

**EW**  
**EWVIDCO**  
2007 Annual Report





April 2008

2007 was a landmark year for EWVIDCO. Not only did we celebrate our 25th year of existence, but we also obtained funding to nearly double our service area within North Brooklyn. Through the new NYC Industrial Business Zone (IBZ) program, EWVIDCO is now responsible for meeting the business service needs of over 300 industrial businesses in the Greenpoint/Williamsburg Industrial Business Zone and Ombudsman Zone and over 700 industrial businesses in the North Brooklyn Industrial Business Zone and Ombudsman Zone.

These businesses, which employ over 15,000 residents, count on EWVIDCO for free, quick, and dependable assistance. They have come to rely upon our expertise in tax credits, incentives, real estate and relocation assistance, energy, green issues, and work-force, as well our advocacy work on behalf of individual firms and the industrial community as a whole.

In order to accomplish our mission and promote economic development in our expanded service area we have increased our own capacity to deliver the broad range of quality business services that our constituent firms have come to expect from us. In 2007 our staff was broadened to include an Associate Director as well as two Industrial Business Zone Managers and an Empire Zone Coordinator. Staff is continually cross-trained on incentive, financing and other programs so that every time an industrial business calls EWVIDCO with a question, someone is able to answer it right away, or find the answer for the business expeditiously.

Our expanded staff capacity has enabled us to provide a wide variety of business services to an ever-increasing number of local firms. Although the number of firms we serve is rising, EWVIDCO continually strives to increase the depth of service we provide to each firm. EWVIDCO redoubled marketing efforts to inform the businesses in the new service area about our high-quality business services by launching a regular e-mail newsblast and printed mailings targeted capture the interest of North Brooklyn's industrial community.

We also took a couple of opportunities to reflect on the accomplishments of the past 25 years. EWVIDCO hosted nearly 300 guests at a blockbuster Annual Luncheon and Tradeshow at Steiner Studios in the Brooklyn Navy Yard. The 2007 Annual Lunch was a huge success, resulting in nearly double the amount of money and attendance compared with the 2006 event. EWVIDCO also celebrated our 25th year in style with a 25th Anniversary Party at Galapagos Art Space in Williamsburg. Over 100 guests enjoyed reminiscing with some of EWVIDCO's founders about the accomplishments of the past quarter century.

25 years of existence is no excuse to rest on our laurels. In 2007 EWVIDCO took action to create a legacy of industrial development in North Brooklyn. EWVIDCO was awarded a capital grant of \$2.5 million to develop property for industrial use in Community Board 1. The staff and board has worked tirelessly to secure the optimal property to retain industry and high quality working class jobs in our community for the long term—we plan on having good news to announce very soon!

With that, I am pleased to present EWVIDCO's Annual Report for 2007. EWVIDCO's accomplishments are a testament to the dedication of its Board, staff, funders and member businesses. We thank you for your continued support, and look forward to working with you over our next 25 years!

Sincerely,

A handwritten signature in black ink, appearing to read 'Leah', is positioned above the printed name.

Leah Archibald  
Executive Director





2007 honoree  
Terry Tang of  
Twin Marquis

## Business Services

In 2007 EWVIDCO staff served 237 individual businesses a total of 732 times. Business clients looked to EWVIDCO for a wide variety of services; the most frequently requested services were tax planning support, real estate assistance and incentive program assistance. EWVIDCO provided assistance to firms anywhere between 1 and 16 times, with an average number of 3 requests for service per firm.

## Financing

EWVIDCO helped 11 firms obtain financing in 2007. In total, North Brooklyn businesses accessed \$4.8 million financing for working capital, to purchase new equipment or real estate or to invest in the renovation of their facility.

## EWVIDCO Administration

EWVIDCO has been hard at work making sure that all industrial North Brooklyn businesses are aware of the ways our staff can help them achieve their goals. In 2007 EWVIDCO conducted an exhaustive door-to-door survey of the Greenpoint Williamsburg and North Brooklyn Industrial Business Zones to create the most up-to-date list of local businesses possible. We will canvass the neighborhood again in summer 2008.

