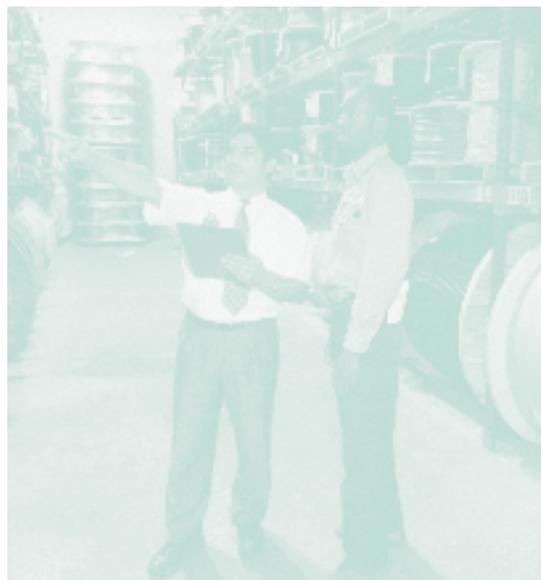




## 2008 Annual Report





April 2009

2008 was a watershed year for EWVIDCO. Not only did we commence our new job placement program, but we purchased our very first industrial property—a 10,000 square foot warehouse at 108 Dobbin Street. Of course, our main activities are still centered around the businesses we serve; through the NYC Industrial Business Zone (IBZ) program, EWVIDCO is 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, depend on EWVIDCO for free, quick and reliable assistance with tax credits, incentives, financing, real estate and relocation assistance, energy and green issues, workforce needs, and advocacy on behalf of them as individual firms and the industrial community as a whole.

In order to meet the changing workforce needs of our constituent businesses, we launched our new job placement program; North Brooklyn JobLink. Through the generosity of the Independence Community Foundation, the New York Community Trust, and with support from several bank foundations, we were able to hire our first employment coordinator in spring 2008. Through North Brooklyn JobLink, EWVIDCO solicits job orders from local firms and recruit and screen applicants to send to the firm for final hiring decision. EWVIDCO is also able to provide assistance to local firms wishing to apply for workforce development training grants. EWVIDCO works closely with our community partners, such as St. Nick's, Opportunities for a Better Tomorrow and the Brooklyn Chamber of Commerce to find quality candidates for our local firms.

Our 2008 Annual Luncheon and Tradeshow at Steiner Studios in the Brooklyn Navy Yard broke EWVIDCO records for both attendance and funds raised. The highlight of the event was a brief film about one of our organization's founders, Martin Greenfield. If you missed the event, it is available for viewing on our website at [www.ewvidco.com](http://www.ewvidco.com). Membership support from our local businesses grew in 2008 as well; EWVIDCO's membership grew by 25%, increasing to 130 members.

In 2008, EWVIDCO was awarded a grant from the United Way of NYC to hire a consultant engage in a strategic planning initiative to chart our course for the future of the organization. EWVIDCO board and staff worked on strategic planning activities throughout the year, and the final plan was adopted in November 2008. The Strategic Plan outlines goals for growth in membership, business services, advocacy, industrial real estate preservation and funding, and will serve as a template for organizational growth over the next five years.

Our most notable accomplishment of 2008 was the purchase of our first industrial building which will create a long-lasting legacy of industrial development in our community. EWVIDCO was able to accomplish this through a capital grant of \$2.5 million from the City of New York to develop property for industrial use in Community Board 1. The staff and board worked tirelessly to secure the optimal property to retain industry and high quality working class jobs in our community for the long term. EWVIDCO is currently in negotiations on two other properties—we hope to have more good news in the future!

Unfortunately, this year's letter has some sad news, too. We recently lost our board President, Stephen Candiloro. Steve suffered a heart attack and passed away in early February 2009—he will be missed by all of us.

In closing, I am pleased to present EWVIDCO's Annual Report for 2008. 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 in the coming year!

