May 2013

2012 was a year filled with opportunities and challenges, both for our organization and the community we serve. EWVIDCO solidified through a major funding cut, and still managed to serve 30% more businesses in 2012 than we did last year. We purchased two additional buildings to create affordable real estate for several more small manufacturers. We vastly expanded our Small Food Producer programming and tripled the amount of participating businesses. And we took advantage of a funding opportunity to organize businesses along the Newtown Creek to develop potential new programming by and for these businesses.

2012’s challenges included the lingering effects of the recession and the havoc wreaked by Superstorm Sandy. Though the storm, flood and utility outages were a disaster for businesses, our staff hit the ground after the storm passed to determine what kind of assistance was necessary to get businesses up and running again and assemble information and resources to help them make it help. EWVIDCO staff took the lead in representing the needs of the businesses by helping them untangle the web of programs to help them dust themselves off and reopen. Nothing like a crisis to show what you are capable of achieving!

Manufacturing is alive and well in North Brooklyn, and for the past 30 years EWVIDCO has fought to keep it that way. North Brooklyn companies make everything from bespoke suits to architectural steel, from store installations for Park Avenue boutiques to fortune cookies for corner Chinese takeout. This is a dynamic combination of businesses old and new, traditional and innovative, big and small. But what they create most are well paying jobs for the people who live here. EWVIDCO serves as their voice in the community and advocate beyond it. We help these businesses get financing, find real estate, access incentive programs, and work tirelessly for support from city, state and federal government. While other industrial communities across the city and around the country have withered, EWVIDCO has worked to keep North Brooklyn booming. As a result, New York City can continue to be a place where actual businesses make things from clothing to custom metalwork.

EWVIDCO continues to extend its role as the voice for businesses in industrial North Brooklyn. We represented their interests at public hearings and community meetings. We brought elected officials to meet our businesses and their employees so they could really understand the impact of the policies they develop. We advocated with City, State and Federal officials to help them understand the impact of the Superfund process on the local economy, and we educated the local businesses about how the process might affect them. We continued to serve as the connection between the business and residential community for a variety of issues such as vehicle safety and truck routes. In addition to our broad based efforts, we worked on behalf of individual businesses to help navigate government agencies on a variety of issues such as permits, tickets, graffiti removal, illegal dumping, utilities and signage.

In closing, I am pleased to present EWVIDCO’s Annual Report for 2012. The accomplishments we have achieved on behalf of our local community are a testament to the dedication of our Board, staff, funders and member businesses. We thank you for your continued support, and look forward to seizing opportunities and confronting challenges with you and for you in the coming year!

Sincerely,

Leah Archibald
Executive Director, EWVIDCO

ADVOCACY

EWVIDCO spends a lot of time and energy advocating on behalf of local firms. Much of the work we do benefits the industrial business community as a whole, such as our participation in public planning on transportation issues like truck routes and bike lanes. 2012’s biggest industrial community issues include aggressive ticketing in the industrial area, environmental citations launched by complaints from illegal residential conversions, and continued spotty telecommunications service throughout the industrial area.

EWVIDCO also advocates on behalf of individual businesses to help navigate government agencies on a variety of issues such as permits, tickets, graffiti removal, illegal dumping, utilities and signage. Overall, we helped 34 businesses navigate government agencies 47 times resulting in 27 successful outcomes! Activities included obtaining street signs and loading zones installed for a variety of businesses.

City, State and Federal agencies, and finished by assisting attendees in preparing applications for financing. Additionally, EWVIDCO arranged for Mayor Michael Bloomberg to tour several of the storm ravaged businesses along the Newtown Creek. To date we have helped sixteen businesses apply for loans through the Hurricane Sandy loan fund and five were approved so far.