Once we identified all local firms, we conducted routine outreach through bi-weekly e-news blasts and quarterly news-

letter mailings. EWVIDCO hosted several well-attended informational seminars in 2007; the annual Accountant's Breakfast, an Incentives Workshop and a Financing Seminar. Additionally, EWVIDCO hosted two very popular networking events; the spring Networking Mixer at the Brooklyn Brewery and the fall 25<sup>th</sup> Anniversary Event at Galapagos. Our 2007 Annual Luncheon and Tradeshow broke EWVIDCO records for both attendance and funds raised. We hope to have an even more successful event in 2008!

EWVIDCO increased internal capacity to serve local

firms and provide timely business service information to funders by designing and implementing a new database system. The new database will allow us to constantly update our list of local firms and keep detailed records about each one, including the status of requests for service.

In late 2007 EWVIDCO was awarded grants from the NY Community Trust and the Independence Community Foundation to create an employment placement service to assist local industrial firms with their workforce development needs. The program will launch in spring 2008.



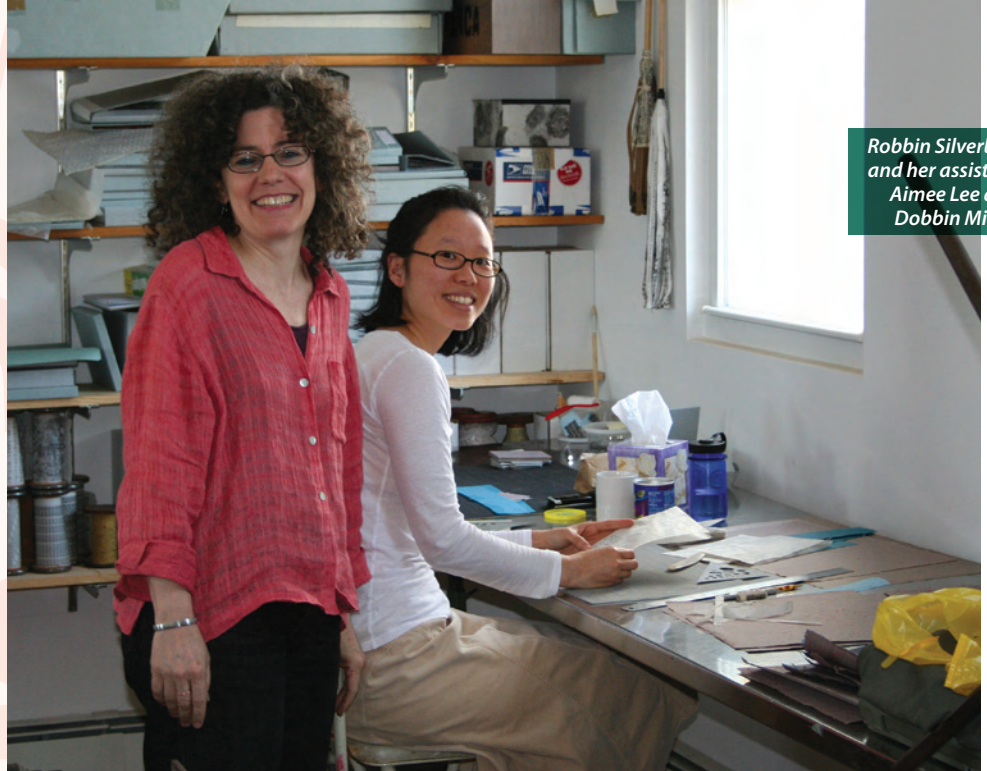
Local businesses  
supporting EWVIDCO at our  
25th Anniversary Event

## Real Estate

In 2007 EWVIDCO helped 49 north Brooklyn businesses with real estate inquiries a total of 104 times. EWVIDCO was able to successfully match 3 businesses with appropriate real estate for a total of 38,000 square feet of industrial space.

Thanks to Councilmembers Diana Reyna and David Yassky, EWVIDCO was awarded \$2.5 million in funding to develop industrial real estate in Community Board 1. This funding is part of the agreement between the NYC Council and Mayor that resulted from the rezoning of Greenpoint and Williamsburg in spring 2005. Staff conducted a comprehensive search and entered into contract on a 10,000 square foot property in spring of 2007. We hope to close on the property in early 2008.

EWVIDCO helped 7 firms apply for the Greenpoint-Williamsburg Relocation fund. This fund was established as a result of the agreement after the rezoning in 2005. The fund reimburses manufacturers dislodged from the rezoned area up to \$50,000 for costs incurred in relocating to another NYC site. EWVIDCO was able to retain 52 industrial jobs in NYC as a result of this program.



