



2013 ANNUAL REPORT

EWVIDCO





May 2014

The board and staff here at EWVIDCO work hard to serve the businesses of industrial North Brooklyn every year, and 2013 was no exception. In 2013 EWVIDCO obtained \$3,666,500 in financing for local firms. We improved the average wage of our employment placements by 35% over 2011. We managed 22,200 square feet of affordable industrial real estate to retain more manufacturing jobs in our community. And staff helped 37 businesses navigate government agencies 40 times resulting in 23 successful outcomes!

But these numbers don't tell the whole story. It takes a lot of "behind the scenes" work to help these businesses accomplish their goals. It takes dozens of hours of meeting with a business owner, reviewing projections, assembling documentation and revising and re-revising business plans to prepare a company to apply for financing. And once the application is submitted, it takes many more hours of emails, phone calls and meetings to nudge the application forward to close the loan. In order to get a street sign installed, it takes hours of assembling and supplying information and photos to NYC DOT. We must then continually follow up with phone calls and emails to make sure that DOT staff conducts the necessary survey and analysis and finally installs the signs months later. When EWVIDCO staff plans an informative workshop for our businesses we spend a huge amount of time deciding what subjects will be most interesting and informative to our businesses, locating and vetting experts to present on these topics and conducting outreach to our constituent firms to ensure that the folks we know will benefit from the material the most are taking advantage of the resources we have assembled for them. It isn't easy and it isn't quick, but it is absolutely necessary to invest a significant amount of time serving each of the firms that seek our assistance. The numbers don't look huge, but when you consider how many hours of staff time went into serving each of the firms that requested our assistance in 2013 it's a pretty impressive accomplishment for a staff of 6!

Of course, we spend our time doing a lot more than one-on-one service for individual firms. In 2013 EWVIDCO continued to extend its role as the voice for all 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 value of industrial businesses and the high quality jobs they offer in the local economy, and we educated the local businesses about how public programs 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 2013. 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 each of you for your continued support. And as you read our annual report and absorb the stories about the many business owners that came to us for assistance, imagine how we might be helpful to you in the coming year!

Sincerely,

Leah Archibald
Executive Director, EWVIDCO

EMPLOYMENT

In 2013 EWVIDCO solicited 21 job orders and placed 7 individuals in full time jobs. In 2013 the average wage of employees placed by EWVIDCO was between \$13.00 and \$17.00 per hour. Additionally, staff helped one manufacturer apply for and win a training grant to train 18 employees in inventory management.

Trans-Packers



Doria Wright

Trans-Packers Services Corp. is a contract packing company has been in operation for 45+ years in the East Williamsburg part of Brooklyn. Their 92,000 square foot state of the art food packaging, blending and manufacturing facility has its core business for retail, institutional, industrial and military customers. Over the years, EWVIDCO staff has assisted them in a wide variety of ways including assisting with DEP and EPA compliance, acting as a liaison with local utilities and even finding a home for a stray kitten! Trans-Packers also calls EWVIDCO when they are looking to hire help--their owners are proud to give back to the community by hiring local employees and

subcontractors whenever possible. In fall of 2013 they called EWVIDCO to find a good accounts payable staffer, and EWVIDCO sent them lifelong neighborhood resident Doria Wright.

"EWVIDCO assisted us in filling an important office position with a woman who is born and bred in Greenpoint, Brooklyn. We are so pleased to have Doria Wright as part of our office team and thank EWVIDCO for finding us such a qualified worker."

—Lester Weiss, C.O.O. Trans-Packers

BUSINESS SERVICES

In 2013 EWWIDCO staff served over 334 individual businesses. Business clients looked to EWWIDCO for a wide variety of services; the most frequently requested services were assistance accessing incentives, help navigating government and financing. EWWIDCO provided assistance to firms anywhere between 1 and 5 times. 197 firms sent attendees to EWWIDCO mixers, 150 firms attended informational workshops and 65 firms received one-on-one assistance from EWWIDCO staff.

Crest Hardware



Joseph Franquinha, owner of Crest Hardware

In April of 2013, Joseph Franquinha, a second generation business owner of Crest Hardware and long time supporter of EWWIDCO, contacted us for assistance with a financing issue. The current HVAC system at their location on Metropolitan Ave was on its last legs and was badly in need of replacement and summer was only a few short months away. In addition to the HVAC replacement, Crest has also recently expanded their home gardening center. This new product offering was growing in popularity among the residents in North Brooklyn and additional working capital funding was needed to keep up with the growth.

