Sincerely,

community this year. As you will see in the pages ahead 2013 was a busy year!

on their behalf. I would like to personally thank the SBIDC Board and staff for their service and dedication to the

Brooklyn, and SBIDC is committed to delivering a high level of service to our local businesses and to advocating

We believe that this is an exciting moment time for industry in the working waterfront neighborhoods of Southwest

Industry City. Finally, SBIDC continues our important district marketing and commercial revitalization work in

has become the go-to employment resource for local companies such as Sims Metal Recycling and Riva Precision

and worked on a neighborhood project that will help improve internet connectivity infrastructure for businesses

we are excited about the new investments at the 6 million square foot Industry City complex and the continued

resulted in over $115,000 in grants. We helped 7 businesses close $144,300 in recovery loans through NYBDC in the first round of Sandy recovery funding. These businesses also received grant funds through the program. In the second round of funding with the Business Loan and Grant Recovery Program (BLGRI), SBIDC assisted 19 businesses with their applications. We continue to do outreach on this program in 2014 to ensure businesses have the resources they need to fully recover.

STORM PREPAREDNESS WORKSHOP

With a local assistance grant from the Port Authority of NY/NJ, SBIDC brought engineering expertise from

The workshop provided a venue for small businesses to network, share resources, and take steps towards their

own emergency preparedness plans and implementing storm mitigation strategies. To download the preparedness template and report visit www.sbidc.org.

Q & A participant Robert Piechota from SBDC.
In 2013, the Business Services team helped provided one-on-one assistance to 174 businesses, helping them with 413 unique service requests. Businesses requested assistance to access cost-saving incentive programs, secure financing, and navigate government issues. Fifty-eight businesses received group assistance through our workshops and seminars. To support rebuilding efforts after Hurricane Sandy, the Business Services team focused on recovery and resiliency in 2013.

CHEMEQUIP

Chemiquip was established in 1971 in New York City as a manufacturer of valves. The owner, Ernest Feldman, was born in Hungary and his family moved to Israel during World War II. He came to the United States in 1957 and bought the business in 2007. Today, Chemiquip has 10 employees and is located in the Gowanus neighborhood in Brooklyn, NY. Chemiquip products are designed for gauge protection with hydraulic and pneumatic systems. Clients include General Dynamics, Northrop Grumman, Defense Logistics Agency, Ashcroft, Industrial Controls, Brico Barclay, and McMaster. Chemiquip suffered heavy damage during Hurricane Sandy. Flood waters were 5 feet high in the Chemiquip facility and caused $380,000 of damage to machinery, inventory, and electrical lines. The flooding brought production to a full halt and the estimated loss from business interruption is $110,000. Chemiquip needed loans and grants to help the business recover from their losses during the storm.

SBIDC assisted Chemiquip with packaging their loan and also their application for a National Grid Sandy recovery grant. With help from SBIDC, Chemiquip received a $25,000 loan plus a matching grant of $10,000 from NYBDC in June 2013. They used this grant/loan to pay vendors, replace inventory and repair equipment.

PROFESSIONAL DEVELOPMENT FOR BUSINESS OWNERS

SBIDC Business Services also hosted 4 workshops in 2013 a wide range of topics. Professional development can help business owners gain new skills and stay up-to-date with the opportunities available to grow their business.

Health Insurance

The Affordable Care Act (ACA) legislation took effect at the beginning of 2014. In anticipation of the new legislation, SBIDC held a workshop on April 23rd to educate business owners on how to prepare for the changes in federal health care law. Rania Sedhom, a local attorney and expert on employment law, led a roundtable discussion on the ACA and its implications for businesses in Brooklyn.

Innovative Manufacturing

Industry in Southwest Brooklyn is changing as new creative and artisanal businesses arrive in the neighborhood. On June 4th, panelists from both the public and private sectors discussed ways that businesses could drive innovation at this SBIDC event at Industry City.

Financing for Food Manufacturing

Finding financing to grow a small business is a common challenge for food entrepreneurs. To help shed some light on the process, SBIDC in partnership with the East

SBIDC met with 122 businesses to survey them on their IT infrastructure needs. A majority of the businesses surveyed said that slow and/or unreliable internet service has impacted their ability to grow. Several businesses have even considered moving if this problem is not resolved. We have shared the results of our survey with policy makers and connect businesses to opportunities that increase their ability to rely on the internet to do business.

Superflex

Superflex is a manufacturer of flexible spiral reinforced hoses and electrical conduits. Brothers Yigal and Shimon Elbaz started the business in 1981 by making hoses and then expanded into other markets. After learning about Connect NYC at a workshop held by SBIDC, they decided to apply because slow internet speeds were negatively affecting their business. Large artwork files of product prototypes could take up to one day to send to buyers. Michael said, “If everyone was trying to work on the internet at the same time, it was disaster.”