Sincerely,

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

Leah Archibald  
Executive Director

# 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 2008 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 2009.

Once we identified all the local firms, we conducted routine outreach to them through bi-weekly e-news blasts and quarterly newsletter mailings. EWVIDCO hosted several well-attended informational seminars in 2008; the annual Empire Zone Breakfast, an Energy and 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 Membership Drive Kickoff Mixer at Public Assembly.

A significant portion of EWVIDCO's services are supported by our constituent businesses. In 2008 EWVIDCO grew the number of member firms by 25%, increasing to 130 paid members. Our 2008 Annual Luncheon and Tradeshow broke EWVIDCO records for both attendance and funds raised; we raised 54% more money than we did at the 2007 luncheon.



Jake Salik  
of Talas

## Talas

Since 1962, Talas has been a professional resource for the finest in art conservation, preservation, and restoration supplies. The Salik family has operated Talas for the last fourteen years, and has consistently emphasized development of high quality products and services. In fact, Talas is the first company in the U.S. to serve the museum and library community with hand bookbinding and conservation supplies. In 2008, Talas chose to relocate from

Manhattan to Brooklyn, in order to accommodate their growing business.

Talas purchased and renovated a 19th Century factory building located in North Brooklyn. This new facility will provide the space Talas needs to manufacture their current line of art conservation supplies, as well as expand production into an array of new products. Talas approached EWVIDCO Member Linda Hurwitz, who suggested that owner Jake Salik

contact staff for relocation assistance.

Since then, EWVIDCO staff has helped Talas apply for Empire Zone Certification and informed them about other incentive programs. Additionally, EWVIDCO connected Talas with a business banker who approved them for approximately \$5 million of financing for the purchase and renovation of their new facility.

**"EWVIDCO kept us in New York!"** Jake Salik, Talas

## Business Services

In 2008 EWVIDCO staff served 281 individual businesses a total of 806 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 answered 60 requests for financing assistance from 43 different companies in 2008. EWVIDCO staff helped 5 firms obtain financing in 2008. In total, North Brooklyn businesses accessed \$12 million in financing for working capital, to purchase new equipment or real estate or to invest in the renovation of their facility.

## Brave Space

Brave Space is a group of Brooklyn-based designers concentrating on bringing modular, multi-functional objects into the home and office setting. Each piece uses materials that are both durable and environmentally sustainable. Brave Space only uses paints, stains, adhesives, and sealants with low or zero volatile organic compounds (VOCs). Brave Space product designs have been featured in various lifestyle and trade magazines such as Dwell, New York Spaces, Interior Design, Plenty, Home Improvement, Architectural Record, and other notable mentions. The company originally came to EWVIDCO for assistance in locating new rental space to accommodate their growth.

EWVIDCO staff helped Sam Kraigel and Nikki Frazier understand the local industrial real estate market, and the incentives available to local firms. During these conversations, Sam and Nikki mentioned that they could use some working capital to help them develop prototypes for their new product line. EWVIDCO was able to assist Brave Space with securing a line of credit for approximately \$100,000.

**"EWVIDCO's assistance was incredibly helpful in getting financing for our company. We appreciate the personal attention they gave us through this process."** Sam Kraigel and Nikki Frazier, Brave Space



Nikki Frazier and  
Sam Kraigel  
of Brave Space

## Real Estate

In 2008 EWVIDCO helped 45 north Brooklyn businesses with real estate inquiries a total of 84 times. EWVIDCO was able to successfully match 4 businesses with appropriate real estate for a total of 27,000 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. EWVIDCO purchased a 10,000 square foot property in fall of 2008, and is in negotiations on another two properties.

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 59 industrial jobs in NYC as a result of this program.



