

TESTIMONY

BY

DEPUTY COMMISSIONER KITTY CHAN

NYC

DEPARTMENT OF SMALL BUSINESS SERVICES

BEFORE

THE COMMITTEE ON ECONOMIC DEVELOPMENT

OF THE

NEW YORK CITY COUNCIL

MONDAY, DECEMBER 16, 2024

Good afternoon Chair Farías and members of the New York City Council’s Economic Development Committee. My name is Kitty Chan, and I am the Deputy Commissioner for the Division of Business Services at the New York City Department of Small Business Services (“SBS”). I am joined today by Assistant Commissioner for Capital Access and Business Programs, Sherri Lane. We are pleased to discuss how SBS’s network of business service providers strengthens the city’s vibrant and diverse business community, including industrial businesses.

SBS’s mission is to create economic security for all New Yorkers by connecting them to good jobs, creating stronger businesses, and building thriving neighborhoods. Our Division of Business Services (“DBS”) oversees our Business Solution Centers (“BSCs”) and Industrial Business Service Providers (“IBSPs”). Since 2004, these centers, located in all five boroughs, offer business courses, access to capital, legal assistance, MWBE certification, and recruitment services. Courses cover major

business topics such as planning, operations, financial management, marketing, technology, and legal issues. To ensure content relevance, our centers partner with lawyers, accounting professionals, bankers, and marketing consultants. Many courses are available in multiple languages including Spanish, Chinese, Russian, Korean, Haitian Creole, French, Bengali, and Arabic. Staff at our nine community-based IBSPs are cross-trained to deliver industry-specific guidance tailored to the unique needs of businesses in manufacturing, construction, transportation, wholesale, utilities, and film production, while also providing the comprehensive suite of SBS business services.

Through our IBSP's, SBS also promotes city, state and federal incentive and cost-saving programs, putting millions of dollars back in the pockets of business-owners. One such example is AbelCine, a film and TV production company that pivoted to system integration technology which successfully relocated to Brooklyn's Industry City with support from the Relocation and Employment Assistance Program

("REAP") and SBS's Energy Cost Savings Program ("ECSP") incentives. These programs enabled the company to expand its operations and retain 80 employees in the Southwest Brooklyn Industrial Business Zone.

Our NYC Business Express Service Team ("NYC BEST") has saved businesses over \$36 million in fines and fees by helping them navigate city regulations and avoiding fines and fees. SBS's Commercial Lease Assistance program has provided over 3,200 businesses with pro-bono support, helping owners negotiate leases with landlords. In 2023, my team executed the largest public-private loan program in city history to support small businesses. Through collaboration with eight community development financial institutions ("CDFIs"), Goldman Sachs, and Mastercard's Center for Inclusive Growth, the NYC Opportunity Fund provided over \$85 million in low-interest loans to more than 1,000 small businesses—80% of which identified as minority- or women-owned.

Building on this momentum, last September we partnered with Next Street to launch NYC Funds Finder, the city's first online capital marketplace for small businesses. Through the Funds Finder website, entrepreneurs can schedule one-on-one calls with Financing Account Managers who help them apply for loans and grants. Over 5,000 businesses have created accounts, and more than 1,000 one-on-one consultations have been held since launch. Across all our capital access work, SBS has facilitated over \$290 million to small businesses since the start of the Adams administration.

SugaWrap LLC, a woman-owned Bronx-based business producing 100% biodegradable and compostable food containers, illustrates the impact of SBS's capital access programs. Using the NYC Funds Finder platform, Sabine Probst connected with a Financing Account Manager at our Bronx-based IBSP in January and received a \$34,000 loan in March 2024. SBS helped her improve the business's financial statements and projections used in their financing package. This funding allowed

SugaWrap to purchase bulk inventory at better rates, invest in marketing, and establish a cash reserve, positioning her business for continued growth.

Our work would not be possible without the strong partnership we share with the City Council. This summer, the Council passed the administration’s landmark City of Yes for Economic Opportunity zoning proposal, modernizing outdated restrictions on where businesses can operate. This overhaul expands opportunities for breweries, 3D printing shops, apparel makers, and bakeries to establish themselves in commercial districts. These changes enable light manufacturing to move closer to customers in areas previously restricted by zoning rules.

SBS is also collaborating with the Department of City Planning (“DCP”) and the NYC Economic Development Corporation (“NYCEDC”) to implement Chair Farias’ Local Law 172 of 2023, supporting the development of the NYC Industrial Plan—a citywide framework to guide

industrial policy. As part of this effort, DCP launched an Industrial Plan Business Survey to gather insights on business operations, space needs, challenges, and opportunities for improvement. To date, SBS providers have conducted door-to-door outreach in Industrial Business Zones (“IBZs”), distributed the survey digitally, and sent targeted email blasts. Councilmembers can assist by encouraging constituents to participate at www.nyc.gov/industrialplan.

Industrial businesses employ over half a million New Yorkers and make up just over 15% of all businesses. They are essential to the city’s economy and critical to local supply chains. We are proud of our work serving all businesses, including industrial businesses, through our centers, hotline, and staff across the five boroughs. Thank you for the opportunity to testify and we welcome any questions you may have.

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EVERGREEN

Your North Brooklyn Business Exchange

Testimony of Evergreen to NYC Council Committee on Economic Development December 16, 2024

Evergreen Inc.: Your North Brooklyn Business Exchange is a passionate champion for the industrial and manufacturing community. We advocate, guide, and serve. Our work anchors businesses so that employers, their workers, and the city can thrive.

Longtime Partnership with NYC

Since our organization's inception in 1982, Evergreen has partnered with the City of New York to serve the changing needs of North Brooklyn's industrial neighborhoods. Our earliest services focused on improving public safety in the industrial neighborhood. As the crime rate started to decrease, we became experts on the growing number of city and state incentive programs. We helped hundreds of growing businesses obtain tax benefits designed to defray the costs of expansion. When New York City created the Industrial Business Zone (IBZ) program in 2006 we were awarded contracts to provide technical assistance to businesses in the newly created Greenpoint-Williamsburg and North Brooklyn IBZs. As the 2008 recession hit, we obtained funding from NYC to purchase our first property at 108 Dobbin Street. With additional financial support from NYC we have been able to acquire 4 more properties—all of which we rent out at below market rates to small manufacturers. Our organization could not have served thousands of small businesses or developed five industrial buildings without our valuable partnership with the City of New York. This partnership and the keystone funding we get from the City is key to our success in the community.

NYC benefits from this partnership as well. We are able to leverage our other funding sources to augment our city funding streams to get a lot more business services bang for the taxpayer buck. Additionally, as a 40-plus year old community organization we have deep roots in the local business and residential community. We are seen as a trusted messenger and are able to reach constituents to introduce them to NYC programming that can meet their business growth needs more effectively than a government agency can. This is particularly helpful in times of disaster, such as the aftermath of Superstorm Sandy and the COVID-19 pandemic. We served hundreds of businesses during the pandemic, mostly by assisting them to apply for COVID relief funding such as PPP, EIDL or NYS and NYC disaster loans. Some of the businesses we served were ones that SBS assigned to our organization from 311 calls and other SBS channels that came in citywide, but many came from our own constituent base.

