 7              COUNCILMAN JONES:  And those

 8    are acceptable outcomes to me.  So that

 9    is something that I will be looking into.

10              So are you apart of the

11    ownership question about how these

12    facilities that at this point are City

13    facilities might be, in Plan B, what type

14    of ownership, even if it's temporary or

15    permanent, would happen under the

16    Rebuild?  Are you in those discussions?

17              COMMISSIONER GREENWALD:  I am

18    not.  I really am not in a lot of

19    discussion on Rebuild.  I just know --

20    like I'm briefed on them.  So I know the

21    structure they're presenting.  I don't

22    even know if that's the structure they've

23    come down on, though.  So I don't want to

24    actually speak on that when I don't know.

25              COUNCILMAN JONES:  All right.
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   And, finally, you mentioned

 3   some of the outstanding facilities that

 4   you are in the process of and have

 5   renovated in other parts of the City.

 6   I'd like to bring your attention to the

 7   Haddington Older Adult Center.

 8   COMMISSIONER GREENWALD: We're

 9   all over there.

10   COUNCILMAN JONES: Yeah, but

11   you didn't mention it.

12   COMMISSIONER GREENWALD: I can

13   only speak for so long.

14   COUNCILMAN JONES: So you can

15   add that. Tell me what you're doing.

16   COMMISSIONER GREENWALD: That's

17   been a great project and the facility is

18   wonderful. It's such a great old

19   facility and it's going to be great for

20   the older adults that get to go there,

21   and you started all that, what, maybe two

22   years ago, a year and a half ago?

23   COUNCILMAN JONES: Yeah.

24   That's in Jannie's district, but it's

25   across the street from mine, so the

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   constituents there actually benefit

 3   from that project.

 4   COMMISSIONER GREENWALD: It's a

 5   great project, and that is an example of

 6   the FIT team, that FIT team I just

 7   described, going out there. And I know

 8   Dominique, I know Deputy went out to the

 9   community meeting the other night and

10   said -- she just said it was great how

11   receptive everybody was.

12   COUNCILMAN JONES: When she

13   gave that 45-day timeline, which is

14   unprecedented for City work in my mind,

15   the crowd erupted, because they've been

16   away from their facility for a very long

17   time and it was like hearing that after

18   Katrina your home is being restored, and

19   they were really happy. So thank you for

20   that.

21   COMMISSIONER GREENWALD:

22   Absolutely.

23   COUNCILMAN JONES:

24   Mr. Chairman, thank you.

25   COUNCILMAN HENON: Thank you,

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Councilman.

3   The Chair recognizes Councilman

4   Domb.

5   COUNCILMAN DOMB: Thank you,

6   Mr. Chairman.

7   Good afternoon.

8   COMMISSIONER GREENWALD: Hi.

9   How are you?

10   COUNCILMAN DOMB: It is

11   afternoon.

12   So I just want to make sure I

13   understand your budget request.

14   Basically it's 192 million?

15   COMMISSIONER GREENWALD: Yes.

16   COUNCILMAN DOMB: Of which the

17   big pieces are Class 200, 155 million

18   roughly. Is that all leases mostly?

19   COMMISSIONER GREENWALD: No.

20   So our budget is a passthrough of a few

21   things. So we have SEPTA. We are the

22   passthrough for the SEPTA subsidy. So

23   that's about $74 million. We pay all the

24   utilities through the City, so we're the

25   passthrough for that. That's 30 million.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   Space rental is -- wait a minute. I'm

 3   sorry. I'm on the wrong page.

 4   Space rental is 19.5 million.

 5   The SEPTA subsidy, I'm sorry, is 82. I

 6   was on the wrong page. Utilities are

 7   about 24, and then the triplex is our

 8   other big one, managing the One Parkway

 9   Building, CJC, and Municipal Services

10   Building. That's about 15. We actually

11   have the RFP on the street now, so we're

12   going to see where that lands.

13   So it's a combination. So to

14   actually run Public Property, it's a

15   combination of all those things.

16   COUNCILMAN DOMB: And on the

17   Class 800, payments to other funds of 27

18   million.

19   COMMISSIONER GREENWALD: That's

20   to the Airport for their utilities -- I'm

21   sorry; the Water Department for the water

22   utilities.

23   COUNCILMAN DOMB: And would you

24   be the department that would look at how

25   to lower our utility bills?

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   COMMISSIONER GREENWALD: So

 3   we're not the department that looks to

 4   lower them. We're just the department

 5   that pays them, but we do work closely

 6   with the Mayor's Office of Sustainability

 7   and the Energy Office where they do a

 8   deeper dive into the energy bills and

 9   utility bills. They were able to save a

10   tremendous amount of money on

11   electricity. From like Fiscal Year '16

12   to '18, I think it's like about $7

13   million. So we work with them on

14   retrofitting our facilities and things of

15   that nature. Like we did the whole

16   quadplex. We're working on some police

17   and fire stations. So they're doing a

18   tremendous job. They come up with the

19   analysis and the plans, and then we just

20   implement the plan. So it's a good

21   working relationship.

22   COUNCILMAN DOMB: Okay. We did

23   have somebody from the private sector

24   looked at some of the assets of the City

25   utility side, and he came back to me and

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1   4/25/17 - WHOLE - BILL 170195, ETC.
2   said probably at least 8 to 10 million
3   could be saved in how we buy utilities.
4   COMMISSIONER GREENWALD: I
5   believe that he did -- he met with Adam
6   on our Energy staff, yeah. So I believe
7   Adam is working with him.
8   COUNCILMAN DOMB: Everyone in
9   the private sector is using -- a lot of
10   people are using this guy now, because
11   he's saving everyone a ton of money. So
12   we should use him in the City.
13   COMMISSIONER GREENWALD: Okay.
14   COUNCILMAN DOMB: The other
15   question I had for you was, in Class 200
16   basically it's a 4.8 million decrease
17   over Fiscal Year '17. Is that largely
18   due to less square footage or decreased
19   rents or decreased utilities?
20   COMMISSIONER GREENWALD: So
21   there's a combination of things. It's
22   decreased utilities. It's decreased
23   rent. So some of our decreased rent. We
24   were about 21 million. Now we're at
25   19.5. So we're at a $1.5 million savings

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 1      4/25/17 - WHOLE - BILL 170195, ETC.
 2      there.
 3                So we have the utilities.  We
 4      have an increase in SEPTA.  So some of
 5      these things offset each other.  So where
 6      we decrease in utilities, we have an
 7      increase in the SEPTA subsidy.  So that
 8      kind of cancels itself out.  But with the
 9      rent, the energy, and there's an increase
10      in water, that's what nets out to give
11      you the decrease of the 4 million.
12                COUNCILMAN DOMB:  So when we
13      negotiate a lease, who is in charge of
14      the negotiation?
15                COMMISSIONER GREENWALD:  So
16      when we negotiate the lease, our new Real
17      Estate Deputy will be doing that,
18      Dominique, who came from the commercial
19      real estate world.  She just came on
20      board February.  So she will be
21      negotiating all of our leases going
22      forward.  And we're actually in the
23      process -- and I think I may have
24      mentioned this offline -- of -- we have
25      an RFP prepared for some brokers for
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   different deals that we're going to do.

3   COUNCILMAN DOMB: Would it be

4   helpful to you to have a few different

5   brokers that you could call upon, pay on

6   an hourly basis, to assist you in the

7   negotiations and keep you up to date as

8   to what the current market is so we don't

9   overpay?

10   COMMISSIONER GREENWALD: Yes,

11   and actually that's the plan, to have all

12   different brokers like kind of on call,

13   like it's a requirements contract of

14   type, and then pull the ones for their

15   expertise in different areas, areas of

16   the City or whether it's certain kind of

17   commercial uses and whatnot. That is

18   absolutely the plan.

19   COUNCILMAN DOMB: But pay them

20   by the hour versus a percentage so that

21   they work for us and their goal is to get

22   us the best possible transaction.

23   A couple questions on the

24   lease. I was just trying to understand

25   your schedule of leases. You may not

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   have this information, but in some

3   building -- I don't understand, 2800

4   South 20th Street, Building 6, the police

5   station.

6   COMMISSIONER GREENWALD: Let me

7   go to that page. Hold on one second.

8   COUNCILMAN DOMB: We're paying

9        $9 a foot.

10   COMMISSIONER GREENWALD: What

11   was that one? I'm sorry.

12   COUNCILMAN DOMB: 2800 South

13   20th Street. It's a police station.

14   COMMISSIONER GREENWALD: Oh,

15   DVIC.

16   COUNCILMAN DOMB: If I'm

17   reading it correctly, we're paying like

18       $9 a foot, but we're paying another $38.

19   COMMISSIONER GREENWALD: Yes,

20   you are reading that correctly. So that

21   lease was done in prior years, and that

22   lease covered the complete fit-out of

23   that entire facility, which includes a --

24   it's like the Real Time Crime Center and

25   things of that nature. So it was a major

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   IT fit-out, a major electronic fit-out.

3   I mean, if you've ever been -- I don't

4   even know if you've ever been down there,

5   but it was a major construction project,

6   and how they structured it was that all

7   the construction costs would go through

8   the lease for the terms of the lease.

9   Yes.

10   COUNCILMAN DOMB: I believe

11   another lease, though, at, I think it's,

12   One Reading, that's $33 a foot. That

13   seems pretty high.

14   COMMISSIONER GREENWALD: That

15   one is -- that's the one that's 1101,

16   right? That one has been reduced. So

17   that one was the one we renegotiated.

18   COUNCILMAN DOMB: So floors 2,

19   3, 4, and 5. The market is not really

20   that price.

21   COMMISSIONER GREENWALD: No.

22   That lease has actually been renegotiated

23   and reduced. So this rent schedule that

24   has this, this was the lease we were

25   talking about yesterday that went --

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COUNCILMAN DOMB: That went to

3   29.50?

4   COMMISSIONER GREENWALD: It

5   didn't. I'm going to meet with you

6   offline. I think we have something set

7   up, and tell you what -- I misspoke on

8   some of the numbers. So this is not

9   correct. No, we're not paying $33.

10   COUNCILMAN DOMB: Okay. So my

11   recommendation is on any lease we do, I'd

12   love to see a sign-off by our in-house or

13   out-of-house or whatever consultant who

14   says this is the market, this is good and

15   we have that confirmation.

16   COMMISSIONER GREENWALD: Sure.

17   COUNCILMAN DOMB: From an

18   outside source.

19   COMMISSIONER GREENWALD: And

20   that's actually the plan with the whole

21   brokers and bringing Dominique on board.

22   COUNCILMAN DOMB: All right.

23   Thank you very much. Thank you for your

24   testimony.

25   COMMISSIONER GREENWALD: You're

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   welcome.

3   COUNCILMAN DOMB: Thank you,

4   Mr. Chairman.

5   COUNCILMAN HENON: Thank you,

6   Councilman.

7   Real quick, Commissioner. Can

8   you explain the relationship with SEPTA

9   on the Class 200 there?

10   COMMISSIONER GREENWALD: So

11   there's a formula that they use. It's a

12   state thing where we're mandated to give

13   a certain percentage of the subsidy to

14   SEPTA. So all the counties are. And it

15   fluctuates. So they basically tell us

16   what it is. It's based on a percentage.

17   They give us the formula. It goes

18   through Finance, and then Finance puts

19   the number in our budget. It's really

20   just a placeholder for us and then we

21   pass it along to SEPTA. But it pays for

22   a portion of their capital improvements.

23   COUNCILMAN HENON: So I'm just

24   trying to figure out what the actual

25   revenue is for. Is it for maintaining

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   operation or capital improvement?

3   COMMISSIONER GREENWALD: It's

4   for their capital -- it's part for their

5   capital improvements.

6   COUNCILMAN HENON: Is it

7   City-owned property that -- is it a lease

8   with the City?

9   COMMISSIONER GREENWALD: It

10   could be anything. It's anything that's

11   in the City that is the City's portion.

12   So it could be anything, if SEPTA is

13   doing a new substation, if they're doing

14   a new -- renovating a station,

15   something -- I can get you a list. They

16   send a list of what they actually --

17   COUNCILMAN HENON: If you can

18   do that with a clearer explanation, not

19   that it's --

20   COMMISSIONER GREENWALD: It's

21   interesting because it fluctuates.

22   COUNCILMAN HENON: I would ask

23   you to provide for the members.

24   COMMISSIONER GREENWALD: Yeah.

25   And I'll get you what the formula is. I

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   used to know it off the top of my head.

3   COUNCILMAN HENON: Is the

4   formula by legislation?

5   COMMISSIONER GREENWALD: It is.

6   It's a state -- it's absolutely by

7   legislation. Like it's not anything we

8   just come up with.

9   COUNCILMAN HENON: No. I get

10   that.

11   COMMISSIONER GREENWALD: I'll

12   get you the list so you can get an idea

13   of what they spend.

14   COUNCILMAN HENON: Great.

15   The Chair recognizes Councilman

16   Green.

17   COUNCILMAN GREEN: Thank you,

18   Mr. Chair. That was actually one of my

19   first questions, because that increase

20   from FY16 actual obligations to FY18 is

21   about $8.5 million. So I'd like to see

22   that detail.

23   COMMISSIONER GREENWALD: Yes.

24   COUNCILMAN GREEN: Also moving

25   forward, on Page 25 of the budget

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2    detail -- and you made reference to this
 3    earlier regarding the maintenance
 4    contract for the triplex.  What's the
 5    timeline -- I believe the RFP is out on
 6    the street.  What's the timeline?
 7              COMMISSIONER GREENWALD:  So we
 8    just got -- I said it's out on the
 9    street.  We just got all the bids last
10    week.  So our Facilities Deputy is
11    reviewing them.  We have a panel that is
12    also reviewing them.  Our timeframe is
13    pretty aggressive.  We want to get it all
14    shored up by the end of May.
15              COUNCILMAN GREEN:  So your plan
16    is to try to get it executed for --
17              COMMISSIONER GREENWALD:  So try
18    to select the vendor and then go in the
19    negotiation phase.
20              COUNCILMAN GREEN:  So select by
21    end of May?
22              COMMISSIONER GREENWALD:  This
23    is our plan.  I mean, it's a little
24    aggressive since we just got them.  But
25    we have a good panel.  So we think --
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2                  COUNCILMAN HENON:  Triplex,
 3      right?
 4                  COMMISSIONER GREENWALD:  Yeah.
 5      So we got actually five responses this
 6      time.  Last time we got one.  So we were
 7      pretty --
 8                  COUNCILMAN GREEN:  How many
 9      responses?  I'm sorry.
10                  COMMISSIONER GREENWALD:  Five.
11                  COUNCILMAN GREEN:  Five?  Okay.
12                  Moving forward, on Page 41 of
13      the budget detail -- and you made
14      reference to this earlier -- it does seem
15      like we're being much more aggressive in
16      our electric spends and using diversity
17      of suppliers, which is good for the City
18      because we're saving money, but my
19      question is, on that same table, we're
20      spending about $2.7 million proposed for
21      FY18 in gas services for South Jersey
22      Energy Company.  I'm curious we've been
23      doing that since -- looking at this
24      budget detail from the FY16, it's gone
25      down, but why are we spending money in
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 1      4/25/17 - WHOLE - BILL 170195, ETC.
 2    South Jersey and not with PGW?
 3              COMMISSIONER GREENWALD:  I am
 4    going to bring Adam up here to answer
 5    that question.
 6              COUNCILMAN GREEN:  To follow up
 7    on that, because also on Page 46 of the
 8    budget detail, it also shows about $2
 9    million in gas services also with South
10    Jersey Energy Company.
11              (Witness approached witness
12    table.)
13              MR. AGALLOCO:  Good afternoon.
14    My name is Adam Agalloco.  I serve as the
15    Energy Manager in the Office of
16    Sustainability.
17              To answer your question, the
18    reason that we're purchasing natural gas
19    from South Jersey is for our larger
20    utility accounts, which are the
21    interruptible services, so things like
22    the wastewater treatment plants,
23    buildings like City Hall, Municipal
24    Services Building, we're able to pick a
25    natural gas supplier just in the same way
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2      that we pick an electricity supplier as
 3      an alternative to PGW's supply.  PGW
 4      actually prefers that we do that, because
 5      it allows us to purchase it in the
 6      commodity market rather than buying it
 7      with the pool of everybody else.
 8                COUNCILMAN GREEN:  Okay.  I'm
 9      familiar with that process.
10                A few other questions I have.
11      What is our current status -- because I
12      know in your testimony you talk about the
13      Public Safety Facilities Master Plan.
14      What is the current status for the
15      training facility for the Fire Department
16      as well as the Police Department
17      building?
18                COMMISSIONER GREENWALD:  So for
19      the Master Facilities Plan, that's taking
20      a really deep dive into our police and
21      fire stations.  So that's one thing.
22      That plan should be done in September,
23      which will be -- then that will allow us
24      to feed into next year's budget and into
25      the capital budget.
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   As for the FAB, we actually

3   kicked off -- we had an initial kick-off

4   meeting with Fire leadership and our team

5   to actually come up with the project

6   requirements and the scope and whatnot.

7   So we should be starting on that project

8   sometime in mid May, and what we're going

9   to do is do a whole look at the whole

10   entire Fire Administration Building and

11   their operations and do programming for

12   that.

13   So then we also have the fire

14   training facility, which is different

15   than the Fire Administration Building.

16   So where we're at with that, right now

17   we're actually working with them on the

18   Byrne building, so making sure that it's

19   structurally sound and whatnot, and then

20   working with Commissioner Thiel on -- he

21   wants to change the way we do training

22   somewhat. So maybe not everything on

23   State Road. So we're working with him to

24   see what his vision is, and then we're

25   going to get some design work around what

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2     we can do to help him.  So whether it's
 3     staying at that current location or not,
 4     that I am unsure of, because we're not
 5     that far into the process yet.
 6               COUNCILMAN GREEN:  And police?
 7               COMMISSIONER GREENWALD:  So the
 8     Police Department -- we're still in the
 9     evaluation stage of where exactly --
10     what's going on exactly with the Police
11     Administration Building.  We know the
12     programming that it needs, so we're
13     already there, but we're not exactly sure
14     of what's happening there.  We'll keep
15     you guys abreast of it, and we have been
16     working with Councilwoman Blackwell, but
17     we just don't have -- I just don't have a
18     definitive answer right now.
19               COUNCILMAN GREEN:  You also
20     made reference to the ESCO project that
21     we did for the quadplex.  Are there other
22     type of creative savings type
23     initiatives -- I know ESCOs are not as in
24     favor as they were some years ago.  In
25     fact, we were a little bit late getting
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 1         4/25/17 - WHOLE - BILL 170195, ETC.

 2      into the ESCO market as a city when we

 3      did the quadplex.  But do you envision

 4      any other type of creative opportunities?

 5      There are a lot of different initiatives

 6      that other cities are doing in reference

 7      to savings in physical plant ideas.  So

 8      do you have any on the horizon?

 9              COMMISSIONER GREENWALD:  I

10      don't want to speak for Adam, but I will

11      speak for -- I know he's working with us

12      on different various fire stations and

13      modifying some things, and I think he has

14      something going on at the Art Museum.

15              MR. AGALLOCO:  Yes.  So the

16      biggest project we've got going on right

17      now is at the Philadelphia Museum of Art.