*Tod Greenfield, EWVIDCO Board Chair, Diana Reyna, NYC Council, Amy Cleary, Office of Assemblyman Lentol, Martin Greenfield, founding member of EWVIDCO, Leah Archibald, EWVIDCO Executive Director, Leslie Ramos, Director, Mayor's Office of Industrial and Manufacturing Businesses, Richard Bearak, Office of Borough President Markowitz celebrate the grand opening of EWVIDCO's first industrial building at 108 Dobbin Street.*

## EWVIDCO Celebrates Grand Opening of Industrial Building

EWVIDCO celebrated the grand opening of its first industrial real estate development with a festive ribbon cutting ceremony attended by numerous elected and appointed officials and representatives of local industrial businesses. EWVIDCO purchased a one story industrial building of 10,000 square

feet located at 108 Dobbin Street, Brooklyn. The Dobbin Street facility provides affordable industrial space for a local manufacturer undergoing an expansion. The new facility will house approximately 25 jobs. EWVIDCO is working to build on this success, and purchase additional structures to house small

manufacturers in North Brooklyn. 108 Dobbin Street was purchased with a capital grant from the New York City Council from a fund established by the City Council and Mayor Bloomberg to encourage nonprofit development and preservation of industrial real estate in North Brooklyn.



*Yvette Helin poses with a prop that her firm is fabricating.*

## Yvette Helin Studios

Yvette Helin has been creating clothing and costumes since 1981. After graduating from the Kansas City Art Institute in 1985, Yvette went to work in the New York costume industry. Throughout the years she has been hard at work designing costumes for Nickelodeon, Disney, SeaWorld Orlando, Nintendo and others.

Yvette was happy at her location in Greenpoint and wanted to stay in the area, but due to inflated rents increases stemming from the Greenpoint Williamsburg rezoning in 2005, she needed relocate and called EWVIDCO. EWVIDCO connected Yvette with the Greenpoint Manufacturing and Design Center, where she is currently leasing a new space. Additionally, EWVIDCO helped Yvette apply for the Greenpoint/Williamsburg Relocation Grant, and in 2008 she was approved for \$27,000 in relocation assistance.

**“EWVIDCO has proven to be a lifesaver for myself and my costume design business as I was**

**faced with the daunting task of moving my business due to rising rents from the rezoning and a struggling economy. When I finally gave in to the very obvious survival choice of relocating my business, I remembered that EWVIDCO had stopped by my shop several years back to let me know of the many options available to small businesses like mine and the grants that were available should I have to relocate in the future.**

It meant the world to me to know that I had help and someone to talk to about my situation who knew so much about the subject and could steer me in the great direction that they did, one that allowed me to receive a grant from the city to cover my moving costs. I am so happy in my new location, and so thankful for EWVIDCO's support and consistent follow through in helping me to move and survive the relocation process.”—Yvette Helin

## Remains Lighting

In 2008, EWIDCO welcomed Remains Lighting to the neighborhood - a design and manufacturing firm, producing its own line of high-quality, antique-inspired lighting fixtures. Remains was originally founded as a small antique restoration company in Manhattan, but has grown significantly over the past 12 years, opening showrooms in Chicago, Los Angeles, Connecticut and London.

With a rapidly expanding business, Remains needed to relocate production to a larger facility, but the high cost of real estate proved a substantial obstacle. In 2007, Remains reached out to EWIDCO, and after a working together for a year, EWIDCO helped bring a bill before the New York City Council, designating Remains Lighting as an Empire Zone Regionally Significant Project. Signed by Mayor Bloomberg in December 2008, this legislation will allow Remains to access Zone benefits for their new factory in the Bushwick section of North Brooklyn.

Remains' is committed to growing their business locally, with plans to bring 85 jobs to North Brooklyn over the next five years. Remains' is also committed to environmental sustainability, pursuing a LEED certification and inviting local high-school students to help build a green roof and garden for their newly renovated factory.