What We Do

Evergreen serves as the voice for businesses in industrial North Brooklyn. We represent their interests at public hearings and community meetings. We bring elected officials, like the membership of your City Council committees, to meet our businesses and their employees so you can really understand the impact of the policies you develop. We advocate with City, State and Federal officials to help them understand the impact of the Superfund process on the local economy, and we educate the local businesses about how



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Your North Brooklyn Business Exchange

the process might affect them. We continue 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 broad-based efforts, we work with individual businesses to navigate government agencies to resolve a variety of issues such as permits, tickets, graffiti removal, illegal dumping, utilities and signage. We are able to accomplish these outcomes for our local businesses as a result of our longstanding relationship within the local business community and with key agency staff.

In 2023, Evergreen staff served 181 individual businesses. Business clients most frequently requested services were business planning and assistance accessing financing and incentives. Evergreen helped businesses qualify for three loans and one grant for a total of \$227,360 in financing predominantly for working capital. Evergreen 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 23 businesses navigate government agencies 27 times resulting in 15 successful outcomes. Evergreen's most recent development at 500 Stagg Street, a 10,000 square foot industrial warehouse building, became fully tenanted.

The backbone of Evergreen's programming is our slate of educational offerings. This programming is two-prong, consisting of regular one-off, short-form technical assistance and networking workshops together with multi-session business development seminars. These seminars are designed to facilitate business growth with deeper dives into subject matter that will help decision makers in industrial businesses bolster their business acumen. In 2023, we continued to evolve our programming with the addition of significant one-on-one support to our longform seminars. In 2023 Twenty-nine firms attended our informational workshops and 20 attended our multi-week seminars. One hundred twenty-two firms received one-on-one assistance from Evergreen staff on over 158 issues

Why We Do It

Evergreen's programming meets the needs of North Brooklyn's underserved small industrial businesses, particularly manufacturers helmed by minorities and women. North Brooklyn is home to over 1200 industrial businesses with over 15,000 employees, representing approximately 14% of NYC's manufacturing base. Our community needs the good-quality, industrial jobs that these firms provide. About 15% of workers in North Brooklyn live locally, where the mean commute to work (34.5 minutes) is 8 minutes faster than workers borough-wide. The area's industrial businesses, which provide 22% of local jobs, pay 29% more on average than local retail establishments; or \$55,984 versus \$43,271 annually. Additionally, nearly 70% of industrial workers in the area have health insurance through their employer or a union, compared with 43.8% of accommodation and food service jobs. Borough-wide, only 51.5% of industrial workers have health insurance through their employer or a union, demonstrating this sector's unique strength in North Brooklyn. Also, these jobs frequently do not require English proficiency or advanced education. Twenty-eight percent of the local industrial workforce is foreign born and 31.4% is



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non-white. Considering 22.5% of our local residents have limited English proficiency and 25.5% live below the poverty line, these jobs offer the best path to self sufficiency and economic security for our community residents.

How To Succeed

Appropriate levels of funding along with a multiyear contract for the IBSP program will ensure that we will be able to serve the many businesses that rely upon us for advice and support. Through the IBSP program, Evergreen is the portal for local industrial businesses to access city and state programs designed to help them. They rely on our expertise and relationships to help their firms grow in the community. We're their friend and confidant, and they feel good about us. As a 42-year old membership organization, Evergreen leverages the longstanding relationships it has with local businesses to promote and enroll firms in new public programs, ensuring their success. As an independent 501(c)(3) nonprofit, Evergreen is able to augment city investment with donations from individuals and foundations, producing more bang for the buck. Additionally, IBZ funding for administrative overhead allows us to put other public and private funding investments straight into program delivery. Finally, Evergreen is an integral member of the community, and can serve as a liaison between local businesses, residents and city and state agencies when issues arise. We keep close tabs on the business community, and are able to quickly produce data for city staff as it is needed.

These services come at some cost. Our funding has been significantly reduced since the start of the Industrial Business Zone program and has remained static for the past decade. All the while the cost of providing these services (payroll, rent, insurance) continues to increase. Additionally, the original IBZ program allowed for a 3 year service contract. Generally there would be a lapse in payments as the new three year contract was registered, but reimbursements would be processed seamlessly for the majority of the three year term. Since 2019 we have gotten one year extender contracts that take nearly a year to process. This means that every year there is a 8 or 9 month gap between the start of our contract work and receiving payment for that work. For a small organization like mine it is absolute murder to manage cashflow and continue to make payroll and rent payments.

We deeply value our partnership with the NYC Department of Small Business Services. We know this program provides real value to our respective industrial communities. We ask that you consider increasing our contract funding to accommodate our organizations' increased cost of supplying business services and moving back to a 3 year contract system to establish some predictability and better manage cashflow.

Thank you for this opportunity to discuss how we are able to nurture jobs in our community through the Industrial Business Service Provider program, and thank you again for your support.



THE COUNCIL
OF
THE CITY OF NEW YORK

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IBSPs Testimony of Council Member Jennifer Gutiérrez
New York City Council
December 16, 2024

My name is Jennifer Gutiérrez, Council Member for District 34, which encompasses parts of Bushwick, Williamsburg, and Ridgewood. I submit this testimony to underscore the critical role of Industrial and Commercial Business Service Providers, like Evergreen, in supporting and sustaining the Industrial Business Zones (IBZs) in New York City. Thank you to Majority Leader Amanda Fariás for holding this crucial hearing to shine a spotlight on unsung heroes in the business and supply chain of our city.

The industrial sector is not just an engine of economic opportunity but a cornerstone of innovation, resilience, and equity in New York City. Manufacturing businesses and supply chain operations are the invisible infrastructure that keeps this city functioning efficiently, contributing to good-paying jobs, reduced reliance on external supply chains, and our climate goals. Industrial and manufacturing businesses form the backbone of local supply chains. When products are made, stored, and transported locally, businesses and residents across New York City benefit from quicker, more reliable access to goods. This is particularly critical for maintaining New York City's competitiveness as a global hub for innovation and commerce.

Yet, too often, the city's industrial zones and businesses are neglected in our policies and investments. Organizations like Evergreen—a trusted nonprofit industrial business service provider for over a decade—fill this void. Evergreen supports hundreds of small businesses across the North Brooklyn IBZ, connecting them to technical assistance, funding, and resources that enable them to thrive. IBSPs address the challenges that many small businesses lack the resources or knowledge to navigate. Through their work, small businesses across the City obtain crucial support that enables them to sustain themselves and grow. Support comes in many forms - from securing grants and low-interest loans to receiving legal assistance for compliance, taxes or real estate needs. These organizations empower hard-working New Yorkers to realize their goals and keep the local economy growing. Simply put, District 34 cannot function without these essential partners.

Investing in our industrial businesses also aligns with our climate and transportation goals. Manufacturing locally means fewer trucks clogging our residential streets, reduced pollution, and less traffic from distant freight deliveries. This is a clear, tangible step toward reducing greenhouse gas emissions and achieving the City's climate action targets.

Moreover, industrial businesses help us develop green infrastructure—from clean energy solutions to sustainable construction materials—making New York City a leader in both climate justice and economic innovation.