18      We've put out an RFQ and are in the

19      process of writing and finalizing the RFP

20      for a guaranteed energy savings project

21      at the Philadelphia Museum of Art.  We're

22      also hoping to follow that with a public

23      safety guaranteed energy savings project.

24      That will be focused around the prison

25      complex as well as police and fire
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 1      4/25/17 - WHOLE - BILL 170195, ETC.
 2     stations.  That's in addition to the
 3     other capital fund work we're doing,
 4     energy conservation work we're doing.
 5     We're out there on a lot of facilities
 6     already, but to bring it to scale,
 7     guaranteed energy savings really has an
 8     ability to make that a much broader
 9     influence, as I know you know.
10               COUNCILMAN GREEN:  Okay.
11               Thank you, Mr. Chair.
12               COUNCILMAN HENON:  Thank you.
13               I wouldn't go too far if I were
14     you, but I am going to recognize
15     Councilman O'Neill first.
16               COUNCILMAN O'NEILL:  Thank you,
17     Mr. Chair.
18               Commissioner, while you were
19     mentioning paying every department's
20     utilities, that includes the Streets
21     Department?
22               COMMISSIONER GREENWALD:  Yeah;
23     the whole City.
24               COUNCILMAN O'NEILL:  So all
25     that stormwater that negatively affected
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   a lot of shopping center owners and

3   industrial buildings with large parking

4   areas, trucking companies and things, the

5   City pays the same stormwater.

6   COMMISSIONER GREENWALD: Yes.

7   COUNCILMAN O'NEILL: Is there

8   anybody that works within the departments

9   whose bill you pay or the Mayor's Office

10   of Sustainability and the Mayor's Office

11   of Energy to try to reduce those costs,

12   those stormwater costs? I'm pretty

13   familiar from Councilman Henon's district

14   now the Pennypack Woods co-op development

15   with a lot of land and a lot of blacktop,

16   learned a lot about how you could

17   mitigate a lot of these costs. One of

18   the things was talked about by the Water

19   Department was that Streets could

20   actually release stormwater onto

21   Pennypack Woods where they have a lot of

22   green grassy areas and actually give them

23   credits. In other words, Pennypack Woods

24   would get credit for being able to take

25   the street water off of certain streets

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   that were going by that now used to be

3   very inexpensive for that stormwater to

4   run and now it's quite expensive,

5   relatively speaking.

6   So does anybody monitor that to

7   try to treat these departments as if they

8   are the non-profit Pennypack Woods co-op,

9   thousand homes in there struggling to pay

10   a huge water bill that used to be very

11   small?

12   MR. AGALLOCO: Yes. I can

13   speak to some of that. So there's

14   certain spaces -- Pennypack Park, for

15   example, just to continue that, I don't

16   believe it's actually -- that doesn't

17   have a stormwater bill currently. So

18   you're correct, we would be in a position

19   to basically take a credit from another

20   private space. The Water Department is

21   really leading that charge with the

22   implementation of the work they're doing.

23   Our office does and has started to now

24   track water utility usage as well as the

25   stormwater fees in our utility bill

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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2    management database.  We're just in the

 3    beginning stages of consolidating all of

 4    that information and getting a regular

 5    bill from the Water Revenue Bureau.  It's

 6    been a really difficult task, because

 7    we're not just looking at City

 8    facilities, but we're also looking at

 9    vacant land in some cases that the City

10    owns and trying to coordinate and figure

11    out what is what in terms of what the

12    City owns and what we're actually paying

13    for on that water bill.  So we've just

14    scratched the surface of that.  I'm

15    hoping that we can do more work in that.

16            COUNCILMAN O'NEILL:  Well, one

17    of the things I learned over the years is

18    that there's no incentive for a

19    department that isn't being charged with

20    fringe benefits to try to lower them.

21    Finance pays all the fringe benefits, so

22    why do I care if there's a strategy or

23    could be a strategy in place to lower

24    those fringe benefits.  And with

25    utilities, the department really has no
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2   incentive to lower the utility bill,

3   because it doesn't get charged to them.

4   I mean, you don't have to answer that

5   question, but it's just a fact.

6   MR. AGALLOCO: We do have a

7   pilot program that we've run in the past

8   and are currently running that

9   incentivizes them to reduce their utility

10   usage. So that is true. There's four

11   departments currently in our pilot that

12   are incentivized by a portion of that

13   savings.

14   COUNCILMAN O'NEILL: Oh, good.

15   Good. On utilities?

16   MR. AGALLOCO: Correct.

17   COUNCILMAN O'NEILL: Is that

18   growing or planning to grow?

19   MR. AGALLOCO: If we can scale

20   it, yes. We're interested. It's

21   difficult for every department to

22   participate because some departments have

23   the ability to actually influence their

24   utility costs more than others. Parks

25   and Rec can shut off their lights every

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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2      night.  Police don't really have that

 3      option.  So they're really more focused

 4      on building upgrades and the physical

 5      infrastructure of the building to reduce

 6      their usage, and it's hard to kind of

 7      incentivize that, because there's not as

 8      much behavior to actually incentivize.

 9              COUNCILMAN O'NEILL:  Okay.  The

10      Police might be incentivized -- not your

11      bill, I don't think.  Is it your bill,

12      the gasoline we buy for the cars?

13              MR. AGALLOCO:  That budget

14      comes out of Fleet, and our office is

15      also involved in that.

16              COUNCILMAN O'NEILL:  Where

17      Fleet pays that.  So there's no incentive

18      for -- we're getting a little far afield

19      here, but there's no incentive for the

20      Police Department to lower their fuel

21      costs because that's picked up by Fleet?

22              MR. AGALLOCO:  That's my

23      understanding, yes.

24              COUNCILMAN O'NEILL:  That's

25      interesting, because hybrid vehicles --
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   MR. AGALLOCO: We're purchasing

 3   vehicles --

 4   COUNCILMAN O'NEILL: -- go from

 5   zero to whatever a lot faster than gas

 6   vehicles. The value savings in a hybrid

 7   is city driving, lots of stops and

 8   starts, sounds like a police car to me,

 9   but there's no incentive. They do cost

10   more. So the capital is Fleet Management

11   as well or Police Department?

12   COMMISSIONER GREENWALD: That

13   would be Fleet.

14   COUNCILMAN O'NEILL: Fleet,

15   okay. It's an interesting

16   interconnection that seems disconnected,

17   but thank you.

18   COUNCILMAN HENON: Councilman,

19   I mean, that is an absolute interesting

20   conversation, because they're our Office

21   of Sustainability. I mean, you could

22   definitely quantify the savings from the

23   reduction in our utilities from Parks and

24   Recs, right? It's going back -- the

25   department is incentivized to reduce

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   their utility usage, and then it goes

3   right back into their facilities. And I

4   think we should have a broader and larger

5   conversation when it comes to incentives.

6   I think you're right on point, especially

7   when it comes to stormwater.

8   He mentions the co-op

9   Pennypack, which the Councilman

10   represented for, I think --

11   COUNCILMAN O'NEILL: 28 years.

12   COUNCILMAN HENON: -- decades.

13   So I have the pleasure of representing

14   those thousand homes now, and they spent

15   an enormous amount of money to mitigate

16   their stormwater. I mean, it could have

17   been upwards to a half a million dollars

18   to mitigate it, and there was some

19   complexities with their financing and the

20   credits that they were going to receive.

21   So they are paying something when it

22   comes to their utilities. They just do

23   it in the co-op fashion. But the

24   interesting incentive is, with Pennypack

25   Park or other departments and/or other

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   private businesses that do not have the

 3   footprint to be able to mitigate, how can

 4   they receive credits for investing

 5   somewhere else in the same watershed

 6   similar to a cap and trade type of policy

 7   or a cap and trade type of system where

 8   nobody can grow, a business can't grow,

 9   and they shouldn't be punished because we

10   waited to the last four years of a

11   ten-year process for our stormwater

12   management and now we're trying to get

13   online and trying to be creative. Office

14   of Sustainability is all our departments,

15   especially Public Property. How do we do

16   that? How do we utilize the same

17   watershed and trade credits for trying to

18   do the right thing where it will be

19   managed, just maybe downstream a little

20   bit?

21   So you're absolutely,

22   Councilman, right on point.

23   MR. AGALLOCO: If I could just

24   comment for a second. I think the Water

25   Department is really much better suited

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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2      to respond to the broader City need for

 3      that work and the policy around that.  So

 4      I can ask them to follow up with you on

 5      those.

 6              COUNCILMAN O'NEILL:  They're in

 7      tomorrow, I believe, but this was a good

 8      sort of starter conversation.

 9              COUNCILMAN HENON:  This is a

10      broader conversation, not necessarily

11      getting into the weeds, although we did

12      get down to cap and trade and the

13      watershed needs, but we should be talking

14      about incentives, to the Councilman's

15      point.

16              Thank you.

17              The Chair recognizes

18      Councilwoman Brown.

19              COUNCILWOMAN BROWN:  Good

20      afternoon.  Could you please restate

21      again the details regarding the project

22      with the Philadelphia Museum of Art.

23              MR. AGALLOCO:  Sure.  The

24      Office of Sustainability as well as the

25      Philadelphia Energy Authority and the Art
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1        4/25/17 - WHOLE - BILL 170195, ETC.

2    Museum have put out an RFQ for an energy

3    performance contract at the Philadelphia

4    Museum of Art.  This is intended to kind

5    of replicate some of the work and the

6    similar model as the quadplex project,

7    but looking at energy efficiency in the

8    areas that are not touched by the core

9    project, the large multimillion-dollar

10   renovation project that the Art Museum is

11   doing.  So we're looking at things like

12   lighting, maybe a little bit of building

13   envelope, definitely building control

14   systems work that will reduce the overall

15   energy costs and utility usage at the Art

16   Museum.

17              COUNCILWOMAN BROWN:  What's the

18   deadline for the receipt of those

19   documents?

20              MR. AGALLOCO:  The deadline

21   for --

22              COUNCILWOMAN BROWN:  For the

23   receipt of the RFQ.

24              MR. AGALLOCO:  So the RFQ

25   deadline has since passed.  We're now
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   writing the RFP, and we'll be putting out

3   that shortly.

4   COUNCILWOMAN BROWN: So

5   "shortly" means 30 days, 60 days?

6   MR. AGALLOCO: Less than 30

7   days.

8   COUNCILWOMAN BROWN: Okay.

9   Thank you.

10   So will your department be

11   rendering that decision or OEO? How does

12   that work?

13   MR. AGALLOCO: The decision --

14   COUNCILWOMAN BROWN: The

15   decision on the RFP.

16   MR. AGALLOCO: On the RFP,

17   we're planning on having a multi kind of

18   City as well as Energy Authority,

19   Philadelphia Museum of Art group to

20   decide who's the best vendor, because

21   it's a dynamic decision. It's not just

22   based on cost. It's not just based --

23   it's based on value essentially.

24   COUNCILWOMAN BROWN: Okay,

25   then.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Commissioner of Public

3   Property, please tell me where Public

4   Property starts on the City Hall

5   courtyard and where the Philadelphia

6   Center City District begins.

7   COMMISSIONER GREENWALD: So

8   Center City District oversees Dilworth

9   Park. So we have everything -- so we

10   have the west portal where you enter into

11   the courtyard, meaning the City, Public

12   Property, the whole entire courtyard, the

13   other portals and all the other aprons

14   are the City. So CCD handles Dilworth.

15   COUNCILWOMAN BROWN: Strictly?

16   COMMISSIONER GREENWALD: Yes.

17   COUNCILWOMAN BROWN: Okay. And

18   when it comes to vendors who do the

19   gardening and the planting and all that

20   fabulous work that they do, is that Parks

21   and Rec or is that Public Property?

22   COMMISSIONER GREENWALD: So the

23   ones in the courtyard and around the

24   apron, the ones that I mentioned earlier

25   in my testimony, that's us. So we have

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2     our internal, Deb, who runs our landscape

 3     program, handles that and then there's

 4     citywide contracts.  So they're Parks and

 5     Rec and Public Property for a landscaper

 6     that helps us, because she can't do it

 7     all herself even though she would try.

 8               COUNCILWOMAN BROWN:  And how

 9     well do we do as a government with making

10     sure that those who get those contracts

11     are local and are inclusive?

12               COMMISSIONER GREENWALD:  Well,

13     I believe they go -- well, not I believe.

14     They go through the citywide

15     contracting -- professional services

16     contracting process.  So OEO is involved.

17     They set ranges and goals.  I don't know

18     what the one that we use is off the top

19     of our head, but I can get it to you.

20               COUNCILWOMAN BROWN:  Would you

21     please.

22               COMMISSIONER GREENWALD:  Sure.

23     Absolutely.

24               COUNCILWOMAN BROWN:  Because

25     it's no secret that one can still pull up
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   on the City Hall section of that and see

3   zip codes that are not Philadelphia

4   taxpayers.

5   COMMISSIONER GREENWALD: We can

6   totally get you that.

7   COUNCILWOMAN BROWN: Okay.

8   Thank you.

9   Thank you, Mr. Chairman.

10   COUNCILMAN HENON: Thank you,

11   Councilwoman.

12   The Chair recognizes Councilman

13   Domb.

14   COUNCILMAN DOMB: Thank you,

15   Mr. Chairman.

16   A couple other questions I just

17   wanted to ask. In the past year, how

18   much has been paid out in personal injury

19   lawsuits, settlements involving

20   City-owned property where someone got

21   injured and we got sued?

22   COMMISSIONER GREENWALD: I

23   believe it's a little over a million

24   dollars. We don't actually pay it out.

25   It comes out of an indemnity fund with

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   the Law Department, but I believe it's a

3   little over $1.1 million. I can get you

4   that exact amount, but I'm pretty sure

5   that's where it lands.

6   COUNCILMAN DOMB: And is that

7   similar to prior years?

8   COMMISSIONER GREENWALD: Yeah.

9   It's pretty consistent.

10   COUNCILMAN DOMB: Okay. And

11   the other question I had, in today's work

12   environment -- I think you kind of

13   touched on this, but are we actually

14   looking at departments within the City

15   where we have leases on how we can make

16   them more efficient within their space?

17   Because in today's day and age, many

18   companies are condensing and the whole

19   style of how people work is changing.

20   The size of the offices aren't as big as

21   they used to be. Have we like picked

22   certain areas of the City we're

23   targeting?

24   COMMISSIONER GREENWALD: We've

25   actually picked certain departments that

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   we're doing that with, departments that

 3   have been really open to working with us.

 4   So Licenses and Inspections has been a

 5   great example, working with Commissioner

 6   Perri and his staff. So we have taken,

 7   in the Municipal Services Building alone,

 8   what used to be -- we call it a wing, but

 9   one wing where you had maybe 25 employees

10   in there and now have 50. Like we've cut

11   it in half, the number of space you need.

12   It's more of a bullpen setup, touchdown

13   space. So you get a small area, because

14   you're out in the field a lot. You come

15   back into the office at the end of the

16   day or maybe in the morning or whenever

17   you do and you have your plans and your

18   paperwork and there's enough room for

19   that. There's community space where you

20   guys can -- where the employees can all

21   go around, open up plans, advise each

22   other. So it's more that community

23   space. So we've done it in two sections

24   of L&I so far. We set up part of our

25   inspectional staff that way. We moved

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      them out to 6th and Erie so they would

 3      kind of be more in the middle of the City

 4      and did that.

 5               So, yeah, we've been working on

 6      that, and that's the direction we want to

 7      head.  We want to obviously shrink our

 8      footprint and save some money.

 9               COUNCILMAN DOMB:  So can I give

10      you a suggestion on that?  Can we

11      categorize our leases by the most

12      expensive per foot and work in those

13      areas first to condense the space?

14               COMMISSIONER GREENWALD:  Yeah.

15               COUNCILMAN DOMB:  Because that

16      will be the most dollar productive.

17               COMMISSIONER GREENWALD:  We can

18      totally do that.

19               COUNCILMAN DOMB:  And then the

20      last question I have just for the record.

21      I'm just curious about this.  Do you have

22      an idea of how many City-owned properties

23      currently could use our utility called

24      PGW but do not?

25               COMMISSIONER GREENWALD:  I have
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   to defer to Adam again on this one.

 3   MR. AGALLOCO: I know,

 4   Councilman Domb, that you're interested

 5   in this subject. The City has about nine

 6   accounts with Veolia, the steam provider,

 7   as well as I want to say close to 100

 8   accounts with various fuel oil services.

 9   Now, the challenge with the fuel oil

10   services is that the majority of those

11   are very small, kind of either back-up

12   generators or back-up gas providers or

13   back-up heating providers or they're

14   things like mansions in Fairmount Park

15   where it's cost prohibitive to bring PGW

16   service into there. So in terms of major

17   fuel oil users, there's really, I would

18   say, under ten that maybe are close

19   enough to PGW but not using PGW, and

20   those are very, very small facilities.

21   COUNCILMAN DOMB: One of them

22   is the Art Museum, the Library and some

23   of our prisons too?

24   MR. AGALLOCO: The Art Museum

25   is the City's largest steam user, the

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 1      4/25/17 - WHOLE - BILL 170195, ETC.
 2     City government's largest steam user, the
 3     Central Library, another one of our
 4     larger buildings.  The Prisons are
 5     already on natural gas.
 6               COUNCILMAN DOMB:  Okay.  But
 7     one of the questions I had was the
 8     potential of savings of those nine or ten
 9     buildings.  Can you give me some estimate
10     as to what the range might be?
11               MR. AGALLOCO:  Well, I don't
12     have that number.  I can run that
13     together for you.  I know that the
14     biggest opportunities are obviously in
15     the largest buildings.  The challenge
16     with switching from steam or fuel oil to
17     natural gas is also an infrastructure
18     challenge.  We need new infrastructure,
19     whether that be boilers or other
20     equipment, to run in those facilities.
21     But I know PGW is very interested in
22     this, and we talk with them frequently.
23               COUNCILMAN DOMB:  So my goal in
24     this is to -- I liken this to like we own
25     real estate, but we don't use our own
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   utility company for our own real estate,

3   which is crazy to me. And so my goal is

4   not just -- most of these are paybacks of

5   10 to 12 years, I think, when you look at

6   the numbers, but the big picture is the

7   revenue that goes to PGW, that if we ever

8   consider selling that asset again, the

9   value of that revenue. And if you're

10   selling a utility company, for example,

11   at a five cap rate and you can drive $4

12   or $5 million into that utility, you're

13   looking at $80 to $100 million of

14   additional value of PGW. So that's my

15   long-term goal, to build up the asset

16   value of PGW.

17   MR. AGALLOCO: I understand

18   that, and I think for us, we're

19   interested in exploring that. We're also

20   looking to balance that with the

21   environmental benefits of fuel switching

22   or energy switching and find a balance

23   that makes sense.

24   COUNCILMAN DOMB: Thank you.

25   Thank you for your testimony today.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Thank you, Mr. Chairman.

3   COUNCILMAN HENON: Thank you,

4   Councilman.

5   I just have a few last

6   questions and then we're going to move to

7   our Procurement Department and then we're

8   going to take a break for the afternoon

9   and then proceed after that with the rest

10   of our budget hearings.

