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 eight manufacturing buildings in Brooklyn for occupancy by small manufacturing enterprises, artisans and artists. GMDC currently owns and manages six of these properties, the newest among them being the recently completed redevelopment project at 101-01 95th Avenue in Ozone Park, Queens. Together these properties represent more than 620,000 square feet of space, and are occupied by 112 businesses that together employ over 700 people.

During the summer of 2019, GMDC conducted its fifth tenant survey with the goal of generating a current statistical portrait of the tenants that occupy the six 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 women-owned businesses. This year’s Tenant Survey Report received a 98% response rate.

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 112 tenants’ businesses, 49% of them are either owned or co-owned by minorities or women; of the 721 workers in GMDC buildings, 92% of them live within New York City; and 63% of businesses in GMDC buildings distribute their products within New York City.

The statistical report and analysis following is arranged using the following classification headings: GMDC Portfolio Overview, Tenant Information, Worker Demographics, Worker Information, Prior Business Location, Tenant Environment, and GMDC Annual Economic Impact.
### GMDC PORTFOLIO OVERVIEW

#### Current Number of Tenants and Workers by Building

<table>
<thead>
<tr>
<th>Building</th>
<th>Tenant Space (SF)</th>
<th>Tenants</th>
<th>Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>1155 Manhattan Avenue</td>
<td>360,000 SF</td>
<td>74</td>
<td>398</td>
</tr>
<tr>
<td>810 Humboldt Street</td>
<td>95,000 SF</td>
<td>14</td>
<td>87</td>
</tr>
<tr>
<td>221 McKibbin Street</td>
<td>72,000 SF</td>
<td>9</td>
<td>109</td>
</tr>
<tr>
<td>1102 Atlantic Avenue</td>
<td>50,000 SF</td>
<td>10</td>
<td>55</td>
</tr>
<tr>
<td>7 St. Nicholas Avenue</td>
<td>24,000 SF</td>
<td>4</td>
<td>49</td>
</tr>
<tr>
<td>101-01 95th Avenue*</td>
<td>19,000 SF*</td>
<td>1</td>
<td>23</td>
</tr>
<tr>
<td>GMDC Entire Portfolio</td>
<td>620,000 SF</td>
<td>112</td>
<td>721</td>
</tr>
</tbody>
</table>

*Because the building is still under renovation, the tenant and employee information for this building only accounts for 19,000 SF of manufacturing space leased to one business. Once fully leased, the building will offer 85,000 SF of manufacturing space to multiple businesses.*
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’ 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.
Compared to 2007, GMDC doubled its number of Minority- and Women-Owned businesses from 27 to 54 businesses.
**WORKER DEMOGRAPHICS**

**Current Number of Workers 721**
- Men: 73%
- Women: 27%

**Workers by Sector**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Men %</th>
<th>Women %</th>
</tr>
</thead>
<tbody>
<tr>
<td>CUSTOM FABRICATION</td>
<td>71%</td>
<td>29%</td>
</tr>
<tr>
<td>FINE ART</td>
<td>47%</td>
<td>53%</td>
</tr>
<tr>
<td>WOODWORKING</td>
<td>84%</td>
<td>16%</td>
</tr>
</tbody>
</table>

**Highest Level of Education**

- College Degree: 47%
- High School Diploma: 26%
- Technical School Diploma: 10%
- No HS Diploma: 7%
- Post Graduate Diploma: 10%

**Mode of Transportation to Work**

- Drive: 23%
- Walk/Bike: 20%
- Public Transportation: 57%

**Employment Status of Workers**

- Permanent Full-Time Workers: 77%
- Permanent Part-Time Workers: 10%
- Temporary Full-Time Workers: 4%
- Temporary Part-Time Workers: 9%

**Speak English as a Second Language**: 37%
WORKER INFORMATION

**Average Annual Overall Worker Salary**

The average annual salary for workers in GMDC buildings is $50,704 in 2019. This is well above living wage standards and higher than averages for both the local retail and food service sectors.