Despite the industrial sector’s clear importance, there have been decades of underinvestment and policies that undermine industrial businesses. Competition for space, outdated zoning, and lack of funding make it increasingly difficult for these businesses to grow and create jobs. The industrial workforce remains a pathway to the middle class, especially for historically underserved communities, including 80% people of color. Yet without meaningful investments, we risk losing these opportunities and businesses to other cities.

New York City cannot remain at the forefront of innovation without a strong industrial sector. If we are to meet our climate goals, reduce congestion, and create more equitable access to good-paying jobs, we must invest in industrial infrastructure and the nonprofits that support it.

Thank you for the opportunity to submit this testimony. I urge the committee and administration to prioritize industrial business service providers, the IBZs they support, and the future of manufacturing in New York City.

A handwritten signature in black ink that reads "Jennifer Gutiérrez". The signature is written in a cursive, flowing style.

Jennifer Gutiérrez
City Council Member
New York City District 34



OFFICE OF THE BROOKLYN BOROUGH PRESIDENT

ANTONIO REYNOSO
Brooklyn Borough President

Committee on Economic Development
Oversight Hearing: Industrial and Commercial Business Service Providers
December 16, 2024

Good afternoon Chair Farías and members of the committee and thank you for holding this hearing today. I am here representing Brooklyn Borough President Antonio Reynoso, who represents six of the city's Industrial Business Zones (IBZs), including one of the largest, North Brooklyn. Manufacturing retention in the borough and citywide is one of the Borough President's biggest priorities, and he thanks the Council for initiating the NYC Industrial Plan, which is now underway.

While we look forward to that report providing comprehensive and updated data, there is a lot we already know about why a thriving industrial sector is crucial for our city. Manufacturing generally provides living wages with low barriers to entry, creating quality job opportunities for those who may not be able to find them otherwise. These jobs have allowed generations of New Yorkers without advanced degrees, immigrants, the formerly incarcerated, and others to stay and support their families in New York City.

But manufacturing isn't just the city's past, it can also be the city's future. Our office's Comprehensive Plan for Brooklyn calls on us to leverage the borough's waterfront, industrial areas, and freight rail infrastructure to simultaneously shift the borough toward a future with more green industrial jobs, fewer trucks on the road, and a forward-looking role in building the green economy.

With a thriving manufacturing sector, we can, for example, create the components needed to support the supply chain for offshore wind and distributed energy resources such as solar and battery storage. We can help our local health care institutions source what they need locally and train the next generation of New Yorkers to create those products. And we can incubate local businesses that will become the ubiquitous brands of tomorrow.

Yet outside pressures continue to threaten our manufacturing zones. Rezoning changes have led to a 5% decrease in land zoned for manufacturing since 2010, equivalent to a loss of 1522 acres, or 1122 football fields. This has contributed to the manufacturing vacancy rate reaching levels as low as 4.6% this year, compared to 12% for retail and 23% for office space. Manufacturing businesses have unique needs; for example, unlike retail and office, many industrial businesses cannot locate outside of M zones. Yet in many of the IBZs, they are forced to compete for space

with businesses that can, such as nightlife establishments, restaurants, galleries, and other non-industrial uses.

This is why the Industrial Business Solutions Providers (IBSPs) are so crucial. Many of these groups are here today, so you're going to hear a lot more about what they do. But some of the most important services they provide include:

- Helping businesses find space locally, either for their initial location or when they need to expand;
- Connecting businesses to government incentives and helping them navigate complicated application processes;
- Assisting businesses with navigating day-to-day issues they might face, from permits, to utilities, to graffiti removal; and
- Connecting businesses to critical financing opportunities, such as grants and loans.

Borough President Reynoso supports the Industrial Jobs Coalitions' budget ask for FY 2026, including: a 50% increase in IBSP funding, indexing this funding to inflation, and shifting the funding from a 1-year to a 3-year contract. This funding increase is a smart investment, especially because the IBSPs can leverage other public and private funding sources to make sure every dollar goes further. Moreover, a recent study found that for every \$1 spent on manufacturing, there is a total impact of \$2.68 to the overall economy, the highest of any economic sector. By investing in IBSPs, we are investing in our economy, and in turn in a diverse, green, and thriving future for our city.

Thank you again for your attention to this issue. Borough President Reynoso looks forward to partnering with you, with the Council's M Zone Coalition, and with other City agencies to strengthen our industrial sector.

**Testimony before the Committee on Economic
Development's hearing on Industrial Business
Service Providers
from The Association for Neighborhood & Housing
Development (ANHD)
12/16/24**



Thank you Majority Leader Farias and Council Members for holding this hearing and offering the opportunity to submit testimony on the vital role of Industrial Business Service Providers (IBSPs) and how the City and City Council can best serve their needs. The Association for Neighborhood & Housing Development (ANHD) is a membership organization of NYC neighborhood-based housing and economic development groups, including CDCs, affordable housing developers, supportive housing providers, community organizers, and economic development advocates and service providers. Our mission is to build community power to win affordable housing and thriving, equitable neighborhoods for all New Yorkers. We believe housing justice is economic justice is racial justice.

As a key part of our work, we convene and participate in the Industrial Jobs Coalition, a citywide alliance of policy advocates, community organizations, and industrial business service providers fighting to protect, preserve, and grow the industrial sector in NYC.

We do this work because we recognize the vital role the industrial sector plays in creating a more equitable, thriving, and functioning New York City. Industrial jobs offer high wages, low barriers to entry, and opportunity pathways for a workforce that is 80% workers of color and over 50% foreign born. Preserving and growing these jobs lies at the heart of a true equitable economic development strategy.

- Industrial businesses are the second largest private sector employer in NYC, and pay an average wage of \$87,748 - significantly higher than retail and hospitality jobs
- 33% of all NYC jobs that pay over \$50,000 and do not require a college degree are industrial jobs.
- The industrial sector is essential to the functioning of New York City's services and infrastructure and is critical to climate resiliency and our transition to a green economy.

Industrial Business Service Providers play a crucial role in supporting the industrial sector. Since the start of the Adams' administration alone, IBSPs have provided services to close to 2,000 businesses in Industrial Business Zones in all five boroughs. These services include increasing public safety, accessing incentive programs, accessing finance, leasing affordable industrial space, and providing public education, as well as serving as a connector between industrial

businesses and City agencies, policies, and initiatives to help amplify and ensure their success. In addition, IBSPs are able to leverage other funding sources to amplify the impact of City funding and provide more impact for the taxpayer's dollars.

Yet City funding for IBSPs, managed by the Department of Small Business Services, has remained static for years and has not kept pace with inflation or the increasing responsibilities IBSPs have been asked to take on. In addition, IBSPs continually face long delays in receiving payment for their contracted work. This is true even as the support IBSPs provide remains more crucial than ever as they help industrial businesses navigate a difficult landscape that is often exacerbated by City policy, planning, and land use decisions that run counter to the preservation and growth of the industrial sector.

