



EAST BROOKLYN

Business Improvement District

Renew. Refresh. Reinvigorate. Recommit.

MANUFACTURING

District Needs Assessment & B2B Directory



40

YEARS OF SERVICE

Second Edition



[re]New Lots public art installation
Photo by Shan Jayakumar

*East Brooklyn BID: Business
Directory and Manufacturing
District Needs Survey*

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Cover Photo Broadway Junction
By Shan Jayakumar

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Doreen Constanzo
President, EBBID



*East Brooklyn BID
celebrates 40 Years
of continued service
to East Brooklyn.”*

Dear Fellow Members of the BID and Friends:

I am pleased to present the East Brooklyn Business Improvement District (EBBID or BID) business directory. This Publication contains a comprehensive listing of businesses located within the boundaries of the BID. It also describes the services available to you through the BID. I hope that you will find it a useful resource whether you just want to look up some information about a fellow BID member, the telephone number of a city agency or are looking to make a purchase from a BID business.

This publication demonstrates the wide range of products that are manufactured and distributed by businesses located in the BID. So, whether you need to locate an angle iron supplier, a manufacturer of furniture or display fixtures, you may not need to look any further than your own backyard.

The BID is alive and well. We have come a long way from the days when a group of business people came together to form this BID in the hope of fending off a rapidly deteriorating environment in which to do business. I am happy to report that while we still have important issues to resolve, problems such as crime, prostitution and drug trafficking that made operating a business in the industrial park a challenge, are no longer the burning issues they once were. Today, the BID is nearly totally occupied—with over 100 firms doing business in such diversified areas as metalworking, woodworking and other industries.

In addition to listing businesses, the directory also describes the services offered by the BID. I am excited by the range of services that are available to businesses at a moment's notice. These can help you to meet the day-to-day challenges of being in compliance with city regulations while freeing you to address the all too important issues involved in running your business. The BID welcomes your comments and solicits updates on your company. The information contained in this directory will be continually updated on our website at www.eastbrooklynbid.com. So, please keep us up-to-date and inform us of any other issues you may have concerning the BID.

Finally, I encourage you to become active in BID events and meetings, and let us assist you with your business needs. Please call the office at (718) 385-6700 for more information on BID matters.



William Wilkins
Executive Director
LDCENY/EBBID



The directory reflects our theme of Renew, Refresh, Reinvigorate and Recommit."

As the Executive Director of the East Brooklyn Business Improvement District (EBBID), I am pleased to present this 2nd edition of the EBBID Business to Business Directory. It reflects our theme of *Renew, Refresh, Reinvigorate and Recommit* as the EBBID celebrates 40 years of service to the district's business community.

As the Executive Director of not only the EBBID, but also the Local Development Corporation of East New York, I am fortunate to bring many valuable resources to bear on behalf of the district. Particularly, those which enhance a business's ability for success. For instance, locally centered ombudsman services, linkages to financial assistance, procurement opportunities and numerous other connections and resources.

I am also proud to reside in East New York where I have raised my family and continue to endeavor in making this community economically stronger, whole and vibrant. I believe as a community resident, such connection has given me an invaluable insight for a much-needed local perspective and response, something I continue to share with the EBBID business community.

I hope this publication is of value to you and demonstrates the wide range of products and services that are created within the district. Local resources often are overlooked and are a valuable local economic engine. So, whether you need source materials and/or services, you may not need to look any further than your own business backyard.

Finally, as a born and bred Brooklynite, I do not shy away from challenges. The EBBID team and I are continuing to make the EBBID a thriving and financially successful place that supports businesses, large and small, while attracting the new to the District.

We are here to implement the EBBID objective to enhance the district as a place to do business and generate economic activity. One factor in achieving this, is to allow for its members to concentrate on managing their businesses, while the EBBID focuses on business support and resource allocation.

Thank you.



