

Agency Name: DEPARTMENT OF SMALL AND LOCAL BUSINESS DEVELOPMENT
 Schedule A
 Fiscal Year 2027

Posn Stat	Posn Nbr	Title	Vac Stat	If Filled - @Hire Date	If Vacant - Last Filled	Grade	Step	Salary	Fringe	FTE x Dist %	Reg/Temp/Term	DIFS Fund	DIFS Program	DIFS Cost Center	DIFS Award	DIFS Project
	00005610	BUSINESS CERT SPECIALIST	Filled	7/15/2024	N/A	12	2	86,164.75	18,870.08	1.00	Reg	101001	300108	30135	n/a	n/a
	00026040	Staff Assistant	Vacant			09	0	54,183.00	11,866.08	1.00	Reg	101001	300111	30138	n/a	n/a
	00028562	Compliance Specialist	Filled	3/10/2025	N/A	12	1	84,620.42	18,531.87	1.00	Term	101001	300105	30137	n/a	n/a
	00028565	Executive Assistant	Filled	6/3/2024	N/A	12	5	93,311.00	20,435.11	1.00	Reg	101001	100153	30146	n/a	n/a
	00033010	PROJECT MANAGER	Filled	8/21/2006	N/A	14	10	141,707.00	31,033.83	1.00	Reg	101001	300111	30138	n/a	n/a
	00033825	Chief of Staff	Filled	9/3/2019	N/A	15	0	157,000.00	34,383.00	1.00	Reg	101001	100153	30146	n/a	n/a
	00035076	PROJECT MANAGER	Filled	1/13/2003	N/A	13	10	119,916.00	26,261.60	1.00	Reg	101001	300104	30136	n/a	n/a
	00039801	Business Certification spec	Filled	4/24/2023	N/A	12	3	89,343.18	19,566.16	1.00	Reg	101001	300108	30135	n/a	n/a
	00039802	Compliance Specialist	Filled	2/27/2023	N/A	12	1	84,716.51	18,552.92	1.00	Term	101001	300105	30137	n/a	n/a
	00040123	IT Specialist (Applications Software)	Filled	1/12/2026	N/A	13	1	99,010.48	21,683.30	1.00	Reg	101001	100071	30143	n/a	n/a
	00042487	Business Development Specialist	Vacant	1/26/2026	N/A	12	0	80,784.00	17,691.70	1.00	Reg	101001	300104	30134	n/a	n/a
	00042889	Staff Assistant	Filled	6/17/2024	N/A	09	2	58,102.28	12,724.40	1.00	Term	101001	100153	30146	n/a	n/a
	00042974	Program Manager	Filled	10/1/2003	N/A	14	0	136,000.00	29,784.00	1.00	Reg	101001	300108	30135	n/a	n/a
	00043139	General Counsel	Filled	8/5/2019	N/A	02	0	185,000.00	40,515.00	1.00	Reg	101001	100092	30141	n/a	n/a
	00043680	Administrative Support Specialist	Filled	3/24/2025	N/A	11	5	74,711.63	16,361.85	1.00	Reg	101001	300104	30136	n/a	n/a
	00043982	Dir. Small and Local Business	Filled	9/10/2012	N/A	E2	0	193,600.00	42,398.40	1.00	Reg	101001	100153	30146	n/a	n/a
	00045764	BUDGET ANALYST	Filled	10/12/2021	N/A	12	10	118,558.00	25,964.20	1.00	Reg	101001	150003	10001	n/a	n/a
	00045980	Management Liaison Specialist	Filled	7/27/2015	N/A	13	6	110,141.57	24,121.00	1.00	Reg	101001	100058	30146	n/a	n/a
	00046437	Compliance Specialist	Filled	9/17/2018	N/A	13	3	104,747.65	22,939.74	1.00	Reg	101001	300105	30137	n/a	n/a
	00051178	IT Spec (Application Software)	Filled	1/12/2026	N/A	12	0	80,784.00	17,691.70	1.00	Reg	101001	100071	30143	n/a	n/a
	00051180	Business Development Specialist	Filled	3/27/2023	N/A	12	3	89,535.34	19,608.24	1.00	Reg	101001	300104	30134	n/a	n/a
	00077346	Business Procurement Specialist	Filled	9/8/2025	N/A	12	2	12,881.46	2,821.04	0.15	Term	101001	300113	30148	n/a	n/a
	00077346	Business Procurement Specialist	Filled	9/8/2025	N/A	12	2	72,994.93	15,985.89	0.85	Term	4020002	300113	30148	2001926 - ENO.PTTP.PROCUREMENT TECHNICAL ASSISTANCE PROGRAM	203344 - 27.01 - FY27APEX
	00077347	Manager, Small Business Technology & Innovation	Filled	2/24/2025	N/A	14	0	130,000.00	28,470.00	1.00	Reg	101001	300111	30138	n/a	n/a
	00077348	Procure. Tech. Asstnce. Spec.	Filled	12/1/2014	N/A	13	9	17,932.23	3,927.16	0.15	Reg	101001	300113	30148	n/a	n/a
	00077348	Procure. Tech. Asstnce. Spec.	Filled	12/1/2014	N/A	13	9	101,616.00	22,253.90	0.85	Reg	4020002	300113	30148	2001926 - ENO.PTTP.PROCUREMENT TECHNICAL ASSISTANCE PROGRAM	203344 - 27.01 - FY27APEX
	00077349	Procure. Tech. Asstnce. Spec.	Filled	1/25/2016	N/A	13	5	15,902.16	3,482.57	0.15	Reg	101001	300113	30148	n/a	n/a
	00077349	Procure. Tech. Asstnce. Spec.	Filled	1/25/2016	N/A	13	5	90,112.24	19,734.58	0.85	Reg	4020002	300113	30148	2001926 - ENO.PTTP.PROCUREMENT TECHNICAL ASSISTANCE PROGRAM	203344 - 27.01 - FY27APEX
	00077350	Procure. Tech. Asstnce. Mgr.	Filled	3/11/2013	N/A	14	0	19,288.55	4,224.19	0.15	Reg	101001	300113	30148	n/a	n/a
	00077350	Procure. Tech. Asstnce. Mgr.	Filled	3/11/2013	N/A	14	0	109,301.80	23,937.09	0.85	Reg	4020002	300113	30148	2001926 - ENO.PTTP.PROCUREMENT TECHNICAL ASSISTANCE PROGRAM	203344 - 27.01 - FY27APEX