Superflex won the ConnectNYC competition and received a free fiber buildout in June 2013. They now have high-speed internet service which helps them work more efficiently. They are able to send large artwork files to retail customers, like Home Depot, in seconds while saving money on their bills. Previously, they were paying a phone bill and an internet bill for a total of $800. Their combined bill for phone and internet is around $400, so they are were able to cut their bill in half through the program.
SBIDC runs a full workforce program that screens and matches local residents with local employment opportunities. This service is a win/win - employers save time and money in the hiring process, and job seekers benefit from SBIDC’s leveraging of strong relationships with local businesses. Through our direct relationships with over 1000 businesses, we identify their employment needs and connect them with qualified and local residents.

The workforce program serves critical needs for both businesses and residents. Many local, small businesses have positions to fill and struggle to find suitable candidates. These businesses do not have staff dedicated to human resources or personnel development, and their management is often focused simply on the day to day operations of the company. They don’t always post job opportunities, develop job descriptions, or assess their future hiring needs in conjunction with other business planning. As a result, job seekers miss out on potential inroads into businesses in their own neighborhoods. A local resident could live right next to a factory that is hiring without ever knowing it.

For many high poverty communities in New York, a central challenge is that economic opportunities do not exist within or in surrounding neighborhoods. The opposite is true for Sunset Park, Red Hook and Gowanus. For a family living in poverty or at risk of falling into it, the potential solution — a good job — exists, often within blocks, but a bridge between the employer and worker must be built.

SBIDC builds this bridge between employers and employees to the benefit of both. During 2013, SBIDC enrolled 272 applicants, and placed 73 in jobs at 48 companies, earning an average of $11.50 per hour. 72% of applicants were placed in jobs that offer benefits.

**WORKFORCE SUCCESS STORIES**

Cesar Ramos, Sr. and Cesar Ramos, Jr. at Sims Municipal Recycling – Cesar Ramos, Sr. came to SBIDC in 2012 as a referral from the Center for Family Life after losing his job as a security guard earning $10 per hour. SBIDC was able to quickly find him employment as a security guard at Sims Municipal Recycling, where he was hired at $13 per hour, with full benefits. Cesar Sr. still works at Sims, where he is currently training to become a scale operator, a critical position where he will be in charge of weighing all of the trucks that enter the facility. In addition, in 2013, Cesar’s son, Cesar Jr. came to SBIDC in search of a job. We were able to find him a great position as an equipment operator at Sims, where he began working alongside his father. Since his hiring in early September, Cesar Jr.’s wage has increased rapidly, and he is currently earning $19.50 per hour and has full benefits. Both father and son are happy and thriving at Sims. In addition to the Ramos family we have helped over a dozen workers find employment at Sims and continue to have several candidates pending for positions as laborers, equipment operators, mechanics, welders, and security guards.

Lisa Pons at A&L Pen – Lisa Pons, a former SBIDC client with a background in customer service, returned to SBIDC after layoffs at her medical device company in the summer of 2013. By September, we found her a higher-paying customer service position at A&L Pen, a Gowanus-based pen manufacturer, where she continues to work and receive rave reviews from her employer. Lisa tells us she feels very much at home at A&L Pen, where she likes her coworkers as well as the work environment.

**NEW PARTNERSHIPS**

In 2013, SBIDC began several highly productive partnerships with local businesses and other non-profit organizations. Most notably, we began working closely with Industry City, a local landlord for numerous industrial tenants occupying 19 buildings, on hiring initiatives. In late 2013, we were named Industry City’s lead agency for its employment coalition, made up of non-profit organizations serving Southwest Brooklyn residents in the employment arena. We have already begun finding jobs for residents at Industry City tenant companies.

Furthermore, we have worked closely with one of Industry City’s largest tenants, Makerbot – an innovative manufacturer of 3D printing devices, and have already found jobs there for multiple workers. As Makerbot continues to expand, we anticipate working closely with them on hiring locally in the coming months. In addition, we have developed a successful relationship with one of the largest tenants at the Brooklyn Army Terminal – Riva Precision, a jewelry manufacturer that supplies several major retailers and brands. Riva has already hired numerous SBIDC candidates, and we plan to continue our collaboration into 2014 and beyond.
SBIDC’s Red Hook Commercial Revitalization Program continues to support the local retail businesses in Red Hook and strengthen the Van Brunt Street commercial corridor. Through our district marketing efforts and series of local business promotional events, SBIDC aims to drive foot traffic to and increase awareness of Red Hook’s diverse array of businesses and attractions. Utilizing up to date retail market analysis, consumer survey research and through targeted programming, SBIDC is working to fill commercial vacancies along the Van Brunt Street corridor and attract businesses that add to the creative mix of existing businesses and serve the needs of residents and visitors to the neighborhood.

