On behalf of the board and staff of Evergreen, we hope all is well with you, your team and your family. Despite the ongoing challenges COVID-19 has created for our organization and the businesses we serve, we are proud to present to you our 2021 Annual Report!

Although we started 2021 with much hope for resolution to the pandemic and a return to normalcy, it became clear that the ongoing economic impact of the pandemic would continue to hamper operations for our organization and constituent businesses for a significant amount of time. Much like our business clients, the Evergreen team spent 2021 perfecting our ability to do more with less. Instead of supply chain disruptions, our organization was impacted by a serious drop in philanthropic support. Nevertheless, we were able to host 3 multi-week business skills building seminars, and 7 single session workshops to educate our clients on ways they can improve their marketing, manage their finances and take advantage of incentive programs to fuel company growth. We continued to assist local firms with pandemic recovery funding, especially the NYS COVID-19 Pandemic Small Business Recovery Grant program, which was designed for businesses that might not have qualified for federal support such as the Paycheck Protection Program and COVID-19 Economic Injury Disaster Loan. And we are extraordinarily proud that we were able to complete extensive renovations to our 500 Stagg property by year’s end, despite many, many complications with funding, financing, construction and permitting. This was by far the most difficult and riskiest venture we have ever undertaken. We could not have succeeded without our amazing advisors—you can read more about their contributions inside our Annual Report. We’re so grateful to have them on our team!

Overall, the COVID pandemic and its myriad challenges didn’t slow down Evergreen’s work in 2021—our team of five served 190 individual businesses throughout the year. Fifty-seven firms sent 70 attendees to our informational workshops and multi-week seminars and 160 firms received one-on-one assistance from Evergreen staff on over 234 issues. We helped 25 businesses qualify for 26 loans for a total of $2,030,550 in financing for COVID recovery—predominantly payroll, rent and working capital. Since 2007, our staff has helped local businesses obtain $61,597,523 in financing. We helped 17 businesses navigate government agencies 20 times resulting in 18 successful outcomes. Finally, Evergreen successfully completed renovation of 500 Stagg Street, Evergreen’s fifth building and first multi-tenant facility.

In closing, I am pleased to present Evergreen’s Annual Report for 2021. 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 help you in the coming year!

Sincerely,

Leah Archibald
Executive Director, Evergreen: Your North Brooklyn Business Exchange
I feel like I was getting a PHD in QuickBooks. This course is so helpful in understanding where the holes in your business are located— if you want to fix them they show you the tools you need. In a time when I feel I have no spare time this class improved my business in ways that I will feel the effects of for years to come. It’s priceless, I mean it’s free, but I couldn’t put a price on how helpful this course has been for me.

—Chris Crawford, Owner, TART

(Participant in ‘The Break Even Extravaganza Seminar Series’)
Evergreen answered **100** requests for financing related inquiries and assistance in 2021. Evergreen helped **25** businesses qualify for **26** loans for a total of **$2,030,550** in financing for COVID recovery—predominantly payroll, rent and working capital. Since 2007, our staff has helped local businesses obtain **$61,597,523** in financing.

**Tri-Lox**

Tri-Lox is a design, custom fabrication, and millwork practice that works with regionally-sourced, sustainable wood. The company was founded by three longtime friends and has since grown to be a dynamic team of 12 designers and fabricators. Since its establishment in 2010, the Greenpoint-based operation has been committed to a sustainable process from sourcing to final product. The company began this work reclaiming wood from deconstruction projects including agricultural and industrial structures and decommissioned New York City water towers. More recently, Tri-Lox expanded its sourcing practices to include forest-sourced wood, conducting applied research with partners like Yale School of the Environment to source wood through regenerative practices that have a positive impact on forests.

Once the wood arrives at Tri-Lox’s Greenpoint workshop, the company’s focus on sustainability, reuse, and minimizing waste continues. Manufacturing and fabrication in the workshop produces tons of wood chips, shavings, and dust. The company works with the
Evergreen was instrumental in navigating the complexities of the LMI Storefront Loan application process. They verified that we were eligible, made sure our application was relevant to the specifics of the program, and assured that all of our documentation was in order. Evergreen made the whole process significantly more approachable and ensured a high likelihood of success.”

