The Greenpoint Manufacturing and Design Center (GMDC) is the premier nonprofit industrial developer in New York City. Since its inception in 1992, GMDC has rehabilitated seven manufacturing buildings in Brooklyn for occupancy by small manufacturing enterprises, artisans and artists. GMDC currently owns and manages five of these properties, the newest among them being the recently completed redevelopment project at 1102 Atlantic Avenue. Together these properties represent more than 600,000 square feet of space, and are occupied by 111 businesses that together employ over 620 people.

During the spring of 2016, GMDC conducted its fourth tenant survey with the goal of generating a current statistical portrait of the tenants that occupy the five GMDC owned and managed buildings. The survey questions were designed to address pertinent topics such as type of production, business revenue, number and residential distribution of workers, and minority and female-owned businesses. This year’s Tenant Survey Report received a 95% response rate, which is a response from 106 of the 111 tenants at GMDC.

The information gathered from this survey demonstrates that manufacturing and artisanal businesses are vital to New York City because they significantly contribute to the local economy and provide full-time jobs for many local residents, including minorities and women. For example, the data show that of the 106 businesses that responded to the survey, 45% of them are either owned or co-owned by minorities or women, of the 624 workers in GMDC buildings, 56% of them live within Brooklyn, and 65% of businesses in GMDC buildings distribute their products within New York City.

In 2010, 90% of tenants reported that the economic downturn negatively affected their businesses. GMDC is pleased to report that many tenant’s businesses have seen significant improvement since then. Average business revenue has increased since 2010, as well as average annual salaries for GMDC workers.

The statistical report and analysis following is arranged using the following classification headings: Tenant Information, Worker Demographic, Worker Information, Prior Tenant Data, Tenant Environment, and GMDC Annual Economic Impact.
The tenants at GMDC represent a range of small scale industries in New York City. Small manufacturing and artisanal businesses—and the jobs that they create—are a vital part of the local economy. GMDC tenants’ industries and businesses have been classified into three major categories: Custom Fabrication; Woodworking; and Fine Art. But within these overarching categories are specific types of craft and industry that represent current GMDC tenant businesses.
Since 2007, GMDC has seen a 63% increase in female-owned businesses and 33% increase in minority-owned businesses.
Workers by Sector

- Custom Fabrication: Male 216, Female 102
- Fine Art: Male 45, Female 38
- Woodworking: Male 185, Female 33

Total Amount of Workers: 624
- Female: 28%
- Male: 72%

Compared to 2007 data, the total worker population has increased by 30% from 480 workers.

Percent of Workers

- Speak English as a Second Language: 29%
- Recieve health benefits through employment: 30%
  - Employer Paid: 25%
  - Partially Paid: 70%
  - Employee Paid: 4%

Percent of Workers by Educational Levels

- College: 48%
- High school: 27%
- Post graduate: 15%
- Did not graduate high school: 5%
- Tech school: 5%
**Type of Workers**

- **Full-time** 73%
- **Part-time** 16%
- **Temp/Seasonal** 11%

**Workers Mode of Transportation**

- Public Transportation: 51%
- Walk / Bike: 26%
- Drive: 23%

**Average Annual Salary in GMDC Buildings $49,000**

- 2013 Average Annual Salary: $47,286
- 2010 Average Annual Salary: $41,618
- 2007 Average Annual Salary: $39,876

**Compared to:**

- Retail Sector: $27,030
- Food Prep and Service: $27,310

**Workers Number by Building**

<table>
<thead>
<tr>
<th>Building</th>
<th>SF</th>
<th>Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>1102 Atlantic Avenue</td>
<td>50k</td>
<td>53</td>
</tr>
<tr>
<td>1155 Manhattan Avenue</td>
<td>360k</td>
<td>356</td>
</tr>
<tr>
<td>7 St. Nicholas Avenue</td>
<td>22k</td>
<td>36</td>
</tr>
<tr>
<td>221 McKibbin Street</td>
<td>72k</td>
<td>78</td>
</tr>
<tr>
<td>810 Humboldt Street</td>
<td>95k</td>
<td>101</td>
</tr>
</tbody>
</table>

**By Sector**

- **Woodworking**: $50,158
- **Custom Fabrication**: $51,486
- **Fine Art**: $30,466

### PRIOR TENANT DATA

#### Business Location Prior to GMDC
- **Brooklyn**: 69%
- **Manhattan**: 20%
- **Queens**: 6%
- **Bronx**: 1%
- **Out of Region**: 4%

#### Length of Lease Prior to Relocating to GMDC
- No Lease: 6%
- Month to Month: 19%
- 1-2 Years: 18%
- 2-5 Years: 21%
- 5-10 Years: 22%
- 10+ Years: 14%

#### Business Moves Prior to GMDC
- No Moves: 46%
- 1 Move: 21%
- 2-3 Moves: 27%
- 4+ Moves: 6%

#### Average Years in Business Overall
- 20

#### Average Years in Business at GMDC
- 9

#### Top 5 Reasons for Leaving Prior Location
- Insufficient Space
- Rent Increase
- No Renewal Offered
- Other Reasons (changing uses)
- Poor Quality of Space

#### Tenants reported GMDC has resolved

- **“all issues”**: 73%
- **“some issues”**: 27%
Top 3 Benefits of Locating in NYC
- Proximity to Markets
- Proximity to Suppliers
- Quality of Life

Top 3 Challenges of Locating in NYC
- Rent
- Labor Costs
- Real Estate Market

Product Distribution Level
- New York City: 64%
- Regionally: 21%
- Nationally: 7%
- Internationally: 8%

GMDC Annual Economic Impact

<table>
<thead>
<tr>
<th>GMDC Annual Economic Impact</th>
<th>Direct</th>
<th>Indirect</th>
<th>Induced</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Revenue</td>
<td>$95,025,000</td>
<td>$23,318,033</td>
<td>$27,403,527</td>
<td>$145,746,560</td>
</tr>
<tr>
<td>Employee Wages</td>
<td>$27,317,275</td>
<td>$6,322,519</td>
<td>$7,029,720</td>
<td>$40,699,115</td>
</tr>
<tr>
<td>Value Added</td>
<td>$10,296,378</td>
<td>$1,978,670</td>
<td>$1,231,762</td>
<td>$13,506,810</td>
</tr>
<tr>
<td>Jobs Created &amp; Retained</td>
<td>624</td>
<td>156</td>
<td>174</td>
<td>954</td>
</tr>
</tbody>
</table>

Annual Economic Impact $199,922,485
Where Do GMDC Workers Live in New York City?

**Workers Per Zip Code**
- 1 Dot = 1 Worker
- Randomly placed within reported zip code
- GMDC Building

**Boroughs**
- Bronx
- Brooklyn
- Manhattan
- Queens
- Staten Island

### Worker Residential Distribution by Borough

<table>
<thead>
<tr>
<th>Borough</th>
<th>Number of Workers</th>
<th>Percent of Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brooklyn</td>
<td>304</td>
<td>55%</td>
</tr>
<tr>
<td>Queens</td>
<td>114</td>
<td>21%</td>
</tr>
<tr>
<td>Manhattan</td>
<td>67</td>
<td>12%</td>
</tr>
<tr>
<td>Bronx</td>
<td>14</td>
<td>3%</td>
</tr>
<tr>
<td>Staten Island</td>
<td>7</td>
<td>1%</td>
</tr>
</tbody>
</table>

**Total NYC Residents** 506* 92%

*This data is based on an 88% response rate from GMDC's tenant workforce. All data is self-reported.

Source: 2016 GMDC Tenant Survey