



Tenant Survey Report 2019

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.

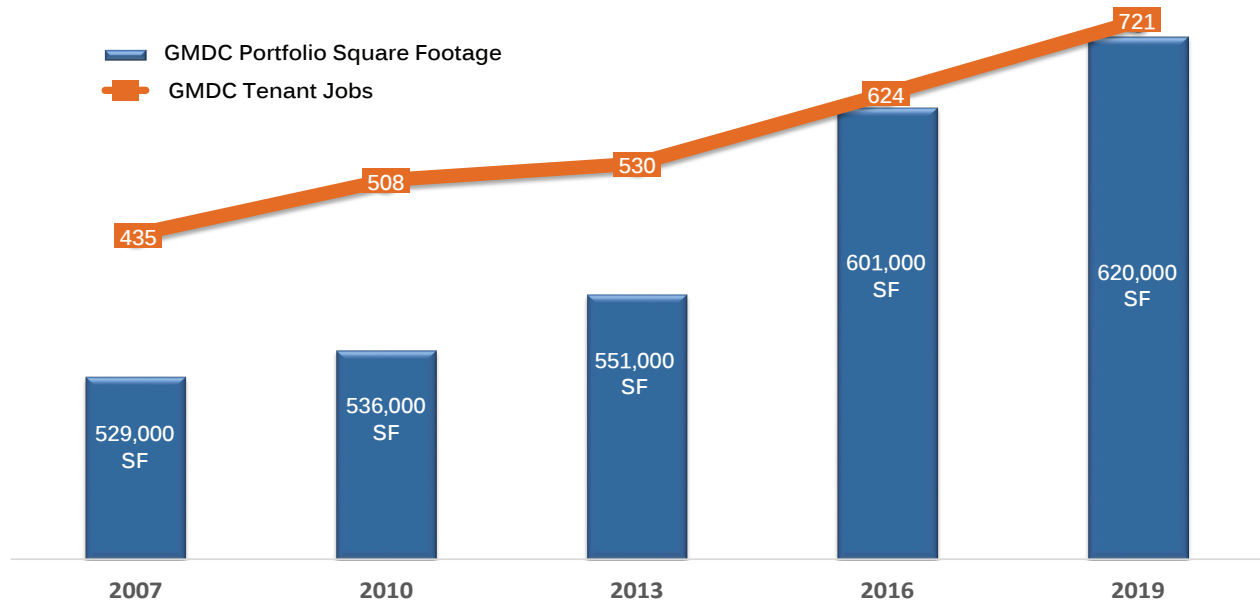
During the summer of 2019, GMDC conducted its fifth tenant survey with the goal of generating a current statistical portrait of the tenants that occupy the six GMDC owned and managed buildings. The survey questions were designed to address pertinent topics such as type of production, business revenue, 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