This year, SBIDC worked with local merchants and Restore Red Hook to create a new and updated Red Hook Visitors Guide. A total of 8,000 guides were printed and distributed this year. To welcome riders off of the new water taxi terminal at Fairway this summer, SBIDC coordinated the construction of a kiosk that displays an enlarged map and list of businesses from the Visitors Guide. (Photo of Kiosk) Both the guide and the kiosk this year helped newcomers navigate the neighborhood and experience all that Red Hook has to offer.

DISCOVER THE HOOK

Through Avenue NYC’s Business Attraction program and in partnership with local real estate company, Realty Collective and Restore Red Hook, SBIDC organized two “Discover the Hook” events this year to attract new businesses to Red Hook. The goal of Discover the Hook is to showcase the potential of available spaces on Red Hook’s Van Brunt Street corridor and demonstrate all that Red Hook has to offer any incoming small business. In May’s Discover the Hook, SBIDC coordinated with local female artists’ tART Collective to exhibit paintings and prints in a week-long pop up art gallery in a storefront on Van Brunt Street. During December’s Discover the Hook, SBIDC worked with Restore Red Hook’s Monica Byrne and Lesiah Swenson to promote a Red Hook Holiday Makers Market. The market had over twenty independent, creative Red Hook-based businesses selling items ranging from handmade, locally designed clothing to fresh salsa verde and introduced hundreds of visitors to the Red Hook’s new and existing artisan business community.

PASSPORT TO RED HOOK

In March 2013, SBIDC collaborated with the Red Hook Crit, the Brooklyn Chamber of Commerce and local sponsors, Realty Collective and Six Point Craft Ales, to create the Passport to Red Hook, an incentive program for visitors to stop and shop at Red Hook’s local businesses during the week leading up to the neighborhood’s famous fixed gear bike race, the Red Hook Criterium. The Red Hook Crit draws thousands, residents and visitors alike, to Red Hook and adds to the local businesses’ customer base each year. 28 local businesses participated in the Passport to Red Hook this year with several businesses reporting a noticeable increase in sales and patronage as a result.
SBIDC BOARD AND STAFF

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Dealer Storage

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Jenny Suriel, Employment Assistant/Office Manager
Mary Kahn, Business Development Manager
Joan Wargo, Event Coordinator/Retention Specialist

STATEMENT OF ACTIVITIES

SBIDC Funders and Supporters 2012-2013
In addition to membership dues and income raised at our Annual Gala, Sunset Swing!,
SBIDC also receives funding from the following sources:

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<th>FOUNDATION</th>
<th>GOVERNMENT</th>
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<td>Robin Hood Foundation Services</td>
<td>NYC Department of Small Business Services</td>
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<td>Tiger Foundation</td>
<td>New York Business Assistance Corporation</td>
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<td>Trinity Wall Street Foundation</td>
<td>New York City Economic Development Corporation</td>
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<td>JP Morgan Chase Foundation</td>
<td>NYS Department of State</td>
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<td>Brooklyn Community Foundation</td>
<td>Mayor’s Fund of NYC</td>
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Support & Revenue

Government grants $243,276
Contributions 130,000
Special events (net of direct benefit to donors $40,500) 122,980
Contract service income 38,750
In-kind Income 0
Membership fees and dues 23,600
Other Support 15,601
Rental Income 0
Interest Income 246
Net assets released from restrictions 198,74
Total Support & Revenue $772,627

EXPENSES

Program Services $623,049
Supporting Services Management and general 122,522
Fundraising 29,554
Total Supporting services $152,076
Total expenses 775,125
Insurance proceeds 34,938
Change in net assets 32,440
Net Assets – beginning 219,189
Net Assets – ending 251,629
SBIDC MEMBERS 2012 - 2013