—Ellis Isenberg,
Co-Founder & Managing Partner,
Tri-Lox

NYC Compost Project to divert this wood byproduct from the waste stream: Tri-Lox has contributed over 135 thousand pounds to New York City’s compost over the past six years.

This year, through Evergreen’s assistance with NYC’s LMI Storefront Loan, Tri-Lox upgraded its entire dust collection system, bringing the company even closer in its efforts towards zero waste. The custom-made system is more efficient for composting and tailored to the workshop’s unique process of wood product manufacturing in an urban environment. Ultimately, this update improves the team’s workflow and day-to-day operations, as well as Tri-Lox’s overarching commitments to innovative design, environmental integrity, and community stewardship.
Wellstone

Wellstone NYC Custom Woodworking LLC is a fully equipped custom architectural woodworking shop located in Greenpoint, Brooklyn. Helmed by husband and wife team Eric Batchelor and Noa Bornstein, the woodworking business has been located in the Greenpoint Manufacturing and Design Center (GMDC) building on Manhattan Ave since 1995. Here, the couple says, they have had the great opportunity to exchange ideas, skills and work with other companies in the building through various projects for their clients. Bornstein is an artist in her own right and also has her art studio in the building. In the summer of 2022, one of her bronze sculptures - Peace Gorilla - will be placed in nearby Newtown Barge Park. This piece is a great example of their collaborative spirit with components fabricated by three different GMDC businesses including: Oso Industries, Visual Mechanics and Wellstone NYC.

Wellstone NYC is equally at home with historic and contemporary design needs. The machinery in their large facility includes a 3.5 axis CNC. They are experienced in sprayed, hand rubbed, and stained finishes and strive to use eco-friendly products. They offer finishing services to other woodworking businesses and work with contractors, architects, designers and directly with their clients. In addition, they can also assist artists with fabrication and presentation needs. Wellstone NYC’s team of 4 includes a master cabinet maker (Eric); helper, Wilson Chimbo; master finisher and spray booth technician, Guillermor Moran; and office manager and job tracker (Noa). Also, they have

In 2021 Evergreen staff served 190 individual businesses. Clients looked to Evergreen for a wide variety of services; the most frequently requested services were assistance accessing financing and finding real estate. Fifty-seven firms sent 70 attendees to our informational workshops and multi-week seminars. One hundred and sixty firms received one-on-one assistance from Evergreen staff on over 234 issues.

Left to right, Wilson Chimbo, Guillermor Moran, son Kenny Moran, Noa Bornstein, Eric Batchelor. Photo Credit: Gregory Beson, Furniture Designer at GMDC
just hired an independent contractor to help on an as needed basis with installations as the demand for their services increases. They are also pleased to have Guillermo Moran’s son, Kenny, a recent high school grad, working with them for the summer. His college plans include majoring in architecture or civil engineering.

In the summer of 2021, Noa and Eric reached out after they saw an Evergreen eblast that promoted the New York State Pandemic Small Business Recovery Grant Program. This NYS program offered grants to eligible businesses based on certain eligibility requirements - including a baseline of having to have experienced a 25% decline in revenues between 2019 and 2020; having shown a profit in 2019 and having a 2019 or 2020 revenue between $20,000 and $2.5M. Wellstone NYC’s financial records were well organized and once it was established that they were eligible, they swiftly applied and in just over a month were awarded the maximum award of $50,000! Wellstone NYC credits the grant funds with covering rent and payroll costs and helping them stay open during a difficult time.

Evergreen 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. Evergreen staff also represents the organization on the boards of the Urban Manufacturing Alliance, Association for Neighborhood Housing Development, Community Board 1 and the Newtown Creek Alliance.

Evergreen 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 17 businesses navigate government agencies 20 times resulting in 18 successful outcomes! Activities included installation of loading zone signage, street resurfacing, abandoned vehicles, equipment permits, legal assistance, and various government agency violations and laws.

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Evergreen, and in particular, Natalie Vichnevsky, was on hand every step of the way to assist us in filling out the application for the Small Business Recovery Grant. The grant literally allowed us to survive coming out of Covid.