FINANCING

EWWIDCO answered 14 requests for financing assistance in 2013. In total, EWWIDCO helped 12 North Brooklyn businesses obtain \$3,666,500 in financing for working capital, to purchase new equipment or real estate or to invest in the renovation of their facility. Since 2007, EWWIDCO has helped local businesses obtain \$39,762,102 million in financing.

After evaluating Crest's financing need, EWWIDCO was able to connect Joseph with a representative at the National Development Council's Grow America Fund. The flexibility that the Grow America fund is afforded as an SBA lender allowed them to see the potential in Crest Hardware and provide flexible financing for both projects. Crest closed on a \$150,000 loan in December at a very attractive interest rate over a 14 year term. The combination of these two factors allows

Joseph to keep much needed capital in the business to support the company as Crest continues to grow.

"We are very grateful to Grow America. If not for them this project would have not gotten off the ground. Their staff has been supportive from day one and because of that we are on our way to installing our chiller/heater combination units. Finding funding for that opened the door for us to tackle other projects, like laying down 5000 sq ft of douglas fir flooring for the entire shop!"

— Joseph Franquinha, Crest Hardware

Grady's Cold Brew



Grady's Cold Brew produces a traditional New Orleans-style coffee concentrate that's brewed and bottled by hand in Greenpoint, Brooklyn. After moving from a 600 sq ft basement space on Dunham Place under the Williamsburg Bridge to a 5,400 sq ft space on Banker Street in the Greenpoint IBZ, Grady's owners began to look at long term plans to add production capacity to meet increasing demand. EWWIDCO put Grady's in touch with representatives from Brooklyn Brewery and The Brooklyn Winery to discuss production equipment and logistics, to help Grady's plan for the future. It turns out that aside from fermentation, there is not much of a difference between brewing craft beer and New Orleans-style coffee concentrate!

After consulting both companies, the Grady's team decided to apply for a loan from the NYC Food Manufacturers Growth Fund to upgrade production equipment and launch a new product, a DIY cold-brew coffee kit in a can called "Grady's Cold Brew

Bean Bags." In 2013, Grady's Cold Brew was approved for a \$415,000 loan through the food fund. The Bean Bags launch in April 2014, and construction on the new production line is slated to begin this summer. In fact, Grady's will be contracting to have it packaged by another local business that they met at an EWWIDCO mixer, Trans-Packers! With financing in place Grady's is projected to double sales and increase production capacity by tenfold in 2014.

"EWWIDCO has been an amazing resource from the very start of our move here to Greenpoint. Caitlin and Adam stopped by within the first month and offered assistance and advice on how to save money in an increasingly expensive neighborhood. They also introduced us to neighbors who have been extremely helpful to our growth, lenders who would actually give us a chance, and elected officials that really care about manufacturing in Brooklyn."

—Grady Laird, Co-founder of Grady's Cold Brew

ADVOCACY

EWVIDCO spends quite 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. 2013's biggest industrial community issues include truck routes and truck enforcement.

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 37 businesses navigate government agencies 40 times resulting in 23 successful outcomes! Activities included obtaining street signs and loading zones installed, DOB issues and various government agency violations/laws for a variety of businesses.

NYC DOT Truck Routes for North Brooklyn IBZ

After years of providing input, attending meetings with businesses and residents and advocating with NYC Department of Transportation on behalf of the businesses, EWVIDCO is delighted to report NYC DOT has approved the proposed local truck routes for our area. The new truck routes include, Gardner Avenue - Grand Street to Meadow Street, Harrison Avenue - Union Avenue to Flushing Avenue, Johnson Avenue - Flushing Avenue to Morgan Avenue, Knickerbocker Avenue - Flushing Avenue to Morgan Avenue, Meadow Street - Gardner Avenue to Varick Avenue, Morgan Avenue - Meeker Avenue to Flushing Avenue, Union Avenue - Harrison Avenue to Flushing Avenue, Varick Avenue - Metropolitan Avenue to Flushing Avenue.