GMDC Tenant Job Creation



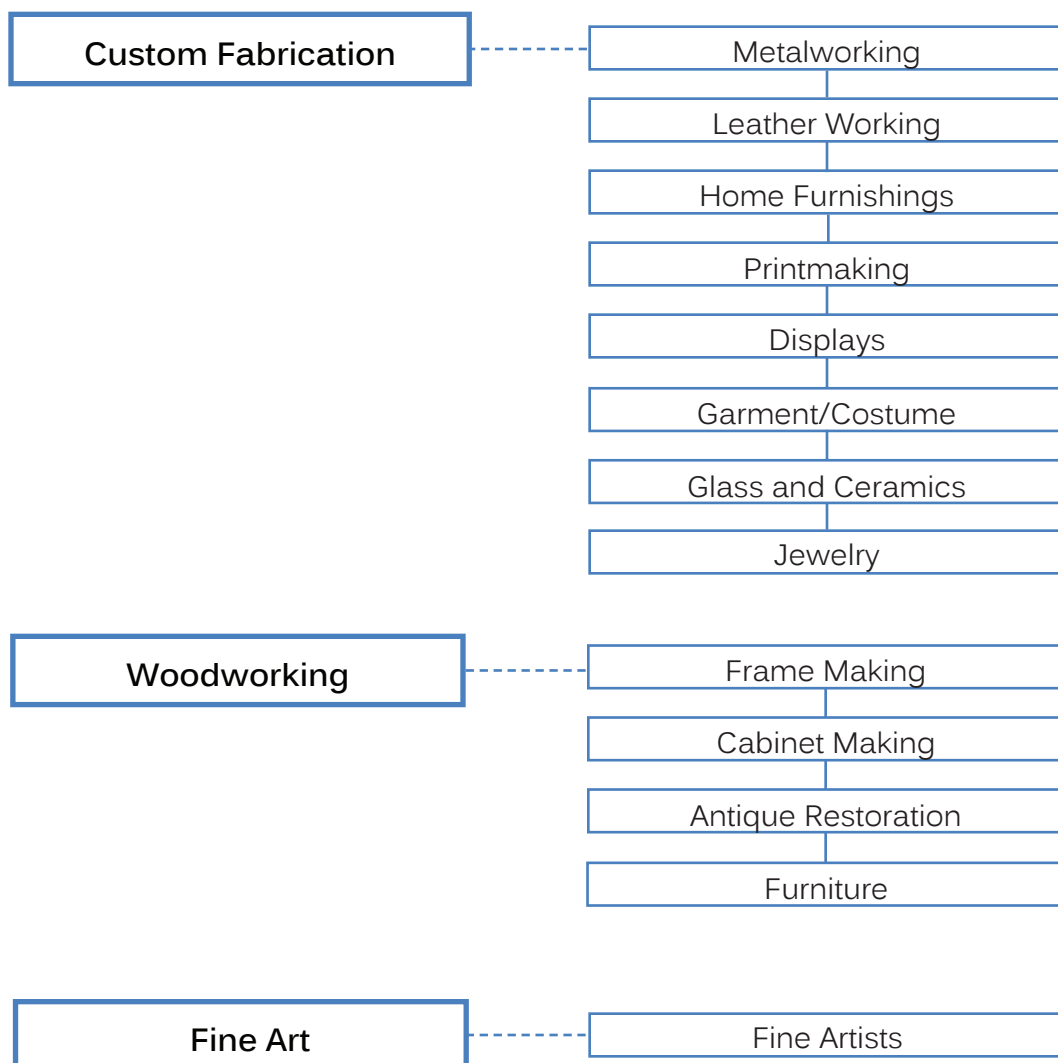
Current Number of Tenants and Workers by Building

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

* 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.

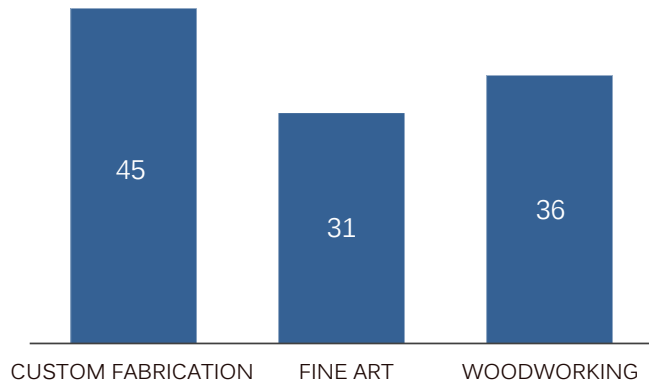
TENANT INFORMATION

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.