11   So utilities, you mentioned --

12   you happen to be up at the table. You

13   talk about -- do we have an assessment of

14   our correctional facilities that are up

15   in our district on how much utilities we

16   use, the cost of it, and what needs to be

17   replaced and what measures were taken to

18   save in those cost savings? Because I

19   would imagine that it's a very large part

20   of our utilities. And do those utilities

21   run through Public Property or is that

22   the correctional -- the Prisons

23   themselves?

24   MR. AGALLOCO: Yeah. So the

25   Department of Public Property pays the

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   actual utility bills. Our office kind of

3   manages --

4   COUNCILMAN HENON: Do you know

5   what they are?

6   MR. AGALLOCO: I know --

7   offhand I don't. I know that the Prisons

8   Department is the single largest energy

9   user.

10   COUNCILMAN HENON: It's

11   definitely the single largest.

12   MR. AGALLOCO: I will say that

13   Public Property was the single largest

14   before the quadplex project, and we're

15   proud to have reduced the --

16   COUNCILMAN HENON: You got the

17   correctional facilities all in one

18   location, right? So there's probably a

19   better way to address cost savings when

20   it comes to the utility use and/or the

21   reduction in the efficiencies of wasted

22   energy I think would be a good model. I

23   think probably get some federal funding

24   for that.

25   It's just my opinion, but could

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   you provide -- I don't need any answers

3   now. Just provide to the Council

4   President the breakdown of all the

5   utilities, how old the utilities and the

6   equipment that we're using and is there

7   any attempt to work on reducing the

8   energy that we're providing.

9   MR. AGALLOCO: If I can, I just

10   wanted to articulate again that our plan

11   after the Art Museum project is kind of

12   well on its way, is to replicate

13   guaranteed energy savings, energy

14   performance contracts at the Prison

15   complex.

16   COUNCILMAN HENON: You have an

17   ESCO that's going to go out?

18   MR. AGALLOCO: We would have to

19   go out for an RFQ and then eventually --

20   COUNCILMAN HENON: That's fine,

21   but is the intent to do that?

22   MR. AGALLOCO: Yes.

23   COUNCILMAN HENON: So we're

24   going to go out on an ESCO. You have

25   multiple use -- wasn't last year --

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   didn't we lose some power? Did we lose

3   power at one point in the Prison and

4   discover that our back-up system is a

5   little dated?

6   COMMISSIONER GREENWALD: Yes.

7   We did lose power at Riverview, which is

8   connected to the Prison System. So it

9   was a little touch and go for a little

10   while there, yes, and we did -- we

11   brought in a generator. We brought in a

12   monstrous generator, and we are now

13   working on the project for the back-up

14   generators of the Prison and Riverview.

15   COUNCILMAN HENON: Okay. So I

16   wouldn't mind going through all the

17   utilities with regards to the complex

18   that are up there, notwithstanding the

19   complex that is over 100 years old should

20   be demolished, but that's besides the

21   point.

22   The fire training facilities,

23   what kind of shape are they in?

24   COMMISSIONER GREENWALD: So the

25   fire training facility, we have a project

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      going on right now where we're evaluating

 3      the Byrne building, make sure that's

 4      structurally sound, because they burn it,

 5      so we want to make sure that it's

 6      still okay.

 7                  COUNCILMAN HENON:  Is it burned

 8      out?

 9                  COMMISSIONER GREENWALD:  No,

10      it's not burned down.  It's still

11      standing.

12                  COUNCILMAN HENON:  Are we

13      training people in that Byrne building?

14                  COMMISSIONER GREENWALD:  We

15      train people in the facility.  I don't

16      think they have a classroom right now

17      that they're training anyone right at the

18      Byrne facility.  So we're doing our

19      annual inspection there, but we're also

20      working with the Fire Commissioner to

21      determine how training should actually be

22      provided in the Fire Department.  He has

23      some different ideas.  So we're working

24      with him to try to fulfill his mission on

25      getting everyone trained, which might
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      be --

 3                  COUNCILMAN HENON:   That makes

 4      sense.   Is it going to be in this budget?

 5                  COMMISSIONER GREENWALD:   I

 6      believe that the Fire Commissioner asked

 7      for it in his budget presentation.   I was

 8      told he did, so I'm assuming he did.   And

 9      then we would just work with him on let's

10      get the requirements, let's get the scope

11      together, if we're going to do it

12      differently, how do we have to like

13      manage that process and whatnot, or if

14      we're going to stay on State Road, which

15      I imagine some of it will stay on State

16      Road, how will we manage what we have and

17      what do we need to add or whatnot.

18                  COUNCILMAN HENON:   Will there

19      be a report as a result of the facilities

20      plan that you're going to put together?

21                  COMMISSIONER GREENWALD:   The

22      facilities plan was only -- was very

23      small in scope.

24                  COUNCILMAN HENON:   For police

25      and firehouses.
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   COMMISSIONER GREENWALD: Police

 3   and firehouses or stations. So, no, the

 4   training academy is something different

 5   and the administration strata building is

 6   something different. They're two --

 7   COUNCILMAN HENON: So police

 8   and fire facilities themselves, is there

 9   a report that's published?

10   COMMISSIONER GREENWALD: That's

11   the one that will come out in September.

12   It will come out in September, and what

13   it's going to do is give us the

14   recommendations that we will feed the

15   next Capital Budget ask and then our

16   Operating Budget ask and the Five Year

17   Plan ask.

18   COUNCILMAN HENON: Do you know

19   how much value the public property in the

20   city is, like what the value of all our

21   properties are?

22   COMMISSIONER GREENWALD: No, I

23   do not. But I do think when we get these

24   systems up and running, that we'll have a

25   much better sense. I mean, I know what

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   some buildings -- you know, we could get

3   for certain buildings, but I don't have a

4   whole comprehensive picture.

5   COUNCILMAN HENON: So with

6   these systems, which we're all excited

7   for and it's going to be fantastic, we'll

8   be able to determine how much value the

9   public property to the City -- how much

10   property the City owns?

11   COMMISSIONER GREENWALD: We'll

12   definitely know how much property the

13   City owns in one comprehensive place. As

14   for the value, we would have to work to

15   get the value. So what we would do --

16   obviously OPA has some values for some

17   properties, and we go out and get our

18   properties appraised when we're actually

19   going to sell them.

20   COUNCILMAN HENON: Something we

21   can work towards?

22   COMMISSIONER GREENWALD: Oh,

23   yeah, yeah, yeah. That's what I'm

24   saying. We would definitely --

25   COUNCILMAN HENON: And through

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   these new systems we can actually put a

3   value to some of the space that we're not

4   using.

5   COMMISSIONER GREENWALD: We're

6   going to be able --

7   COUNCILMAN HENON: And work

8   towards shifting some costs around,

9   getting our best value.

10   COMMISSIONER GREENWALD: We're

11   going to be able to show a cost for

12   space, which currently we can't. So

13   we're -- when people want space, they're

14   going to know there's a cost that's

15   associated with it.

16   COUNCILMAN HENON: Once we

17   identify the space, we can put a cost to

18   it.

19   COMMISSIONER GREENWALD: Yeah.

20   COUNCILMAN HENON: Whether it's

21   being used, underutilized or not used.

22   COMMISSIONER GREENWALD:

23   Mm-hmm.

24   COUNCILMAN HENON: And how it's

25   being used.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COMMISSIONER GREENWALD: And

3   then come up with suggestions or

4   recommendations.

5   COUNCILMAN HENON: Including

6   storage.

7   COMMISSIONER GREENWALD: Yes,

8   including storage. Yeah, storage is a

9   biggie for us.

10   COUNCILMAN HENON: Great. Last

11   question for me and then we'll move on to

12   Procurement, unless anybody has any other

13   questions, is, how are we making out with

14   filling the vacancies in our department?

15   COMMISSIONER GREENWALD: So we

16   have currently 14 vacancies in Public

17   Property. We were doing very, very well.

18   As you know, a lot of our employees are

19   trades workers. So we lost a handful to

20   the new L&I inspection group that's going

21   in. So that's where they take their

22   pools, from the trades, so --

23   COUNCILMAN HENON: So is that

24   the 40 special projects team?

25   COMMISSIONER GREENWALD: They

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   contribute. Some of our trades workers

3   are going to go contribute to L&I's new

4   inspectional team. So we have to do some

5   backfilling. We were pretty good. We

6   were down to about six vacancies and now

7   we have 14. So we have a new HR manager.

8   She's great. She's working to fill them

9   all. So I'm confident we'll get them

10   filled, but it all just happened.

11   COUNCILMAN HENON: Well, that's

12   great. Your HR management, is that

13   separate than the City's HR?

14   COMMISSIONER GREENWALD: So,

15   yeah. We have our own HR manager, and

16   she works with the Office of Human

17   Resources to fill positions for us.

18   COUNCILMAN HENON: Great.

19   Thank you for your testimony.

20   Anyone else have any questions?

21   The Chair recognizes one more,

22   Councilman Green.

23   COUNCILMAN GREEN: Thank you,

24   Mr. Chair.

25   I'm trying to get a perspective

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   on how certain properties receive City

 3   funding versus others. Like, for

 4   example, I know some properties that have

 5   long-term leases, properties that are

 6   owned by the City -- like, for example, I

 7   was the Board President for Center in the

 8   Park. So the Center in the Park has a

 9   long-term lease, which is the former

10   Andrew Carnegie Library. So the lease is

11   like a dollar and they're responsible for

12   maintaining. But then you have other

13   properties within the City like the Art

14   Museum where the City has a contract.

15   I'm trying to remember. We own the Art

16   Museum property, but we have a long-term

17   contract which predates the Charter where

18   we're responsible for operations and

19   maintenance. And then we have other

20   properties in the City like the Mann,

21   Dell East, but then we also have the

22   Please Touch Museum.

23   So how do you make a

24   distinction between properties where we

25   have a long-term lease where we're

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2       saying, listen, here's the property,

 3       here's a dollar lease, you're responsible

 4       for all the fixtures and improvements

 5       versus some of these other properties

 6       that have different dynamics?

 7                 COMMISSIONER GREENWALD:  So at

 8       the time when these leases are

 9       negotiated, which some of them go back

10       years and years, 30, 40 years some of

11       them, they were -- whoever negotiated the

12       lease at the time was the person that

13       determined what was going to happen,

14       whether utilities were paid, whether it

15       was a nominal lease, whether maintenance

16       was included.  So most of those leases

17       that you're talking about actually came

18       through the Department of either -- well,

19       now it's Parks and Rec.  So they had

20       their own leasing department that did all

21       that.  So Public Property doesn't get

22       involved in all of those leases, although

23       we do get involved in some, and that's

24       like a case-by-case basis as well, but

25       they literally go to whoever negotiated
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   the lease at the time. Sometimes it went

3   by who -- there's a Council ordinance

4   that was put out for some of them. Like,

5   okay, you're going to be responsible for

6   utilities in this facility, but not in

7   this. So it is really all case by case.

8   It is.

9   In our leases, like the newer

10   leases that we got involved in that are

11   Public Property leases, like proper I'll

12   say, that doesn't happen now. It's not

13   up to that. We pay for the same things

14   in most of them.

15   COUNCILMAN GREEN: Okay. So

16   based on that information, which type of

17   properties if they're owned by the City

18   are eligible for capital dollars? Like

19   so if it's -- like going back to Center

20   in the Park. So that is an entity that

21   the property is owned by the City, but

22   they have a long-term lease with the

23   organization that runs it. So my

24   assumption is they would not be available

25   for capital dollars, but then other

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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2      entities like, say, the Art Museum or the

 3      Mann or Dell East would be.  So what

 4      makes the distinction?

 5                 COMMISSIONER GREENWALD:  So

 6      anything that's owned by the City that

 7      the capital improvement is over $15,000

 8      in value and it's going to be around

 9      longer than -- the improvement will be

10      around longer than five years is

11      eligible.

12                 COUNCILMAN GREEN:  That's any

13      property owned by the City?

14                 COMMISSIONER GREENWALD:  Yeah.

15      So a lot of times what happens is for

16      like -- for Center in the Park, for

17      example, like if Councilwoman Bass might

18      say, okay, well, I would like to do

19      something, and then sometimes Parks and

20      Rec will have some capital money

21      available, sometimes it's ITEF money

22      that's used for it, but, yeah, it's

23      capital eligible.

24                 COUNCILMAN GREEN:  All right.

25      Thank you very much, Mr. Chair.
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1       4/25/17 - WHOLE - BILL 170195, ETC.

2               COUNCILMAN HENON:  Thank you,

3       Councilman.

4               Commissioner, real quick.  So

5       yesterday I'm sure you were aware we had

6       a resolution --

7               COMMISSIONER GREENWALD:  I was

8       over there on the side.

9               COUNCILMAN HENON:  I know.  In

10      safe grounds.

11              COMMISSIONER GREENWALD:  I've

12      been around.

13              COUNCILMAN HENON:  So we did

14      have a hearing on a lot of assessments.

15      One of them was the facility and the

16      space, and it dovetails into what you're

17      trying to accomplish.  Is the Department

18      or the Administration committed to

19      funding a space study?

20              COMMISSIONER GREENWALD:  Yes.

21      The Administration is committed to

22      funding a space study.  I did go through

23      some of our old records.  Back in 2013,

24      we didn't do a space study, but we did

25      sort of an assessment of sorts that I
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1        4/25/17 - WHOLE - BILL 170195, ETC.

2     just -- and we think there's some ways to

3     shrink space here, shrink space there.

4     So we're going to go for the whole space

5     study and see what we can --

6               COUNCILMAN HENON:  Or create

7     new entire space?

8               COMMISSIONER GREENWALD:  Yes.

9     Yeah, yeah, yeah.  Everything is on the

10    table, yes.  Yeah, yeah.  I know where

11    you --

12              COUNCILMAN HENON:  You know my

13    option.

14              COMMISSIONER GREENWALD:  I

15    absolutely do.  So, yes, we're going to

16    do that.  We'll oversee that.

17              COUNCILMAN HENON:  And before

18    you leave, I just want to give a

19    shout-out and kudos to your team here

20    that manages this City Hall and all of

21    our offices.  They do a great job and --

22              COMMISSIONER GREENWALD:  Yes,

23    they do.  Thank you.

24              COUNCILMAN HENON:  And I see

25    the Center City District back there.  I
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2     think is one of the most -- I think it
 3     was a very controversial type of plan in
 4     the beginning leading up to it, but has
 5     been one of the best investments I think
 6     the City has made when it comes to City
 7     Hall and this City and its visitors, and
 8     its own residents utilize the space.
 9     That is how space should be used in the
10     City.  So thank you.
11                COMMISSIONER GREENWALD:  Great.
12     Thank you.
13                COUNCILMAN HENON:  Thank you
14     for your time.
15                Procurement, if you're still
16     hanging around, we are going to hear
17     Procurement and then we will be taking a
18     recess.
19                (Witnesses approached witness
20     table.)
21                COUNCILMAN HENON:
22     Commissioner, can you state your name for
23     the record and you may proceed with your
24     testimony.  And welcome.
25                COMMISSIONER DAY:  My name is
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 1      4/25/17 - WHOLE - BILL 170195, ETC.

 2    Trevor Day, Procurement Commissioner.

 3              Good afternoon, Councilman

 4    Henon and members of City Council.  I am

 5    Trevor Day, Commissioner of the

 6    Procurement Department.  I'm here to

 7    present for your consideration the

 8    Procurement Department's Fiscal Year 2018

 9    budget request.  With me today is Deputy

10    Commissioner Nicholas Susi and Director

11    of Administration LaShawnda Tompkins.

12              The Department is requesting a

13    total appropriation of all funds of

14    $5,021,314, of which $4,932,053 is in the

15    General Fund.  The proposed FY18 General

16    Fund allocation represents an increase of

17    26,725 over the FY17 estimated

18    obligations, which is the result of

19    exempt employee raises and increases as

20    agreed to in the last contract with

21    DC 33.

22              Additionally, there is a $5,000

23    restoration of a budget cut in Class 200

24    from FY17.  $2,194,662, which amounts to

25    about 45 percent of our total General
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Fund budget request, represents citywide

3   Charter-mandated advertising expenses.

4   The Procurement Department

5   continues to strategically improve the

6   way it conducts business and streamline

7   its operations relative to contracting

8   for concessions, public works,

9   commodities, and maintenance contracts.

10   During FY17, we began or implemented

11   several projects that improve the

12   operations of the Procurement Department.

13   I'd like to highlight four of those

14   projects.

15   First, we launched

16   PHLContracts, a front-end eProcurement

17   system enabling electronic bidding and

18   vendor portal. To date there are over

19   1,000 vendors registered in PHLContracts.

20   Of those 1,000, 11 percent are LBE

21   certified and 23 percent are registered

22   minority, women, and disabled business

23   entities. An additional 6.5 percent are

24   self-reported women, minority, and

25   disadvantaged businesses, for a combined

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   of 29.5 percent diverse suppliers. We

3   have partnered with OEO to share that

4   contact information of the self-reported

5   vendors to assist with their registry

6   recruitment. Each week we continue to

7   increase the overall number of vendors

8   registered in PHLContracts, with a

9   special focus on local and diverse

10   suppliers.

11   Second, we awarded a reverse

12   auction contract and have conducted

13   several events enabling the City

14   departments to purchase more with their

15   budgeted resources. For instance, the

16   Streets Department experiences a high

17   demand for recycling bins for City

18   residents. With a price secured for the

19   reverse auction, they'll be able to

20   purchase thousands more bins at a price

21   that is lower than the price they paid

22   nine years ago.

23   Third, we expanded our efforts

24   to market City contract opportunities

25   with a focus on local and diverse

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   suppliers. Representatives from my

 3   office have attended over 20 offsite

 4   events this fiscal year, reaching more

 5   than 1,000 companies. This is a 200

 6   percent increase in the number of events

 7   attended as compared to last fiscal year.

 8   We have also posted a list of expiring

 9   contracts on our website, giving the

10   business community information on when

11   contracts are projected to end. This

12   list provides vendors a plan on when a

13   new replacement contract may be posted

14   and allows them the opportunity to better

15   prepare to respond.

16   Finally, we've expanded our

17   training and technical assistance to

18   internal City stakeholders and vendors.

19   In this fiscal year alone, we've held 24

20   training workshops for City departments

21   regarding procurement and training on

22   PHLContracts. Every week we hold two

23   trainings for vendors interested in

24   learning more about our eProcurement

25   system. The first is focused on

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   registering with PHLContracts and the

3   second covers submitting quotes and

4   becoming more familiar with the system.

5   We've posted 14 Quick Start Guides for

6   PHLContracts and we're also in the

7   process of developing online video

8   tutorials.

9   We continue to achieve a high

10   level of awards to local businesses.

11   However, I applaud this legislative body

12   for passing a bill that changed the LBE

13   regulations that went into effect in

14   January 2017. Our expectation is that

15   the percent of contracts awarded to local

16   businesses may decline in the coming

17   years, as the new certification is a more

18   rigorous test of a company's operations

19   within the City of Philadelphia. The LBE

20   preference now provides a true benefit to

21   businesses that are either headquartered

22   or have a significant operational

23   footprint in the City of Philadelphia.