OFFICE OF THE BROOKLYN BOROUGH PRESIDENT

ANTONIO REYNOSO

Brooklyn Borough President

July 29, 2023

East Brooklyn Business Improvement District
80 Jamaica Ave,
Brooklyn, NY 11207

Dear East Brooklyn Business Improvement District officials, members, and community,

It is with great pleasure that I recognize the great work and commitment to businesses, large and small, that the East Brooklyn Business Improvement District (EBBID) has served for over 40 years.

The EBBID was one of the first created Business Improvement Districts and industrial parks in the city and continues to realize its mission to provide a local connection to valuable economic business resources. I witness and thank the EBBID for their commitment to supporting the surrounding community and creating public enrichment and I'm happy to endorse this publication of the East Brooklyn Business to Business Directory as an important tool in continuation of their mission... "Industry Lives in East New York".

Sincerely,

Antonio Reynoso
Brooklyn Borough President

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THE COUNCIL
OF
THE CITY OF NEW YORK
SANDY NURSE
COUNCIL MEMBER, 37TH DISTRICT, BROOKLYN

SANITATION AND SOLID WASTE
MANAGEMENT CHAIR

COMMITTEES
CIVIL SERVICE AND LABOR
CONTRACTS
ENVIRONMENTAL PROTECTION
RESILIENCY AND WATERFRONTS
VETERANS

SUB-COMMITTEE
LANDMARKS, PUBLIC SITINGS,
AND DISPOSITIONS

Dear East Brooklyn Business Improvement District officials, members, and community.

It is with great pleasure that I extend my full support for the ongoing work that the East Brooklyn Business Improvement District (EBBID) has spearheaded for over 40 years. Throughout this time, they have worked diligently to develop a dynamic local economy, which includes the East New York Business to Business Directory. This Directory will continue to serve as an invaluable tool to foster relationships and develop true community wealth for both large and small businesses in East New York.

As one of the first Business Improvement Districts and Industrial Parks in the City, EBBID continues to carry out its mission of providing a local connection to valuable business resources. Time and again, they have also demonstrated their commitment to supporting public enrichment and I am happy to endorse this latest publication of the East Brooklyn Business to Business Directory. Industry lives in East New York thanks in large part to EBBID, and I look forward to partnering with them on future endeavors to help our local economy thrive.

Sincerely,

A handwritten signature in black ink, appearing to read "Sandy Nurse", followed by a long horizontal line.

Sandy Nurse
NYC Council Member, District 37



LATRICE M. WALKER
MEMBER OF ASSEMBLY
55TH ASSEMBLY DISTRICT
KINGS COUNTY

THE ASSEMBLY
STATE OF NEW YORK
ALBANY



June 30, 2023

William Wilkins
Executive Director
East Brooklyn Business Improvement District
80 Jamaica Ave. Brooklyn, NY 11207

Mr. Wilkins:

I am Latrice Walker, the duly elected representative of New York State's 55th Assembly District. I have enjoyed a great working relationship with the East Brooklyn Business Improvement District over the years. So, naturally, I am pleased to extend my support and also acknowledge the fine work of Mr. Wilkins and his team in bolstering the area's economy by helping to make East Brooklyn a business destination.

Founded by property owners and business leaders, the EBBID has been committed to this work for more than 40 years, building important relationships with the City of New York and other stakeholders. Gone are many of the vacant parcels of land, replaced by industrial projects.

Congratulations on the publication of your latest East Brooklyn Business Improvement District Business to Business Directory. And, thank you, for making sure that this 40-block area of East New York, Brooklyn is open for business.

I look forward to working with you in the future. I wish you continued success. I can't wait to see what comes next.

Sincerely Yours,

A handwritten signature in blue ink, appearing to read "Latrice Walker", enclosed in a rectangular box.

Latrice Monique Walker, Esq.