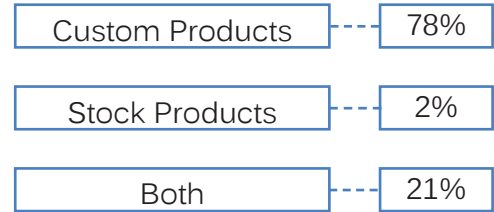
TENANT INFORMATION

Tenants Per Sector

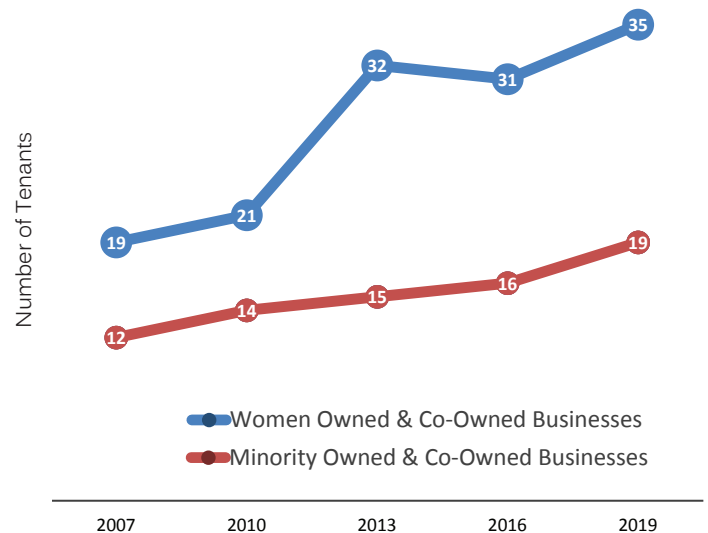
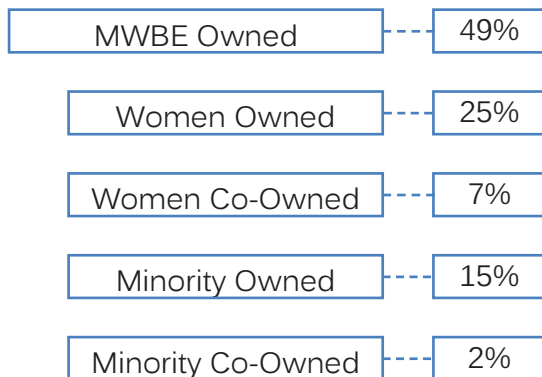


Total Number of Tenants 112

Tenant Production



Minority & Women Business Enterprises



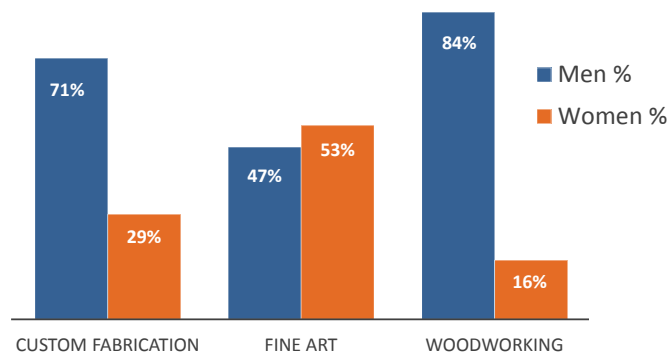
Compared to 2007, GMDC doubled its number of Minority- and Women-Owned businesses from 27 to 54 businesses.