"We are thrilled NYC DOT approved the designated truck route network in our Industrial Business Zone. Having an effective transportation network is the lifeblood of industry, helps in the preservation of jobs and the maintenance of a diverse & viable community. Thank you EWVIDCO for your support in this effort"

—David Hillcoat, President of Cooper Tank & Welding Corp

Newtown Creek Business Improvement District

The Business Improvement District (BID) formation process began in 2012 when EWVIDCO received funding from NYC Economic Development Corporation, in partnership with NYC Department of Small Business Services, and it continued throughout 2013. A BID is a group of property owners who collectively agree to pay an additional assessment annually, which the property owners then use to improve their neighborhood as they see fit. The proposed BID targets the industrial blocks immediately adjacent to Newtown Creek.

In the first half of 2013, EWVIDCO worked with a steering committee of eight neighborhood businesses to successfully develop a District Plan. The District Plan outlines the four essential components of a BID: boundaries, services, budget level, and assessment formula. Each was chosen through consensus, and together they represent a way to offer value-added services that supplement what the City and EWVIDCO already provide to a broad range of users at a reasonable cost. The BID will be an asset towards protecting North Brooklyn industrial interests.

After completing the plan, EWVIDCO spent the second half of 2013 on phase two of the BID formation process: district-wide outreach. A BID will only become a real entity if a majority of the owners within its proposed boundaries agree to support it. Engagement efforts included mailing flyers and brochures, sending emails and making phone calls, and distributing materials and offering information through door-to-door outreach. Additionally, there were two information sessions and multiple one-on-one meetings to educate business owners about the BID. At the end of the year, about 9% of businesses had signed support ballots and many others were making their decision. Outreach will continue in 2014.

TNT Scrap

It is sometimes easy to forget that scrap metal recycling can be a green and ecologically-friendly business, but it is. EWVIDCO is proud to count among its membership several such businesses that are continuously making strides to become cleaner and bolster community health hand-in-hand with their own bottom line. TNT Scrap Metal, owned by Tim Fulton, is just one example in our North Brooklyn IBZ service area. The company began work in 2013 on a project that will have huge positive impacts for the neighborhood.

The TNT Scrap Metal site at 340 Maspeth is situated on the Newtown Creek and includes a bulkhead to allow for marine access, which had been in disrepair for some time. However, Tim realized that if he could fix the bulkhead, it not only would help him run his business more efficiently, but also be a much greener practice. Using a barge to receive metals and ship off processed material is considerably less harsh on the environment than the emissions from the many huge trucks that are needed to bring in and out a commensurate amount of freight. Not to mention that it removes those trucks off local roads already full of traffic.



Tim Fulton proudly displays his DEC permit high atop his Sennebogen material handler.

However, the process to get a permit to make bulkhead repair is anything but simple. Tim had to begin with Small Business Services since the site is on water and not a building. He then primarily had to work with the NY State Department of Environmental Conservation, which required an intensive, multi-year review process. The Army Corps of Engineers and the Coast Guard were involved, too. Tim spent several years, sustained damage from Superstorm Sandy and submitted multiple revisions, only to find that he was hitting a wall.

Fearing the permit would languish at DEC, he turned to EWVIDCO for help. With our extensive network of political contacts, and working in concert with other elected officials like Marty Markowitz and community representatives like Christine Holowacz, we were able to put word in to help get the permit issued. Construction has begun and Tim expects to finish this summer. At this point, he has already eliminated 300 trucks off the road monthly, and the remaining 100 will go upon completion. Tim's business will save money, too. All together, it's a win-win situation for everyone in the community.

"You have no idea how much EWVIDCO helped me. The reason I got the permit was because of your organization and people like Leah. She helped everything move forward with DEC, she knocked down a wall. I couldn't do this on my own or even with the city. I needed an organization like EWVIDCO to even get through to the city, and then the state. If you don't have EWVIDCO, this project won't happen. And because of it, there will be 5,000 less trucks on the road in North Brooklyn each year, which is great."

—Tim Fulton, TNT Scrap Metal

WORKSHOPS

In 2013 EWVIDCO hosted 15 workshops for local businesses. Over 150 companies sent 194 individuals to learn about how the affordable care act affects their businesses and how to access green incentives.

Small Food Producers

In 2013, EWVIDCO launched a partnership program with NYBDC and The NYC Food Manufacturers Growth Fund. Key components included increased services for emerging specialty food manufacturers, technical assistance and financing events throughout the City, and increased one-on-one assistance with business planning and loan packaging. The cornerstone of this project was a series of educational courses taught by experts in topics directly related to a food businesses' growth potential. In 2013, EWVIDCO hosted two such classes: an Introduction to QuickBooks and Inventory Management. Each class had a competitive application process, designed to select businesses that demonstrated high growth potential.