**"We have worked with EWIDCO for over a year, from the very beginning of our project where they provided excellent advice and technical guidance, to the present day where they help us on all manner of questions, from day-to-day local contacts and recommendations to large strategic issues. EWIDCO has been a fabulous resource for Remains Lighting and their (not coincidentally) staff are a joy to work with"**

—David Calligeros, Remains Lighting



Mayor Bloomberg signing the legislation to approve Remains Lighting's RSP application

## Empire Zone

In 2008, EWIDCO collected 2007 Business Annual Report forms (BAR), from 174 Empire Zone certified firms in spring of 2008. The BARs capture annual data on job creation, investment, and the amount of tax credits claimed in the zone. In 2007, Empire Zone certified firms collectively employed 8,071 full and part time workers, and paid a total of \$350 million in wages. This works out to approximately \$43,000 per year for each zone employee. Additionally, Empire Zone certified firms invested \$71 million in either capital improvements to property or new production equipment. In total, Empire Zone firms claimed \$11 million in zone tax credits tied to increased employment and investment in the zone.

In 2008, EWIDCO certified an additional 21 businesses to participate in the Empire Zone program. These businesses currently employ 311 full time equivalent workers in North Brooklyn, with plans to create another 536 new jobs over the next 5 years. Additionally, these companies plan to invest \$52 million in capital improvements and new machinery purchases over the next five years. EWIDCO successfully sponsored its first Regionally Significant Project in North Brooklyn—see story at left on Remains Lighting for more details.

## MarieBelle Chocolates

Maribel Lieberman had been manufacturing her signature luxurious chocolates in Lower Manhattan since 2000. However, squeezed for space, she reached out for help relocating her factory and her 20 employees to a suitable facility in the Greenpoint/Williamsburg IBZ. NYIRN suggested she call EWIDCO to help with relocation and incentives.

EWIDCO sat down with

Maribel to discuss various incentive programs her business might be eligible to take advantage of. All in all, EWIDCO has helped MarieBelle Chocolates to apply for the Empire Zone program, the Relocation and Employment Assistance Program (REAP), the Energy Cost Savings Program (ECSP) as well as a host of other financing and incentives opportunities.

**"Only with EWIDCO's**

**help was my small business able to access all the benefits of the Empire Zone and other incentives. I would not have been appropriately informed of what was available to us if it had not been for their input and help when it came to answering my questions. EWIDCO was a great resource for me and my business."**

