

Penta

New York Insights Review

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Executive Summary

From September to November 2021, we surveyed and spoke with more than 400 policymakers across the state of New York. Our goal was to understand the most pressing issues facing New York and how the public and private sectors can collaborate to address them.

Policymakers highlighted taxation, economic development, public health and infrastructure as their top priorities for New York. This report examines each of these four policy priorities and describes the type of private sector engagement on these issues that policymakers find helpful.



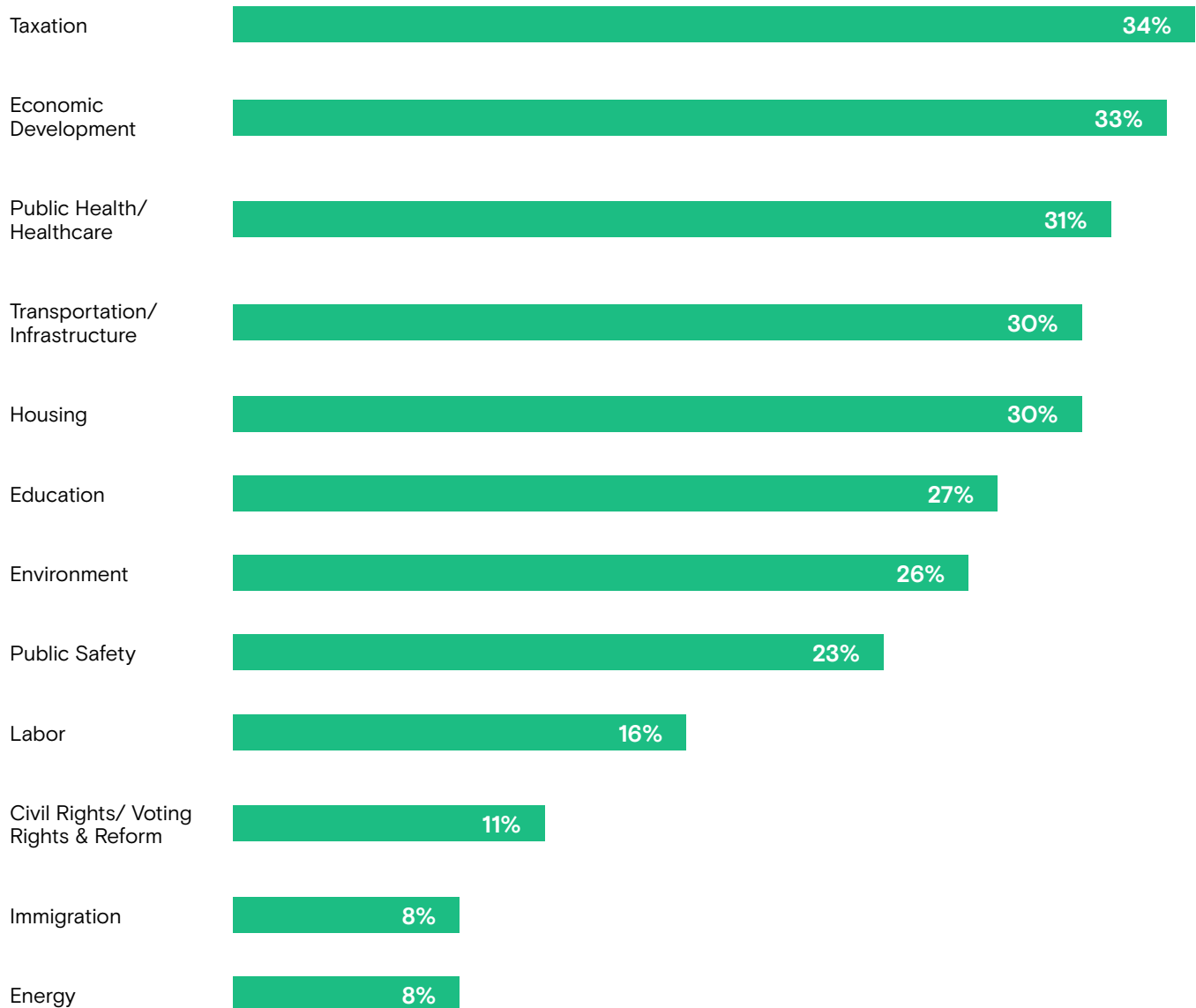
New Yorkers need the help of everyone in this room to pass an ambitious agenda. One that responds to the COVID-19 pandemic, but also rebuilds our healthcare and teacher workforces, [one that] provides tax relief to those who need it the most, speeds up economic growth and creates good paying middle class jobs, strengthens our infrastructure and confronts climate change, secures public safety, makes housing more affordable, ensures that all New Yorkers have a roof over their heads and enacts bold reforms for our state government. My fellow New Yorkers, this agenda is for you.