To ensure that IBSPs can continue to play their vital role in serving the industrial sector, we ask this Committee and City Council to help ensure that next year's City budget includes:

- A 50% increase in IBSP funding
- Indexing the funding to inflation
- Shifting the funding from a 1-year to a 3-year contract

Alongside our members in the Industrial Jobs Coalition, we believe these commitments are crucial in supporting IBSPs and ensuring they can continue to play the vital role they do. We look forward to working in partnership with the Council to enact these changes. Thank you for your time and consideration.

Allison Eden Studios, Inc.

**164 Cook St.
Brooklyn, NY 11206**

December 16, 2024

To NYC Council Committee on Economic Development

My name is Gary Goldenstein and my company is Allison Eden Studios, Inc. We manufacture mosaic art tile for interior design. We have been located in North Brooklyn since 2014. Currently we have 8 employees. I am testifying today in support of increasing funding for the Industrial Business Service Providers (IBSP) program citywide. We want to be sure that our IBSP, Evergreen Exchange, has the resources it needs to be able to assist small businesses so our community can thrive.

My business has been involved with Evergreen since 2014. They have helped us in many ways, including HR classes, obtaining energy incentives, and, as our landlord, has provided my company with a good work space at a fair monthly rent.

Industrial businesses like ours face a number of challenges in NYC such as high rent, challenging regulations, and high energy costs. Evergreen has been able to help us address these and other challenges.

Organizations like Evergreen provide services and impact well beyond the funding they receive, including in serving as a connector between industrial businesses and City agencies and policymakers. Protecting and promoting our industrial sector is crucial to the city's overall economic development. The sector provides close to 500,000 jobs in New York City, making up nearly 15% of the city's workforce, and contributes \$1.7 billion in tax revenues. The manufacturing and industrial sector is not only a strong component of our economy but a reliable source of jobs for many of our fellow New Yorkers. Without the support of organizations like Evergreen it would be much more difficult for businesses like mine to operate in NYC and supply high quality, high-paying, working-class jobs for our neighbors.

Thank you for your time and consideration. I urge this Committee and the Council to help ensure IBSPs have the funding and support they need to continue their vital work.

Sincerely,

Gary Goldenstein
President
Allison Eden Studios, Inc.



December 10, 2024

Eric Ottaway
CEO

NYC Council- Economic Development Committee

Re: Industrial Business Service Providers

To Whom it May Concern:

I write on behalf of The Brooklyn Brewery, located in Williamsburg, Brooklyn in the North Brooklyn Industrial Business Zone. We have been here since 1991, and currently employ over 60 people at this location. Our beers are enjoyed all across NYC, in most major US cities, and in 30 countries globally.

Doing in business in NYC is a challenge as I am sure you are well aware. The temptation to leave NYC and move to easier places to do business is ever-present, especially with states up and down the Eastern Seaboard and beyond regularly sending generous offers to move our business. Our heart, however, is in Brooklyn, and it is where we intend to stay.

The ability to remain where we are is in large part due to Evergreen, and their advocacy, guidance, and support. Without Evergreen, and other Industrial Business Service providers like them, life as a manufacturer would be much more difficult. NYC is a complicated place to do business, and, to its credit, NYC has established a number of programs to try to help. However, navigating the byzantine network of zoning, rules, and regulations on the one hand, and the web of programs that try to help on the other, would be near impossible without Evergreen and their brethren.

Evergreen are our eyes and ears on the ground, monitoring and alerting us to the many issues that affect us. They are the ones who advocate for us when needed, and help interpret the many changes that hit us every year. Staying on top of it all would be a full time job we could not afford.

With the rollout of City of Yes, Industrial Service Providers should be invested in more than ever. They are the critical link between NYC's industrial policies to support manufacturers, and the reality of execution on the ground. I have been part of numerous efforts over the last ten years to establish a healthier industrial policy framework that balances the many competing and deserving interests. These issues are vastly complicated and take time to study and understand, and, in parallel, administrations change, pandemics happen, and the city continues to evolve. In the meantime, Evergreen and its like, are the ones that make it possible to survive and operate on a daily basis while policy is developed.

I urge you to not only continue to support the Industrial Service Provider program, but to significantly increase your investment. They are short dollars whose effects are vastly multiplied.

Sincerely,

Brooklyn Brewery 79 N 11th St, Brooklyn, NY 11249 tel.718 486 7422 fax 718 486 7440 BrooklynBrewery.com
eottaway@brooklynbrewery.com

12/17/2024

Re: Industrial Business Service Providers

Dear Chair Fariás and members of the Committee on Economic Development,

As the owners of Brooklyn Cannery, we are writing to express our support for the Industrial Business Service Provider (IBSP) program. At our initial production facility in Gowanus and now our new facility in Sunset Park, we've worked extensively with the IBSP covering this area, the Southwest Brooklyn Industrial Development Corporation (SBIDC). Their assistance has been extremely valuable to our business, and the ability to utilize them as a resource has allowed us to continue to operate and expand as an industrial business in New York City.

We've taken part in SBIDC's Plan for Growth business education program, joined their networking events for businesses in the community, and received assistance on numerous issues including connections to financing partners, legal advice, connecting to workforce development programs, and guidance around city and state incentives. Having an IBSP in our neighborhood has helped to strengthen the local industrial community we belong to and to build a larger ecosystem of local businesses. It has also provided us an interlocutor between our business and city government, making it easier to understand and access city programs, services, and initiatives. As a woman and immigrant owned/operated family business without any formal business school degrees/training, the professional as well as business development opportunities we've received through our IBSP has been invaluable to our ability to successfully execute on our growth plan developed during SBIDC's Plan for Growth program.

For these reasons, we ask that the City Council maintain the Industrial Business Service Provider (IBSP) program, and support its expansion in next year's City Budget by increasing funding by 50%, indexing the funding to inflation, and shifting its provision from a 1 to a 3-year contract.

We are happy to provide any additional information or materials you may need for your consideration.

Sincerely,



Lauren Flack Barwinski



Maciej Barwinski

Hello everyone,

I appreciate the opportunity to testify today.

My name is Cindy Isidoro, and I am the Industrial and Sustainable Business Associate at the Business Outreach Center Network.

AT BOC we provide support to 3 industrial services areas throughout NYC. My work specifically focuses on the five Industrial Business Zones (IBZs) in the Bronx, which include Port Morris, Hunts Point, Zerega, Bathgate, and Eastchester.

As Industrial Business Service Providers, we offer technical assistance such as business planning, credit counseling, and city certifications. We also provide financing options to low- and moderate-income entrepreneurs who may not qualify for loans through traditional banks. Additionally, we connect businesses to green economy opportunities for example, supporting a business owner in Hunts Point to transition their fleet to electric vehicles or helping an HVAC owner in Zerega become a participating contractor with NYSERDA.

Our services extend beyond the funding we receive. We act as a connector between industrial businesses and City agencies, policies, and initiatives.

City funding for Industrial Business Service Providers has remained static for years and has not kept pace with inflation or the increasing responsibilities we are asked to take on.

To ensure IBSPs can continue to play a vital role in serving the industrial sector, we ask this Committee and City Council to help ensure that next year's City budget includes:

- A 50% increase in IBSP funding
- Indexing the funding to inflation
- Shifting the funding from a 1-year to 3-year contract

Thank you for your time and consideration.