24   We strive to achieve a high

25   level of participation of minority and

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   women-owned businesses in the contracts

3   we award. In our public works contracts,

4   we maintain a participation of 25 percent

5   in 2016 and year to date in 2017. In our

6   services, supplies, and equipment

7   contracts, we've increased our

8   participation from 24 percent in 2016 to

9   33 percent year to date in 2017.

10   The Procurement Department, as

11   noted in our written testimony, boasts a

12   diverse staff, with 61 percent being

13   African American, 35 percent Caucasian,

14   and 4 percent Hispanic. Overall, 69

15   percent are women and 31 percent are men.

16   In FY16, the services,

17   supplies, and equipment program issued

18   259 bids resulting in 306 contract

19   awards, totalling just over $95 million.

20   Also, 919 small order purchases under

21   32,000 were processed, totalling over

22    $5.9 million.

23   In FY16, the public works

24   program processed 152 bids and awarded

25   103 contracts worth $364 million. That

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   program also awarded three concession

3   opportunities that resulted in three

4   contracts on behalf of various City

5   agencies.

6   Additionally, in FY16, the

7   Department collected $421,000 in revenue

8   from the sale of obsolete or

9   unserviceable property. However, in this

10   fiscal year to date, the revenue

11   generated in our inventory disposal

12   program has risen to $795,000.

13   Mr. President or Councilman

14   Henon, this concludes my testimony.

15   Should any Councilmember wish to engage

16   in further discussion on any of these

17   matters, my staff and I are happy to

18   answer any questions you may have or meet

19   with any Councilmembers at their

20   convenience.

21   COUNCILMAN HENON: Thank you

22   for your testimony. I got a couple quick

23   questions, but before I start, in your

24   years or in your knowledge of the history

25   of Procurement and now we have the CAO,

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2   which I think is kind of intertwined, but

 3   in Procurement in particular, has there

 4   been as much activity when it comes to

 5   modernizing and new systems than you have

 6   now in the past year, year and a half?

 7              COMMISSIONER DAY:  In my

 8   experience, no.  I mean, I think this

 9   Administration has put an emphasis on the

10   administrative departments through the

11   CAO, and that has been and continues to

12   be, I think, a boon to the City.

13              COUNCILMAN HENON:  That's

14   great.  So with that, the federal

15   government has been working on a

16   program -- I'm not sure if you're

17   familiar with it -- called 18F.  The

18   General Service Administration -- in the

19   General Service Administration.  One of

20   the primary goals of the program is to

21   create an agile service delivery system

22   that can move quickly from solicitation

23   of services to contract execution in four

24   weeks.  Is that something that I think

25   once these systems are up and running
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   that we can work towards and, if not,

 3   what would be holding us back?

 4   COMMISSIONER DAY: I mean, four

 5   weeks would be fantastic. I think we're

 6   a little bit away from that. I do think

 7   the systems will help, and I'm more than

 8   willing to look at the federal government

 9   or any government that is providing

10   efficiencies on contracting. I think

11   enabling departments to purchase and buy

12   their needs creates efficiencies on the

13   operations to those City departments, and

14   I'm more than willing to look.

15   COUNCILMAN HENON: We can talk

16   offline and catch up about it and learn a

17   little more about it, because 18F boasts

18   an internal consulting arm that provides

19   tech-based insight to ensure that the

20   items that are being procured will have

21   the agility to keep up with the tech

22   advances and the lifecycles that we have

23   here. Technology changes, materials

24   changes, how we purchase and order, as

25   you well know, changes. So I'm not sure

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      how we are focusing now to ensuring that

 3      these purchases made through Procurement

 4      not only meet the current needs but adapt

 5      to the future needs.  So I guess that

 6      would be a question.

 7                COMMISSIONER DAY:  Well, I

 8      mean, so Charlie Brennan, the CIO, had

 9      mentioned earlier in his testimony that

10      there's a meeting in the not too distant

11      future looking at how we purchase

12      technology, and I think that will be a

13      special focus.  The CAO is involved with

14      that, OIT, and Procurement.

15                COUNCILMAN HENON:  So currently

16      we don't have an internal, I guess,

17      consulting on moving forward, I guess?

18      So I guess this joint meeting or

19      attention to just how we see and look at

20      the longevity of Procurement is going to

21      be what we're looking at next?

22                COMMISSIONER DAY:  Yes.

23                COUNCILMAN HENON:  Is that our

24      next steps?

25                COMMISSIONER DAY:  And I think
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2       that's critical to how the City purchases
 3       any of its technology, ensuring that we
 4       have contracts that are agile and that do
 5       meet the needs of OIT and the rest of the
 6       City agencies.
 7                COUNCILMAN HENON:  So last on
 8       that and then I'll go to the members
 9       here.  If we're not -- are we assisting
10       our departments in their purchasing and
11       procurement?
12                COMMISSIONER DAY:  Yes.  So --
13                COUNCILMAN HENON:  Other than
14       purchasing of goods, right, in bulk?
15                COMMISSIONER DAY:  Yeah.  So, I
16       mean, on goods and commodities, we work
17       with the departments hand in hand to
18       identify the specifications, ensure that
19       we're putting out a contract that is
20       going to be used by the departments.  The
21       public works contracts, those
22       specifications are really written by each
23       individual department, whether that's the
24       Airport or Public Property and --
25                COUNCILMAN HENON:  And then
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   you're central?

 3   COMMISSIONER DAY: Yeah. And

 4   we're ensuring that how we put it out

 5   meets the regulations that we need to

 6   follow.

 7   COUNCILMAN HENON: Okay. The

 8   Chair recognizes Councilwoman Brown.

 9   COUNCILWOMAN BROWN: Thank you.

10   You're one of my favorite

11   departments. How about that? Let me

12   commend you on the exponential uptick of

13   outreach activities, because it does

14   matter, and we know that you can't get

15   your job done sitting at your desk. You

16   really have to be on the front line

17   eyeball to eyeball with all types of

18   businesses, stretching the margins so

19   that the City can do better when it comes

20   to this issue of procurement, inclusion,

21   and diversity around inclusion.

22   So you quoted a fabulous number

23   for how you tripled your outreach

24   activities. Has any thinking been given

25   to the next level down to drill down and

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   maybe now pose the question what is the

3   yield of that activity? X number of

4   people attend over a period of time. How

5   many of those ultimately apply and/or --

6   I guess apply and look to the

7   opportunities that you put in front of

8   them?

9   COMMISSIONER DAY: We haven't

10   looked at those metrics. I mean, we

11   could start. We do capture -- we try and

12   capture at the events that we attend the

13   businesses that are there. There are

14   times that we attend events that we don't

15   capture all of the businesses that are

16   there.

17   COUNCILWOMAN BROWN: Sure.

18   COMMISSIONER DAY: But, I mean,

19   that's something that I think we could

20   look at, absolutely.

21   COUNCILWOMAN BROWN: Because

22   then you can -- while my office has for

23   the last ten years partnered with either

24   the Airport early on and now PIDC every

25   year during MED Week where we host a

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   gathering down at the Navy Shipyard, and

3   once we get that pool of new businesses,

4   we do try to track to see where they end

5   up. So it's just added information,

6   which can inform how and what you may

7   want to do differently.

8   So could you begin to send to

9   Councilmembers a schedule of those

10   training sessions that you mentioned?

11   COMMISSIONER DAY: Absolutely.

12   We can distribute that.

13   COUNCILWOMAN BROWN: Please,

14   and make that a regular practice.

15   COMMISSIONER DAY: Absolutely.

16   COUNCILWOMAN BROWN: Because we

17   often get requests, how can I do this,

18   how can I do that, and to be able to say

19   the City is already hosting this

20   initiative on a regular basis would be

21   huge.

22   COMMISSIONER DAY: Great. I'd

23   be happy to.

24   COUNCILWOMAN BROWN: I thank

25   you also for the information you provided

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1        4/25/17 - WHOLE - BILL 170195, ETC.

2        with regards to the diversity of your

3        staff.  We all know that that matters.

4        And I've learned to then ask the next

5        question, drilling down, how well are we

6        doing with regards to pay equity.  Now

7        that we have a more diverse workforce,

8        that's a great thing, pay entity becomes

9        the next question.

10                    And so in looking at your chart

11       on Page -- I can't tell you now what page

12       it is.  Here is the observation made on

13       Page 11 of your testimony.  You state

14       that there are three female members that

15       make up your executive team.  However, in

16       drilling down a step more, on average

17       these female members of your staff are

18       paid $24,000 less than the male

19       counterparts.  So help me understand how

20       that happens, knowing that civil service

21       sometimes has its handicap, for lack of a

22       better word.  Are they exempt positions?

23       And then discuss the roles of the

24       executive staff members of your team.

25                    COMMISSIONER DAY:  Okay.  So
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   last year at budget hearings, I

3   testified, and our executive team was

4   essentially three people and we had two

5   vacant positions, and the makeup of that

6   executive team was 66 percent Caucasian

7   and 33 percent Hispanic. And we have a

8   dynamic leadership team. I'm very proud

9   of our leadership team. We have skills

10   and experience and we're leading the

11   Procurement Department through a

12   significant change.

13   COUNCILWOMAN BROWN: No doubt.

14   COMMISSIONER DAY: And --

15   COUNCILWOMAN BROWN: In a

16   handsome way, really.

17   COMMISSIONER DAY: We now have

18   an executive management team that is 40

19   percent Hispanic, 40 percent Caucasian,

20   and 20 percent African American.

21   With regard to parity, the

22   Commissioner and Deputy Commissioner

23   positions, we're currently paid less than

24   the Commissioner and Deputy Commissioner

25   positions under the previous

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2     Administration.

 3              COUNCILWOMAN BROWN:  Is that

 4     right?

 5              COMMISSIONER DAY:  And the

 6     other three positions are being paid

 7     either the same or more than those

 8     positions were paid under the previous

 9     Administration.  So I think we're trying

10     to sort of create less parity and we're

11     trying to move the bar.

12              COUNCILWOMAN BROWN:  Well,

13     thank you very, very much for the

14     feedback.  And, again, my congrats for

15     stretching the margins and deepening the

16     awareness of what you do and the

17     opportunities that can exist with City

18     government when it comes to growing,

19     thriving businesses.

20              COMMISSIONER DAY:  Thank you.

21              COUNCILWOMAN BROWN:  Thank you

22     very much.

23              Thank you, Mr. Chairman.

24              COUNCILMAN HENON:  Thank you,

25     Councilwoman.
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   The Chair recognizes Councilman

3   Domb.

4   COUNCILMAN DOMB: Thank you,

5   Mr. Chairman.

6   Good afternoon.

7   COMMISSIONER DAY: Good

8   afternoon.

9   COUNCILMAN DOMB: Thanks for

10   everything you guys are doing. Just a

11   couple questions.

12   Part of your mission is to

13   dispose of quality goods. Do you have

14   any kind of an idea of an inventory

15   dollar value-wise of items that we need

16   to dispose of that we haven't been able

17   to?

18   DEPUTY COMMISSIONER SUSI:

19   Nicholas Susi, Deputy Procurement

20   Commissioner.

21   I don't know if we've

22   categorized at this point things that we

23   know are ready to be disposed of. We do

24   have a process, an internal process, with

25   all the operating departments to go

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      through their inventory on an annual

 3      basis and then, of course, throughout the

 4      year to figure out what they need to

 5      dispose of, if it's reached end of life,

 6      and we work very closely with the office

 7      of Fleet Management to figure out what

 8      their fleet vehicle refresh rate, what

 9      they can actually give up to start -- to

10      go to surplus disposal.  So we could

11      definitely try to look into that.

12                  I think one thing that would be

13      difficult with the current system we have

14      is, it doesn't actually track by phase

15      where we are with things that maybe need

16      to be disposed of, and that's something

17      we're looking into, as mentioned in our

18      longer testimony, that we are looking

19      into a new inventory management system.

20                  COUNCILMAN DOMB:  Right.  I

21      mean, because wasn't there some sort of

22      system that was purchased a few years ago

23      that's not being used, it's sitting in a

24      warehouse somewhere?

25                  DEPUTY COMMISSIONER SUSI:  Not
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   related to personal property. To what we

3   manage. I can't speak to any other

4   systems.

5   COUNCILMAN DOMB: Okay. Let me

6   ask you another question. What steps are

7   currently being taken to improve the

8   accounts payable processing time and what

9   would you say an average is the amount of

10   time it takes us to process and pay a

11   bill?

12   COMMISSIONER DAY: So there's a

13   distinction between how we process and

14   pay bills on the professional services

15   contracts and on the Procurement

16   contracts. Generally -- and I haven't

17   looked at a report in the last couple

18   months, but the previous reports that

19   I've seen, Procurement Department

20   contracts we typically pay on the 45-day

21   on average, and it does depend on -- each

22   department is receiving the invoice,

23   managing the invoice, approving the

24   invoice, and sending it to Finance for

25   payment. And so if there's additional

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 1       4/25/17 - WHOLE - BILL 170195, ETC.

 2      steps within a certain department, that

 3      may be within the operational

 4      responsibility of that department.

 5                COUNCILMAN DOMB:  Would there

 6      be a discount if we paid within 30?

 7                COMMISSIONER DAY:  There

 8      currently is not under contract, and I'm

 9      more than willing to sort of look at that

10      contractually.  I think that's sort of a

11      standard out there, and I would be more

12      than willing to look at it.

13                COUNCILMAN DOMB:  Maybe you

14      could come back to us with some sort of

15      an idea if we got the payments within 30

16      days, what's the discount we would

17      receive.

18                COMMISSIONER DAY:  Okay.

19                COUNCILMAN DOMB:  And then the

20      other question I have is, any idea of the

21      percentage of contracts that go to local

22      vendors?

23                COMMISSIONER DAY:  Yes.  So

24      annually we report on LBE, which is local

25      business entities.  I think this year we
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   awarded 77 percent of our total contract

3   awards to local business entities. As I

4   referenced, that certification is

5   changing and so that number may go down

6   in the future.

7   COUNCILMAN DOMB: Thank you

8   very much. Thank you for your work.

9   Thank you, Mr. Chairman.

10   COUNCILMAN HENON: Thank you,

11   Councilman.

12   Why would the percentage go

13   down? Is the incentive going away or is

14   it lessening?

15   COMMISSIONER DAY: No, the

16   incentive is not going away. It's going

17   to stay the same. The certification

18   process has changed. So before you could

19   have been a business like Enterprise Car

20   Rental and get certified as a local

21   business.

22   COUNCILMAN HENON: I think

23   we're really going to -- the percentage

24   will go down, but you're going to have

25   actual local business entities.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   COMMISSIONER DAY: Right. So

 3   we currently have about 250 businesses

 4   certified, and we're doing an effort to

 5   get more true local businesses certified.

 6   So it's my best guess. But now the

 7   program is really geared towards

 8   benefiting businesses that either are

 9   headquartered or do have a significant

10   footprint of operations in the City of

11   Philadelphia.

12   COUNCILMAN HENON: I'll tell

13   you what, I think that's a credit to you

14   guys that are really honing in on local

15   businesses, and I'm glad the Councilman

16   brought that question up on LBE.

17   Are you -- is the department

18   working -- do you work with the Commerce

19   Department to try to create more of an

20   outreach for LBEs for things that are

21   made here, things that people provide our

22   services here or -- and if you don't, can

23   we do something? I know Councilman Green

24   has stated it many times and Councilman

25   Domb as well.

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2                My role as Co-Chair of the
 3     Manufacturing Task Force and Industry, I
 4     mean, we have a supply chain here and
 5     with our institutions, with our local
 6     businesses, hospitals, we can really
 7     create a better business opportunity or
 8     models for a supplier network chain, and
 9     I'd be interested in even having hearings
10     on that or sitting together with some of
11     the offices and the departments to figure
12     out how do we utilize people here.  And
13     we might be able to even create some jobs
14     at the same time, but they would be local
15     business entities.
16                COMMISSIONER DAY:  Yeah.  So we
17     do we meet with -- I've met with Harold.
18     We meet regularly with Iola, the head of
19     OEO, Office of Economic Opportunity, in
20     looking at exactly that, what
21     opportunities are there that the City is
22     putting out that we could attract either
23     local or minority, women businesses that
24     really should be opportunities that
25     people can be awarded.
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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2                  COUNCILMAN HENON:  I think it's
 3      a great opportunity, especially now that
 4      you're focusing in on the eligibility
 5      part of it and really giving local
 6      businesses the better opportunity.  I
 7      think now that you have that in place, we
 8      can expand, and we should.  I'd be
 9      interested in pulling some people
10      together and figuring out how do we
11      achieve those goals.
12                  So last and I'll be done my
13      lines of questioning and then we'll take
14      a break.  Does the City currently
15      participate in facilitating any
16      cooperative purchasing agreements in
17      order to buy bulk across the region and
18      reduce administrative costs?
19                  COMMISSIONER DAY:  Can you
20      clarify by "cooperative"?  Sort of joint
21      purchasing with another --
22                  COUNCILMAN HENON:  With other
23      entities or departments or quasi-City
24      agencies.  So, I mean, if we're going to
25      be bulk purchasing, let's go big.
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COMMISSIONER DAY: We do that

3   with some specific commodities. So fuel,

4   when we purchase fuel, we purchase fuel

5   for the City of Philadelphia. We also --

6   the School District is a part of that

7   contract. So they purchase their fuel

8   off of our contract. So we're pooling

9   our resources and our purchasing power to

10   get a better competitive price.

11   We also sort of leverage other

12   government contracts on some commodities

13   to get a better price as well. Again, it

14   doesn't necessarily take away from the

15   local or minority, women-owned

16   businesses, because a lot of those

17   government contracts have that built into

18   the contract structure.

19   And then again, we've been in

20   conversations with like PHA or the School

21   District on looking at their contract

22   portfolio, our contract portfolio and

23   sharing that information.

24   COUNCILMAN HENON: I'm glad to

25   hear that you're looking in that

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   direction, because, one, the bulk

3   increases, right, and the prices and

4   there's all kinds of savings that go into

5   it, but we could branch off into other

6   areas maybe and taking a look at how that

7   will apply. And we'll regroup over this

8   another time, but if there's anything

9   that this body, City Council, can do to

10   help assist in that, I'm sure we'd be

11   more than willing.

12   COMMISSIONER DAY: That would

13   be great. Thank you.

14   COUNCILMAN HENON: Thank you.

15   The Chair recognizes

16   Councilwoman Brown.

17   COUNCILWOMAN BROWN: I

18   overlooked one question. Forgive me.

19   On the local business entities

20   discussion, there was a 5 percent

21   decrease, and you've spoken well to what

22   you've done to grow the pie, but help me

23   understand why there was a 5 percent

24   decrease in FY18 in terms of contracts

25   awarded to local businesses. You went

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      from 80 percent to 75 percent.  I think

 3      it's Page 8 of your testimony.

 4              COMMISSIONER DAY:  So that is

 5      strictly on public works contracts and

 6      the percent of contracts awarded to local

 7      businesses, I believe.

 8              COUNCILWOMAN BROWN:  So for my

 9      own learning, give me an example of

10      public works.

11              COMMISSIONER DAY:  So that

12      would be construction on any City-owned

13      property.  And as I said, our projection

14      is that there are some businesses that

15      are currently registered as LBE and with

16      the new regulation, they will no longer

17      be LBE certified.  So we envision that

18      that may impact it by 5 percent or

19      something like that.