—Maribel Lieberman, MarieBelle Chocolates



Maribel Lieberman and staff at MarieBelle Chocolates

## 2008 EWVIDCO Members

16 Tons, Inc. ■ 652 Meeker Food Corp. ■ A & H Sportswear Co. ■ Acme Architectural Products Inc. ■ Acme Cake Co., Inc. ■ Acme Smoked Fish Corp. ■ Ambrosino Construction ■ American Almond ■ Amtec International Of NY Corp. ■ Anchin, Block & Anchin LLP ■ ANS Business Consulting, LLC ■ Atlantic Environmental Solution ■ Atlantic Veal & Lamb, Inc. ■ Atlantis Health Plan Inc. ■ Avant Guard Manufacturing, Inc. ■ Bamonte's Restaurant ■ Bank of America ■ Big Apple Warehouse ■ 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 Chamber Of Commerce ■ Brooklyn Navy Yard Cogeneration Partners L. P. ■ Capital One Bank ■ Center for the Urban Environment ■ Charles J. King, Inc. ■ Citibank, N.A. ■ City One Real Estate LLC ■ Coda Resources Ltd./Lads Associates ■ Control Electropolishing Corp. ■ Corzo Contracting Co Inc ■ Crest True Value Hardware ■ Cumberland Packing Corp. ■ D & M Lumber Products Co., Inc. ■ David Rosen Bakery Supply, Inc. ■ Duggal Visual Solutions, Inc. ■ DY Realty Services, LLC ■ EnerNOC ■ Envelope 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 ■ Goldray USA ■ Green Hills (USA), LLC ■ Greenpoint Lofts ■ Harry Brainum Jr., Inc. ■ Hoskie Co., Inc. ■ Industrial + Technology Assistance Corporation (ITAC) ■ J. Haley Trucking ■ J. Pinz Scrap Metals ■ JFC International Inc. ■ Jos H. Lowenstein Sons, Inc. ■ Joyva Corporation ■ JP Morgan Chase—Small Business Financial Services ■ 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/ Sunrise Sun-Ripened Tomatoes, Inc. ■ Luna Lighting Inc. ■ M & S Levy Ind. Real Estate ■ M & T Bank ■ M.C. O'Brien, Inc ■ M.Fine Lumber Co., Inc. ■ Manhattan Door Corporation ■ Manzi, Pino & Company ■ Marjam Supply Company ■ Martin Greenfield Clothiers ■ Mayab Happy Tacos Inc. ■ Metro Terminals Corp. ■ Milgo Industrial, Inc. ■ Millenium Processors LLC ■ Mobile Steam Boiler ■ Modesti Brothers Inc. ■ Moveway Transfer & Storage Inc. ■ Ms. J's Gymnastics and Dance ■ National Compressor Exchange, ■ National Grid ■ New Son Yeng Produce, LLC ■ New York & Atlantic Railway ■ New York Business Development Corporation (NYBDC) ■ New Yung Wah Trading LLC ■ Northstar Ready Mix ■ Oriental Lumberland, Inc. ■ Pace Plumbing Corp. ■ Prime Food Processing Corp. ■ Radio Active World Companies ■ Rainbow Polybag Co., Inc. ■ Remains Lighting ■ Roth Metal Works, Inc. ■ S.K.I. Beer/J.R.C. Beverage Inc. ■ Shanghai Stainless ■ Signature Bank ■ Signs & Decal Corporation ■ Skorr Steel Co., Inc. ■ Skyline Steel Corp. ■ Southwest Brooklyn Industrial Development Corp ■ Sovereign Bank ■ State Bank Of Long Island ■ Steeldeck NY Inc. ■ Sterling & Sterling Inc. ■ Sterling National Bank ■ Super Win Enterprises Corp. ■ Supreme Poly Plastics, Inc. ■ Talas ■ Telephone Company Building ■ The Doe Fund, Inc. ■ The Sarut Group ■ Trans-Packers Services Corp. ■ Twin Marquis Foods Group ■ Twoseven Inc ■ Ultimate Auto & Truck Repair Corp ■ Vistage ■ Voila Bakeries Inc. ■ Warehouse Express USA, Inc. ■ Waste Management of New York, LL ■ Weiss Tool Distributors Company, Inc. ■ Wonton Food, Inc. ■ Zerach & Company ■ Zvi Realty, LLC

## Employment

EWVIDCO's fledgling employment placement program got off to a great start in 2008. Since the launch of the program in spring 2008, EWVIDCO staff generated 31 job orders and sent 40 applicants to interviews with local firms. During this time, staff successfully placed 20 applicants in permanent and part time positions at local manufacturers. EWVIDCO staff also helped coordinate two

job fairs. The first one was targeted to community residents and was presented in conjunction with Councilmember Reyna's office and St. Nick's NPC and the second was exclusively for former employees of Pfizer and was presented with the NYS Department of Labor, NYC Department of Small Business Services, and a consortium of community organizations.

### Joyva Corporation



Sandy Wiener of Joyva

Joyva, a manufacturer of candy and sesame products, is a 4th generation business that has been operating since 1907. One

of the owners, Sandy Wiener, contacted EWVIDCO when he was looking to hire an experienced chocolate maker to help get him through his busy pre-Passover production season. EWVIDCO's Employment Coordinator discussed his needs and sent him several pre-screened candidates. Sandy hired one of the applicants for a short-term assignment.

**"EWVIDCO proved to be**

**tremendously helpful to me, when I was looking to hire new people. EWVIDCO staff quickly identified my needs, and sent over several resumes within a couple of days, for me to look at. I would not hesitate to use EWVIDCO's employment services, the next time I am looking to hire someone".** —Sandy Wiener, Joyva Corporation



EWVIDCO was able to have a number of "No Parking" signs installed to create loading zones for local businesses such as Twin Marquis Foods and Modesti Brothers. These signs will help improve delivery processes and create safer passing lanes for the trucks, cars, bicycles and pedestrians.