Robbin Silverberg and her assistant, Aimee Lee at Dobbin Mill

## Dobbin Mill & Pencil Woodworking

With the help of EWVIDCO, Dobbin Mill has successfully completed their \$400,000 expansion project in the Greenpoint/Williamsburg IBZ. Dobbin Mill's project expanded their 3,800 sq ft paper mill and woodworking shop to include an additional 3,200 square feet of industrial/commercial space for lease. The additional space created 7 rental units for small niche manufactures who will employ approximately 12 people in total. Additionally, Dobbin Mill & Pencil Woodworking was

able to create 2 new jobs.

EWVIDCO helped Dobbin Mill apply for incentive programs such as the Industrial and Commercial Incentive Program to lower their property taxes and the Energy Cost Savings Program to lower their utility bills. EWVIDCO also connected them with Flushing Savings Bank who has approved financing for \$420,000.

**"We have spent the past two years entangled in a major renovation & rebuild of our property at 50-52 Dobbin Street. With**

**endless difficulties & obstructions at the Building Department, and navigating the city incentives, we turned to EWVIDCO for guidance and support. Not only has the EWVIDCO staff been there for us throughout the many stages, they have actively assisting us at every turn. Without this organization, we would never have been able to complete our project".**

—András Böröcz & Robbin Silverberg, Dobbin Mill & Pencil Woodworking.



Mike Rochford, founding Executive Director of EWVIDCO at our 25th Anniversary Event.

## Gleem Industries

Gleem Industries, a manufacturer and distributor of commercial cleaning products with 12 employees needed to relocate their facility on Kent Avenue as a result of the 2005 waterfront rezoning. Mark Krivoli of Gleem asked EWVIDCO for help locating appropriate real estate and navigating the NYC and NYS programs designed to take the sting out of a local move.

EWVIDCO was able to help Gleem relocate into the East New York Empire Zone & Industrial Business Zone. EWVIDCO provided support for Gleem with throughout the relocation process. EWVIDCO helped Gleem obtain a \$50,000 relocation grant through the Greenpoint/Williamsburg Relocation Grant program. Additionally, EWVIDCO informed Gleem of the various public incentive

programs and connected him with the LDC of East NY for Empire Zone benefits and the Flatland Fairfield IBZ Director for future incentive support but EWVIDCO will continue to assist when needed.

**"EWVIDCO was instrumental from the beginning to end with helping me with every aspect of obtaining the necessary information and contacts regarding real estate and the relocation grant. Furthermore, EWVIDCO went above and beyond their work duty required to help me through this process. Without their assistance it would have been difficult or impossible. I am eternally grateful".** —Mark Krivoli, President, Gleem Industries



## Elite Systematic Arts

Nancy Romero had heard that EWVIDCO was able to help local manufacturing companies like hers. Her firm, Elite Systematic Arts, a crate manufacturer and art storage facility with 10 employees needed to relocate as a result of the 2005 rezoning.

EWVIDCO helped Elite Systematic find space in Queens in the Steinway Industrial business Zone. Additionally, EWVIDCO helped Elite with Greenpoint/Williamsburg Relocation Grant—they were approved for the maximum amount of \$50,000.

**"I could have not done this move without EWVIDCO. EWVIDCO made me aware of so many things that were helpful for my business. I will always be grateful for all that they have done for me and my business. EWVIDCO is truly an asset to all small business owners like me. I was truly overwhelmed by the support given to me by the EWVIDCO staff. Once again thank you EWVIDCO for the difference you have made toward the relocation of business".**

—Nancy and Oscar Romero, owners of Elite Systematic Art



Nancy assisting packaging

## Empire Zone

EWVIDCO collected 2006 Business Annual Report forms (BAR), from 174 Empire Zone certified firms in spring of 2007. The BARs capture annual data on job creation, investment, and the amount of tax credits claimed in the zone. In 2006, Empire Zone certified firms collectively employed 9,460 full and part time workers, and paid a total of \$303,513,526 in wages. This works out to approximately \$37,000 per year for each zone employee. Additionally, Empire Zone certified firms invested \$82,309,472 in either capital improvements to property or new production equipment. In total, Empire Zone firms claimed \$10,403,442 in zone tax credits tied to increased employment and investment in the zone.