20              Now, we're trying to attract

21      other businesses who don't typically bid

22      with the City and who are headquartered

23      and operating in the City of

24      Philadelphia.  But, again, that's our

25      best guess at this moment.
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   COUNCILWOMAN BROWN: Okay. All

3   right, then. Offline -- well, you'll

4   send the information regarding training

5   to everyone, correct?

6   COMMISSIONER DAY: Yes. That's

7   correct.

8   COUNCILWOMAN BROWN: Great.

9   Thank you.

10   COMMISSIONER DAY: Thank you.

11   COUNCILMAN HENON: Any other

12   members have any questions?

13   (No response.)

14   COUNCILMAN HENON:

15   Commissioner, I want to thank you and

16   your team for your patience today and

17   your testimony and answering our

18   questions, and good job with trying to

19   continue to bring us up into modern

20   society, modern-day technology when it

21   comes to purchasing and procurement.

22   Thank you.

23   COMMISSIONER DAY: Thank you.

24   COUNCILMAN HENON: We are going

25   to take a recess. We'll be back in 45

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   minutes to continue our budget hearings

3   with HR and another department. Thank

4   you.

5   (Short recess.)

6   COUNCIL PRESIDENT CLARKE: Good

7   afternoon. We're going to start. Next

8   up we have the Office of Human Resources.

9   Good afternoon.

10   (Witnesses approached witness

11   table.)

12   MR. RODRIGUEZ: Good afternoon,

13   Mr. President.

14   COUNCIL PRESIDENT CLARKE:

15   Please proceed.

16   MR. RODRIGUEZ: Good afternoon,

17   President Clarke and members of City

18   Council. My name is Pedro Rodriguez.

19   I'm the Director of the Office of Human

20   Resources for the City of Philadelphia.

21   With me today are my senior team - Maria

22   Agelakis, Marsha Greene-Jones, George

23   Hayes, Sheila Pate, and Celia O'Leary.

24   I'd also like to mention members of the

25   Civil Service Commission who are here

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   with us this afternoon - Madam Chair

3   Doris Smith, Commissioner Lynda

4   Orfanelli, and Commissioner Leonard Sipp

5   (ph).

6   The Department of Human

7   Resources, under the guidance of the

8   Civil Service Commission, works to

9   attract, select, and retain a qualified,

10   diverse, and effective workforce to

11   support the goals of the City. Human

12   Resources accomplishes this core mission

13   by running the City's civil service

14   system, whose purpose is to create and

15   maintain workforce management systems and

16   programs based on merit, governing the

17   hire, promotion, demotion, transfer,

18   layoff, separation, and disciplines of

19   all City employees. OHR further

20   classifies and determines equitable pay

21   rates for all civil service jobs;

22   develops and runs examination for

23   candidates for City employment;

24   establishes ranked lists of qualified

25   candidates for hire and promotion;

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2        creates and adjusts Civil Service

 3        Regulations as City programs, employment

 4        law and bargaining agreements change.  We

 5        implement those, and we lead and guide

 6        departmentally based human resource

 7        managers and develop and manage a

 8        competitive, yet cost-effective benefit

 9        programs for non-union employees and

10        union-represented employees who opt out

11        of their own systems.

12                  Until the middle of Fiscal Year

13        '17, OHR provided generalist human

14        resource services such as workforce

15        planning, staffing, transaction

16        processing, and payroll to eight agencies

17        through a centralized model.  This pilot

18        project was dissolved during Fiscal Year

19        '17, and these functions were returned

20        back to the original departments.

21                  During Fiscal Year '17, OHR

22        created a Job Interest Form for civil

23        service positions on our website where

24        applicants can now be notified when a

25        specific job they're interested in is
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   open to apply for. Applicants can search

3   for a specific job title, fill out a

4   contact information, and be notified via

5   e-mail when the City of Philadelphia is

6   announcing that title. And we started

7   that the middle of January. We have

8   12,000 people already filled out this Job

9   Interest Form.

10   OHR is also responsible for the

11   strategy, legal compliance, and

12   administration of the City-administered

13   health benefits program. In Fiscal Year

14   '17, the program met all federal

15   compliance mandates associated with the

16   implementation of the Affordable Care

17   Act, including the distribution of 1095-C

18   forms to about 40,000 employees, along

19   with the Health and Human Services

20   notification related to

21   non-discrimination in health benefits

22   based upon race, color, national origin,

23   sex or disability.

24   OHR also sponsors activities

25   designed to help employees get healthy

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   and stay healthy. The wellness program

3   increases employee knowledge of the

4   health plan, enabling them to be informed

5   consumers making better choices for

6   health. In 2016, over 700 employees

7   attended wellness seminars on such topics

8   as Eat Healthy on a Budget and How to

9   Become Smart Consumers of Your Health

10   Products.

11   A bimonthly newsletter now

12   exists to provide ongoing communication

13   and education programming to our members.

14   The wellness programs also

15   requires employees to perform specific

16   wellness activities in order to receive a

17   discount on their employee contributions.

18   A spousal/life partner participation

19   requirement was added in 2015. In 2016,

20   the plan achieved a 43.56 percent

21   compliance.

22   By the way, this is one of the

23   highest rates in the nation. The average

24   is about 35 percent participation of

25   employees in wellness programs. We're

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2     very proud of what we have achieved,

 3     attracting more people to start and

 4     finish the wellness program so they can

 5     get a discount, and we are moving forward

 6     pushing further to increase that

 7     percentage of participation.

 8               The cost of the City's pharmacy

 9     benefits has increased by 3 percent,

10     linked to an increased number of

11     prescriptions used per member.  The City

12     manages costs through implementation of

13     various strategies, such as the use of

14     drug formulary and targeted management of

15     specialty, opioid, and maintenance drugs.

16     City dispensing rates for generic drugs

17     is 84.8 percent, better than our peer

18     groups in the region.  From a maintenance

19     drug perspective, 80 percent of our

20     members receive their medication renewals

21     within the required time limits.

22               As for plans for the next

23     fiscal year, we're looking to implement a

24     new procedure for alternative job

25     placement for employees with
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   disabilities. OHR plans to list the new

 3   regulations, Regulation 34, for approval

 4   in early Fiscal Year '18 and guide the

 5   implementation as it rolls out during the

 6   rest of the year.

 7   We also want to implement a new

 8   management system for multiple choice

 9   written exams. OHR currently uses

10   proprietary software to develop,

11   classify, and store multiple choice

12   questions for written examinations. In

13   Fiscal Year '17, a replacement was

14   purchased which is more compatible with

15   the City's in the network, offers better

16   data analysis functions, and facilitates

17   online testing.

18   We're also looking forward to

19   release an updated Family Medical Leave

20   Act manual, which will also include a lot

21   of training. We want to standardize how

22   departments utilize -- it provides the

23   Family Medical Leave Act provisions to

24   our employees who need it.

25   We also are adding retirees to

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   our wellness program. The retiree

3   population accounts for a large amount of

4   the medical spend of the

5   City-administered plan. In 2017, the

6   wellness program was rolled out to

7   include all non-Medicare retirees as well

8   as their non-Medicare eligible spouses or

9   life partners. The timing of retiree

10   participation correlates with the

11   six-year anniversary of the wellness

12   program so that new retirees would have

13   participated as active employees when

14   they were with us. The benefit of

15   retiree inclusion will be early detection

16   of high risk and the ability to

17   understand medical and pharmacy

18   adherence, as well as access to coaching

19   support.

20   Mr. President, in our proposed

21   budget for Fiscal Year '18, the total

22   budget for the Department of Human

23   Resources is $6.011 million, a decrease

24   of $435,837 over Fiscal Year '17. The

25   decrease is due to the transfer of the

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2     nine employees formerly providing HR

 3     support to the eight agencies I mentioned

 4     earlier, as well as the transfer of the

 5     equal employment functions to the Office

 6     of Labor Relations.  The proposed budget

 7     includes $4.9 million in Class 100, a

 8     462,000 decrease over Fiscal Year '17 due

 9     to the transfer I just mentioned;

10     $959,000 in Class 200, a $27,440 increase

11     over Fiscal Year '17 due to a large-scale

12     oral examination to be conducted in

13     Fiscal Year '18; 65,000 in Class 300, a

14     $500 decrease over Fiscal Year '17; and

15     $4,250 in Class 400, matching our Fiscal

16     Year '17 budget.

17               This concludes my formal

18     presentation, Mr. President.

19               COUNCIL PRESIDENT CLARKE:

20     Thank you very much for your testimony,

21     and good afternoon.