Governor Kathy Hochul, NY State of the Union Address 2022

Top Issues

Policymakers emphasized taxes, economic development, public health, and infrastructure as their primary focus areas for the coming year.

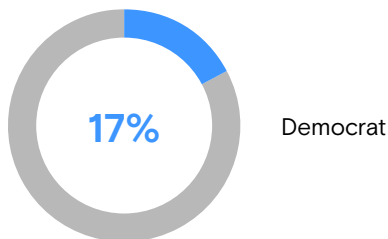
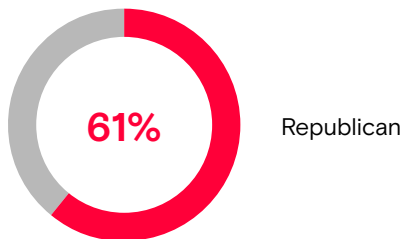
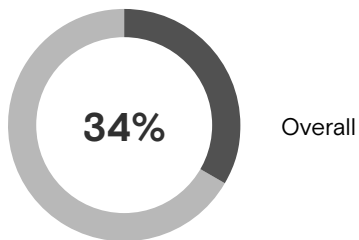
Which of the following do you view as the most pressing issues facing the state? (Percentage of respondents who placed the issue in their top three). | n=411



Priority One

Taxation

Percentage of respondents who included taxation in their top three issues facing New York State by political affiliation.



Taxation ranks as a top issue in New York, especially among Republican policymakers. Republican policymakers expressed concerns about the level of taxes in the state and its impact on competitiveness.



...The pandemic has just thrown everybody off track and places like New York state that [are] highly regulated, [and] highly taxed. It's going to be a little more difficult for us to get back on track here. We're seeing that.

Member, Assembly, R

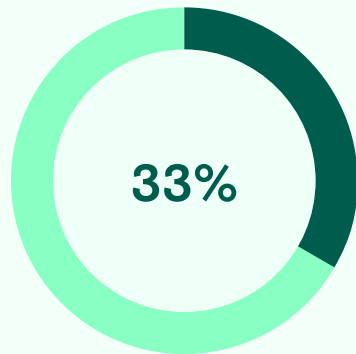


I think the economic environment in the state of New York, we have way too many taxes. We increased taxes last year for a broad cross-section of folks. Our state budget is larger than the states of Florida and Texas combined and each of those states has more population than we do by themselves.

Member, Assembly, R

Priority Two

Economic Development



of New York policymakers say economic development is a top priority.

Economic development is the second most pressing issue for policymakers in New York, with 33% indicating that it was a priority. Policymakers want to strengthen the statewide economy by building more effective private-public partnerships and creating targeted workforce development programs.

Policymakers highlight workforce development as a key priority to support economic growth. Skills training is seen as a priority and an opportunity for partnership with the private sector.



We want to make sure that if there are employers in our region that are looking to grow or expand, we want to be as good of partners to them as possible. And that's not just from the state standpoint, we want to be able to make sure that they have a good workforce that is prepared, educated, trained, etc. So if there's anything we can do to just better those partnerships and those relationships, everybody wins.

Chief of Staff, Assembly, R



...Workforce is one of those things that kind of sticks out in my mind right now as something that I know the state needs. ...The state needs to take a closer look at going forward in order to try to make sure that we have the staffing that we need and incentivizing programs out there, education training programs, trying to deal with where there are shortages around the state, and trying to plug those holes.

Legislative Associate, Assembly, D



And one of the things that's really tremendous about their work and that we've really highlighted is the sharing of cost in terms of education... for their workers. So they've done a whole bunch of different things with us, including [a grant] where we pay part of the costs and they pay part of the cost. It may help their workers gain some more digital and computer skills. But it's just an example where businesses are bringing their workers into the 21st and 22nd century.

Executive Director, Municipal, N/A

As local economies recover from COVID-19, municipalities are preparing their organizations to rebound from the pandemic's impact, which, among other things, will see increased collaboration with the private sector.



We collaborate with the private sector a tremendous amount. As I said, we've undertaken an economic recovery plan and we have an economic development department. We also have an [Industrial Development Agency]. Between our planning department, our IDA, and our economic development department, we're constantly in dialogue with the private sector.