WORKER DEMOGRAPHICS

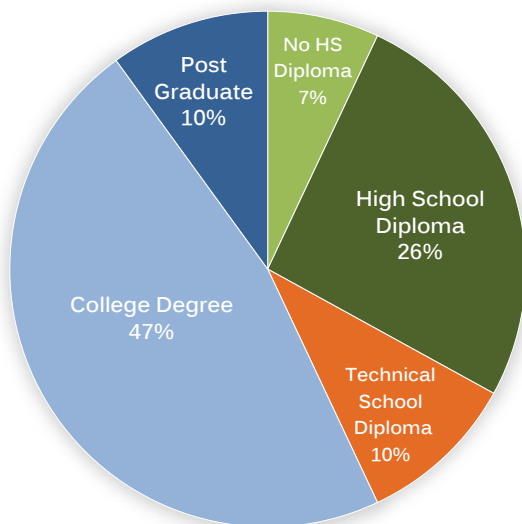
Current Number of Workers 721

Men	73%
Women	27%

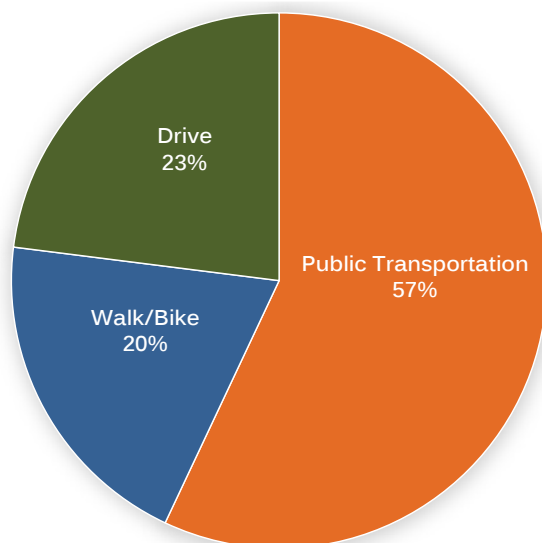
Workers by Sector



Highest Level of Education



Mode of Transportation to Work



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

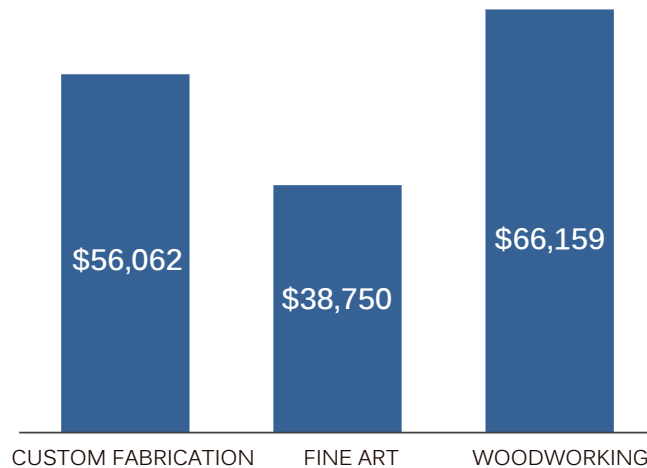
Tenants Who Provide Health Benefits --- 37%

