BUILDINGS THAT WORK

Greenpoint Manufacturing and Design Center Local Development Corporation / Brooklyn, New York
GMDC MISSION

The Greenpoint Manufacturing and Design Center creates and sustains viable manufacturing sectors in urban neighborhoods through planning, developing, and managing real estate and offering other related services.
The tenants at GMDC represent a range of new types of industry in New York City. Small manufacturing and artisanal businesses—and the jobs that they create—are a vital part of the local economy. The GMDC tenants' industries and businesses have been classified into five major categories:

- Fine Art/Graphic Arts
- Manufacturing
- Architecture
- Woodworking
- Artisan

- Metalworking
  - Leather Working
  - Home Furnishings
- Cabinet Making
  - Antique Restoration
  - Frame Making
- Costume / Garment
  - Printmaking
  - Glass and Ceramics
  - Jewelry
  - Displays
• 91% of the workers in GMDC buildings live in New York City

• 48% live in Brooklyn

• 29% live in BK Community Board 1
### Average Annual Salaries by Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Salary</th>
</tr>
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<tbody>
<tr>
<td>Woodworker</td>
<td>$51,432</td>
</tr>
<tr>
<td>Artisan</td>
<td>$43,627</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>$41,857</td>
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<tr>
<td>Architecture / Design</td>
<td>$39,444</td>
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<tr>
<td>Fine artist / Graphic artist</td>
<td>$31,730</td>
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<tr>
<td>GMDC Average</td>
<td>$41,618</td>
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GMDC Average Salary: **$41,618**

compared to

Retail Sector: **$27,240**

Food Prep and Service: **$24,980**


Greenpoint Manufacturing and Design Center Local Development Corporation / Brooklyn, New York
TOTAL WORKERS IN GMDC BUILDINGS: 508

Worker Type

Pay Structure for Workers

- Hourly 57%
- Salaried 30%
- Commission 5%
- Other 8%
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<th>Total</th>
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<tr>
<td><strong>Business Revenue</strong></td>
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<td>$ 16,036,132</td>
<td>$ 18,845,782</td>
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<td><strong>Employee Wages</strong></td>
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Greenpoint Manufacturing and Design Center Local Development Corporation / Brooklyn, New York
## GMDC's ANNUAL ECONOMIC IMPACT

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GMDC’s ANNUAL ECONOMIC IMPACT

- The 508 jobs located in GMDC’s buildings create an additional 268 jobs, totaling 776 jobs.

- The $86m of revenue and wages generated in GMDC’s buildings generate an additional $45m of economic activity in New York City and the region, totaling $131 million.

Greenpoint Manufacturing and Design Center Local Development Corporation / Brooklyn, New York
Mode of Transportation to Work

- Walk/Bike: 33%
- Public Transportation: 17%
- Drive: 50%

Workers Education Level

- Did not graduate HS: 14%
- High School Graduate: 7%
- College Graduate: 45%
- Graduate Work: 34%

Percent of Workers That:

- Speak English as a second language: 46%
- Are in a union: 8%
- Receive health benefits through employment: 26%
- 100% Employer Paid: 22%
- Partial employee contribution: 78%
Total Workers in GMDC Buildings: 508

Total Tenants in GMDC Buildings: 99
Primary Motivation for Locating at GMDC (Top 5 answers)

1. More space
2. Lower / reasonable rent
3. Locational advantage
4. Stable / long lease
5. Supportive landlord / working building

Has GMDC Location Helped?

- Yes  95%
- No   5%

Average Years in Business  18.5

Average Tenure at GMDC  8

Top 3 Benefits of Locating in NYC (listed by rank)

1. Proximity to markets
2. Quality of life
3. Proximity to suppliers
GOTHAM GREENS

Greenpoint Manufacturing and Design Center Local Development Corporation / Brooklyn, New York
GO THAM GREENS

• The nation’s first commercial urban rooftop farm built on GMDC’s 810 Humboldt Street building

• 15,000 SF
• Employing over 20 people
• Utilizes solar energy system
• Construction began in fall 2010, operations began in April 2011, the first crop went to market in June 2011
• Produce 80 tons of premium quality lettuces and basil annually
• Expanding to other leaf and vine crops in 2012
• Product sold to Whole Foods, Fresh Direct, Union Market

Greenpoint Manufacturing and Design Center Local Development Corporation / Brooklyn, New York
2930 JASPER STREET, PHILADELPHIA

• Former Lomax Rug and Vinyl Warehouse
• 80,000 SF
• $8.6 million development project
• Currently, Habitat for Humanity Philadelphia ReStore on ground floor
• Space for approximately 38 small and mid-sized manufacturing businesses on upper floors
1102 ATLANTIC AVENUE, BROOKLYN

• Former E.A. Wildermuth Auto Parts Factory

• 42,000 SF building in Crown Heights, Brooklyn, NY

• $11.4 million development project
  • $4.6m in public subsidy
  • $3.2m in New Markets Tax Credits
  • $3.6m in debt

• Space for approximately 12 small and mid-sized manufacturing businesses employing 52 workers in living wage jobs
THANK YOU