One local business that participated in both classes was Salty Road, a local manufacturer of high-quality, all natural salt-water taffy. Owner Marissa Wu had big plans for 2013, and came to EWVIDCO looking for services to help her business grow. In addition to participating in both the QuickBooks and Inventory Management courses, Marissa worked with EWVIDCO staff to help secure a \$10,000 loan from Accion to purchase specialized machinery for their production process.

"The educational classes offered by EWVIDCO have been amazing for my company. 2013 was a big year for Salty Road—we began a co-packing relationship, increased our sales significantly and prepared to move into our first dedicated manufacturing space. The skills my team and I learned from the EWVIDCO classes, and the help we received from EWVIDCO's staff have been instrumental in getting us to an exciting 2014!"

— Marisa Wu, Salty Road

Northside Merchants Association

For several years now, the NMA has organized local businesses to contribute donations to clean up and collect trash on Bedford Avenue in the summer and to decorate the street with festive holiday lights from Thanksgiving through the New Year. These are activities that merchants, customers, visitors, and residents all appreciate, sparking other blocks' interest. In 2013, efforts were made to expand these initiatives to other streets, including several blocks on North 6th Street and Driggs Avenue.



The expansion initiative was successful. As a result, Bedford Avenue and North 6th Street enjoyed trash collection services, and 13 different blocks on Bedford, North 6th, and Driggs received holiday lights. All of this was made possible through contributions by a wide range of 65 businesses, many of which donated to both projects. EWVIDCO is very grateful to all the donors and would like to specifically mention those that gave more than the standard contribution: Northside Luxury, East River Ferry, Marjay Realty, Douglas Elliman, The Brooklyn Flea, Pema Kongpo (who donated for several businesses) and aptsandlofts.com.

Aptsandlofts.com was particularly instrumental in ensuring the holiday lighting effort would expand to Driggs Avenue. They offered to give \$1,000 if enough other businesses would commit to the remaining balance. The sponsorship challenge worked, and four blocks of Driggs were lit for the first time ever.

"Driggs Avenue is turning into a major retail corridor and the EWVIDCO and NMA organization of the holiday lights really brought a nice touch to the street. I look forward to working together again next year."

— Dave Maundrell, aptsandlofts.com

REAL ESTATE

In 2013 EWVIDCO helped 17 north Brooklyn businesses with real estate inquiries a total of 30 times.

Wood Works



Wood Works, a specialized woodworker established in Brooklyn in 1987 is owned and operated by Gordon Brawn and Thomas Lendvai. Together they create unique home furnishings and cabinets for their numerous clients throughout New York State. In September of 2012 Gordon contacted EWVIDCO for assistance with finding space because their current landlord had plans to convert the building to residential use. Fortunately EWVIDCO had a vacancy at one of our properties on Cook Street that met Wood Works needs. They subsequently signed a lease for the space in November of 2012.

In addition to assisting with Thomas and Gordon's real estate search, EWVIDCO also informed Wood Works about the Greenpoint-Williamsburg Relocation

INCENTIVES

EWVIDCO was able to help 14 local firms apply for 29 different incentives. 4 incentives were successfully obtained by local companies and others are still pending. These incentives include tax benefits and

Program. In 2005 a fund was created to offset the relocation costs for businesses that were displaced due to the rezoning that took place in Greenpoint-Williamsburg. EWVIDCO has continued to be a vocal advocate for preserving this fund because the variable duration of leases meant that businesses would likely continue to need assistance years after the rezoning took place. Wood Works was a perfect example of this. With assistance from EWVIDCO Wood Works was able to apply for a grant that covered \$49,416.42 of their moving expenses, slightly easing the burden of that major

transition. Since they moved to Cook Street in 2012 they have increased their staff from 3 to 5 employees. The new space allowed Wood Works to transition from predominately manufacturing cabinets to focus more on producing customized furniture. Business is booming and they are looking to grow and take on additional staff as they move forward in 2014.

"From first moment we saw EWVIDCO's space we knew it right away this would work for us. If not for EWVIDCO we would not have know about the relocation funds and other incentives available. They made a task that we thought would be tremendously difficult much less daunting."