Best,
Cindy Isidoro

FINE & RAW chocolate

70 Scott Ave, Brooklyn NY 11237

To Whom It May Concern,

I'm writing to request that NYC Department of Small Business Services issue a multi-year contract and increase the annual funding for Evergreen Exchange.

FINE & RAW chocolate is a chocolate manufacturer in the North Brooklyn Industrial Business Zone, specifically 70 Scott Ave. We employ 20 people.

Evergreen has been instrumental in helping us with

1. Business Assistance:

- Providing guidance on real estate issues
- Offer financial consulting, including access to funding opportunities and incentives tailored to our businesses.

2. Advocacy:

- Advocating for policies that support our industrial business and protecting our zone from being converted to non-industrial uses.
-

3. Workforce Development:

- Connecting us with skilled workers through job placement services.
- Training programs to improve workforce skills and meet the evolving needs of employers.

4. Networking and Community Building:

- Hosting networking events, workshops, and business roundtables to foster collaboration and knowledge sharing among our industrial neighboring businesses.

Sincerely,



Daniel Sklaar, FINE & RAW CEO



Testimony of Aron Kurlander

Director of Economic Development, Greater Jamaica Development Corporation

Good afternoon, members of the City Council. My name is Aron Kurlander, and I serve as the Director of Economic Development for the Greater Jamaica Development Corporation (GJDC), a nonprofit organization dedicated to advancing economic growth and community development in Southeast Queens. Thank you for providing me the opportunity to speak today.

For 57 years, GJDC has been deeply embedded in the Southeast Queens community, actively supporting the industrial sector for much of that time. As an on-the-ground industrial business service provider (IBSP) for Queens East, we've worked closely with local industrial businesses since the program's inception. Over the years, we've had the privilege of helping create and retain well-paying, blue-collar jobs—opportunities that sustain families and strengthen our community.

Let me share a couple of high-impact examples:

1. Gotham Greens

A few years ago, GJDC was instrumental in bringing Gotham Greens to Jamaica Avenue and 183rd Street. Their rooftop greenhouse facility spans 60,000 square feet, utilizing climate-controlled automation to grow millions of heads of fresh, leafy

greens annually. More importantly, this innovative project created 50 well-paying jobs, all filled by local residents.

2. **Bartlett Dairy**

More recently, GJDC assisted Bartlett Dairy in securing, bidding on, and building out a new, ground-up, state-of-the-art distribution facility. Despite delays caused by the COVID-19 pandemic, construction is nearing completion. This project will bring back over 200 union jobs to Southeast Queens.

These successes highlight the vital role organizations like GJDC play in fostering long-term economic stability. With dedicated funding and programmatic support, we've been able to establish deep relationships with local businesses, understand their unique needs, and mobilize resources during critical moments. This approach not only helps retain businesses in our communities but also creates pathways to well-paying, low-barrier-to-entry blue-collar jobs—jobs that do not require a degree but still offer middle-class wages and opportunities for advancement.

We urge the Council to recognize that sustained, stable, and adequate funding for local nonprofit economic development organizations yields significant returns on the city's investment. The industrial sector is essential—not only for manufacturing and distributing goods but also for providing good jobs that anchor families and communities.

Thank you for your time and continued support.

My name is Doug Young, and I represent Leerform Fabrication and Design, a company specializing in sustainable fabrication materials. We have proudly operated in North Brooklyn since 2019 and currently employ 30 individuals, contributing to our local economy.

I'm here today to emphasize how vital Evergreen has been to our success and to urge increased funding for the Industrial Business Service Providers (IBSP) program citywide. Simply put, Leerform would not exist without Evergreen.

Evergreen has guided us through finding capital funding and securing legal counsel—resources essential for any small business. They provided us and other business leaders with crucial education in financial, HR, and marketing literacy. When we needed a production facility, Evergreen not only helped us find one but also became our landlords when we needed to expand. They've been the lifeline we needed in moments of uncertainty, giving us the support to stay in business and grow.

The challenges industrial businesses face in NYC—high costs, complex regulations, and finding affordable space—can be overwhelming. Evergreen has been instrumental in helping us navigate these hurdles. Their work impacts not only businesses like ours but the city's economy as a whole.

Supporting organizations like Evergreen ensures this vital sector continues to thrive and provide high-quality jobs for our communities.

Thank you for your time and attention. I urge you to provide Evergreen and other IBSPs with the funding they need to continue their crucial work.



**New York City Council
Committees on Economic Development**

December 16, 2024

Testimony on Oversight – Industrial Business Service Providers

My name is Osagie Afe, and I am the Senior Business Assistance Manager at the Long Island City Partnership (LICP). I appreciate the opportunity to testify today on the role and importance of Industrial Business Service Providers (IBSPs) in New York City.

LICP serves as the neighborhood development organization for Long Island City (LIC). Our mission is to advocate for economic development that benefits LIC's industrial, commercial, science and technology, cultural, tourism, and residential sectors. We aim to attract new businesses, retain those already here, engage residents and visitors, and promote a vibrant and authentic mixed-use community. We also operate the LIC Business Improvement District and Industrial Business Zone (IBZ).

The industrial sector is critical to creating a more equitable city. As NYC's second-largest private-sector employer, industrial businesses provide middle-class jobs that serve as pathways to opportunity for our diverse workforce. These jobs pay, on average, nearly \$20,000 more annually than retail positions and almost twice as much as roles in the food and beverage industry. Notably, industrial businesses foster economic mobility, with 80% of workers being minorities and 50% being immigrants.

We are pleased to see the Council prioritizing the interests of industrial businesses. IBSPs are instrumental in supporting these businesses and keeping quality, high-paying jobs in New York City. This year, our team has provided one-on-one assistance to businesses in the LIC catchment area on a wide range of issues, including financing and incentives, real estate, operational challenges, energy savings, and more. We have helped 77 unique businesses—including 37 minority-owned and 14 women-owned businesses—address and resolve their challenges.

Despite this critical role, funding for IBSPs has remained static for over a decade. This lack of adjustment fails to account for inflation and the increasing responsibilities placed on IBSPs as they help an increasing number of businesses navigate a complex and often challenging economic landscape.

To ensure IBSPs can continue serving the industrial sector effectively, we urge the City Council to include the following in next year's budget:

- **Increase IBSP funding by 50%** to reflect inflation and the growing demand for services.
- **Index future funding to inflation** to provide stability
- **Shift IBSP contracts from a 1-year to a 3-year term** to allow for longer-term planning and efficiency.

In over a decade LICP has held its IBSP contract, funding has not increased, even as our responsibilities have expanded. With increased funding, we can add additional staff, expand our services, and increase outreach to include more businesses, thereby preserving vital jobs.

Martin Greenfield Clothiers, Ltd.

HAND TAILORED CLOTHING

239 Varet Street • Brooklyn • NY 11206 • Telephone: (718) 497-5480 • Fax: (718) 456-3365

December 16, 2024

To NYC Council Committee on Economic Development

My name is Tod Greenfield, and my company is Martin Greenfield Clothiers. We manufacture Hand tailored clothing. We have been located in North Brooklyn since 1977, and we are the last Unionized tailored clothing factory left in NYC. We manufactured desperately needed Masks and Hospital gowns for NYC Child services Agency, St. Nicks, and Downstate Medical during the Pandemic. We currently have 48 employees. I am testifying today in support of increasing funding for the Industrial Business Service Providers (IBSP) program citywide. We want to be sure that our IBSP, Evergreen Exchange, has the resources it needs to be able to assist small businesses so our community can thrive.