	00077534	Compliance Specialist	Filled	7/14/2014	N/A	13	5	105,001.00	22,995.22	1.00	Reg	101001	300105	30137	n/a	n/a
	00077535	Administrative Support Specialist	Filled	6/4/2012	N/A	11	5	75,775.00	16,594.73	1.00	Reg	101001	300104	30136	n/a	n/a
	00077537	Manager, Small Business Development	Filled	9/30/2019	N/A	14	0	118,650.00	25,984.35	1.00	Reg	101001	300104	30134	n/a	n/a
	00077538	Program Coordinator (Aspire Entrepreneurship)	Filled	2/23/2026	N/A	12	5	90,887.39	19,904.34	1.00	Reg	101001	300111	30138	n/a	n/a
	00077658	Deputy General Counsel	Filled	1/18/2022	N/A	01	0	146,000.00	31,974.00	1.00	Reg	101001	100092	30141	n/a	n/a
	00077838	Manager of Commercial Revitalization	Filled	10/6/2025	N/A	14	0	116,000.00	25,404.00	1.00	Reg	101001	300104	30136	n/a	n/a
	00078176	Compliance Specialist	Filled	6/20/2016	N/A	12	7	98,322.00	21,532.52	1.00	Reg	101001	300105	30137	n/a	n/a
	00078177	Grants Administrator	Filled	12/16/2024	N/A	13	1	98,323.98	21,532.95	1.00	Reg	101001	100092	30141	n/a	n/a
	00078273	Business Certification spec	Filled	7/31/2023	N/A	12	1	85,100.84	18,637.08	1.00	Reg	101001	300108	30135	n/a	n/a
	00085842	IT Specialist (Applications Software)	Filled	7/15/2024	N/A	13	5	105,556.74	23,116.93	1.00	Reg	101001	100071	30143	n/a	n/a
	00086137	Compliance Specialist	Filled	3/10/2025	N/A	12	1	84,620.42	18,531.87	1.00	Reg	101001	300105	30137	n/a	n/a
	00088567	Public Affairs Specialist	Filled	2/9/2026	N/A	12	0	80,784.00	17,691.70	1.00	Reg	101001	300105	30137	n/a	n/a
	00088568	Manager, Compliance & Enforcement	Filled	8/9/2013	N/A	14	0	138,000.00	30,222.00	1.00	Reg	101001	300105	30137	n/a	n/a
	00089119	Business Certification spec	Filled	10/21/2024	N/A	12	1	85,581.25	18,742.29	1.00	Term	101001	300108	30135	n/a	n/a
	00089120	Business Certification Analyst	Filled	2/10/2003	N/A	13	5	107,984.00	23,648.50	1.00	Reg	101001	300108	30135	n/a	n/a
	00090792	Compliance Specialist	Filled	6/21/2022	N/A	12	5	93,311.00	20,435.11	1.00	Reg	101001	300105	30137	n/a	n/a
	00090793	Compliance Specialist	Filled	7/23/2018	N/A	12	7	98,322.00	21,532.52	1.00	Reg	101001	300105	30137	n/a	n/a
	00092036	Public Information Officer	Filled	7/6/2021	N/A	14	0	118,000.00	25,842.00	1.00	Reg	101001	100003	30146	n/a	n/a
	00092054	Grants Management Specialist	Filled	8/28/2023	N/A	13	3	102,230.49	22,388.48	1.00	Reg	101001	300104	30136	n/a	n/a
	00092077	Grants Management Specialist	Filled	6/24/2019	N/A	13	2	100,391.65	21,985.77	1.00	Reg	101001	300104	30136	n/a	n/a
	00092192	Data Scientist	Filled	2/24/2025	N/A	13	1	97,751.90	21,407.67	1.00	Reg	101001	100153	30146	n/a	n/a
	00094052	Administrative Support Specialist	Filled	5/29/2007	N/A	11	6	77,873.00	17,054.19	1.00	Reg	101001	300104	30134	n/a	n/a
	00094186	PROJECT MANAGER	Filled	2/14/2022	N/A	13	2	101,879.07	22,311.52	1.00	Reg	101001	100003	30146	n/a	n/a
	00094187	Business Development Specialist	Filled	7/15/2024	N/A	12	2	86,260.87	18,891.13	1.00	Reg	101001	300104	30134	n/a	n/a
	00094966	Staff Assistant	Filled	4/2/2018	N/A	09	8	10,205.70	2,235.05	0.15	Reg	101001	300113	30148	n/a	n/a
	00094966	Staff Assistant	Filled	4/2/2018	N/A	09	8	57,832.30	12,665.27	0.85	Reg	4020002	300113	30148	2001926 - ENO.PTTP.PROCUREMENT TECHNICAL ASSISTANCE PROGRAM	203344 - 27.01 - FY27APEX
	00097574	PROJECT MANAGER	Filled	8/24/2015	N/A	13	3	103,145.82	22,588.93	1.00	Reg	101001	300111	30138	n/a	n/a
	00101857	Legislative Affairs Specialist	Filled	11/4/2024	N/A	13	4	105,001.00	22,995.22	1.00	Reg	101001	100153	30146	n/a	n/a
	00102381	Chief Administrative Officer	Filled	11/17/2014	N/A	15	0	157,000.00	34,383.00	1.00	Reg	101001	100153	30146	n/a	n/a
	00108291	Compliance Specialist	Filled	10/11/2022	N/A	12	5	90,805.00	19,886.30	1.00	Reg	101001	300105	30137	n/a	n/a
	00108292	Attorney Advisor	Filled	1/26/2026	N/A	12	6	109,493.02	23,978.97	1.00	Reg	101001	100092	30141	n/a	n/a
	00110043	Business Procurement Specialist	Filled	1/12/2026	N/A	12	0	12,117.60	2,653.75	0.15	Reg	101001	300113	30148	n/a	n/a
	00110043	Business Procurement Specialist	Filled	1/12/2026	N/A	12	0	68,666.40	15,037.94	0.85	Reg	4020002	300113	30148	2001926 - ENO.PTTP.PROCUREMENT TECHNICAL ASSISTANCE PROGRAM	203344 - 27.01 - FY27APEX
								5,938,839.62	1,300,605.90	57.00						