22               MR. RODRIGUEZ:  Good afternoon.

23               COUNCIL PRESIDENT CLARKE:  I

24     got a couple of questions.  You talk

25     about the married City employees.  They
```

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   have the option of waiving health

3   coverage if they choose to be covered

4   under their spouse's healthcare.

5   MR. RODRIGUEZ: Correct.

6   COUNCIL PRESIDENT CLARKE: So

7   for those particular employees who

8   chooses to opt out, how much money are

9   they paid in lieu of --

10   MR. RODRIGUEZ: I will ask

11   Marsha Greene-Jones to answer the

12   question. She runs the CAP program.

13   MS. GREENE-JONES: Hello.

14   COUNCIL PRESIDENT CLARKE: Hi.

15   MS. GREENE-JONES: Good

16   afternoon, Mr. President.

17   For the employees who actually

18   waive coverage, we have a total of 628

19   employees who currently waive coverage.

20   We actually pay --

21   COUNCIL PRESIDENT CLARKE: 620?

22   MS. GREENE-JONES: 628.

23   COUNCIL PRESIDENT CLARKE: Out

24   of the entire --

25   MS. GREENE-JONES: Out of the

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   entire population of CAP employees, which

3   is 5,400 employees.

4   COUNCIL PRESIDENT CLARKE: So

5   it sounds like we have the best

6   healthcare, so people tend to stay on

7   our --

8   MS. GREENE-JONES: Yes, they

9   do.

10   And with that, annually these

11   employees actually are paid 842 -- $842,

12   and that actually equates to a cost of

13    $542,592 per annum. That's for all

14   employees.

15   COUNCIL PRESIDENT CLARKE: All

16   employees?

17   MS. GREENE-JONES: Now, this

18   does not only include employees who are

19   covered by other plans throughout the

20   City. So we have other employees who

21   waive coverage who may be covered on a

22   plan outside as well. So it could be any

23   plan outside. If their spouse works for

24   IBC --

25   COUNCIL PRESIDENT CLARKE: I'm

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   sorry.

3   MS. GREENE-JONES: If their

4   spouse works for any other employer.

5   COUNCIL PRESIDENT CLARKE: So

6   explain to me, you only have 5,000

7   employees that are in what category?

8   MS. GREENE-JONES: Who are in

9   the City-administered health plan. So

10   that's non-represented and exempt

11   employees.

12   COUNCIL PRESIDENT CLARKE:

13   That's separate than the District Council

14   33.

15   MS. GREENE-JONES: Exactly.

16   COUNCIL PRESIDENT CLARKE: All

17   right. Do they have similar options

18   under their programs?

19   MS. GREENE-JONES: Some of the

20   union plans do.

21   COUNCIL PRESIDENT CLARKE:

22   Okay. So this is an interesting

23   question. So if there are two City

24   employees that are married to each other

25   and one chooses to be on the other

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   healthcare plan and opts out, do we have

3   to pay them also?

4   MS. GREENE-JONES: Yes.

5   COUNCIL PRESIDENT CLARKE:

6   Really? Interesting. All right. Okay.

7   Interesting.

8   MR. RODRIGUEZ: I just may add,

9   all we ask the employees that we're

10   coverage is to demonstrate they have

11   coverage elsewhere. We certainly do not

12   know where the coverage comes from. We

13   have -- most of the people that are

14   waiving coverage, their spouse works

15   someplace else. There are a number of

16   people that obviously work for the City,

17   because we have people who are married

18   and who work for the City, but that

19   number we don't know exactly how many.

20   COUNCIL PRESIDENT CLARKE: So

21   generally given the fact that healthcare

22   tends to be somewhat high, what's the net

23   gain in terms of savings for a person

24   that opts out?

25   MS. GREENE-JONES: The net

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2       savings for the City -- you're talking
 3       about the employee or --
 4                COUNCIL PRESIDENT CLARKE:  No;
 5       for the City.
 6                MS. GREENE-JONES:  The City
 7       would -- actually if employees opt out,
 8       then we would save per person -- we
 9       spend -- it's over $1,000 per employee,
10       so we would actually save a couple
11       thousand, you know, over $10,000 more per
12       annum, more than $10,000 per annum per
13       employee when they opt out of the plan.
14                COUNCIL PRESIDENT CLARKE:
15       Okay.
16                MS. GREENE-JONES:  And from a
17       legal perspective, if we waive coverage
18       because we don't know what plans these
19       employees are engaged in, we would have
20       to across the board actually make every
21       single person ineligible for a waive
22       coverage regardless if they were enrolled
23       in a City plan or an outside plan,
24       because it would be considered disparate
25       treatment if we actually said only City
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   employees will be eligible -- will not be

3   eligible for a waive credit. So we have

4   to do it consistently across the board

5   based upon the ACA guidelines.

6   COUNCIL PRESIDENT CLARKE:

7   Okay. Your testimony on Page 3 talked

8   about contract participation goals are 7

9   percent lower than your FY17 goal of 20

10   percent. Can you explain what's going on

11   there?

12   MR. RODRIGUEZ: Yes. We had a

13   conversation actually last week in terms

14   of our goals for participation. Marsha

15   is going to speak more clearly about the

16   contracts that we have and the vendors

17   and our process now to increase minority

18   participation with those contracts.

19   MS. GREENE-JONES: Most of our

20   contracts are for service providers. So

21   let me give you an example. Independence

22   Blue Cross, our prescription benefit

23   programs, those typically are service

24   contracts, which means the bulk of the

25   money for these service contracts are

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   actually used to pay physicians,

3   hospitals, manufacturers of drugs, et

4   cetera. So, therefore, it's on a limited

5   basis we can actually negotiate an

6   opportunity to actually have minority

7   participation.

8   What we've done this year is

9   we've taken the lead and reached out to

10   each and every one of our providers and

11   indicated that we require them to now --

12   because it was not reinforced, I have to

13   be honest, in the past. We require them

14   to go on record with providing us with

15   their minority contractors and we needed

16   identified by our particular contract

17   itself, because most providers such as

18   IBC, they do it for the greater

19   Philadelphia area. We have insisted now

20   on a go-forward basis that each

21   individual contractor must have

22   additional information regarding that

23   contract. So I talked about the

24   providers for service, prescription as

25   well as medical. So if we talk about

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 1       4/25/17 - WHOLE - BILL 170195, ETC.
 2   other service providers such as Aon, our
 3   benefits consulting company, they have a
 4   15 percent target, and actually they've
 5   exceeded it.  It's at 25 percent.
 6            Our minority partner with our
 7   life insurance company, Minnesota Life
 8   Security and Company, actually has a 20
 9   percent participation.  They have a third
10   party that actually does reinsurance on
11   our behalf, as well as all of their print
12   material actually is completed by a third
13   party as well.
14            So when I go down the list of
15   all of our various providers, what we've
16   done is, we've actually -- as I said, we
17   identified them, those who don't have a
18   minority partnership, and we're moving
19   forward with establishing specific goals
20   for each one of those.  Obviously they
21   need to be attainable.  They need to be
22   realistic.  And we're working very
23   closely with OEO.  We've had two meetings
24   thus far with OEO in terms of
25   establishing some guidelines, and also
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   they offered with their services with

3   regard to working with IBC or working

4   with -- well, CBF actually has a plan

5   forward, but working with those who have

6   difficulty in identifying minority

7   partners. So we have that commitment

8   from OEO. They've given us a contact who

9   will actually be working with each and

10   every vendor that we actually work with.

11   COUNCIL PRESIDENT CLARKE: So

12   what has changed from the time when you

13   established a 20 percent participation

14   goal and ultimately ended up with 7

15   percent? What was the -- for FY16, what

16   was the number, or '15? I mean, you set

17   a 20 percent goal. You reached 7, and

18   you've outlined why you've had challenges

19   based on the provider opportunity, but

20   for some reason you set a 20 percent

21   goal, I'm assuming.

22   MS. GREENE-JONES: Well, we've

23   discussed this with OEO, that 20 percent

24   goal, and we've reduced it to 18 percent.

25   With the contracts that we have going

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   out -- one of the things that we have to

3   take a look at is existing contracts.

4   When we go out to them and require that

5   they have --

6   COUNCIL PRESIDENT CLARKE:

7   Excuse me. Not to cut you off. What I'm

8   asking you, what caused you to set -- you

9   said now it was 18. What caused you to

10   believe that you were going to be able to

11   achieve 20 percent or 18 percent when you

12   only got 7? It was something in prior

13   years?

14   MS. GREENE-JONES: Our new

15   initiative this year will allow us to try

16   to get higher levels. Although we had

17   those requirements in the contract, it

18   wasn't written in the RFP. Now it is

19   written in the RFP with regard to our

20   actual vendors coming in and presenting

21   their actual goals in terms of an OEO

22   goal. It wasn't something that the

23   City -- that we didn't challenge in the

24   past.

25   MR. RODRIGUEZ: The main reason

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   for that is that those contracts were

3   already existing when those scores were

4   established in the last fiscal year. Now

5   all of those contracts are expiring, so

6   we have a new RFP out. So we'll be able

7   to be --

8   COUNCIL PRESIDENT CLARKE: So

9   the basis for the 20 percent projection

10   was based on old contracts?

11   MR. RODRIGUEZ: Exactly.

12   Right. So now -- it was, I think,

13   difficult to achieve 20 percent when

14   those contracts were still in existence.

15   Now that we are bidding again --

16   COUNCIL PRESIDENT CLARKE: What

17   did you achieve in Fiscal '16? Were you

18   here?

19   MR. RODRIGUEZ: No, I was not

20   here.

21   COUNCIL PRESIDENT CLARKE:

22   Somebody was there. I'm just trying to

23   understand. That's a big disparity.

24   MS. GREENE-JONES: Well, I have

25   to say, I was there, and we did not

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   achieve 20 percent.

3   COUNCIL PRESIDENT CLARKE: What

4   did you achieve?

5   MS. GREENE-JONES: To be

6   honest, I'm not sure about that number.

7   We'd have to come back to you with that

8   information, but we never achieved what

9   the standard goal was. And as Pedro

10   indicated, we have new contracts going

11   out, but we have the medical and we have

12   prescription. There'll be an

13   opportunity. Those individual contracts,

14   no, I can honestly say they're not going

15   to achieve 18 percent, but certainly with

16   the other individual contracts that we

17   have, we hope to achieve that number.

18   And as we indicated to OEO, we'll work --

19   we're going to be working on a quarterly

20   basis doing touch basis to understand if

21   we're going to make that 18 percent. So

22   we will know early on as we go forward

23   what the actual goal -- if that goal can

24   be met.

25   The other thing is, if we have

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   other contracts outstanding, until we go

3   around for our next RFP, we won't be able

4   to influence them minimally, to be

5   honest.

6   COUNCIL PRESIDENT CLARKE: All

7   right. So can you provide to me FY16,

8   '15, '14?

9   MR. RODRIGUEZ: Yeah. We can

10   give you the history.

11   COUNCIL PRESIDENT CLARKE: What

12   the actual percentages were with respect

13   to participation. I'm just trying to get

14   a sense of what's been happening over a

15   period of time.

16   MR. RODRIGUEZ: In addition to

17   that, we have -- for example, the Civil

18   Service Commission has a contract. The

19   contract of the vendor is a minority

20   female, but that does not get counted

21   because the person is not certified. OEO

22   is going to help us to certify that

23   individual. So that will be added to our

24   total numbers.

25   COUNCIL PRESIDENT CLARKE:

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Okay. I'm fine. It sounds like you have

3   a path moving ahead, but I'm just trying

4   to figure out what happened.

5   MR. RODRIGUEZ: The thing is,

6   we have a commitment to make sure that we

7   get close, if not exceed, the target that

8   we're setting ourself.

9   COUNCIL PRESIDENT CLARKE:

10   Okay. Thank you.

11   The Chair recognizes

12   Councilwoman Parker.

13   COUNCILWOMAN PARKER: Thank

14   you, Mr. President.

15   And good afternoon to each of

16   you. I wanted to start by saying thank

17   you to you, Pedro, Doris Smith, Chair of

18   the Civil Service Commission, and others.

19   As you know, as Chair of Council's

20   Committee on Labor and Civil Service, we

21   receive a lot of information and get a

22   lot of requests from a lot of civil

23   servants and just regular Philadelphians,

24   and usually when people call on us, it is

25   because something has gone wrong, and

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   then we call on you to say, you've got to

3   help us get to the bottom to provide some

4   answers to the constituents. And I do

5   have to say that when we do call you, you

6   guys are always responsive to us and

7   forthright, whether we like the answer or

8   not, and you provide the facts, and

9   that's extremely important. So I needed

10   to say thank you for the record, because

11   Mr. President knows that that wasn't the

12   case and, Councilman Greenlee, I will say

13   that too. So thank you very much for

14   that.

15   Let me start with my first

16   question, and it's relative to this new

17   racial equity tool. And my staff not

18   long ago attended a meeting relative to

19   the City's receiving a racial equity

20   grant, and during that time, it was

21   discussed about how Parks and Rec is

22   going to be applying the use of the

23   racial equity tool in their hiring

24   practices, and for me it was a little

25   mind-boggling to understand that or learn

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   during that process that they found that

3   the folks who Parks and Recs hired for

4   part-time employment, usually the summer

5   jobs, they were overwhelmingly people of

6   color. These are the summer hires for

7   Parks and Recs. However, these very same

8   part-time workers who get access to those

9   jobs who are people of color in the City

10   of Philadelphia, they were not the people

11   who actually ended up becoming full-time

12   civil servants with the City of

13   Philadelphia. It was overwhelmingly

14   white. So the rationale didn't or the

15   logic didn't make sense for us. How can

16   the amount of people accessing summer

17   jobs with Parks and Recs be

18   overwhelmingly minority, African

19   American, Latinos, Hispanics, et cetera,

20   but the people who actually get the

21   full-time jobs are white? Obviously for

22   us there was some sort of breakdown

23   happening, and we didn't know whether or

24   not it was recruitment, retention.

25   Does the City have any plans to

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   apply any of the lessons learned or are

3   we expanding use of this racial equity

4   tool for recruitment and retention at

5   all? And are you familiar with it?

6   MR. RODRIGUEZ: Yes,

7   Councilwoman. Just to address some of

8   the points that you raised, there are a

9   number of good possibilities that are

10   being worked on right now. As you know,

11   the Managing Director has a workforce

12   development initiative that will include

13   how do we utilize the time that young

14   people spend working during the summer

15   for the City of Philadelphia, to have a

16   strategy about that to make sure that

17   that counts for something if the

18   individual decides to look at a career

19   working for the City, so we can figure

20   out a way to bank that time spent and the

21   expertise gained that will amount to

22   something in the future.

23   COUNCILWOMAN PARKER: So just

24   help me clarify and understand and

25   particularly for the benefit of the

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   public. So right now if you get a summer

3   job with Parks and Recs and you then go

4   and apply for a full-time position to

5   become a civil servant, that summer

6   experience is not quantifiably included

7   when measuring your test scoring and

8   other variables? Is that what you're

9   saying?

10   MR. RODRIGUEZ: That is the

11   situation right now. We're trying to

12   look at that and see if an individual has

13   worked for four years with us during the

14   summer, that should amount for some kind

15   of experience, because that person

16   obviously knows some ways operating in

17   the department. I mean, that's the way

18   we're looking at it, and we're looking at

19   a number of those issues right now.

20   In terms of -- the Kenney

21   Administration has intentionally met an

22   initiative to diversify the City

23   workforce. There was a report issued

24   earlier this year in January that gives

25   you a snapshot of what the situation is

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   currently and how do we begin to more

3   efficiently and smart target minority

4   applicants so they become successful

5   candidates for City employment.

6   Interestingly enough, I mean,

7   just to give you an example, tomorrow the

8   Office of Human Resources is hosting some

9   kind of semi-social for minority

10   engineers at the Office of -- the

11   Municipal Services Building, and that's

12   working with the departments who hire

13   engineers. They're going to bring

14   engineers that work for the City now so

15   they can have a conversation, what is it

16   like to work for the City of

17   Philadelphia, and then the potential

18   applicants have an opportunity to

19   interact with those departments, with

20   those individuals working there. And

21   that's, I think, in my view, a better way

22   to -- a more targeted way to attract

23   really qualified potential applicants to

24   diversify the workforce, (unintelligible)

25   so we don't have to show that much

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1        4/25/17 - WHOLE - BILL 170195, ETC.
2    diversity.
3              COUNCILWOMAN PARKER:  So you
4    reference the MDO's effort in sort of
5    coming up with an overall comprehensive
6    plan.
7              MR. RODRIGUEZ:  Correct.
8              COUNCILWOMAN PARKER:  Do we
9    know when that is expected to be released
10   or is the research being conducted now?
11             MR. RODRIGUEZ:  The preliminary
12   work is being done now.  There's a lot of
13   conversation with many of the departments
14   that are managed by the Managing
15   Director's Office.  So we're working with
16   our office.
17             COUNCILWOMAN PARKER:  Okay.
18   All right.  No; that is good to know.
19             You briefly touched on this
20   when you talked about the report that was
21   released earlier this year, and that
22   brings me to think about something that
23   my colleague Councilwoman Reynolds Brown
24   led the charge on and having a
25   conversation here in Council, and that
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 1       4/25/17 - WHOLE - BILL 170195, ETC.

 2       was on Philadelphia's infamous Rule of

 3       Two.  Tom Ferrick, a reporter, you have

 4       to give him credit.  He did an

 5       outstanding job in sort of researching

 6       and reporting on the disparities as it

 7       related to income and racial hiring and

 8       just overall City employees.

 9                   For the benefit of someone who

10       is watching for the very first time, tell

11       them what the Rule of Two means and tell

12       them how does Philadelphia fare with our

13       counterparts.  Is Philadelphia leading

14       the pack and being progressive in how we

15       analyze or sort of open and widen the

16       casting net or are we considered to be

17       much more restrictive?  You tell us this.

18                   MR. RODRIGUEZ:  Just for the

19       benefit of the individuals who are not

20       familiar with the Rule of Two, the Rule

21       of Two is enshrined in our City Charter.

22       It was a result of the reform movement

23       that ended the corruption that existed in

24       Philadelphia prior to the 1950s in terms

25       of public employment that was done in a
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   very non-merit based way. It was based

3   on who you knew and then how much money

4   you pay and then you had to go to a ward

5   leader to get a City job, and all of that

6   was ended with the emergence of the

7   reformers back in the early '50s, and

8   that created the Charter that we are

9   governed by in the City of Philadelphia,

10   and in that Charter it's included how

11   people are to be appointed for civil

12   service employment.

13   I'm going to ask Celia O'Leary,

14   one of our resident experts, to come over

15   and give you a brief 30 seconds version

16   of how the Rule of Two actually works in

17   practice.

18   Celia.

19   MS. O'LEARY: Hello. The

20   infamous Rule of Two, all of the

21   applicants for civil service employment

22   are ranked in strict ranked ordered. So

23   the person who scores the highest is

24   number one on the list. The person who

25   has the second highest score is number

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   two. And those are the only two people

3   referred for a job interview. So there's

4   no flexibility in terms of how far down

5   on the eligible list we can go at this

6   point to fill a possible job. So it is

7   very restrictive. So if the top two

8   people on the list happen to be white,

9   those are the only two we can send out

10   for interview under the Home Rule

11   Charter, which has the force of law in

12   our city.

13   So we certainly have research

14   we've done about alternatives, but until

15   the Charter is changed, that's what we're

16   working under.

17   COUNCILWOMAN PARKER: So give

18   me, if you will, how Philadelphia fares

19   compared to other cities nationwide.

20   MS. O'LEARY: We're more

21   restrictive.

22   COUNCILWOMAN PARKER: So for

23   the benefit of the public, when we read

24   that report about the disparities and

25   income and the diversity of the City of

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   Philadelphia's workforce and many people

 3   were just really appalled by the numbers,

 4   in essence, that very restrictive rule

 5   prohibits the City from having the

 6   flexibility to make a determination that

 7   includes a wider net. Because a friend

 8   of mine -- full disclosure, a friend of

 9   mine said, Rule of Two? I was at a

10   national conference. Governing Magazine

11   held an event and they were talking about

12   civil service and reforms across the

13   country, and we talked about the Rule of

14   Two. And I sort of tried to turn around

15   real quickly to get away from the

16   conversation, and the friend said, No,

17   Philadelphia, you need a Rule of Five or

18   a Rule of Ten, because you have to do

19   something drastic, in essence, to make a

20   change in the diversity of your

21   workforce.

22   So with that being said, if you

23   have any follow-up relative to that issue

24   and thoughts from Human Resources. Yes.

25   MS. AGELAKIS: Hi. Maria

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Agelakis. I oversee the Division of

3   Hiring Services for the Department.

4   And we've actually done some

5   research on this, and I know you're

6   looking at what do other jurisdictions

7   do. We are the most restricted, as Celia

8   mentioned. But doing the survey, I think

9   what we found is the more popular rules

10   for those that have a little bit of

11   restriction is the Rule of Three and the

12   Rule of Five. And you mentioned the Rule

13   of Five, and we actually looked at across

14   some of our lists and to kind of identify

15   what would the effects be on diversity if

16   more candidates were to be certified out

17   to departments if we had the Rule of

18   Five, and I think unofficially, that's

19   the magic number for us.

20   COUNCILWOMAN PARKER: Five.

21   That's good to know.

22   MS. AGELAKIS: So it's

23   interesting you said that. But we do

24   have some research, and this hasn't been

25   distributed, and right now I'm looking at

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2    our report from 2015 that we did, because

 3    I know this comes up many times,

 4    especially when new Administrations come

 5    in.  So I think we'd like to update this

 6    with more current information and

 7    certainly send it to Council.

 8              COUNCILWOMAN PARKER:  Please

 9    do.  Can you please, and forward that to

10    the Council President so we can have it

11    distributed to all members of Council.

12              When we go out into the

13    neighborhood, it is very difficult trying

14    to explain as we talk about diversity and

15    inclusion in the City of Philadelphia and

16    we're talking about it relative to this

17    initiative called Rebuild and we're

18    talking about it overall with doing

19    business in the City of Philadelphia, and

20    then you get a resident who stands up and

21    says, well, wait a minute, Cherelle, the

22    City of Philadelphia can't even get it

23    right for its own workforce, and, you

24    know, we said -- then you have to go into

25    the whole history of the concept of the
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   Rule of Two.

 3   So thank you very much. That

 4   data will be very helpful for us.

 5   In addition to that, help me,

 6   if you will, about -- and, Mr. President,

 7   hopefully there's not a whole lot of

 8   other people in queue, so you'll give me

 9   a little bit of flexibility here today.

10   Another issue that has come up