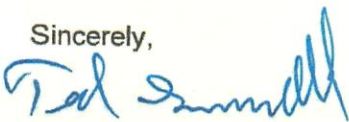
My business has been involved with Evergreen for over 30 years. They have helped us in many ways, including security, accessing governmental programs like ICAP, PPP, ERTC and Help with bogus complaints from illegal tenants in adjoining industrial buildings.

Independent Industrial businesses like ours face many challenges in NYC such as gentrification, high costs, residential encroachment, and burdensome expensive regulations. Evergreen has been able to help us address these and other challenges. We don't have the resources that larger nation-wide or public companies do. Evergreen helps us survive without expensive things like in-house counsel or teams dedicated to complying with dizzying and overlapping regulations.

Organizations like Evergreen provide services and impact well beyond the funding they receive, including in serving as a connector between industrial businesses and City agencies and policymakers. Protecting and promoting our industrial sector is crucial to the city's overall economic development. The sector provides close to 500,000 jobs in New York City, making up nearly 15% of the city's workforce, and contributes \$1.7 billion in tax revenues. The manufacturing and industrial sector is not only a strong component of our economy but a reliable source of jobs for many of our fellow New Yorkers. Without the support of organizations like Evergreen it would be much more difficult for businesses like mine to operate in NYC and supply high quality, high-paying, working-class jobs for our neighbors.

Thank you for your time and consideration. I urge this Committee and the Council to help ensure IBSPs have the funding and support they need to continue their vital work.

Sincerely,



Tod Greenfield

V.P.

Martin Greenfield Clothiers LTD

Email: suit@greenfieldclothiers.com

NATIONAL DISTRIBUTION ALLIANCE

December 18, 2024

RE: Testimony on Oversight - Industrial and Commercial Business Service Providers

To Whom It May Concern:

I am contacting you to testify in support of Industrial Business Service Provider (IBSPs).

My name is Anne Everhart and I am the Chief Inspiration Officer at National Distribution Alliance (NDA); I oversee legal, business development, HR, marketing and communications. More importantly, I have escalated to and relied on our IBSP (the Long Island City Partnership or LICP) for the past five or six years.

NDA operates multiple distribution centers, but our corporate HQ is on Review Avenue in Long Island City. We've been at this location for 18 years, occupy about 60K feet of space, employ about 40 people and provide income-earning situations for an additional 80 local independent owner/operators (ICs).

We provide wholesale distribution services to hundreds of local, national and international publishers, among them New York Times Company, News Corp, the NY *Daily News*, *FT*, *Time*, Conde Nast, DotDash Meredith and *Daily Racing Form*. Newspaper publishers long ago abandoned their own distribution operations so it's not an exaggeration to say that without NDA, newspapers simply would not be available for retail sale in the NY Metro area.

Frankly, I don't want to do business in New York City without the LICP. For small businesses (SMBs) like NDA, the IBSP is a vital conduit to City agencies and departments and an effective advocate for both parties. The men and women of LICP are dedicated, persistent and effective; they get timely results when the City leaves us with problems that materially affect our business.

Operating in New York City is challenging at best. Chief among our concerns are: 1/ our people (employees, ICs and guests) and their safe and reasonable commute to/from our offices; and 2/ our daily operations. We operate 24/7 and 365 days annually so we rely on the City to maintain roads and infrastructure such that they don't adversely affect either our daytime or nighttime operations. When the City fails to do so, we need experienced help.

Review Avenue connects Greenpoint and Borden Avenues (effectively, it connects Brooklyn/Queens to Manhattan via the Midtown Tunnel) and is the site of heavy industrial traffic. In my 18-year NDA tenure, I've never seen it repaved or even materially repaired. This lack of maintenance puts all users at risk and is the subject of many of our complaints. The area is low-lying and proximal to the flood-prone Newtown Creek. Catch basins are clogged; abandoned railroad tracks poke through crumbling pavement; axle-busting potholes open; and sections of roadway have collapsed, often well below grade.

Before discovering the LICP, we reported Review's hazards to 311 but each report left us feeling hopeless and ignored. We supplied 311 with still and video images as evidence, but the City paid little more than lip service to our reports, telling us that our complaints were investigated and repairs were made when we could plainly see evidence to the contrary. For example, the catch basin at the foot of our primary loading bay: it routinely flooded (and in winter, froze). Flooding often spread curb-to-curb



so passing traffic literally cast wakes as they drove by. Deep water and grime swamped the sidewalk, swept into our facility where it interrupted operations and threatened the safety of our/our publishers' personnel and pedestrians. We reported it to 311 repeatedly but for quite some time, no material repairs were made. We were not yet a member of the LICP, but in frustration, escalated the matter to it and within days, remediation had begun. To our delight, the LICP functioned like project managers; they contacted relevant City departments and remained involved – advocating for both parties' interests – until repairs were complete.

The catch basin in just one example. We've collaborated with the LICP on numerous matters, including recruiting and training; last mile delivery; subleasing; congestion pricing; the proposed Review Avenue bike lane; COVID/labor law matters; and illegal parking. In these matters, LICP worked with NDA and other area businesses to inform, build community and lead, when appropriate.

We value the LICP and are sincerely grateful for the team's dedicated work. I cannot imagine remaining in New York City if such vital, practical assistance is stripped away. We SMB executives bear many, often disparate responsibilities and simply don't have the knowledge or bandwidth to ferret out/interact with the appropriate City department(s); to communicate relevantly and or wait for reply. For us, both resource allocation and substance are in play: even if we had time to learn the intricacies of City bureaucracy and the patience to wait for reply, ours would be a lone voice in the wind rather than the IBSP's informed and representative voice of many. For SMBs, every minute devoted to these City matters is time taken away from revenue-producing operations.

Moreover, IBSPs contribute significantly to fostering and maintaining a healthy environment in which to conduct business. They actively participate in the feedback loop between businesses and the City. They help us get things done and are central repositories of data and information, segmented by business district, from which the City derives benefit. They have their fingers on the pulse of business in each district; they are on the front lines of threats, challenges, what's trending and or what's merely piffle. This two-way loop creates a healthy, productive environment and helps the City attract and retain businesses.

Respectfully, we urge you to continue funding IBSPs and to support the vital work they do.

Feel free to contact me if I can provide any additional information.

Sincerely,

A handwritten signature in black ink, appearing to be 'Anne Everhart', written in a cursive style.