—Noa Bornstein, Co-Owner, Wellstone NYC Custom Woodworking

We had been having trouble with people illegally using the dead end near our building as their own personal and private parking lot. The situation was getting worse by the day. Evergreen gave us access to their resources, connecting us with the local police precinct to assist in getting it all cleared. We know that we would not have been able to do this with Evergreen’s support. We are truly grateful!

—Rom, Storage Specialist, Storage Plus
In 2021 Evergreen helped 34 North Brooklyn businesses with real estate inquiries. One made a match for new property, 5 connected with needed advisory resources directly from or through Evergreen, 4 had their space marketed by Evergreen, and another 7 ultimately found property through another source.

Additionally, Evergreen successfully completed construction on 500 Stagg Street, a 10,000 square foot industrial warehouse building in East Williamsburg. This becomes Evergreen’s fifth building and will be its first multi-tenant facility.

Evergreen’s newest building, our fifth, completed its renovation construction project at the end of 2021. We are absolutely thrilled to add 10,000 square feet that will be home to three manufacturers to our portfolio of quality and affordable industrial space. The journey was a very long one, made all the more arduous by the pandemic and the manifold delays that resulted throughout our process - affecting everything from grant disbursement to construction material procurement. But with our team of amazing partners, we got the job done.

The project was stimulated by the establishment of NYC Economic Development Corporation’s (EDC) Industrial Developer Fund. EDC’s funding was critical for our acquisition of 500 Stagg Street in East Williamsburg, which occurred in October 2019. We also received a significant construction grant from New York State Empire State Development and other funding from National Grid, Association for Housing & Neighborhood Development, Citi Foundation, and the Mayor’s Office of Environmental Remediation. Additionally, the full project costs were bridged by LISC NYC, our lender, and every one of these organizations was essential to our success.
The project team included our consultants at BJH Advisors, our lawyers at Seyfarth and Norris McLaughlin, our construction group led by general contractor Ambrosino Construction, our architect Philip Toscano Architects, and our insurance agents at Lamb Insurance Services. They all provided countless hours of work and support and we needed all of their efforts. We are thankful for the funders, the team, and of course the support of our elected officials, including NY Congresswoman Nydia Velazquez, NY State Senator Julia Salazaar, NY State Assemblymember Emily Gallagher, NY State Assemblymember Maritza Davila, Brooklyn Borough President Antonio Reynoso, NYC City Councilmember Jennifer Gutierrez, and their respective predecessors.

Having the support and advice of our Board is another key component in what makes Evergreen such a strong organization and that was absolutely true for 500 Stagg Street. All of the members provided counsel, but in 2021 we sadly lost one of our staunchest advocates, longtime Board Treasurer Wesley Watson. Wes was a special and beloved man who believed in our mission and played a big role in guiding us over the years. We felt it to be an appropriate tribute to name this new building after him and we are very excited to have the Wesley H. Watson Industrial Center provide support to three businesses and our broader industrial community beyond its walls.

The impact is far-reaching because not only do we think that this project is part of the ongoing vanguard of affordable industrial development happening in pockets of the city, but also because all of the revenues of the building are reinvested back into Evergreen programming, which as this report demonstrates, reaches hundreds of businesses in a variety of ways in any given year.
Statement of Activities for the Calendar Year 2021

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<tr>
<th>Revenues</th>
<th>2021</th>
<th>2020</th>
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<tr>
<td>Government Contracts</td>
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<td>Contributions</td>
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<td>Membership Dues</td>
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<td>Special Events</td>
<td>$108,665</td>
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<tr>
<td>Interest and Other Income</td>
<td>$38,976</td>
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<td>Rental Income</td>
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<td>$313,877</td>
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<td>Total Revenues</td>
<td>$5,882,362</td>
<td>$744,887</td>
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<table>
<thead>
<tr>
<th>Expenses</th>
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<tbody>
<tr>
<td>Program Expenses*</td>
<td>$840,992</td>
<td>$892,713</td>
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<tr>
<td>Supporting Expenses</td>
<td>$228,860</td>
<td>$124,815</td>
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<tr>
<td>Total Expenses</td>
<td>$1,069,852</td>
<td>$1,017,528</td>
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</tbody>
</table>

| Change in Net Assets            | $4,812,510 | ($272,641) |
| Net Assets– beginning of year   | $5,196,082  | $5,468,723 |

| Total Net Assets– end of year   | $10,008,592 | $5,196,082 |

*2021 expenses include depreciation expense of $177,881.
$143,209 of 2020 expenses relates to temporary restricted contributions received in prior years which expenses were incurred in 2021.