“After Super Storm Sandy we went into crisis mode. It was like taking 20 years of hard work and cramming it into one week. We needed everything from coffee cups to roll-off trucks. Before we could even tie our work boots the EWVIDCO team was standing in my driveway offering services. I was so impressed with the way EWVIDCO was willing to help with whatever we needed. I told them “I can get anything I need from my vendors parts, trucks, portable power, tools, computer, etc. what I can’t get is phone service I can’t buy it make it or borrow it. I need to let my customers know I am here and I am open for business.” They said “Don’t worry about it Mike we will do whatever we have to do to get this taken care of”. Don’t you know within a matter of days Mayor Bloomberg was standing in our facility to listen to my problems with the phone service. Needless to say the next day not only did I have phones and internet back I had FIOS!! I am very thankful to Leah, Karen and the whole EWVIDCO staff.” — Mike Allocco

Superstorm Sandy Response

After the October storm passed, EWVIDCO staff pulled on their rainboots and headed out to visit with local businesses. Nearly all waterfront businesses sustained damage and faced issues such as loss of electrical service, difficulty navigating the insurance claim process, financial needs for repairs and working capital, flooding, property damage, loss of computer systems and records, need for temporary space, phone lines down and contacts for cleanup service providers. Many problems were resolved within days, but some issues, such as restoration of phone and electrical service dragged on for several weeks until they were finally resolved.

The week after the storm EWVIDCO hosted a hurricane relief workshop with local elected officials and representatives from

Mike Allocco of Allocco Recycling and Lucky Lee of Lucky’s Real Tomatoes share tales of their storm damage with Mayor Bloomberg
BUSINESS SERVICES

In 2012 EWVIDCO staff served over 351 individual businesses, a 30% increase over 2011. Business clients looked to EWVIDCO for a wide variety of services; the most frequently requested services were assistance accessing incentives, help navigating government and financing. EWVIDCO provided assistance to firms anywhere between 1 and 5 times. 168 firms sent attendees to EWVIDCO mixers, 124 firms attended informational workshops and 83 firms received one on one assistance from EWVIDCO staff.

Newtown Creek Organizing

In the spring of 2012, EWVIDCO successfully applied for a grant from the NYC Economic Development Corporation to conduct outreach and determine if a Business Improvement District (BID) made sense for Newtown Creek-adjacent industrial businesses. A BID is a group of property owners who collectively agree to pay an additional assessment which the property owners use to improve their neighborhood as they see fit.

The Newtown Creek area is a large industrial area that has unique issues due to its proximity to the Newtown Creek. A BID can be a significant asset to protect industrial interests of creekside businesses in North Brooklyn, increase business service capacity, and provide specialized programming and services that might not be feasible otherwise. Some possibilities include addressing environmental concerns based on Superfund and the aftermath of Super Storm Sandy, continued advocacy, and infrastructure improvements. We will continue moving this project forward throughout 2013.

FINANCING

EWVIDCO answered 31 requests for financing assistance in 2012. In total, EWVIDCO helped 9 North Brooklyn businesses obtain $1.6 million in financing for working capital, to purchase new equipment or real estate or to invest in the renovation of their facility. Since 2007, EWVIDCO has helped local businesses obtain $37.4 million in financing.

Kombucha Brooklyn

EWVIDCO has noticed the growth in the food and beverage sector in Brooklyn and we have had the pleasure of meeting many of these businesses in 2012. One of the new businesses was Kombucha Brooklyn, a local beverage manufacturer. Founded in 2009 by Eric and Jessica Childs, Kombucha Brooklyn produces bottled kombucha, kegs, home brew kits and brew supplies. Kombucha Brooklyn contacted EWVIDCO when they moved their home brew kit operation to the Pfizer Building. Kombucha Brooklyn was one of the first tenants in what has become a blossoming community of food and beverage manufacturers, access to financing created a challenge for the business. EWVIDCO staff members worked with the owners to review their financials, identify options to finance their rapid growth and finally package the loan application. Through our combined efforts we were able to connect Kombucha Brooklyn with Accion and their Samuel Adams Brewing the American Dream Program. As an added benefit of the Brewing the American Dream program Kombucha Brooklyn is able to take advantage of educational seminars and events in addition to receiving needed capital to grow the business.

Kombucha Brooklyn was the first organization that seemed to look past all of the usual road blocks for organizations getting involved with small business. They were always there with an answer and if they didn’t have one they found one. Their team kept pushing until we finally got financing. They have been a valuable asset to our growth and key partner.” — Eric Childs

Brooklyn Winery

Brooklyn Winery reached out to EWVIDCO seeking help with a truck unloading issue they were having. They had a curb cut for loading and unloading but did not have any signage to prevent people from parking in their loading area. Brooklyn Winery’s harvest season was imminent and they were worried about being able to receive their grape deliveries. EWVIDCO submitted a signage request to NYC DOT on their behalf and the loading zone signs were installed just in time.