—Gordon Brown, Wood Works



Members

36 Gardner LLC
 652 Meeker Food Corp. (McDonald's)
 A & H Sportswear/Valdise Realty
 ABC Worldwide Stone LLC
 Acme Smoked Fish Corp
 Allocco Recycling Corporation
 American Almond
 Anchin, Block & Anchin LLP
 APM Shipping Services LLC
 Argosy Designs
 Ariel Property Advisors 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 Brunckhorst Co. LLC
 Bridge Furniture & Props, LLC
 Broadway Stages Ltd
 Brooklyn Bowl
 Brooklyn Navy Yard Cogeneration
 Partners L. P.
 Brooklyn Winery
 Celltei/Style Living
 Charles J. King, Inc.
 Citibank NA
 City One Real Estate LLC
 Coda Resources/Lads Associates
 Control Electropolishing Corp.
 Cooper Tank & Welding Corp
 Crest True Value Hardware
 D & M Lumber Products Co., Inc.
 David Rosen Bakery Supply, Inc
 DHWWD Woodworking Inc
 Diamond Street Properties Inc.
 Dirck the Norseman/Greenpoint Beer
 & Ale. Co
 Duggal Visual Solutions, Inc.
 Empire Transit Mix Corp.
 Envelope Manufacturers Corporation
 Epner Technology, Inc
 Fay Da Manufacturing Corporation
 Feldman Lumber
 Filco Carting Corp.
 Flushing Bank
 Foto Electric Supply Company, Inc.
 Freeman Street Properties, LLC
 Grady's Cold Brew
 Green Hills (USA), LLC
 GreenCrown Energy
 Harry Brainum Jr., Inc
 Hoskie Co., Inc.
 HSBC Bank Usa
 Indigo Plastics
 J. Pinz Scrap Metals
 Jewel Street Realty LLC
 Jos. H. Lowenstein Sons, Inc.
 Joyva Corporation
 JP Morgan Chase- Small Business Financial
 Services
 Kalmon Dolgin Affiliates
 Kaplon-Belo Associates, Inc.
 KeySpan Mechanical, Inc.
 King's Land Realty
 Kings Building Material, LLC
 Knights Collision & Towing
 Koryeo International Corporation
 Lucky's Real Tomatoes
 M.C. O'Brien, Inc.
 Marathon Energy Corp.
 Marovato Industries Inc
 Mecca Contracting Inc.
 Mentis Photography Inc.
 Michael and Steven Levy Realty
 Milgo Industrial, Inc.
 Millpaper Box Co.
 Modesti Brothers Inc.
 Moveway Transfer & Storage Inc.
 Murphy-Kennedy Group
 National Compressor Exchange, Inc.
 National Grid
 New Son Yeng
 New York Business Development Corporation
 (NYBDC)
 New Yung Wah Trading LLC
 Norman 268
 North 12th Associates
 Opportunities for a Better Tomorrow
 Prime Food Processing Corp.

FINANCIAL STATEMENT

EWVIDCO:

Statement of Activities for the Calendar Year 2013

Revenues	2013	2012
Government Contracts	\$296,921	\$226,035
Contributions and Grants	\$102,817	\$131,213
Membership and Events	\$136,776	\$135,610
Interest and Other Income	\$285,092	\$182,966
Net assests released from restriction	0	
Total Revenues	\$821,606	\$675,824
Expenses		
Program Services*	\$791,082	\$623,655
Supporting Services	\$224,829	\$202,825
Total Expenses	\$1,015,911	\$826,480
Change in Net Assets	-\$194,305	-\$150,656
Net Assets— beginning of year	\$6,601,577	\$4,322,233
Capital grant for building purchase	0	2,430,000
Total Net Assets— end of year	\$6,407,272	\$6,601,577



* 2013 Depreciation expense is \$180,281 and for 2012 was \$117,828.



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

Taylor Erkinen
Brooklyn Kitchen

Stephanie Gitlin
Milgo Industrial

Lucky Lee
Lucky's Real Tomatoes

Jose Leon
St. Nick's Alliance

Sibel Sartorelli
Rainbow Polybag

Zachary Weiner
North 12 Associates

Winston White
Citibank

Ernie Wong
Shanghai MKS

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Councilmember Diana Reyna
JP Morgan Chase Foundation
M&T Bank Foundation
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