Supervisor, Municipal, D



Speaking with regards to the American relief funds that I mentioned before, the big thing that we're looking at now in [our] county is that we're potentially going to use some of those funds to develop a multisport complex for economic development purposes. And there has been a lot of community input from, say, the hotel owners who think this would be a real shot in the arm for the industry locally.

Legislator, Municipal, R



I think the number one priority is to not only work through the remnants of COVID, but also the economic recovery as a result of COVID. Quite frankly, those should be some of the priorities, recovery, economic recovery from COVID, sustainment of that recovery, and reenergizing the workforce as a result of COVID.

Commissioner, Municipal, I

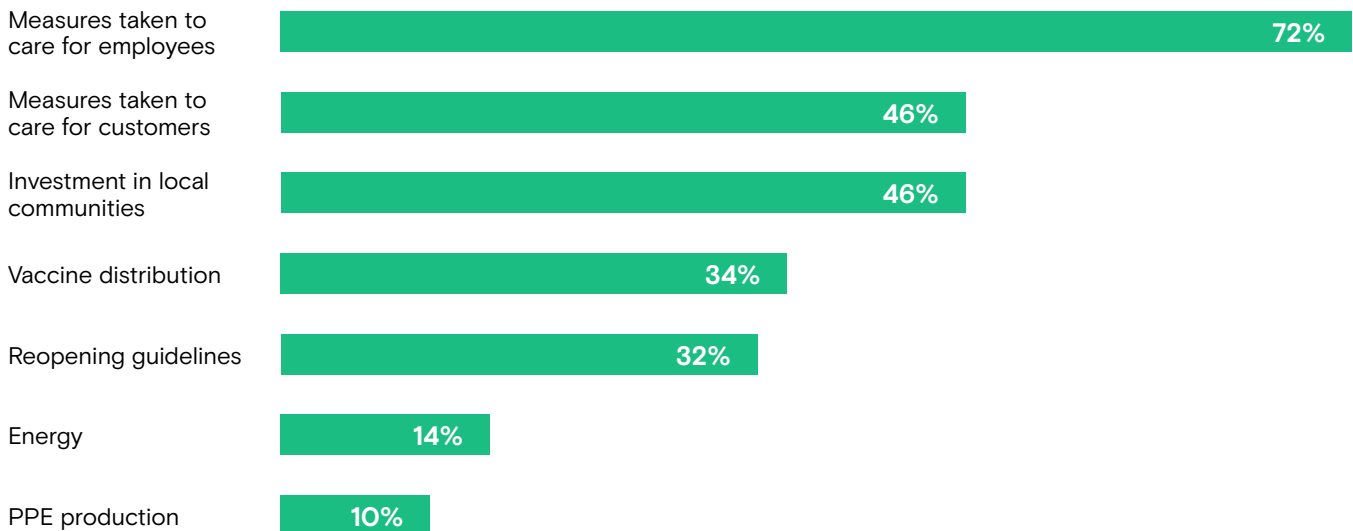
Priority Three

Public Health

As with all states, COVID-19 has presented New York's public health system with challenges to meet the needs of the community. State policymakers see room for the private sector to engage, and identify areas in which the private sector's response could be improved.

For example, the majority of policymakers (72%) believe that the private sector should prioritize measures taken to care for their employees during COVID recovery.

What should the private sector prioritize in 2021 for a COVID-19 recovery? (Percentage of respondents who placed the issue in their top three). | n=412



As COVID-19 becomes more manageable, policymakers are also looking for ways to better prepare their constituents and business partners for the next public health crisis.



...We're looking at exploring right now ...discussions about the COVID experience, what we learned, and what does the industry as a whole need to do in terms of its flexibility, the things that we saw our system do in spite of COVID, in terms of when whole healthcare systems had multiple hospitals that they must shift patients and staff around in as needed. have multiple hospitals in it that they must shift patients around and staff around as needed. That kind of flexibility didn't really exist before the pandemic.

Legislative Associate, Assembly, D

Health service institutions such as hospitals, long-term care facilities, and nursing homes are struggling to staff and properly equip their facilities. Policymakers see a need to address staffing levels and ensure the safety of public health staff.



We are experiencing a serious shortage of healthcare workers, many have been sick and lost their lives... many of them retired, many of them are exhausted. And so we had a severe shortage of workers. What does that mean? That means that you can have beds, but if they are not staffed beds you cannot accept a patient to be taken care of!

Governor Kathy Hochul, D



[ER physicians] were constantly and continually running out of PPE. Oftentimes, they'd have to wear the same N-95 mask all week long. And as far as gloves and gowns, etc, they were being used over and over again, not just at the hospital and the ER, but at nursing homes as well.