FUNDERS
Evergreen is generously funded by:

Association of Neighborhood and Housing Development, BankUnited Foundation, BNB Bank, Dime Bank, JPMorgan Chase, NYC Council, National Grid, NYC Department of Small Business Services, NYC Economic Development Corporation, NYS Empire State Development Corporation, Santander Bank
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Martin Greenfield Clothiers

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Epner Technology, Inc.
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56 Bogart Street LLC
Acme Studio
Alive Structures
Allison Eden Studios
Alocco Recycling Corporation
Allsure Insurance Brokerage
Anchin, Block & Anchin LLP
Bank of America
Barry X Ball Studio
Billie-Ann Plastics Packaging Corp.
Broadway Stages Ltd.
Brooklyn Winery
Caliper Studio Inc.
Celltei/Style Living
Con Edison
Control Electropolishing Corp.
Cooper Tank & Welding Corp.
Counter Real Estate
Creme Design
Crest True Value Hardware
D & M Lumber Products Co., Inc.
Dan Marks (TerraCRG)
Dank Banana Bread
DATG Group LLC
Diana Zelvin Consulting
Empire Transit Mix Corp.
Enlightenment Wines
Epner Technology, Inc.
ExxonMobil
Fine & Raw Chocolate
Fitzgerald Jewelry
Frank Brunchorst Co. LLC/Boar’s Head Brand
Gary Meisel
Grady’s Cold Brew
GridMarket
Heritage Equity Partners
HG 289 Meserole LLC
Hi Tech Resources Recovery Inc
High Line Event Rentals
Industrial + Technology Assistance Corporation (ITAC)
Investors Bank
Jackson O’Neill (Terra CRG)
JLL
Jos. H. Lowenstein & Sons, Inc.
JP Morgan Chase - Small Business Financial Services
Kalmon Dolgin Affiliates
Kaplon-Belo Affiliates LLC
Kenneth Frawley (The Alternative Board)
Kings County Brewers Collective (KCBC)
Leerform
Lemon and Olives
Lucky’s Real Tomatoes
Mama O’s Premium KimChi
Marovato Industries Inc.
Martin Greenfield Clothiers
May Furniture
Michael and Steven Levy Realty
Microgrid Networks
Milgo Industrial, Inc.
Mirtex Trading Corp
National Development Council
New York & Atlantic Railway
New Yung Wah Trading LLC
Newtown Creek Alliance
Newtown Creek Group/Connective Strategies
North 12th Associates
North Side Power Transmission Corp.
Offcut Design/Fabrication LLC
Palermo Body
Panzon
Philip Toscano, Architect
Pine Box Rock Shop
Pursuit
Ready Set Inc.
Reinforcing Supply, LLC
Rita Hudetz
Rubenstein Partners
Safety Dynamics, LLC
Santander Bank
Sattva Vida
Sedhom Law Group, PLLC,
A Bespoke Law Firm
Shanghai MKS
Sightline Fabrication
Sigmund’s Pretzels
Signs & Decal Corporation
SIN
Skopos Collective LLC
Slash Projects
Steeldeck NY Inc.
Storage Plus
studioR
SuperTall Media
Talas
The 1896, Studios & Stages
The Brooklyn Brewery Corp.
The Brooklyn Kitchen
The Byrne’s Law Office
The Jam Stand
Tiger’s Nest Logistics
TNT Scrap Metal
Torus CRE
Twoseven Inc.
UA Construction
W.H. Christian & Sons
Walents Foundation
Wonton Food, Inc.
Yeah Dawg