In 2007, EWVIDCO certified an additional 24 businesses to participate in the Empire Zone program. These businesses currently employ 627 full time equivalent workers, with plans to create another 234 new jobs over the next 5 years. On average these jobs pay approximately \$42,000 per year in wages and benefits. The newly Zone certified companies also plan to invest \$43,948,403 in capital improvements and new machinery purchases, which, along with increased employment, will result in \$10,660,549 in Zone credits over the next five years

## Metro Fuel Oil Corporation

Paul and Gene Pullo, native Greenpoint residents, have operated Metro Fuel Oil Corporation in North Brooklyn since 1983. Originally located on Apollo Street, Metro has grown significantly, moving to a 240,000 sq. ft. location on Kingsland Avenue. In 2007, Apollo Petroleum, Metro Terminals, and Metro Biofuels, three affiliates of Metro Fuel Oil Corporation, worked closely with EWVIDCO to become certified as part of the EWVIDCO administered North Brooklyn Empire Zone. Combined, they will create approximately 44 new jobs over the next five years, and invest an additional \$16.75 million in new construction, renovation, and equipment purchases.

The Metro Fuel Oil Corporation represents the next step in local fuel distribution, with plans to build one of the largest biodiesel fuel manufacturing plants in the country - a facility that will produce upwards of 110 million gallons each year. The new production plant will be state of the art, and will provide low-emission biofuels to customers throughout the region, including the City's existing municipal truck fleet. In all, Metro will access over \$1.85 million in New York State tax credits through the Empire Zone program.

**"It has been a pleasure to deal with EWVIDCO. They were able to shepherd us through the process of getting certified. Any time a**

**business takes on an expansion, especially with a new product or technology, it is very important when our government through Empire Zone Programs lend their support. The Empire Zone Program allows Metro to create new jobs and invest for the future."**

—Gene Pullo.



Tom Torre and Gene Pullo proudly display their Empire Zone certificate



Adam Caslow in front of Acme Smoked Fish's freezer

## Acme Smoked Fish

EWVIDCO helped Acme Smoked fish lower their costs and reduce waste by obtaining a new rack washer through Empire State Development's Environmental Incentive Program (EIP). With EWVIDCO's help, Acme Smoked Fish was awarded a grant of \$185,000 to purchase a new rack washing system that re-used water instead of releasing it into the sewer system.

Acme Smoked Fish's project was part of a comprehensive plan to invest \$4,225,000 to improve productivity, become more energy efficient, and reduce

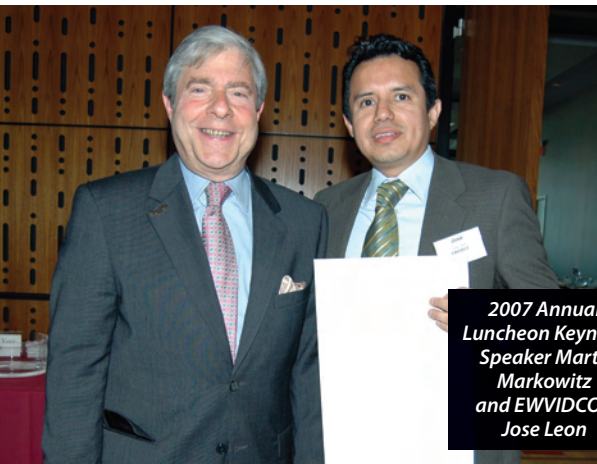
waste. Other components of the plan include the installation and operation of a new 1 megawatt co-generator and construction of an additional building floor space to accommodate a new cold smokehouse with a 3,000 square foot freezer

The new rack washing system substantially reduced the amount of water used in cleaning of the fish racks and estimated annual cost savings of \$49,792 in water a sewer fees. EWVIDCO was able to assist Acme with accessing Industrial and Commercial Incentive Program benefits; Acme Smoked

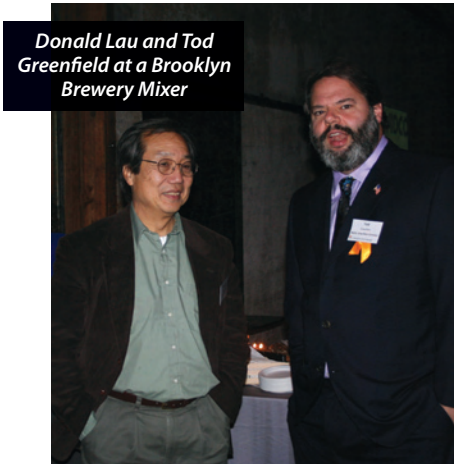
Fish will save over \$130,000 in real property taxes for their expansion project. Finally, EWVIDCO helped Acme Smoked Fish become Empire Zone Certified in 2007.