Member, Assembly, R



I think when we talk about the healthcare industry as an employer, it's what do they need as far as local government. What do you need from us to help you be a better employer? To help make sure your facilities are being safely run... So how can we be an effective partner with these employers to make sure they have what they need to run an adequate nursing home or hospital.

Legislator, Municipal, D



I think healthcare for years has not gotten itself together...you talk about that staffing levels, you talk about a shortage, you talk about staffing levels, you talk about a shortage, you talk about folk not wanting to work in the healthcare industry anymore because they can't get the proper help with the equipment and the staff and salary and wages aren't competitive. So I think the healthcare industry for me is the industry that needed the most...

Legislator, Municipal, D



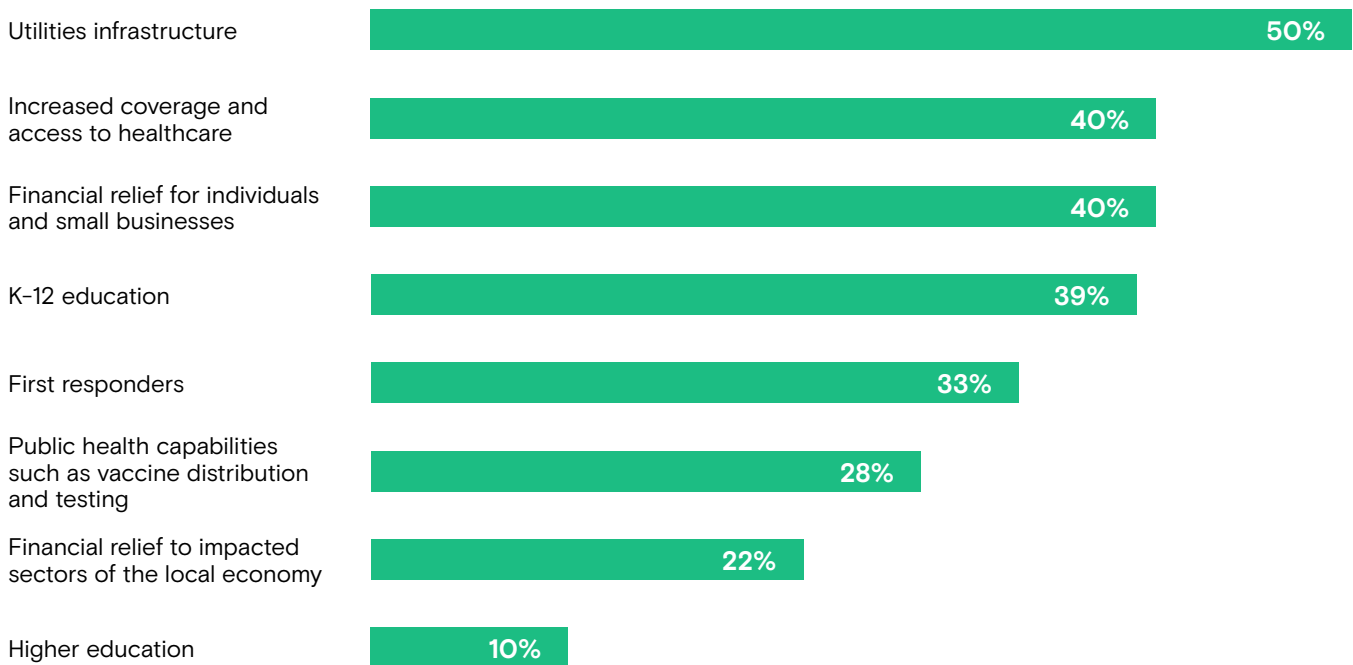
...There's kind of a conundrum because you understand that throughout the country, there's issues with labor, there's issues in the healthcare industry as far as getting bodies back in industry. And so it's a tough call right now. You want to have additional employees, but do you have enough employees in the pipeline...? So it's just a tough thing, but that's one of the things that I look at. Are you dealing fairly with the employees?

Council Member, Municipal, D

Priority Four

Infrastructure

Where should state and local governments in New York focus on allocating resources in 2021? (Percentage of respondents who placed the issue in their top three). | n=406



When asked where state and local governments should be focusing resource allocation, the largest cohort of surveyed policymakers, at 50%, selected utilities infrastructure, such as electric grids and broadband.

Broadband access and affordability stood out, in particular as an infrastructure priority, in our conversations.