Anne Everhart
Chief Inspiration Officer

CC: Charles Yu & Osagie Afe, Long Island City Partnership
Michael Presto & Mike Pouchie, National Distribution Alliance, LLC

TESTIMONY

**NYC City Council
Committee on
Economic
Development**
Amanda Farías, Chair

December 16, 2024

Note: This testimony reflects the position of Pratt Center for Community Development and not necessarily Pratt Institute

Oversight - Industrial and Commercial Business Service Providers

Pratt Center for Community Development works for a more just, equitable and sustainable New York City through participatory planning, applied research, and policy advocacy in collaboration with community-based organizations. We strongly believe in advancing an equitable local economy that includes a strong industrial sector because of the employment opportunities and career pathways it provides to people with limited educational attainment. The city's industrial sector also plays a critical role in promoting sustainability since it decreases the amount of goods that are brought to the city via long-distance trucking. Finally, the industrial sector contributes to local supply chains that help other economic sectors in the city thrive.

By leveraging other funding sources, Industrial Business Service Providers (IBSPs) are able to amplify the impact of their City funding, providing services well beyond the public dollars they receive. They serve as a connector between industrial businesses and City agencies, policies, and initiatives to help amplify and ensure their success.

Despite the work they do to help to keep quality, high-paying, working-class jobs in New York City, City funding for IBSPs has remained fixed for years and has not kept pace with inflation or the increasing responsibilities they are asked to take on. Moreover, IBSPs continually face long delays in payment for their contracted work even while it remains more critical than ever as they help businesses navigate a challenging economic and land use landscape.

To ensure IBSPs can continue to play a vital role in serving the industrial sector, we ask this Committee and City Council to help ensure that next year's City budget includes:

- A 50% increase in IBSP funding
- Indexing the funding to inflation
- Shifting the funding from a 1-year to 3-year contract

Thank you for holding this hearing and this opportunity to submit this testimony.

For more information, contact

PAULA CRESPO
Senior Planner
Pratt Center for Community Development

63 Flushing Avenue, Building 3, Suite #701
Brooklyn, NY 11205
pcrespo@prattcenter.net





78 Gerry Street, Brooklyn, NY 11206
718.599.4583 | 718.599.1250
www.shanghaimks.com

December 13, 2024

To NYC Council Committee on Economic Development,

My name is Ernie Wong. I'm the owner of Shanghai MKS, a company located at 78 Gerry Street, Brooklyn, NY 11206. We design, build, service and maintain mobile food trucks and trailers for New York City and Greater New York area and beyond. We have been located in North Brooklyn since 1992. Currently we have 7 employees.

I am testifying today in support of increasing funding for the Industrial Business Service Providers (IBSP) program citywide. We want to be sure that our IBSP, Evergreen Exchange, has the resources it needs to be able to assist small businesses so our community can thrive.

I have been a member of Evergreen since 2008, sit on the board since 2011, and became Board Secretary in 2022. My business has been involved with Evergreen since 2006. They have helped us in many ways, including advocacy, guidance, education, and fund securement.

In 2006, our business faced a major crisis and Evergreen was able to assist our business with much needed advocacy! Evergreen has been an essential part of our business' existence, development, and growth. Many more industrial businesses like ours need their help. They face a plethora of challenges in NYC, such as regulatory issues and navigation, human resource development and training, capital borrowing and securement, employee and transportation logistics, and much more. They were able to help us and many more business address these and other challenges.

Organizations like Evergreen provide services and impact well beyond the funding they receive, including in serving as a connector between industrial businesses and City agencies and policymakers. Protecting and promoting our industrial sector is crucial to the city's overall economic development. The sector provides close to 500,000 jobs in New York City, making up nearly 15% of the city's workforce, and contributes \$1.7 billion in tax revenues. The manufacturing and industrial sector is not only a strong component of our economy but a reliable source of jobs for many of our fellow New Yorkers. Without the support of organizations like Evergreen, it would be much more difficult for businesses like mine to operate in NYC and supply high quality, high-paying, working-class jobs for our neighbors.

Thank you for your time and consideration. I urge this Committee and the Council to help ensure IBSPs have the funding and support they need to continue their vital work.

Sincerely,

A handwritten signature in black ink, appearing to read "Alney (Ernie) Wong", written over a light blue horizontal line.

Alney (Ernie) Wong
President
Shanghai MKS



SBIDC

Southwest Brooklyn Industrial Development Corporation

24 14 1st Street, 2nd Floor
Brooklyn, NY 11232
718-965-3100 fax: 718-577-5858
SBIDC.org

Jesse Solomon
Executive Director

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Five Boroughs Brewing Co.

12/16/2024

Re: Industrial Business Service Providers

Good afternoon Chair Farías and members of the Committee on Economic Development,

The Southwest Brooklyn Industrial Development Corporation is a mission-driven, nonprofit that has been supporting industrial businesses and their workforce along the working waterfronts of Sunset Park, Red Hook and Gowanus for over 40 years. Our work is possible due to the Industrial Business Service Provider contract, and we leverage this funding to keep quality accessible working-class jobs in New York City.

Industrial jobs are extremely important to our communities as they provide strong wages, low barriers to entry, and career pathways for those without college educations and those for whom English is a second language. Citywide, industrial businesses pay an average wage of \$87,748, and they comprise 33% of all jobs in NYC that pay more than \$50,000 while not requiring a college degree.

As an IBSP, our organization provides a wide-range of free support services so that industrial firms can continue to do business in Brooklyn. We help businesses access financing, find new space to operate, navigate city agencies, and help register MWBEs. We also play a critical role in connecting industrial and manufacturing businesses to each other, fostering a local ecosystem of economic benefits for the neighborhood and helping to keep production jobs in Brooklyn. Finally, we offer educational courses and workshops to MWBEs to help them stay resilient, expand their sales and job offerings, and grow their revenue. In 2024 alone, SBIDC has worked with over 250 unique businesses. We had 73 businesses take part in our workshops and trainings this year.

The IBSP contract is a vital source of funding which allows our organization to continue to operate, but we also leverage it alongside other sources. This provides the City a significant return on your investment in us. However, year after year it becomes more difficult to continue to maintain our staffing and provide this number of free services while the IBSP contract we rely on has remained static and has not been adjusted for inflation for many years. Given the crucial challenges ahead of us with transitioning to a green economy, rising costs, halting the headwinds of gentrification, and ever-present battles over land use, our industrial jobs are more important than ever. We ask the Committee and City Council to ensure that our organizations can continue to offer these important services to industrial and

manufacturing businesses in our community by including three items in relation to IBSPs in next year's City budget:

- A 50% increase in IBSP funding
- Indexing the funding to inflation
- Shifting the funding from a 1-year to 3-year contract

Thank you for your time today, for understanding the importance of the industrial sector to our city by scheduling this hearing, and for your continued efforts to ensure quality jobs and equitable economic growth across New York.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Solomon". The signature is fluid and cursive, with a large initial "J" and a long, sweeping underline.

Jesse Solomon
Executive Director, SBIDC, SBIDC
241 41st Street, Brooklyn, NY 11232



December 16, 2024

To the NYC Council Committee on Economic Development

My name is Alice Mok, and I represent Wonton Food Inc., a manufacturer of noodles, wrappers, crispy noodles, and fortune cookies. We have been in North Brooklyn since the early 1980s and have been in business for 51 years. Currently, we employ 308 people in Brooklyn and a total of 435 employees across New York. I am testifying today in strong support of increasing funding for the Industrial Business Service Providers (IBSP) program citywide. It is crucial that our IBSP, Evergreen Exchange, has the resources it needs to assist small businesses and ensure our community continues to thrive.