**"EWVIDCO has been a key facilitator in planning for our company's growth. The use of state-of-the-art technology has enabled us to expand our business in both an environmentally conscious and cost reducing manner. We are proud to be a staple of the Brooklyn landscape and we look forward to a bright future for the local community."**

— Adam Caslow



2007 Annual Luncheon Keynote Speaker Marty Markowitz and EWVIDCO's Jose Leon



Donald Lau and Tod Greenfield at a Brooklyn Brewery Mixer

## 2007 EWVIDCO Members

- 16 Tons, Inc. ■ A & H Sportwear Co. ■ Acme Architectural Products Inc. ■ Acme Cake Co., Inc. ■ Acme Smoked Fish Corp. ■ Adco (usa), Inc. ■ Ambrosino Construction Corp. ■ American Almond ■ Amtec International Of NY Corp. ■ Anchin, Block & Anchin LLP ■ ANS Business Consulting, LLC ■ Atlantic Veal & Lamb, Inc. ■ Bamonte's Restaurant ■ Bank of America ■ Billie-Ann Plastics Packaging Corp. ■ Biscotti, Toback & Company, P.C. ■ Boyton Bus Inc. ■ Bright Power, Inc. ■ Broadway Famous Party Rental ■ Broadway Stages ■ Brooklyn Brewery ■ Brooklyn Navy Yard Cogeneration Partners L. P. ■ Capital One Bank ■ Charles J. King, Inc. ■ Citibank, N.A. ■ City One Real Estate Llc ■ Coda Resources Ltd./Lads Associates ■ Colonial Mirror & Glass Corp. ■ Consumers Security Group ■ Control Electropolishing Corp ■ Cooper Tank & Welding Corp. ■ Crest True Value Hardware ■ Cumberland Packing Corp. ■ D & M Lumber Products Co., Inc. ■ David Rosen Bakery Supply, Inc. ■ Diamond Street Properties Inc. ■ Duggal Visual Solutions, Inc. ■ DY Realty Services, Llc ■ Estate & Licensing ■ EnernocEnvelope Manufacturers Corporation ■ Epner Technology, Inc. ■ Expedi Printing, Inc. ■ Fay Da Manufacturing Corporation ■ Filco Carting Corp ■ Flushing Savings Bank ■ Foto Electric Supply Company, Inc. ■ Frank Brunckhorst Co., Llc ■ Freeman & Davis LLP ■ Giant Studios ■ Green Hills (USA), LLC ■ Industrial + Technology Assistance Corporation (ITAC) ■ J. Haley Trucking ■ J. Pinz Scrap Metals ■ Jfc International Inc. ■ Jos H. Lowenstein Sons, Inc. ■ Joyva Corporation ■ Kaplon-Belo Associates, Inc. ■ Kendi Iron Works, Inc. ■ Kings Ready Mix, Inc. ■ Knights Collision & Towing ■ Konica Minolta Business Solutions U.S.A., Inc. ■ Lafayette Grinding Llc ■ Lee Kum Kee Inc. ■ Libertypointe Bank ■ Lucky's Real Tomatoes ■ Luna Lighting Inc. ■ M & S Levy Ind. Real Estate ■ M & T Bank ■ M & T Bank Garden City BBC ■ M.C. O'Brien, Inc ■ Man Door Corporation ■ Manhattan Door Distributors ■ Manhattan Molds & Casts, Inc. ■ Manzi, Pino & Company ■ Marjam Supply Company ■ Matrix Steel Company, Inc. ■ Mayab Happy Tacos Inc. ■ Metro Terminals Corp. ■ Milgo Industrial, Inc. ■ Millenium Processors Llc. ■ Mobile Steam Boiler ■ Moveway Transfer & Storage Inc. ■ National Compressor Exchange, ■ National Grid New York & Atlantic Railway ■ New York Business Development Corporation (NYBDC) ■ New Yung Wah Trading Llc. ■ Northstar Ready Mix ■ Office Depot ■ Oriental Lumberland, Inc. ■ Preuss, Inc. ■ Prime Food Processing Corp. ■ Public Energy Solutions (PES) ■ Quality Foam ■ Rainbow Polybag Co., Inc. ■ Roosevelt & Cross, Inc. ■ Roth Metal Works, Inc. ■ Shanghai Stainless P&P. Co ■ Signature Bank ■ Signs & Decal Corporation ■ SKI Beer ■ Skorr Steel Co., Inc. ■ Skyline Steel Corp. ■ Smc Data Systems ■ Sovereign Bank ■ State Bank Of Long Island ■ Sterling & Sterling Inc. ■ Super Win Enterprises Corp. ■ Supreme Poly Plastics, Inc. ■ The Dime Savings Bank of Williamsburgh ■ The Doe Fund, Inc. ■ The Sarut Group ■ Transpackers Services Corp ■ Twin Marquis Foods ■ Vijax Fuel Corporation ■ Vistage ■ Voila Bakeries Inc. ■ Warehouse Express USA, Inc. ■ Weiss Tool Distributors Company, Inc. ■ Wonton Food, Inc. ■ Zerah & Company ■ Zvi Realty, Llc