120 41St Realty, LLC  
4312 Second Avenue Realty LLC  
1-800 MR-RUBBISH  
A-1 Tool Rental  
A. Stein Meat Products, Inc.  
Aladdin Bakers, Inc.  
Alma Bank  
Admiral Insurance Brokerage  
ALB Industrial Supplies, Inc.  
Alma Bank  
Almar Press  
Amertech Industries, Inc.  
Anchin, Block & Anchin  
APG Co.  
Architectural Grille  
Astoria Federal Savings  
B&H Art-In-Architecture  
Bank of America  
Barone Steel Fabricators  
BayRidge Federal Credit Union  
Benjamin Maintenance  
Benson Mills Co., Inc.  
Breuckelen Distilling Co. Inc  
Brooklyn 13th Street Holding Corp.  
Brooklyn Phone  
Bruno Frustacci Contracting  
Buck Consultants  
C&F Second Ave. LLC  
Caulktite Corporation  
CDE Air Conditioning Co., Inc.  
Chemiquip Product Inc.  
Citi Bank  
City Beautiful Carpentry  
City Merchandise  
City One Real Estate LLC  
Clem Snacks  
Commodore Manufacturing  
Con Edison  
Constructive Display  
Controlled Dismantling  
Cotronics  
Cynthia King Dance Studio  
Dealer Storage  
Delco Electrical Corp.  
Dell’s Maraschino Cherries Co.  
Delong USA Corp  
Delphi Plumbing & Heating, Inc.  
Delta Phase Electrical Corp.  
DYAD Inc.  
Eastern Security Corp.  
Eastern Effects  
Eastman Real Estate  
Enter Solar  
Etna Contracting, Inc.  
EWVIDCO  
Eye Graphics & Printing  
Ferrara Bros Building Material  
Fixture Hardware  
Flickinger Glass Works  
Flushing Bank  
Fox Paper, Ltd.  
Framar Restaurant Corp.  
Franco Belli Plumbing & Heating & Sons, Inc  
Fulton Ferry Liquidators  
Geremex  
GOExpress  
Gold Star Smoked Fish  
Golten’s New York  
GreenLogic Energy  
Harris Beach, PLC  
Health Plus Amerigroup  
Herba Natural Products, Inc.  
Hercules Food Corp.  
Hess  
High Rise Fire Protection Corp.  
HSBC  
Human Condition  
IKEA  
Industry City Associates  
Industry City Distillery  
Interstate EDP & Direct Mail Center  
J & M Special Effects  
JAS Meat Supply  
Jetro Cash & Carry  
JP Morgan Chase  
Jim Electric Corp.  
Jomat New York, Inc.  
Kamco  
Key Material Handling Equipment Co.  
King Solomon Foods, Inc.  
Klein’s Naturals, Ltd.  
L&M Leather Supply, Inc.  
Lee Spring Co., LLC  
Linda Tool  
Local 1814 ILA  
LWP Home Products  
M. Early Plumbing & Heating Corp.  
MADE LLC  
Marathon Energy Corp.  
Maximum Security  
Mercury Point Corp.  
Metropolitan Paper Recycling  
Millenium Steel and rack Rental  
Miss Sportswear  
MJM Jewelry Corp. d/b/a Berry Jewelry Co.  
MLV Concrete  
National Grid  
National Leather & Shoe Findings Co.  
New Project, LLC  
New York Sand and Stone  
NY Business Development Corp.  
One Stop Blueprinting  
Opportunities for a Better Tomorrow  
Paskey’s candy Co.  
PDS Development  
Pete’s Place Pizzaria  
Petroleum Tank Cleaners, Inc.  
Pinnacle Realty of NY  
Phoenix Beverages  
Platinum Maintenance Services Corp.  
Premium Millwork  
Professional Quality Cases dba Tenba  
Proutook  
Ramallah Trading  
Royal Industries Inc  
Rvny Inc.  
Sahadi Fine Foods  
Salmar Properties  
Sand Automotive Warehouse  
Sergis Images  
Shung Kee Food Co. Ltd.  
Signature Bank  
Simon Liu, Inc.  
Sims Metal Management  
Six Point Craft Ales  
Spinner Industries  
Solar Energy Systems  
Sovereign Bank  
Summit Business Solutions  
Sunset Industrial Park LLC  
Superflex, Ltd.  
Superflex Management LLC.  
T.R.F.L.P & 812 18th Ave realty Corp.  
Tamco Mechanical Inc  
TGI Office Automation  
The Gowanus Alliance Board of Trade Inc.  
The ThinkForward Financial Group, LLC  
The O’Connell Organization  
The Old American Can Factory  
The Rockefeller Group International  
Top Catch  
Trans Express Inc.  
TransCare  
Tully Construction  
Tumbador Chocolate  
Uncommon Goods  
US Balloon Company  
US Recycling, Inc  
Utility Brass  
V.C Vitanza & Sons, Inc.  
Vigilante Plumbing & Heating  
Vintage Food Corp.  
Virginia Dare Extract Co.  
Vistage International  
Weather Champions, Ltd.  
Wigby Precision Machine Corp.  
William Hird & Co., Inc.  
Williamsburg Paper Stock Company  
Window Fix  
Wiss & Co.  
Williamsburg Paper Stock Co.  
Woodbridge Paper Co. Inc.  
Young Dancers in Repertory  
Zerah & Co.