11   is a job directory for civil servants.

12   Now, this is just me. Just because I

13   am -- you can call me a technical

14   dinosaur, but directories and one-stop

15   shops for information have always worked

16   well for me. So I would like them for

17   every career CTE technical training

18   program in the School District of

19   Philadelphia. For me there should be a

20   directory. And we went back to last

21   year's budget hearing, and Marsha

22   Greene-Jones said that you were open,

23   when I asked this question, open to

24   developing some sort of directory or

25   one-stop shop for civil servants who are

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   interested in professional training or

3   moving up in their career. So for me

4   Rule of Two is sort of like new hires,

5   right, but I'm also thinking about how do

6   we promote people who are also in the

7   City and what about professional growth

8   and development and opportunities that we

9   make available to them. So I asked about

10   that.

11   You said you needed to work

12   with the Chief Administrative Officer on

13   this directory since the CAO is

14   responsible for training and development.

15   I just wanted to know if we made any

16   movement on that. Were there any

17   conversations? And if there were no

18   conversations within the year, that means

19   that we should work on trying to get some

20   conversations going.

21   MR. RODRIGUEZ: Thank you for

22   that question, Councilwoman. And the

23   answer is, I meet regularly, almost

24   frequently with the Chief Administrative

25   Officer, Christine Derenick-Lopez. The

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   CAO has taken the initiative to create an

3   infrastructure for improving the capacity

4   of the current workforce. I mean, this

5   morning was mentioned that the Learning

6   Management System that was implemented is

7   already in place. It's beginning to

8   begin operational. So that's one avenue

9   that's there.

10   Similarly, we have other

11   training opportunities that we're going

12   to be embarking during Fiscal Year '18,

13   including, as I mentioned, the release of

14   the new updated Family Medical Leave Act

15   manual and then training with that, which

16   increases capacity of staff to understand

17   and operate that.

18   The idea is to provide greater

19   opportunities to current employees to

20   increase their skills and ability to be

21   competitive in promotional exams.

22   The other -- just, if I may, to

23   digress a little bit, in terms of the

24   civil service workforce diversity, I give

25   you a couple snapshots in terms of right

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   now as of last Thursday, we had 39,000

3   people on eligible lists in civil

4   service. African American constitute

5   about 39 percent of the total, Asian 2.2

6   percent, Hispanics about 7.5, multiracial

7   individuals 2.9, white/non-Hispanic about

8   20 percent. More illustrative data is

9   about the people that were hired for the

10   last two fiscal years under civil

11   service. For civil service to break down

12   for the last two fiscal years, 4.8

13   percent were Asians, 50.2 percent were

14   African Americans, Hispanic were 8.34

15   percent, and whites were 34.4 percent

16   2017. In 2016, 32 percent were white,

17   8.9 percent were Hispanic, 50 percent

18   were African American, and 5 percent were

19   Asians.

20   In civil service, you tend to

21   have a lot more diversity, except for

22   some departments, and the question for us

23   as a city, as a government is how we

24   begin to more targeted approach the

25   recruitment and retention of diverse

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   individuals in the City workforce.

3   COUNCILWOMAN PARKER: I want to

4   thank you for that data and providing it,

5   because -- and I'm happy to hear that

6   we're sort of on the right track, right?

7   So this is great to be on the right

8   track, but there are disparities in the

9   sort of higher ranking officials who

10   actually earn more, which is where we

11   need to find a way to improve our

12   diversity with those who are making

13   higher salaries, and we know -- that's

14   why my question immediately after that

15   was, now tell me what are we doing for

16   professional development, because the two

17   go hand in hand. Once you become an

18   employee, what are the pathways to being

19   prepared for the actual promotion in

20   order to qualify.

21   So we will continue to monitor

22   it. We appreciate the data you're going

23   to provide to the Council President so he

24   can distribute it to all of our

25   colleagues, and we look forward to

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 1       4/25/17 - WHOLE - BILL 170195, ETC.

 2     continuing to pursue how we can improve

 3     this very restrictive Rule of Two.  And,

 4     again, our Councilmember Blondell

 5     Reynolds Brown has clearly led the way

 6     there, and we want to work with her on

 7     that.

 8              My last and final question is

 9     one that really comes from the ground up,

10     and now I'm talking about relative to

11     women who are employed in the City, and

12     we've talked to a lot informally in this

13     sort of building, and the question is in

14     regards to IVF.  This is the in vitro

15     fertilization.  And I was disheartened to

16     see that the City, without any major

17     notification, decided that it would no

18     longer be covering IVF as part of its

19     healthcare policies.  I know I signed

20     onto a letter that the female members of

21     Council and some staffers, they sent back

22     in November asking the City to reinstate

23     the IVF coverage, and I did not have an

24     update as of today about where we are.

25              So I wanted to note for the
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   record that 15 states have laws mandating

 3   that infertility treatments be covered,

 4   but Pennsylvania doesn't, right? So 15

 5   other states have these laws. And in

 6   2001, the Federal District Court in

 7   Michigan found that not accommodating

 8   assisted reproductive technologies

 9   violated with the Americans with

10   Disabilities Act.

11   So I don't know if when we made

12   that decision we did so sort of from a

13   bottom line, if we made a bottom line

14   pocketbook decision, which is sort of

15   offline, very much the explanation that I

16   have heard, and thus far no one has

17   attempted to legally challenge our

18   decision-making.

19   But I just wanted to, for the

20   record, to ask us to look into that and

21   for you to tell us today if you have any

22   data. How many employees were even using

23   IVF and what is the actual cost of it; do

24   we know?

25   MR. RODRIGUEZ: Yes. I got to

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1        4/25/17 - WHOLE - BILL 170195, ETC.

2      ask Marsha Greene-Jones to answer that

3      question since she runs our program.  I

4      just want to give in terms of a little

5      background about the benefit.  It was a

6      request from the previous Administration

7      that we institute the benefit, and we had

8      it for one year before it was

9      discontinued for this current calendar

10     year.  Marsha Greene-Jones has some data

11     about the number of people who

12     participated and the cost to the City.

13                COUNCILWOMAN PARKER:   Thank

14     you.

15                MS. GREENE-JONES:   Thank you

16     for that question.  I think I'll answer

17     the first question that you asked first,

18     the reasons why we pulled that program

19     out from our City benefits.  The first

20     reason was from a financial perspective,

21     to be quite honest.  We have a budget

22     deficit with our healthcare costs and

23     with the increased cost of prescription

24     costs, we had to make some difficult

25     decisions with regard to that, and also
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   understanding the fact that with our

3   current insurance program, we have

4   approximately 400 employees who already

5   get a supplement to pay for their

6   healthcare costs. They actually receive

7        $400 per year to actually aid in paying

8   for their healthcare costs.

9   Currently we have 14 members

10   who actually signed up for this benefit

11   as of December 31st of 2016, and those 14

12   people cost us $280,000 for the IVF

13   benefit. So it was clearly a cost

14   containment strategy why we decided to

15   end that benefit.

16   COUNCILWOMAN PARKER: Let me

17   ask you this: Has anyone conducted any

18   sort of research from any healthcare

19   providers that offer any special coverage

20   programs that these employees can access

21   but with an additional cost? So, for

22   example, you told me that 400 employees

23   already receive this supplement, right,

24   to their insurance, but relative to this

25   procedure in particular, are there any

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   healthcare providers that, in essence,

3   specialize in covering this procedure

4   that we can provide a vehicle for our

5   employees to access?

6   And let me tell you what I'm

7   thinking about. Prior to being elected

8   here, I was a staffer here, and things

9   have changed, but there was something --

10   the duck, Aflac, the quack. So we

11   offered Aflac, and employees had to pay

12   to access Aflac. It wasn't something

13   that the City, in essence, paid for, but

14   we paid to access it, or at least I'm not

15   familiar with the fee that the City paid.

16   Is there something similar to

17   an Aflac that can be offered for the

18   procedure or, Cherelle, no, nothing like

19   that exists that we're aware of?

20   MS. GREENE-JONES: Typically a

21   program like Aflac is a volunteer

22   benefit, you're absolutely right, but

23   they don't generally provide that kind of

24   benefit.

25   COUNCILWOMAN PARKER: That

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   doesn't, but I'm asking you is there a

 3   companion Aflac for this procedure.

 4   MS. GREENE-JONES: No. I don't

 5   know of any benefit programs that

 6   actually do provide that in the outside.

 7   COUNCILWOMAN PARKER: Let me

 8   ask on the record if it's at all possible

 9   that whomever is specializing in

10   healthcare for our employees, if we would

11   check the market best practices, what

12   other cities are doing, and if there is

13   even an opportunity. Because, look, we

14   get the fund balance. We get that we

15   have a pension challenge, and we want to

16   do what is in the best financial interest

17   of the City so that we can improve the

18   City's fiscal health, but this is a

19   service that women will access if it is

20   readily available, and if we can find a

21   way to provide it, access to it, without

22   it burdening the City's coffers, we

23   should find a way to do that. So I would

24   be interested in knowing if there are any

25   healthcare providers out there, again,

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   the Aflac equivalent but what would cover

3   this kind of procedure.

4   MS. GREENE-JONES: Yes. We can

5   certainly research that and get back to

6   you.

7   COUNCILWOMAN PARKER: Thank

8   you.

9   And thank you, Mr. President,

10   for the flexibility.

11   COUNCIL PRESIDENT CLARKE:

12   Thank you, Council Lady.

13   You're probably saying, man,

14   why don't you let us out of here. Real

15   quick, the Chief Administrative Office

16   when that was created, what, a few years

17   ago?

18   MR. RODRIGUEZ: Last year.

19   COUNCIL PRESIDENT CLARKE: Last

20   year. All right. This might be a

21   question for you because you were around.

22   I don't quite understand why we have that

23   department when we have the

24   Charter-mandated Human Services office.

25   And it's probably not even a question for

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   you, because there seems like there's

3   like some overlap, a significant amount

4   of overlap. Like, for instance, the

5   Chief Administrative Office had a job

6   fair. Now, why is that not Human

7   Resources' responsibility?

8   MS. AGELAKIS: Can I answer

9   that?

10   COUNCIL PRESIDENT CLARKE: And

11   there's more, but --

12   MS. AGELAKIS: It's always our

13   responsibility. It's just not a budgeted

14   responsibility to our office. I mean, as

15   the central office for human resources,

16   we do participate in job career fairs,

17   and I do have some data on that.

18   COUNCIL PRESIDENT CLARKE: And

19   it's not just that, by the way.

20   MS. AGELAKIS: But, yes, they

21   do hold -- I think the CAO did hold one

22   job fair and it was for the departments

23   to come in, and we were present as well.

24   You can't have a job fair without our

25   office, because we are familiar with the

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   process as far as civil service is

 3   concerned. We are the protector of the

 4   civil service. We know all the rules.

 5   COUNCIL PRESIDENT CLARKE: But

 6   my question, with all due respect --

 7   MS. AGELAKIS: So yeah --

 8   COUNCIL PRESIDENT CLARKE: --

 9   is why isn't that your primary role and

10   not --

11   MS. AGELAKIS: I can't as to

12   why --

13   COUNCIL PRESIDENT CLARKE: And,

14   like as an example, what is the Human

15   Resources Talent Unit? Is that in your

16   department?

17   MS. AGELAKIS: No. That is --

18   MR. RODRIGUEZ: No.

19   MS. AGELAKIS: That is a very

20   confusing title for that department

21   actually, and I think the job fair that

22   we attended, we try to make sure that

23   candidates that were attending or

24   applicants are aware that we're the

25   central office and that the host of the

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 1       4/25/17 - WHOLE - BILL 170195, ETC.

 2       job fair is in a different department,

 3       because I think that is a question that

 4       comes up.

 5                 MR. RODRIGUEZ:  The CAO

 6       specializes in targeting to attract and

 7       deal with the exempt principal service

 8       employees and applicants.

 9                 COUNCIL PRESIDENT CLARKE:  Only

10       exempt?

11                 MR. RODRIGUEZ:  Correct.

12                 COUNCIL PRESIDENT CLARKE:

13       Okay.  You all can't do that?

14                 MS. AGELAKIS:  I think

15       traditionally we haven't.

16                 COUNCIL PRESIDENT CLARKE:

17       You're prohibited from being involved?

18                 MR. RODRIGUEZ:  Traditionally

19       we have not dealt with exempt employees.

20       We manage the healthcare basically, but

21       all of the types --

22                 COUNCIL PRESIDENT CLARKE:  You

23       manage my healthcare, right?

24                 MS. AGELAKIS:  Yeah.

25                 COUNCIL PRESIDENT CLARKE:  All
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   right. That's a sensitive subject. I'm

 3   going to leave it alone. I just don't

 4   understand that.

 5   MR. RODRIGUEZ: Thank you.

 6   COUNCIL PRESIDENT CLARKE: All

 7   right. Councilwoman is picking up on it,

 8   so I can't --

 9   COUNCILWOMAN PARKER: I'm

10   sorry, Mr. President. I was finished,

11   but you did just sort of stoke something

12   inside of me.

13   And so I guess historically,

14   because many of you have been around,

15   tell me within the last two or I'll just

16   say ten years, is this sort of a new

17   relationship, a new relationship in terms

18   of defining the boundaries of how Human

19   Resources functions and how it interfaces

20   with the Administration? Like tell me

21   about this structure, because it's new to

22   me.

23   MR. RODRIGUEZ: Well, the

24   instruction in the Charter is that the

25   Office of Human Resources -- the Director

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   of Human Resources basically will respond

3   to the Civil Service Commission. The

4   Civil Service Commission does not

5   micromanage the function of the

6   department, but they provide guidance on

7   policy. They approve changes to

8   regulations, to job specifications and

9   other benefits related to civil service,

10   and that process has to go through Civil

11   Service Commission for approval.

12   I spent six years as a Civil

13   Service commissioner. The other part

14   that the Commission brings to the City,

15   to the function of the department, is

16   that when the Commission hears appeal

17   cases for discipline, there's an ability

18   for the Commission to understand and

19   detect situations and problems that can

20   be corrected with departments, whether to

21   point out things that are not working

22   properly that the department should go

23   back and perhaps work with the Office of

24   Human Resources to get resolved.

25   For example, we had years ago

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2        when I was at the Commission, we noticed
 3        that a department was not doing
 4        succession planning for one specific
 5        unit.  They were just handing out
 6        contracts to former employees of the City
 7        who retired, until the Civil Service
 8        Commission say, no, you're only going to
 9        get one more extension for this contract
10        and the contract must include that you
11        have to train people in that unit to do
12        the job that you are being paid to do.
13        So kudos to the department because they
14        came back and then formulated a
15        succession plan that is a model for the
16        rest of the City.
17                  So those are the things that
18        the Civil Service Commission does and
19        helps on maintaining and guiding the
20        merit system that we have for hires and
21        promotions and make sure that people have
22        due process when they get disciplined,
23        but also keeping that flow of
24        communication between the departments and
25        how they function in the human resource
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   aspect.

3   So that's the relationship.

4   The Office of Human Resources

5   that works with you -- with the new

6   Administration and implementing

7   initiatives and policies are priorities

8   for the new Administration to execute,

9   and we are a resource. The other

10   resource that we have is that we maintain

11   all the database of everyone who works

12   for the City. We're the custodial on

13   that, and we have to safeguard it based

14   on the practice of law and that you

15   maintain the confidentiality and privacy

16   of those records as well.

17   COUNCILWOMAN PARKER: So do you

18   see any sort of duplication in work and

19   responsibilities between CAO and what

20   your office does or is it much more -- I

21   guess I want to see whether or not we're

22   talking about two entities working on a

23   different island or is this sort of an

24   intergovernmental cooperative approach?

25   MR. RODRIGUEZ: It's a

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   cooperative approach now in practice,

3   because we are -- they're augmenting some

4   of the work that we do, and since we're

5   not budgeted for (unintelligible)

6   functions and they're doing it and we're

7   cooperating with them and planning with

8   them, it augments our capacity to reach

9   out and to do other things that we could

10   not do ourselves.

11   COUNCILWOMAN PARKER: Okay.

12   And, Mr. President, that will

13   be my last question, but I do want to say

14   for the record, again, we understand the

15   role of the Civil Service Commission and

16   what you all do. We respect the work of

17   the Commission and what it has meant to

18   ensuring that employment with the City of

19   Philadelphia is open, because it has, to

20   a certain degree, provided some sense of

21   transparency.

22   However, we do know that

23   reforms need to be made, because there

24   are some adjustments. Again, when I give

25   the parks and rec center, sort of the

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   promotional challenge is there on how

3   they can find someone, because of the

4   limited, you know, reach and that Rule of

5   Two in terms of the pool is limited, and

6   so the ability to diversify the workforce

7   becomes a challenge. And I want us to

8   have -- the City to have the flexibility

9   to make adjustments whenever and wherever

10   possible. I want us to be able to save

11   money, diversify our workforce, and get

12   the kind of talent that we need to do the

13   work that we need to get done.

14   And so, Mr. President, you just

15   sort of stoked something when you

16   mentioned sort of those offices and how

17   that works. So thank you.

18   COUNCIL PRESIDENT CLARKE:

19   Yeah. Thank you, Councilwoman. If it

20   wasn't so late in the day, I'd probably

21   still be asking additional questions

22   about that, but there's always callbacks.

23   MR. RODRIGUEZ: Mr. President,

24   we are happy to meet with members of

25   Council, with your office of any question

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   you might have moving forward.

3   COUNCIL PRESIDENT CLARKE: It

4   should happen in here.

5   The Chair recognizes Councilman

6   Domb.

7   COUNCILMAN DOMB: Thank you,

8   Council President.

9   Good afternoon.

10   MR. RODRIGUEZ: Good afternoon.

11   COUNCILMAN DOMB: A couple of

12   quick questions. You're in charge of the

13   healthcare coverage, right?

14   MR. RODRIGUEZ: For the exempt

15   from civil service and non-represented

16   employees and some union represented that

17   opt out.

18   COUNCILMAN DOMB: Through these

19   budgeted hearings, we've been hearing

20   that for every dollar of wage, we're

21   paying 87 cents for fringe benefits,

22   which includes healthcare and pension.

23   On top of that, it's 37 cents for City

24   overhead.

25   So in that light, understanding

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   that the medical coverage is a big piece,

3   what steps have we taken to try to reduce

4   our overhead?

5   I'll give you an example. I

6   think the Police Department does a pretty

7   good job with their medical coverage and

8   the way they use the emergy med care

9   centers versus emergency rooms and

10   hospitals. It's one-tenth the cost.

11   Have we looked at what the Police

12   Department is doing and see if we can

13   duplicate some of their good ideas?

14   MR. RODRIGUEZ: I'm going to

15   ask Marsha Greene-Jones to answer your

16   question, Councilman.

17   MS. GREENE-JONES: To more

18   effectively mange the costs associated

19   with healthcare, we've actually

20   undertaken a number of measures. With

21   regard to urgent care centers, why don't

22   I talk about that one first.

23   We've implemented urgent care

24   centers as well as retail clinics. So

25   our employees actually can -- urgent care

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 1       4/25/17 - WHOLE - BILL 170195, ETC.
 2      centers have opened up all over the City
 3      now, with hours operating after working
 4      hours, which is truly great.  We've been
 5      able to -- we'll be able to reduce the
 6      cost of our health -- our emergency room
 7      utilization by -- we reduce the cost of
 8      our urgent care centers.  Formerly it was
 9      $75.  We've reduced it to $40 and made it
10      the same cost as a specialist visit.  So,
11      therefore, our employees can actually go
12      to urgent care and/or go to a retail
13      clinic, which actually can diagnose
14      anything from the neck up for $30 a
15      co-pay.  We've done that, as well as
16      we've actually implemented step therapy,
17      which actually we are meeting the target.
18      We are at -- we've actually beat the book
19      of business in terms of our step therapy
20      with regard to requiring employees to
21      actually take a generic drug first.
22      We're at a 84.2 percent rate in terms of
23      compliance with regard to step therapy.
24      We've also implemented a therapy program
25      whereby employees can actually pick up
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   long-term prescriptions from their local

3   pharmacy rather than mail order. So

4   we're at an adherence rate of 70 percent

5   with regard to employees actually picking

6   up prescriptions at their local pharmacy.

7   COUNCILMAN DOMB: So let me go

8   back to the main point of my question.

9   In the budget, I believe the estimated

10   medical costs will grow 5.8 percent over

11   the next ten years. What are we doing to

12   lower that increase? And are these

13   savings you're talking about going to

14   lower that increase or these savings get

15   us to 5.8?

16   MS. GREENE-JONES: These

17   savings are going to lower our costs

18   because of --

19   COUNCILMAN DOMB: Go back to my

20   question. In your budget, it's 5.8

21   percent a year for the next ten years

22   basically, 5.8 percent every year.

23   Inflation is 2 or 2 and a half percent.

24   So my question is, what you just

25   mentioned, which is great, is that going

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   to get us below 5.8 or does that get us

 3   to 5.8?

 4   MS. GREENE-JONES: It gets us

 5   below. Currently we're at 3.2 percent.

 6   COUNCILMAN DOMB: And so do you

 7   have a projection over the next ten years

 8   on how you plan on managing the

 9   healthcare to keep it below 3 percent?

10   MS. GREENE-JONES: Yes. We've

11   actually implemented some other things as

12   well. We've also implemented our

13   wellness program with regard to our

14   employees' completion of wellness

15   activities. We actually identified

16   chronic illnesses in advance. So,

17   therefore, employees who have a chronic

18   disease, actually we can pay closer

19   attention to them more quickly as opposed

20   to those rising. We have a 43.5 percent

21   participation rate in our wellness

22   program, and what that does is identifies

23   employees who actually need coaching from

24   health coaches, registered dieticians, et

25   cetera. So we're focusing on those

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   employees who have chronic illnesses.

3   So when you look at chronic

4   illnesses, you look at prescriptions, you

5   look at a specialty pharmacy program that

6   actually advises employees and requires

7   specialty drugs to be approved in

8   advance. We have a whole formulary

9   related to specialty drugs. We actually

10   can manage our costs quite sufficiently.

11   3.2 is quite good in terms of where we

12   are with regard to some employers