“We operated for our two harvests without a loading zone and it caused a lot of hassle not only for our winery staff but our neighbors. Karen and EWVIDCO were key in helping us navigate the DOT and ensure that we got the loading zone signs installed in time for our third and largest harvest.” — John Stires and Brian Leventhal

Newtown Creek business and property owners meet with representatives of NYC EDC and NYC DSBS to discuss the potential benefits of organizing a business.

Eric and Jessica Childs

02

03
**Modesti Brothers**

Modesti Brothers, founded in 1935 in Long Island City, is a family-owned and operated shipping company. In 2006 they relocated to Meserole Avenue in Brooklyn to take advantage of closer proximity to major expressways. Upon moving they completed significant repairs to the property but were never completely satisfied with the lighting. After reading an article in EWVIDCO’s winter newsletter about ConEd’s programs they decided to do something about it.

Modesti Brothers reached out to the ConEd Green team to have their inefficient 460 watt light bulbs replaced with new ones that reduced the wattage by more than half. This usage reduction is expected to save them more than $6000 annually. The subsidies offered by ConEd made the project even more attractive. The total cost to replace 21 fixtures in the warehouse and install LED lights outside was $14,688.43 but a $10,286.94 subsidy from ConEd reduced Modesti Brothers’ out of pocket expense to $4401.50. With the increased cost savings they will receive a return on their investment in 9 months.

“It has been a pleasure working with EWVIDCO. We are so happy with our new lights. The installers worked quickly and were cleaned up everything when they were finished. This program is such a good deal there is no reason not to take advantage of it.” —Ed Modesti

**Joseph K. Robles**

Joseph K. Robles is the third generation owner of Brooklyn based Knights Collision Experts and Knights Collision Repair founded in 1948. 2012 was a very eventful year for Joe. In addition to running Knights Collision Experts and Knights Collision Repair he also served on the Advisory Board for NYC Department of Education’s Automotive High School, served as the NYC Regional Vice President of the Empire State Towing and Recovery Association and the board President of St. Nick’s Alliance and the East Williamsburg Valley Industrial Development Corporation. During the past year Joe was able to take advantage of EWVIDCO’s financing assistance services to expand his business. Knights and EWVIDCO were able to collaborate on 4 successful financing deals in 2012. In addition to purchasing a larger property that will allow Knights to consolidate operations, Joe has also increased the size of his truck fleet.

For the latter part of 2011 and the majority of 2012 EWVIDCO worked with Joe to structure a sophisticated 1031 exchange deal with New York Business Development Corporation (NYBDC) that involved selling two satellite locations and purchasing a new building in Brooklyn. During the course of this deal EWVIDCO staff assisted with the compilation of documents, the creation of projections, and the coordination of the parties involved. While working on this property deal Joe was able to leverage the relationships he established with lenders through EWVIDCO events and the exhaustive package he completed for NYBDC complete smaller truck financing deals with Sovereign Bank and BethEX Federal Credit Union. In November of 2012 Joe completed the acquisition of a 22,000 square foot building on Eastern Parkway using NYBDC’s 504 loan product. This acquisition will allow Knights to expand their business in Brooklyn, hire more employees and eliminate space inefficiencies that are present in their current space. In total Knights Collision Experts and Knights Collision Repair were able to access $1,324,602 in capital in 2012 with assistance from EWVIDCO.

“EWVIDCO played a vital role in financing our property and vehicle purchases this year. Throughout the process the staff was very responsive and provided valuable guidance. I am proud to be affiliated with this dynamic organization and I look forward to working with EWVIDCO in the future.” —Joseph K. Robles
Nuvite Chemical Compounds Corporation founded in 1949, is a manufacturer of innovative and specification based quality cleaning, polishing, and appearance maintenance products for the aviation, marine, industrial, and heavy truck/trailer transport industries. Nuvite Chemical is proud to be a Brooklyn, NY manufacturer since 1957.