Agency Name: DEPARTMENT OF SMALL AND LOCAL BUSINESS DEVELOPMENT
 Vacancy Savings
 Fiscal Year 2027

OBP Proposed Vacancy Factors		
Number of FTEs	Vacancy Savings Rate	
0-30		0.0%
31-100		1.0%
101-500		2.0%
501-1,000		3.0%
1,001 and greater		5.0%

FY 2027 Applied Vacancy Savings Rate		
FTEs	Vacancy Savings Rate	
51.9		5.0% (this rate is for example only)

PLEASE PROVIDE THE CALCULATION FOR HOW THE FY27 VANCANCY SAVINGS RATE IS APPLIED ACROSS APPLICABLE PROGRAMS, COST CENTERS, AND/OR ACCOUNTS

Account Group (Parent Level 1)	701100C, 701200C, 701400C				
Appropriated Fund	1010				
Program	Program Description	Proposed Budget (Before Vacancy Savings)	Vacancy Savings	Proposed Budget (Net Vacancy Savings)	Applied Vacancy Savings Rate
	100003-GENERAL	273,033	-	273,033	
	100022-PROCUREMENT - GENERAL	64,164	-	64,164	
	100042-GENERAL	6,184	-	6,184	
	100058-SERVICES - GENERAL	134,263	-	134,263	
	100071-100071-INFORMATION TECHNOLOGY	696,124	16,573	679,551	2%
	100092-100092-LEGAL SERVICES - GENERAL	657,234	-	657,234	
	100153-MANAGEMENT	1,066,667	-	1,066,667	
	150003-FINANCIAL MANAGEMENT SERVICES	147,522	-	147,522	
	300104-ACCESS TO CAPITAL SERVICES	2,185,411	16,573	2,168,838	1%
	300105-300105-AGENCY COMPLIANCE	1,296,102	269,816	1,026,285	21%
	300108-ENTERPRISE CERTIFICATION	719,422	-	719,422	
	300109-300109-CLEAN TEAMS	7,306,294	-	7,306,294	
	300110-300110-MAIN STREETS	5,523,450	-	5,523,450	
	300111-300111-PROGRAM GRANT SERVICES	1,883,786	16,573	1,867,213	1%
	300113-300113-PROCUREMENT TECHNICAL ASSISTANCE SERVICES	117,437	-	117,437	
Grand Total		22,077,093	319,536	21,757,557.38	1%