I think the first, second, and third priorities for New York is in establishing a meaningful step forward and delivering broadband access to residents throughout the state. ...establishing connections to rural areas throughout the state is absolutely essential. If New York state wants to deliver a- the modern economy for people to participate in, then really, it's the only way to do that, so.

Chief of Staff, Assembly, R



I would like to hear [telecommunication companies] say they're going to actually get broadband services through the entire state. I wish our governor and state representatives would take a harder line with this. Honestly, it's like rural broadband and getting people connected to the internet, this is an issue in New York... We'd love for [a company] to call us up and be like, "Hey, we want to actually give people internet. Where do we need to make that happen?" Sure, we could identify very quickly where these soft spots are in the county.

Legislator, Municipal, D

Policymakers working in rural or smaller communities express concern that those regions will be left behind when it comes to development.



...It's very difficult for any company to provide broadband because of the cost involved in rural areas, ... it's cost-prohibitive. So I think that the government needs to actually get involved to help to lower the cost, be it federal government or state government. We need to have public and private sectors working together so that we don't fall behind any more than we already have.

Member, Assembly, R



I'm going to say that there are a number of small cities... that could really benefit from the fiber optics infrastructure. But [companies just seem] unwilling to invest in that infrastructure in those cities, and I don't know if they've done the cost-benefit analysis that to them justifies not making the investment.

Councilman, Municipal, D



...One of the things that we are working on as a county is... collecting data. ... We're trying to map out our internet coverage throughout the county and find out where some of those dead zones might be. And I think more of a proactive effort on some of those telecommunications companies could be helpful to help address where some of the needs lie.

Legislator, Municipal, R

Conclusion

As New York works to rebuild while still dealing with the ramifications of COVID-19, policymakers are eager to help the state move forward. An emphasis on public health systems, which are still recovering from the pandemic, allows New York to better take care of its communities and be prepared for the future. By focusing on creating more accessible infrastructure, policymakers see a way for New York to foster a more robust economy. Policymakers are aware of the need for the private sector's input and cooperation to achieve those goals, and therefore want to see the private sector more involved with and aware of the needs of local communities, particularly when it comes to utilities infrastructure and economic development. Policymakers welcome productive engagement from the private sector on these issues.

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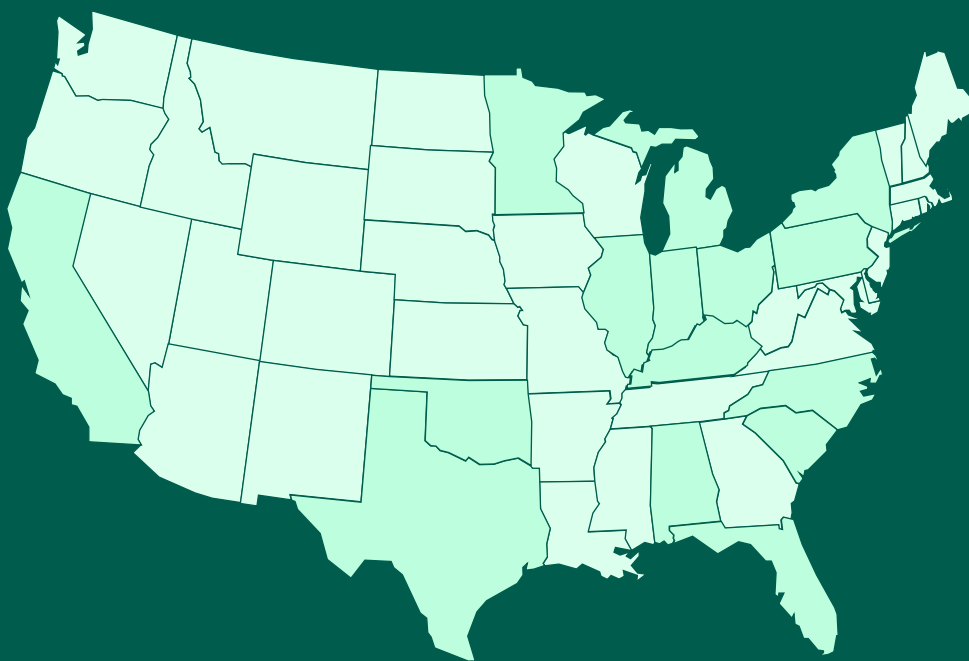
Companies & Associations

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Penta comprises over 200 professionals in New York, London, Washington, D.C., and San Francisco working to bring data-driven, tailored solutions to a majority of the Fortune 50 Companies and their associations.



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