We have been partnering with Evergreen since 2008, and they have been a steadfast ally in supporting our company through the complexities of government funding and various operational challenges. Their services span a wide range of needs, including marketing initiatives such as trade show participation and workshops, as well as vital real estate support. Evergreen has been invaluable in helping us navigate complex government processes, resolving signage issues, securing necessary extensions, and managing street closures during COVID. Furthermore, they have assisted in mitigating the impacts of construction and addressing logistical challenges, ensuring smooth loading zone operations and resolving truck navigation issues. Their consistent support has been essential to our ongoing success.

Industrial businesses like ours face numerous challenges in New York City, particularly as gentrification reshapes neighborhoods. The surge in residential development has led to increased traffic—both vehicular and pedestrian—reduced street parking, and limited access to loading zones, all of which complicate our operations. These changes have made it increasingly difficult for businesses like ours to function efficiently. Thankfully, Evergreen has been instrumental in helping us navigate these challenges, enabling us to sustain our operations in an ever-changing environment.

Organizations like Evergreen have a broad and far-reaching impact that goes well beyond the funding they receive. They serve as crucial intermediaries between industrial businesses and City agencies and policymakers. Supporting the industrial



WONTON 云吞食品公司
FOOD INC.

220-222 MOORE STREET
BROOKLYN, NY 11206
TEL: (718) 628-6868
FAX: (718) 628-1028
WWW.WONTONFOOD.COM

sector is essential for the city's overall economic development. This sector employs nearly 500,000 people in New York City, accounting for almost 15% of the workforce, and contributes \$1.7 billion in tax revenue. The manufacturing and industrial sectors not only strengthen the economy but also provide high-quality, well-paying jobs for many working-class New Yorkers. Without the support of organizations like Evergreen, businesses like mine would face significant challenges operating in NYC and providing these critical jobs to our communities.

Thank you for your time and consideration. I urge this Committee and the Council to ensure that IBSPs receive the funding and support necessary to continue their vital work.

Sincerely,

Alice Mok
AVP, Marketing & Public Affairs
Wonton Food Inc.

GMDC

1155 MANHATTAN AVENUE
BROOKLYN, NY 11222
PHONE 718-383-3935 FAX 718-964-9080
WWW.GMDCONLINE.ORG

December 16, 2024

New York City Council Committee on Economic Development

Re: Oversight - Industrial and Commercial Business Service Providers

Dear City Council Majority Leader Farias,

Greenpoint Manufacturing and Design Center (GMDC) is the City's premier non-profit industrial real estate developer of affordable manufacturing space. GMDC has developed over 725,000 SF of industrial space in Brooklyn and Queens for occupancy by small manufacturing businesses. We currently own and manage seven buildings which are home to over 760 manufacturing jobs among 130 companies. Our tenants include woodworkers, cabinetmakers, display makers, metal workers, and a variety of artisanal trades and artists.

As a member of the Industrial Jobs Coalition (IJC), GMDC is a part of a network of industrial sector partners, non-profit developers, and industrial business service providers (IBSPs) that collaborate to grow and preserve the manufacturing sector in New York City. IBSPs such as Evergreen Exchange and Southwest Brooklyn Industrial Development Corporation (SBIDC) offer critical services and resources for industrial and manufacturing businesses to grow and expand their operations and jobs.

Many of GMDC's small business tenants are members of Evergreen Exchange, the IBSP serving the North Brooklyn Industrial Business Zone (IBZ), as three of our seven properties operate within the North Brooklyn IBZ and benefit from Evergreen's services. This includes TwoSeven Inc., one of GMDC's largest tenants that employs over forty workers. Evergreen and the other IBSPs also circulate community news and keep tenant businesses apprised of local land use, transportation, and industrial policy changes that impact their business.

A number of GMDC's tenants have also benefited from programs such as Plan for Growth, an accounting and finance training series offered by SBIDC. Small business tenants in GMDC's newest building in Brownsville and in Ozone Park have participated in the program.

The work that the IBSPs do remains more crucial than ever as industrial businesses continue to rely on these non-profit organizations to leverage their expertise and guidance in growing and preserving the industrial sector in New York City. **GMDC urges this Committee and the City Council to continue to support their work through the funding they need coming to them in a timely fashion and keeping pace with inflation. Additionally, the IBSPs need to secure the funding for their work in long term contracts (3 years or more). These changes would allow them to be even more effective than they already are in supporting small manufacturing businesses in New York City.**

Thank you for your review and please contact me if you have any additional questions or comments at (718)-383-3935 x12.

Thank you,



Brian T. Coleman
CEO

**THE COUNCIL
THE CITY OF NEW YORK**

Appearance Card

I intend to appear and speak on Int. No. _____ Res. No. _____
 in favor in opposition

Date: _____

(PLEASE PRINT)

Name: Osagie Abe

Address: _____

I represent: _____, LLC, 11/10

Address: _____

**THE COUNCIL
THE CITY OF NEW YORK**

Appearance Card

I intend to appear and speak on Int. No. _____ Res. No. _____
 in favor in opposition

Date: _____

(PLEASE PRINT)

Name: Doug Young

Address: 500 Stagg St.

I represent: Learnform

Address: _____

**THE COUNCIL
THE CITY OF NEW YORK**

Appearance Card

I intend to appear and speak on Int. No. _____ Res. No. _____
 in favor in opposition

Date: _____

(PLEASE PRINT)

Name: Leah Archibald

Address: 2 Kingsland

I represent: Evergreen

Address: _____

Please complete this card and return to the Sergeant-at-Arms

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[]

I intend to appear and speak on Int. No. _____ Res. No. _____
 in favor in opposition

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(PLEASE PRINT)

Name: Kitty Chan

Address: _____

I represent: SBS

Address: _____

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I intend to appear and speak on Int. No. _____ Res. No. _____
 in favor in opposition

Date: _____

(PLEASE PRINT)

Name: Sherril Lane

Address: _____

I represent: SBS

Address: _____

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Appearance Card

[]

I intend to appear and speak on Int. No. 11/14 Res. No. 11/14
 in favor in opposition

Date: 12/16/24

(PLEASE PRINT)

Name: KITTY CHAN

Address: 1 Liberty Plaza, New York, N.Y.

I represent: NYC SMALL BUSINESS SERVICES

Address: 1 Liberty Plaza, N.Y., N.Y.

◆ Please complete this card and return to the Sergeant-at-Arms ◆

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THE CITY OF NEW YORK**

Appearance Card

I intend to appear and speak on Int. No. N/A Res. No. N/A

in favor in opposition

Date: 12/16/24

(PLEASE PRINT)

Name: SHERRI LANE

Address: 1 Liberty Plaza, New York, N.Y.

I represent: NYC SMALL BUSINESS SERVICES

Address: 1 Liberty Plaza

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Appearance Card

I intend to appear and speak on Int. No. _____ Res. No. _____

in favor in opposition

Date: _____

(PLEASE PRINT)

Name: Lacey Tauber

Address: _____

I represent: Brooklyn Borough President Reynolds

Address: _____

Please complete this card and return to the Sergeant-at-Arms