13   actually having 5.8 to 6 percent.

14   COUNCILMAN DOMB: If you said

15   to me it's going to be 3 percent per year

16   for the next ten years, I'll sign up

17   right now. That's great. If you can

18   keep it at that level, that's very good.

19   MS. GREENE-JONES: I have to

20   say, over the past years, we have been

21   able to manage our healthcare costs. We

22   had a flat budget for the last five years

23   where we did not -- we had a flat budget

24   for five years and we worked within those

25   confines of a flat budget. Last year was

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   the first year we actually received an

3   increase in over five years.

4   COUNCILMAN DOMB: Could I ask

5   you a question on the healthcare budget.

6   Do we negotiate our healthcare per person

7   or in bulk?

8   MS. GREENE-JONES: We negotiate

9   our healthcare -- actually, it's in bulk.

10   So when we actually -- we have

11   administrative costs that are charged per

12   person obviously and then we actually

13   negotiate rates in terms of fees and

14   services.

15   COUNCILMAN DOMB: So just so I

16   understand what that means, because we

17   had the Prison in last week and we talked

18   about the prison population going from

19   8,200 down 34 percent and the healthcare

20   cost did not change because we managed --

21   the contract was in bulk versus per

22   person. Okay? So I'm trying to

23   understand how that works when you do it

24   in bulk. If we hire 100 new people, are

25   you telling me we're not going to have

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   any additional cost for their medical

3   care?

4   MS. GREENE-JONES: It depends,

5   to be quite honest. It depends. We're a

6   self-funded plan. So with a self-funded

7   plan, you're actually paying according to

8   the claims that you actually incur. So

9   we have an administrative fee that we pay

10   per person, that's true, and then we pay

11   the claims based upon how healthy our

12   employee population is.

13   Currently we have an older

14   population compared to most -- government

15   in itself actually has an older

16   population. Our average age is -- I

17   believe it's about 38.9. So that's quite

18   an old population. So we've been able to

19   manage quite sufficiently with regard to

20   the programs that we've rolled out over

21   the last few years.

22   COUNCILMAN DOMB: 38 is old,

23   huh?

24   MS. GREENE-JONES: It's

25   considered old from a benefits

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   perspective it is, and we have very

3   little turnover and that's why our

4   employees -- our average age so high.

5   With the new Administration, certainly

6   we're having younger people come into our

7   plan, but we also have a lot of older

8   people. We also have our retirement plan

9   that also adds a little bit more pressure

10   on the plan as well.

11   COUNCILMAN DOMB: Let me ask

12   one other question. The City currently

13   pays employees that waive their medical

14   coverage, I believe.

15   Was this already asked?

16   COUNCIL PRESIDENT CLARKE: Yes.

17   COUNCILMAN DOMB: You already

18   got it covered. I'm not going to ask it

19   again.

20   COUNCIL PRESIDENT CLARKE: You

21   can ask it.

22   COUNCILMAN DOMB: No. I'll

23   look at it. Don't worry about it.

24   Thank you very much for your

25   testimony.

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   MR. RODRIGUEZ: I just wanted

3   to add, Councilman, that the main driver

4   of healthcare costs for us is

5   prescription drugs, and there's just so

6   much you can twist and turn that aspect

7   unless something happens nationally to

8   reign in on the skyrocketing prescription

9   drugs. We're going to be facing those

10   increases in a nano basis.

11   COUNCILMAN DOMB: I do have

12   another question. Who negotiates the

13   healthcare contract?

14   MS. GREENE-JONES: I do. I do

15   with regard to Aon is our consulting

16   company that we work with, and we have --

17   we work with the Law Department as well.

18   So we have a three-pronged approach to

19   the actual negotiations of our contracts.

20   COUNCILMAN DOMB: Okay. Thank

21   you very much for your testimony.

22   MS. GREENE-JONES: You're

23   welcome.

24   COUNCIL PRESIDENT CLARKE:

25   Thank you, Councilman.

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   Thank you very much for your

 3   testimony.

 4   MR. RODRIGUEZ: Thank you.

 5   COUNCIL PRESIDENT CLARKE: Have

 6   a good day.

 7   MS. AGELAKIS: You too. Thank

 8   you.

 9   COUNCIL PRESIDENT CLARKE: Next

10   up will be Fleet Management.

11   (Witnesses approached witness

12   table.)

13   COUNCIL PRESIDENT CLARKE: Good

14   afternoon. And, gentlemen, start your

15   engines.

16   MR. COCCI: Good afternoon.

17   Good afternoon, Council President Darrell

18   Clarke and distinguished members of City

19   Council. I am Chris Cocci, Fleet Manager

20   for the City of Philadelphia. Sitting on

21   my left is Joseph Rosati, Deputy Fleet

22   Manager for Operations, and sitting on my

23   right is Dr. K. Wilson, Deputy Fleet

24   Manager for Administration. Thank you

25   for the opportunity to present testimony

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   in support of Fiscal Year '18 Operating

3   Budget request for the Office of Fleet

4   Management.

5   The Office of Fleet

6   Management's Fiscal Year '18 General Fund

7   budget request is for $63.54 million,

8   which includes $18.01 million in Class

9   100, $9.6 million in Class 200, and

10     $35.93 million in Classes 300 and 400.

11   Fiscal Year '18 General Fund budget

12   request is $2.06 million more than FY17

13   estimated obligations. Class 100 funding

14   is increased by $895,000. This increase

15   is a combination of funding requirements

16   for 14 new technical and support service

17   positions, District Council 33 employee

18   salary increases, increases in increment

19   and longevity payments, and reduction in

20   overtime expenditures.

21   Class 300 funding is increased

22   by $315,000 due to fuel price

23   adjustments, and Class 400 funding is

24   increased by $845,000 for new vehicle

25   purchases. The goal in OFM's Five Year

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2     Plan is to create an optimal vehicle

 3     replacement cycle to replace older and no

 4     longer economically feasible vehicles and

 5     equipment with more technologically

 6     advanced and fuel-efficient vehicles and

 7     equipment.  The Fiscal Year '18 total

 8     budget request includes $25.32 million in

 9     capital funding, of which $15.32 million

10     is allocated to the Fire Department for

11     vehicles and apparatus replacement, $8

12     million for Streets Department vehicle

13     replacements, and $2 million to replace

14     vehicles and equipment for other City

15     departments.

16              The FY18 Operating Budget

17     includes $9.47 million for vehicle

18     purchases, of which $6.4 million is

19     allocated to the Police Department for

20     vehicles and $3.07 million is allocated

21     to other departments to replace aged

22     vehicles.

23              This concludes my testimony,

24     and I'd be happy to answer any questions.

25              COUNCIL PRESIDENT CLARKE:
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   Thank you very much.

3   In your testimony on Page 1,

4   you highlight your department's

5   involvement in the MDO's City as Model

6   Employer strategy, which trains high

7   school students, and I know Councilman

8   Jones in years past was a big proponent

9   of this as it relates to us providing

10   opportunities for employment in the City,

11   which growing up is like get a good

12   government job, and to some degree that's

13   still true so far. We're waiting to see

14   what happens in Washington. That's

15   another story.

16   How successful have you been, I

17   mean, in terms of your department's

18   ability to bring individuals from high

19   school into your department? Can you

20   talk to me about the success?

21   MR. COCCI: Yeah. So the

22   intern program actually started in 1993.

23   We've had well over 100 students that

24   went through the program. Currently we

25   have 27 who went through the program who

 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   are still working for us. At the present

 3   time we have eight apprentices. We have

 4   nine interns. We're hiring five more

 5   interns this year. Five of the

 6   interns -- I'm sorry. Of the nine

 7   interns that we have, five are going to

 8   be promoted to an automotive apprentice,

 9   which is a full-time City position with

10   benefits.

11   So overall it's been very

12   successful. We actually have five of

13   those interns that came up through the

14   program. They're in management positions

15   right now.

16   COUNCIL PRESIDENT CLARKE: In

17   terms of compensation, what's the

18   comparison to the private sector, say,

19   somebody working at an Infinity place in

20   terms of -- I only ask the question

21   because you see the bills and the labor.

22   The part costs $12 and labor is like

23     $500.

24   MR. COCCI: Generally our pay

25   scale -- for a journeyman technician,

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      generally our pay scale is lower than

 3      what a technician of comparable talent

 4      would make in another arena.

 5                COUNCIL PRESIDENT CLARKE:  So

 6      in terms of -- I guess we spend the time

 7      in getting individuals in, but -- I tend

 8      not to like to encourage people to leave

 9      government, because I think government is

10      a good job, but if there is a higher rate

11      and better opportunity in terms of

12      compensation in the private sector, I

13      guess having that individual leave the

14      private sector because they've gained

15      significant skills and experience, that

16      frees up a space in government for a new

17      individual or intern.  And I know that's

18      abnormal for somebody to encourage

19      somebody to go get a better job.  I know

20      I like keeping my people, but just the

21      simple reality is it could potentially be

22      a good thing if somebody goes through the

23      private sector.  What's your thoughts on

24      that?

25                MR. COCCI:  We do encourage our
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   people to continue their education as

 3   well when we hire interns. And we do

 4   actually have a couple of apprentices,

 5   I'm sorry, apprentices right now that are

 6   working for us that came up through the

 7   intern program. Two of them are students

 8   at CCP. We altered their work schedule

 9   so they'll be able to attend school

10   during the day and then come to work for

11   us at night. So we do encourage them to

12   continue their education and, yes, we do

13   encourage them to look around.

14   COUNCIL PRESIDENT CLARKE:

15   That's a backdoor way. All right.

16   Annual question, vehicles,

17   purchase of vehicles. A couple years ago

18   we had this conversation about PGW in

19   particular about purchase of vehicles.

20   What's it, C --

21   MR. COCCI: Compressed natural

22   gas.

23   COUNCIL PRESIDENT CLARKE:

24   Compressed natural gas. I haven't heard

25   that much lately. Where are we at in

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1        4/25/17 - WHOLE - BILL 170195, ETC.

2      terms of our purchase of fleet and

3      leasing of fleet in terms of being able

4      to enhance our company; i.e., PGW, in

5      their attempts to diversify their

6      product?

7              MR. COCCI:  So we've recently

8      applied for a couple of grants and we've

9      secured $2.2 million worth of grant

10     funding to kick-start the CNG program.

11     The $2.2 million will pay for the

12     additional cost, the incremental cost of

13     the CNG truck.  We expect to purchase 25

14     CNG trash trucks.  We're going to house

15     them -- Streets Department is going to

16     run them out of their Delaware Avenue and

17     Wheatsheaf Lane facility.  We have to do

18     upgrades to the facility to allow us to

19     work on the vehicles in there.  We're

20     working with Streets Department now to

21     have some building renovations done.

22             We're also working with PGW.

23     PGW is in the process of posting an RFP

24     to build a fuel site at their Tioga

25     facility as well, which will allow us to
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   get fuel for those trucks. We're hoping

3   that that program -- the program should

4   be in place by the fall of 2018. We hope

5   the whole program is done by December of

6   2018 and we have 20 trash trucks running

7   on CNG.

8   Going forward too, we're going

9   to apply for -- we're working with oTIS

10   right now to apply for another grant.

11   It's the -- you probably heard of the

12   Volkswagen diesel emissions scandal.

13   There's funding available to that to the

14   tune of $110 million for the State of

15   Pennsylvania. So we're going -- there's

16   two parts of that grant. One is vehicle

17   electrification. It will pay for

18   electrification infrastructure for

19   electric vehicles. It will also pay for

20   diesel emission reductions, which is what

21   we're going to apply for.

22   We hope to expand the CNG

23   program into another area of the street

24   sanitation umbrella in the Southwest end

25   of the City of Philadelphia. We think

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   that the possibility is that the grant

3   will pay in its entirety for 25 to 35

4   trucks and it will allow us to free up

5   money to pay for a CNG fuel station at

6   that location and the renovations that

7   that building would require, so...

8   COUNCIL PRESIDENT CLARKE: All

9   right. Thank you. That's all I have.

10   The Chair recognizes Councilman

11   Domb.

12   COUNCILMAN DOMB: Thank you,

13   Council President.

14   Good afternoon.

15   MR. COCCI: Good afternoon.

16   COUNCILMAN DOMB: I have a

17   couple questions for you. Number one is,

18   in Fiscal Year '17 when you came in front

19   of us, you said the appropriations would

20   be 16.613, and now you're asking for 18

21   million, an 8 and a half percent increase

22   in compensation. So I'm trying to

23   understand what's driving that increase.

24   MR. COCCI: We had some

25   position increases.

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 1       4/25/17 - WHOLE - BILL 170195, ETC.
 2             COUNCILMAN DOMB:  Eight and a
 3    half percent?
 4             MR. COCCI:  I believe so, yes.
 5             COUNCILMAN DOMB:  Because the
 6    world is like 2, 3 percent.  I'm just
 7    wondering why we're at 8 and a half.
 8    Just to follow up on Council President
 9    Clarke's questioning, I think you have to
10    also keep in mind that while our salaries
11    may be a little lower, our benefits are
12    way higher.  Our cost of benefits, 87
13    percent, 87 cents of every dollar.  So
14    when you hire somebody for 100,000,
15    you're paying them 187,000, and when you
16    add in the City overhead of desk space
17    and everything else, it's 224.  So, I
18    mean, we are -- in the '90s we were at 49
19    percent for benefits.  Today we're at 87
20    and climbing.  We're going to 92 the next
21    few years.  This will eat us alive if we
22    don't get our hands around this.  This is
23    a major issue.
24             MR. COCCI:  So we do understand
25    the benefits issue and the value of the
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2    benefits, but in a lot of instances, what

 3    some people today are looking for are

 4    money in the check, and that's where

 5    we're lacking.  I understand that our

 6    benefits are substantially better than a

 7    lot of our competitors.  However, as some

 8    people have told me, that doesn't pay the

 9    water bill.

10            COUNCILMAN DOMB:  Right.  It

11    pays the medical bill, though.

12            So you don't really have an

13    answer for why it went up 8 and a half

14    percent.  Just add new positions, it's

15    just existing people getting compensated?

16            MR. COCCI:  These are new

17    positions.  I'm going to let Dr. K.

18    Wilson.

19            COUNCILMAN DOMB:  The other

20    question I wanted to ask you also -- you

21    can answer both -- is, we budgeted for

22    365.  We filled 344.  We have 21

23    positions open.  Do we really need to

24    fill them?  We operated fine probably

25    last year without filling them.
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   MR. COCCI: Yeah. Actually,

3   those positions are needed. We incurred

4   some substantial overtime costs in the

5   past several years and those positions

6   went unfilled. We also -- we were a

7   little lacking in preventive maintenance

8   in that area, and these technicians

9   actually perform preventive maintenance

10   and any kind of maintenance.

11   COUNCILMAN DOMB: But I want

12   you to understand one thing. I

13   understand -- your overtime I saw was

14   exceeded by 156 percent. The overtime

15   was high. But keep in mind, if you pay

16   somebody time and a half, that's $1.50,

17   let's just say. When you hire a new

18   person, it's 1.87, plus 37 cents for the

19   space and needs that they have. So

20   really in some ways you could argue that

21   by paying overtime, you're saving money

22   than hiring more people, economically.

23   MR. COCCI: Yes, we do

24   understand that, but sometimes we do just

25   physically need the hands on the

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1        4/25/17 - WHOLE - BILL 170195, ETC.
2     equipment.
3               COUNCILMAN DOMB:  I understand.
4               So I would like -- you don't
5     have to answer it now.  I'd just like to
6     understand why the compensation went up 8
7     and a half percent.  It just seems like a
8     lot in this economy.
9               MR. COCCI:  We'll get that
10    answer to you, sir.
11              COUNCILMAN DOMB:  Okay.
12              A question I have, does Fleet
13    Management buy and maintain all their
14    departments' vehicles?
15              MR. COCCI:  Yes.
16              COUNCILMAN DOMB:  You buy them
17    all?
18              MR. COCCI:  Yes.
19              COUNCILMAN DOMB:  And how many
20    maintenance technicians do you have that
21    takes care of these vehicles?
22              MR. COCCI:  We have a total
23    of -- I'm sorry.  Could you repeat that
24    question?
25              COUNCILMAN DOMB:  Just how many
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1   4/25/17 - WHOLE - BILL 170195, ETC.

2   maintenance technicians does your

3   department --

4   MR. COCCI: Technicians? We

5   have roughly right now we have 379

6   employees. Roughly 300 of those are

7   technical staff that are technicians,

8   actually wrenching on vehicles.

9   COUNCILMAN DOMB: So the

10   majority are technicians?

11   MR. COCCI: Correct.

12   COUNCILMAN DOMB: So you have

13   379 employees, but your budget says 365

14   and it says you filled 344.

15   MR. COCCI: I'm sorry. Wrong

16   number. Go ahead.

17   DR. WILSON: Yeah. I'm K.

18   Wilson, Deputy for Administration.

19   Currently we have 318 employees

20   in Operations and 35 employees in

21   Administration.

22   COUNCILMAN DOMB: You have 318?

23   DR. WILSON: 318 employees.

24   COUNCILMAN DOMB: Currently in

25   the whole department?

1   4/25/17 - WHOLE - BILL 170195, ETC.

2   DR. WILSON: No; in Operations.

3   COUNCILMAN DOMB: In

4   Operations. So would those be considered

5   your maintenance technicians?

6   DR. WILSON: Yes.

7   MR. COCCI: The majority of

8   those are technical, yes.

9   COUNCILMAN DOMB: 318

10   technical. And overall what do you have,

11   344? Total employees in your department.

12   DR. WILSON: We are budgeted

13   for 368 employees.

14   COUNCILMAN DOMB: On the

15   testimony you gave us, just so we're on

16   the same page, it says number of

17   full-time positions in 2016, budgeted

18   365, filled 344.

19   DR. WILSON: That is as of

20   December 2016. As of today we have 353

21   employees. Our position is for 368.

22   COUNCILMAN DOMB: So you have

23   openings for seven or eight people,

24   roughly?

25   DR. WILSON: Yes.

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 1        4/25/17 - WHOLE - BILL 170195, ETC.
 2                 COUNCILMAN DOMB:  And does
 3     Fleet purchase the Streets Department's
 4     trash compactors?
 5                 MR. COCCI:  Yes.  That's
 6     correct.
 7                 COUNCILMAN DOMB:  So the
 8     Streets Department budgeted 6 million for
 9     vehicles.  Was that for trash compactors
10     or something else?
11                 MR. COCCI:  I think that was
12     SGT money for other equipment it could
13     have been.  It's highway equipment.
14                 COUNCILMAN DOMB:  How many
15     vehicles do you actually manage?
16                 MR. COCCI:  Roughly 6,000.
17                 COUNCILMAN DOMB:  Really?
18                 MR. COCCI:  A little over
19     6,000.  It fluctuates from day to day.
20                 COUNCILMAN DOMB:  And across
21     the department you had about 5 million in
22     repair and maintenance charges.  Does
23     that sound about right?
24                 And so give me an example of
25     like what would those charges be?  What
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2     would be $5 million of repair and

 3     maintenance charges?

 4              MR. COCCI:  It would be for any

 5     kind of maintenance done by any vehicle,

 6     preventive maintenance, repairs,

 7     Pennsylvania state inspections.

 8              COUNCILMAN DOMB:  But you have

 9     your own technicians.  Aren't they doing

10     that work?

11              MR. COCCI:  Is this for our

12     Class 200?  Class 200 is vendor repair.

13     That would be for any -- we contract out

14     a large majority of our collision repair.

15     There's some heavy equipment repair that

16     we don't do.  We do not do heavy towing.

17     So they're all out of Class 200 budget.

18     That's what that would be.

19              COUNCILMAN DOMB:  So towing and

20     repairs were like 5 million, ball park?

21              MR. COCCI:  No.  No.

22              COUNCILMAN DOMB:  That's what

23     it says, 4,941,396.

24              MR. COCCI:  That's the total

25     200 budget, I believe, correct?  So the
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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2        total 200 budget includes towing,

 3        collision repairs, heavy equipment engine

 4        repairs.  There's some heavy equipment

 5        repairs for, for example, for loaders and

 6        heavy equipment that we don't to in-house

 7        that we're not set up to do at the

 8        moment.  Car washing, any kind of repair,

 9        anything that is contracted out.

10                  COUNCILMAN DOMB:  We pay to

11        wash cars?

12                  MR. COCCI:  We do.

13                  COUNCILMAN DOMB:  Would it make

14        sense for us to buy that equipment

15        ourselves and not have to pay for it?

16                  MR. COCCI:  We did have a car

17        wash at one time and we had to get rid of

18        it because it was inside of one of our

19        facilities and it was -- there was a mold

20        issue and we just weren't set up to have

21        it in there.  Many cases -- for example,

22        police cars, it's not desirable to have

23        the car go across the City to get it

24        washed.  So there's five car washes in

25        the City that are in close proximity to
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 1   4/25/17 - WHOLE - BILL 170195, ETC.

 2   the districts.

 3   COUNCILMAN DOMB: So the 6,000

 4   cars in our fleet or 6,000 vehicles, I

 5   should say, because they're all different

 6   types, what do you think the valuation is

 7   of those vehicles?

 8   MR. COCCI: We can actually get

 9   that number for you. We don't have it

10   here, but we have it.

11   COUNCILMAN DOMB: All right.

12   Thank you.

13   One last question. It said in

14   the information you supplied that last

15   year we allocated 4.4 million for 150

16   radio patrol cars. And this year we're

17   allocating for the same number, 150, 4.7

18   million, which is like a 5 percent

19   increase. Is there any reason why that

20   went up 5 percent?

21   MR. COCCI: Yeah. The cost of

22   the vehicle goes up every year. Usually

23   we add a 3 percent increase across the

24   board for model year changes.

25   COUNCILMAN DOMB: Right. But I

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 1        4/25/17 - WHOLE - BILL 170195, ETC.

 2      could see 2 to 3 percent increases.  I'm

 3      seeing 5 today.  That's why I'm wondering

 4      why.  Same number of vehicles, 5 percent.

 5                 MR. COCCI:  There's a couple

 6      additions to that.  We're asked to

 7      install traffic signal preemption devices

 8      in the new police cars.

 9                 COUNCILMAN DOMB:  So they're

10      different than the prior models

11      basically?

12                 MR. COCCI:  It's a small

13      difference, very, very small difference.

14                 COUNCILMAN DOMB:  Okay.  Thank

15      you very much for your testimony.  Thank

16      you.

17                 MR. COCCI:  Thank you.

18                 COUNCILMAN DOMB:  Thank you,

19      Council President.

20                 COUNCIL PRESIDENT CLARKE:

21      Thank you, Councilman.

22                 Thank you for your testimony.

23      Have a good day.

24                 MR. COCCI:  Thank you.

25                 COUNCIL PRESIDENT CLARKE:  This
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1        4/25/17 - WHOLE - BILL 170195, ETC.

2     Committee will stand in recess until

3     Wednesday, April 26th, 2017, 10:00, at

4     which time we will reconvene in Room 400.

5              Thank you very much.

6              (Committee of the Whole

7     recessed at 4:10 p.m.)

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1

2   CERTIFICATE

3   I HEREBY CERTIFY that the

4   proceedings, evidence and objections are

5   contained fully and accurately in the

6   stenographic notes taken by me upon the

7   foregoing matter, and that this is a true and

8   correct transcript of same.

9

10

11

12

13   --------------------

14   MICHELE L. MURPHY

15   RPR-Notary Public

16

17

18

19

20   (The foregoing certification of this

21   transcript does not apply to any reproduction

22   of the same by any means, unless under the

23   direct control and/or supervision of the

24   certifying reporter.)

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