The owner of Nuvite, Clifford Lester contacted EWVIDCO after reading our E-Newsletter article on how we help assist businesses with their recruitment needs. Mr. Lester explained he needed help finding a skilled Bookkeeper / Administrative Assistant. EWVIDCO contacted their partners at NYC Business Solutions Industrial and Transportation Center to help. In turn, Mr. Lester was contacted by NYC Business Solutions who forwarded qualified candidates. After several interviews, Mr. Lester hired Suzette and she has been with the company since spring of this year.

“The process was efficient and the NYC Business Solutions understood our Company’s needs and objectives for a candidate and hence, the entire process was reached on a timely basis. I would definitely recommend the resources of EWVIDCO with respect to any employment or business issues. They are a valuable tool for business and we look forward to working with them for our future needs.” —Clifford Lester

In 2012 EWVIDCO solicited 51 job orders and placed 16 individuals in full time jobs, a 15% improvement from last year. The quality of our placements is increasing—in 2012 the average wage of employees placed by EWVIDCO was between $13-$14 per hour—a 35% improvement over 2011.
## Financial Statement

**EWVIDCO:**  
Statement of Activities for the Calendar Year 2012

### Revenues

<table>
<thead>
<tr>
<th>Description</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Contracts</td>
<td>$226,035</td>
<td>$296,885</td>
</tr>
<tr>
<td>Contributions and Grants</td>
<td>$131,213</td>
<td>$93,250</td>
</tr>
<tr>
<td>Membership and Events</td>
<td>$135,610</td>
<td>$107,265</td>
</tr>
<tr>
<td>Interest and Other Income</td>
<td>$182,966</td>
<td>$157,361</td>
</tr>
<tr>
<td>Net assets released from restriction</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>$675,824</strong></td>
<td><strong>$654,761</strong></td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$625,211</td>
<td>$636,811</td>
</tr>
<tr>
<td>Supporting Services</td>
<td>$201,269</td>
<td>$140,392</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$826,480</strong></td>
<td><strong>$777,20</strong></td>
</tr>
</tbody>
</table>