*EWVIDCO staff, clockwise from left: Jennifere Thomas, Caitlin Dourmashkin, America Wallace, Karen Nieves, Leah Archibald, Michael Wilhite. Missing: Rosario Barada*

## Staff

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 mwilhite@ewvidco.com

# Financial Statement

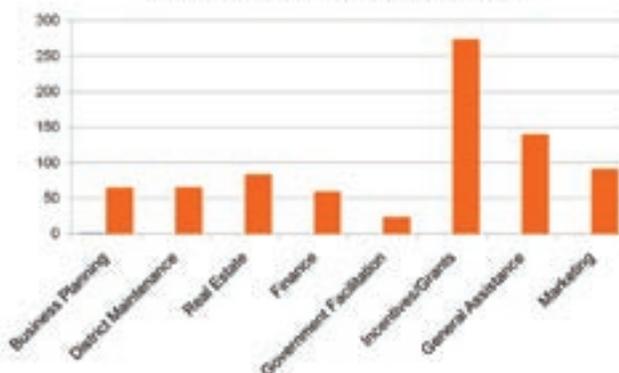
EWVIDCO  
 Statement of Activities for Calendar Year 2008

Revenues	2008	2007
Government Contracts	\$424,812	\$491,223
Contributions and grants	\$41,500	\$33,000
Membership and Events	\$131,335	\$101,685
Interest and other income	\$35,966	\$17,393
Net assets released from restriction	\$0	\$50,000
<b>Total Revenues</b>	<b>\$633,613</b>	<b>\$693,301</b>
<b>Expenses</b>		
Program Services	\$631,100	\$521,097
Supporting Services	\$99,733	\$80,957
<b>Total Expenses</b>	<b>\$730,833</b>	<b>\$602,054</b>
Change in net assets	-\$97,220	\$91,247
Net Assets--beginning of year	\$1,050,639	\$698,970
Capital grant for EIP program and building purchase *note 1 and 2	\$2,500,000	\$310,422
<b>Net Assets--end of year</b>	<b>\$3,453,419</b>	<b>\$1,050,639</b>

Note 1: Enviromental Improvement Program is a NYS program that assists businesses with purchase of equipment that reduces waste and increases productivity and profit for NYS manufacturers. In 2007, 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.

Note 2: In 2008 North Brooklyn LLC, a wholly-owned subsidiary of EWVIDCO purchased land and building for \$2.8 million. The purchase was partially financed through a capital grant from NYC EDC for \$2.5 million.

2008 EWVIDCO Service Requests by Type



*EWVIDCO staff kickball team celebrating their victory over their south Brooklyn rivals of SBIDC*

## EWVIDCO Board

**Tod Greenfield, Chair**  
Martin Greenfield Clothiers

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

**Nathan Sudakoff, Secretary**  
ANS Consulting

**Wesley Watson, Treasurer**  
Citibank

**Domenic Abbatiello**  
National Grid

**Armando Chapelliquen**  
Jos. Lowenstein and Sons

**Stephanie Gitlin**  
Milgo Industrial

**Hank Harmanoglu**  
Rainbow Polybag

**Babu Khalfan**  
Signs and Decal

**Michael Rochford**  
St. Nicholas NPC

**Zachary Weiner**  
Goldray USA

**Sandy Wiener**  
Joyva Corporation



## EWVIDCO Funders

EWVIDCO is generously funded by:

- Empire State Development Corporation
- Independence Community Foundation
- M&T Bank Foundation
- NYC Department of Small Business Services
- NYC Economic Development Corporation
- New York Community Trust
- North Fork Bank Foundation
- New York City Council
- TD Banknorth Foundation
- United Way of NYC