## Staff

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*EWVIDCO  
staff, clockwise  
from left:  
Keith Frederick,  
Jennyferre  
Thomas, Michael  
Wilhite, Caitlin  
Dourmashkin,  
America Wallace,  
Karen Nieves,  
Rosario Barada,  
Leah Archibald*



## Financial Statement

EWVIDCO

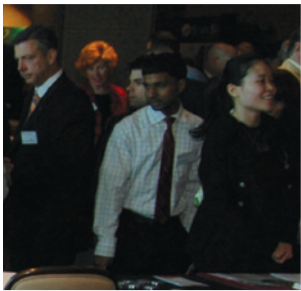
Statement of Activities for Calendar Year 2007

Revenues	2007	2006
Government Contracts	\$491,223.00	\$446,051.00
Contributions and grants	\$33,000.00	\$5,750.00
Membership and Events	\$101,685.00	\$83,050.00
Interest and other income	\$17,393.00	\$20,877.00
Net assets released from restriction	\$50,000.00	\$0.00
<b>Total Revenues</b>	<b>\$693,301.00</b>	<b>\$555,728.00</b>
Expenses		
Program Services	\$521,097.00	\$400,408.00
Supporting Services	\$80,957.00	\$59,726.00
<b>Total Expenses</b>	<b>\$602,054.00</b>	<b>\$460,134.00</b>
Change in net assets	\$91,247.00	\$95,594.00
Net Assets--beginning of year	\$698,970.00	\$603,376.00
Capital grant for EIP program *note 1	\$310,422.00	\$0.00
<b>Net Assets--end of year</b>	<b>\$1,050,639.00</b>	<b>\$698,970.00</b>

Note 1: Environmental Improvement Program is a NYS program that assists businesses with purchase of equipment that reduces waste and increases productivity and profit for NYS manufacturers.

EWVIDCO assisted two local firms with equipment purchase through this program. EWVIDCO holds title to this equipment for 5 years, at which point ownership reverts to the participating manufacturer.





## EWVIDCO Board

**Tod Greenfield**, Chair  
Martin Greenfield Clothiers

**Stephen Candiloro**, President  
Epner Technology

**Joseph K. Robles**, Vice President  
Knights Collision

**Nathan Sudakoff**, Secretary

**Wesley Watson**, Treasurer  
Citibank

**Domenic Abbatiello**  
Keyspan Energy

**Armando Chapelliquen**  
Jos. Lowenstein and Sons

**Stephanie Gitlin**  
Mllgo Industrial

**Hank Harmanoglu**  
Rainbow Polybag

**Babu Khalfan**  
Signs and Decal

**Michael Rochford**  
St. Nicholas NPC

**Bill Solomon**  
Serengeti Group

**Mildred Olsen**  
Acme Architectural Products

**Sandy Wiener**  
Joyva Corporation

## EWVIDCO Funders

EWVIDCO is generously funded by:

- Empire State Development Corporation
- Independence Community Foundation
- NYC Department of Small Business Services
- New York Community Trust
- North Fork Bank Foundation
- New York City Council