- **Retail Salesperson** $30,290*
- **Food Prep and Service Worker** $27,770*

* Source: Bureau of Labor Statistics 2018 New York-Newark-Jersey City, NY-NJ-PA Metropolitan Division

**Health Benefits Offered by Tenants**

Less than 1% of GMDC’s tenants are required by law to provide health benefits

- **Tenants Who Provide Health Benefits** --- 37%
- **100% Employer Paid** --- 16%
- **Partially Funded** --- 17%
- **100% Employee Paid** --- 4%

**Average Annual Worker Salary by Sector**

- CUSTOM FABRICATION: $56,062
- FINE ART: $38,750
- WOODWORKING: $66,159

**Average Annual Overall Worker Salary**

- 2007: $39,876
- 2010: $41,618
- 2013: $47,286
- 2016: $49,100
- 2019: $50,704
### PRIOR BUSINESS LOCATION

#### Business Location Prior to GMDC

<table>
<thead>
<tr>
<th>Location</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brooklyn</td>
<td>71%</td>
</tr>
<tr>
<td>Manhattan</td>
<td>18%</td>
</tr>
<tr>
<td>Queens</td>
<td>8%</td>
</tr>
<tr>
<td>Bronx</td>
<td>1%</td>
</tr>
<tr>
<td>Staten Island</td>
<td>0%</td>
</tr>
<tr>
<td>Out of Region</td>
<td>2%</td>
</tr>
</tbody>
</table>

#### Average Years in Business

- 23%

#### Reasons for Leaving Prior Location

- Building Sold/Converted: 21%
- Rent Increase: 21%
- Insufficient Space: 18%
- No Lease Renewal: 13%
- Poor Quality of Space: 6%
- Other: 21%

#### Length of Lease Prior to GMDC

- No Lease: 22%
- Month to Month: 10%
- 1-2 Years: 22%
- 2-5 Years: 21%
- 5-10 Years: 20%
- 10+ Years: 3%

#### Business Moves Prior to GMDC

- No Moves: 26%
- 1 Move: 25%
- 2-3 Moves: 41%
- 4+ Moves: 8%
TENANT ENVIRONMENT

Top 3 Benefits of Locating in NYC
- Proximity to Markets: 50%
- Quality of Life: 16%
- Opportunity for Higher Profits: 14%

Top 3 Challenges of Locating in NYC
- Rent: 50%
- Labor Costs: 27%
- Taxes: 14%

GMDC ANNUAL ECONOMIC IMPACT

<table>
<thead>
<tr>
<th>GMDC Annual Economic Impact</th>
<th>Direct (self-reported data)</th>
<th>Indirect</th>
<th>Induced</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Revenue</td>
<td>$118,650,000</td>
<td>$29,115,334</td>
<td>$34,216,559</td>
<td>$181,981,893</td>
</tr>
<tr>
<td>Employee Wages</td>
<td>$36,557,500</td>
<td>$8,461,147</td>
<td>$9,407,029</td>
<td>$54,425,676</td>
</tr>
<tr>
<td>Value Added</td>
<td>$12,856,251</td>
<td>$2,470,605</td>
<td>$1,538,001</td>
<td>$16,864,857</td>
</tr>
<tr>
<td>Jobs Created &amp; Retained</td>
<td>721</td>
<td>180</td>
<td>201</td>
<td>1102</td>
</tr>
</tbody>
</table>

Annual Economic Impact $253,272,426
Where Do GMDC Workers Live in New York City?

Workers Per Zip Code
- 1 Dot = 1 Worker
  Randomly placed within reported zipcode
- GMDC Building

Boroughs
- Orange: Bronx
- Blue: Brooklyn
- Green: Manhattan
- Maroon: Queens
- Brown: 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>338</td>
<td>47%</td>
</tr>
<tr>
<td>Queens</td>
<td>192</td>
<td>27%</td>
</tr>
<tr>
<td>Manhattan</td>
<td>88</td>
<td>12%</td>
</tr>
<tr>
<td>Bronx</td>
<td>36</td>
<td>5%</td>
</tr>
<tr>
<td>Staten Island</td>
<td>7</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Total NYC Residents</strong></td>
<td><strong>661</strong></td>
<td><strong>92%</strong></td>
</tr>
<tr>
<td>Total NY State Residents</td>
<td><strong>692</strong></td>
<td><strong>97%</strong></td>
</tr>
</tbody>
</table>

Based on a 99% response rate of GMDC's tenant workforce. All data is self-reported by tenants.

Source: 2019 GMDC Tenant Survey