Change in Net Assets:  
- $-150,656  
- $122,442

Net Assets—beginning of year:  
- $4,322,233  
- $4,444,675

Capital grant for building purchase:  
- 2,430,000  
- 0

**Total Net Assets—end of year:**  
- $6,601,577  
- $4,322,233

### Members

- 36 Gardner LLC  
- 652 Meeker Food Corp. (McDonald’s)  
- A & H Sportswear/Valdise Realty  
- Acme Smoked Fish Corp  
- Allocco Recycling Corporation  
- American Almond  
- Anchin, Block & Anchin LLP  
- APM Shopping Services LLC  
- Atlantic Veal & Lamb, Inc.  
- Bank of America  
- Barry X Ball Studio  
- Billie-Ann Plastics Packaging Corp.  
- BJ’s Lock and Alarm, Inc.  
- Bo Bo Poultry Market  
- Boar’s Head/Frank Brunnhorst Co. LLC  
- Broadway Stages Ltd  
- Brooklyn Bowl  
- Brooklyn Navy Yard Cogeneration Partners L.P.  
- Brooklyn Winery  
- Cellies/Style Living  
- Charles J. King, Inc.  
- City One Real Estate LLC  
- Coda Resources/Lads Associates  
- Central Electropolishing Corp.  
- Crest True Value Hardware  
- D & M Lumber Products Co., Inc.  
- David Rosen Bakery Supply, Inc  
- DHMW Woodworking Inc  
- Diamond Street Properties Inc.  
- Duggal Visual Solutions, Inc.  
- Empire Transit Mix Corp.  
- Envelope Manufacturers Corporation  
- Epner Technology, Inc  
- Fay Da Manufacturing Corporation  
- Filco Carting Corp.  
- Flushing Savings Bank  
- Foto Electric Supply Company, Inc.  
- Freeman Street Properties, LLC  
- Green Hills (USA), LLC  
- Green Crown Energy  
- Harry Brainum Jr., Inc  
- Hoskie Co., Inc.  
- Indigo Plastics  
- J. Pinz Scrap Metals  
- Jewel Street Realty LLC  
- Jos. H. Lowenstein Sons, Inc.  
- Joyva Corporation  
- JP Morgan Chase - Small Business Financial Services  
- Kaimon Daigin Affiliates  
- Kaplan-Bels Associates, Inc.  
- King’s Land Realty  
- Knights Collision & Towing  
- Koryeo International Corporation  
- Lucky’s Real Tomatoes  
- M & S Levy Ind. Real Estate  
- M.C. O’Brien, Inc.  
- Marathon Energy Corp.  
- Marvasto Industries Inc  
- Mecca Contracting Inc.  
- Mifo Industrial, Inc.  
- Milipaper Box Co.  
- Modesti Brothers Inc.  
- Moveway Transfer & Storage Inc.  
- National Compressor Exchange, Inc.  
- National Grid  
- New Son Yeng  
- New York Business Development Corporation (NYBDC)  
- New Yung Wah Trading LLC  
- Norman 268  
- Opportunities for a Better Tomorrow  
- Prime Food Processing Corp.  
- R King Window Corp.  
- Rainbow Plastics Inc  
- Rainbow Polybag Co., Inc.  
- Ready Set Inc  
- Remains Lighting  
- S.K.I. Beer Corp./J.R.C. Beverage Inc.  
- Service Smoked Fish Corp  
- Shanghai Stainless  
- Skonr Steel Co., Inc.  
- Skyline Steel Corp  
- Smash/NBC Studios, LLC  
- Southwest Brooklyn Industrial Development Corp  
- Sovereign Bank  
- Steeldeck NY Inc  
- Superior Location Van Service  
- Talas  
- The 1896: Artist Studios and Stages  
- The Brooklyn Brewery Corp.  
- The Doe Fund, Inc.  
- The Sarut Group  
- TMI Trading Corp/Twin Marquis Inc  
- Town Food Services Equipment Co., Inc.  
- Trans-Packers Services Corp. (1)  
- Twoseven Inc  
- Uberto Ltd  
- Union Beer Distributors, LLC  
- United Metro Energy Corp  
- Valley National Bank  
- Vanguard Environmental  
- Vintage  
- Waste Management of New York, LLC  
- WeiserMazars LLP  
- Whitehead Company LLC  
- William Harvey Studio Inc  
- Wiss & Co., LLP  
- Wonton Food, Inc.
**Board List**

Tod Greenfield, Chair  
Martin Greenfield Clothiers

Joseph K. Robles, President  
Knights Collision

Armando Chapelliquen, 1st Vice President  
Jos. Lowenstein and Sons

Sandy Wiener, Secretary  
Joyva Corporation

Wesley Watson, Treasurer  
Citibank

Gina Argento  
Broadway Stages

Stephanie Gittin  
Milgo Industrial

Lucky Lee  
Lucky’s Real Tomatoes

Jose Leon  
St. Nick’s Alliance

Sibel Sartorelli  
Rainbow Polybag

Nathan Sudakoff  
ANS Consulting

Zachary Weiner  
North 12 Associates

**EWVIDCO Funders**

EWVIDCO is generously funded by:

Brooklyn Community Foundation  
Capitol One Bank Foundation  
Citibank Foundation  
Empire State Development Corporation  
JP Morgan Chase Foundation  
M&T Bank Foundation  
New York Business Development Corporation  
New York Foundation  
NYC Department of Small Business Services  
NYC Economic Development Corporation  
New York City Council  
NYS Pollution Prevention Institute  
TD Bank Foundation

**Staff**

Leah Archibald ext. 168  
Executive Director, Administration, Events, Publications, Policy  
larchibald@ewvidco.com

Rosario Barada ext. 166  
Office Assistant  
rbarada@ewvidco.com

Adam Cloud ext 164  
Manager, Business Expansion and Retention  
EWVIDCO real estate development and assistance with incentives, real estate, and financing.  
acloud@ewvidco.com

Stephen Fabian ext 212  
Program Associate  
Newtown Creek business organization  
sfabian@ewvidco.com

Caitlin Dourmashkin ext. 116  
Director of Planning and Community Development  
Merchant Organizing, Plan Ahead, Events  
cdourmashkin@ewvidco.com

Karen Nieves ext. 160  
Manager, Business Expansion and Retention  
Assistance with incentives, workforce, government facilitation, infrastructure, & advocacy.  
knieves@ewvidco.com

America Wallace ext. 165  
Finance  
awallace@ewvidco.com