100% Employer Paid --- 16%

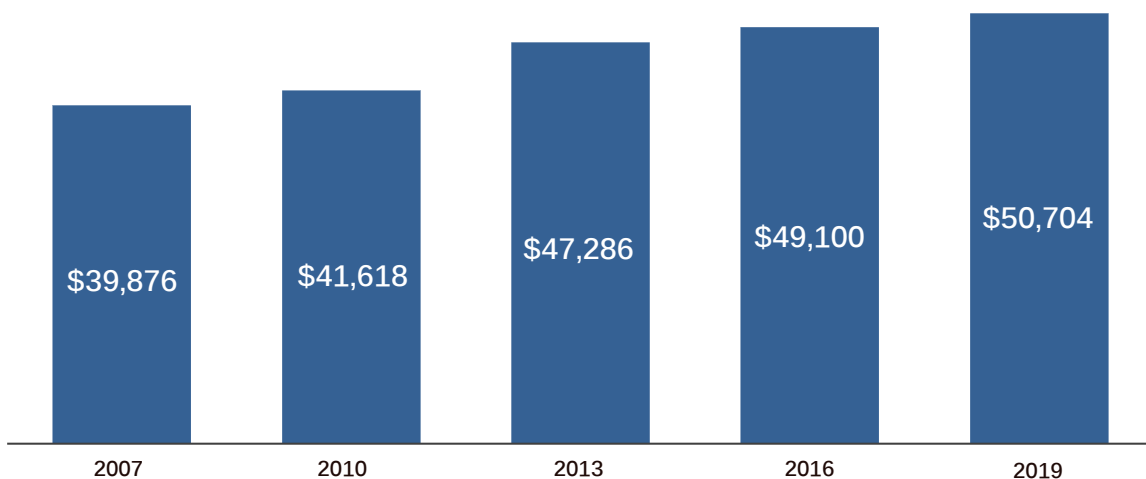
Partially Funded --- 17%

100% Employee Paid --- 4%

Average Annual Worker Salary by Sector



Average Annual Overall Worker Salary



PRIOR BUSINESS LOCATION

Average Years in Business 23%

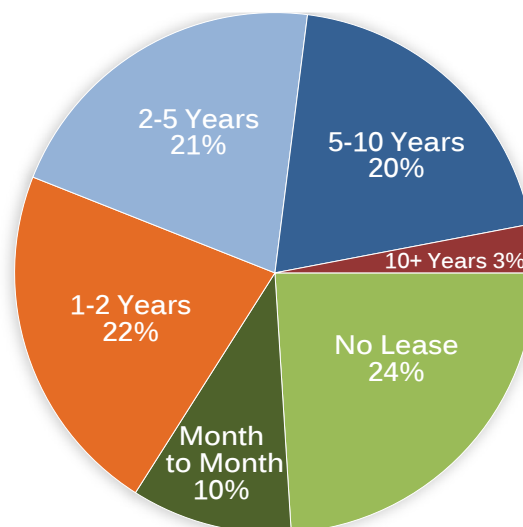
Business Location Prior to GMDC

Brooklyn	71%
Manhattan	18%
Queens	8%
Bronx	1%
Staten Island	0%
Out of Region	2%

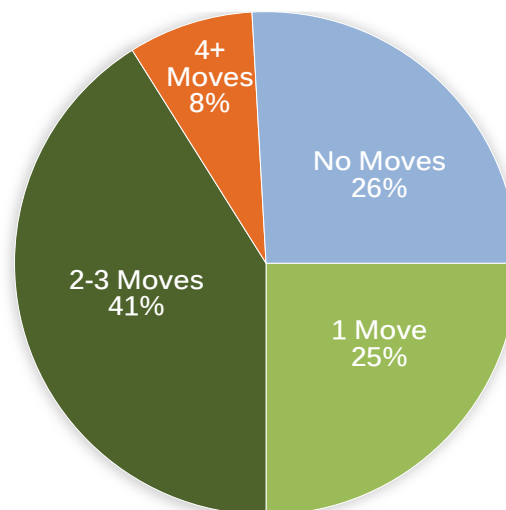
Reasons for Leaving Prior Location

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



Business Moves Prior to GMDC



TENANT ENVIRONMENT

Top 3 Benefits of Locating in NYC

Proximity to Markets ----- 50%

Quality of Life ----- 16%

Opportunity for Higher Profits ----- 14%

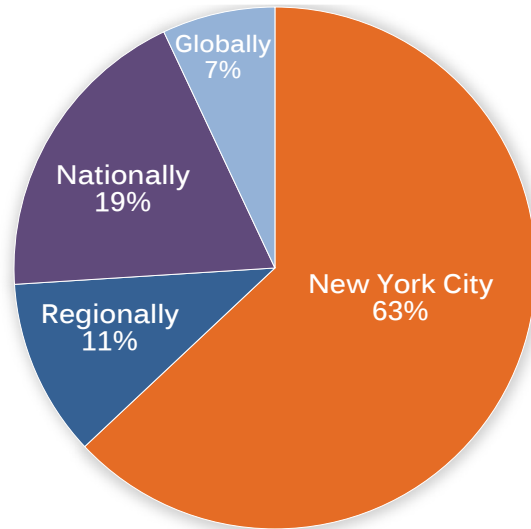
Top 3 Challenges of Locating in NYC

Rent ----- 50%

Labor Costs ----- 27%

Taxes ----- 14%

Tenant Product Distribution



GMDC ANNUAL ECONOMIC IMPACT

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

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

- Bronx
- Brooklyn
- Manhattan
- Queens
- Staten Island

New Jersey

New Jersey

Worker Residential Distribution by Borough

	Number of Workers	Percent of Workers
Brooklyn	338	47%
Queens	192	27%
Manhattan	88	12%
Bronx	36	5%
Staten Island	7	1%
Total NYC Residents	661	92%
Total NY State Residents	692	97%

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

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Miles

Source: 2019 GMDC Tenant Survey