Dear East Brooklyn Business Improvement District officials, members, and community,

I am writing this letter to express my utmost support and appreciation for the remarkable work and unwavering commitment that the East Brooklyn Business Improvement District (BID) has exhibited over the past 40 years. Your dedication to serving businesses, both large and small, has had a profound impact on the growth and prosperity of the East Brooklyn area.

As one of the pioneering Business Improvement Districts and Industrial Parks in the City, the East Brooklyn BID has remained steadfast in its mission to provide a vital local connection to invaluable economic business resources. Your efforts have not only facilitated the development and success of numerous enterprises but have also fostered a strong sense of community and public enrichment within the surrounding area.

I am delighted to extend my endorsement for the publication of the East Brooklyn Business to Business Directory, recognizing it as a significant tool in furthering the BID's mission. This directory serves as a testament to the thriving industrial landscape in East New York, proudly proclaiming that "Industry Lives in East New York." By providing a comprehensive listing of businesses and resources, this directory will undoubtedly bolster networking opportunities, foster collaborations, and contribute to the overall growth of the local economy.

It is essential to recognize the impact that the East Brooklyn BID has had on the community. Your dedication to enhancing the business environment, promoting economic development, and nurturing the social fabric of the area has not gone unnoticed. Your tireless efforts have created a positive and vibrant environment where businesses can thrive, residents can find employment opportunities, and visitors can witness the achievements of the community.

I want to extend my deepest gratitude to the East Brooklyn Business Improvement District officials, members, and community for their continued support and commitment to excellence. It is through your collaborative spirit and determination that East Brooklyn continues to flourish.

I look forward to witnessing the continued success of the East Brooklyn BID and the positive impact it will undoubtedly have on the businesses and residents of the area. Together, we can create a stronger, more prosperous future for all.

Sincerely,

Hon. Nikki Lucas

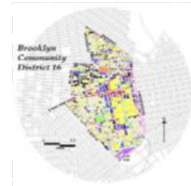
Assemblymember 60th District



ANTONIO REYNOSO
Borough President

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GENESE MORGAN
Chairperson

May 31, 2023

Dear East Brooklyn Business Improvement, District Officials, Members and Community,

I am writing on behalf of Brooklyn Community Board 16 to acknowledge the businesses, large and small, that operate within the East Brooklyn Business Improvement District who have helped sustain the historical and economic value of the district for 40 years since being established.

The mission of the East Brooklyn Business Improvement District is important to our local community priorities. I am happy to endorse this publication of the East Brooklyn Business to Business Directory as an important tool in the continuation of their mission...
“Industry Lives in East New York.”

Sincerely,

A handwritten signature in black ink, appearing to read 'Genese Morgan'.

GENESE MORGAN
Chairperson

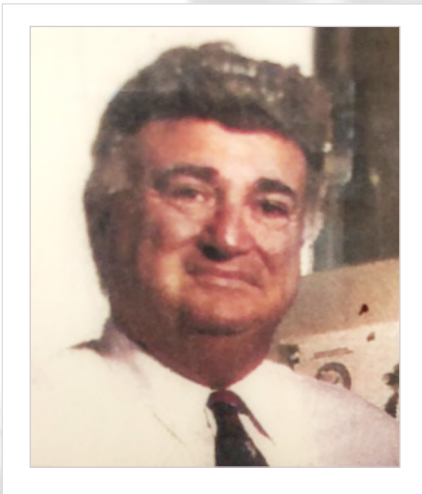
In Memoriam

Sheldon (Shelly) Bellovin was born in Brooklyn in 1940, went to Erasmus Hall HS, Brooklyn College and NYCC for metal design and drafting. He married his wife, Sheila, in 1960 and had 3 sons, Evan, Glenn and Michael.

He began working at Legion Lighting in 1961 and worked for his father Jonas and Uncles Nathan and Jack who had established Legion in 1946 after making lanterns for the Navy during WWII. In the 1980s, he became President of Legion Lighting. Evan and Michael came into the business shortly thereafter. Shelly became CEO in 2005.

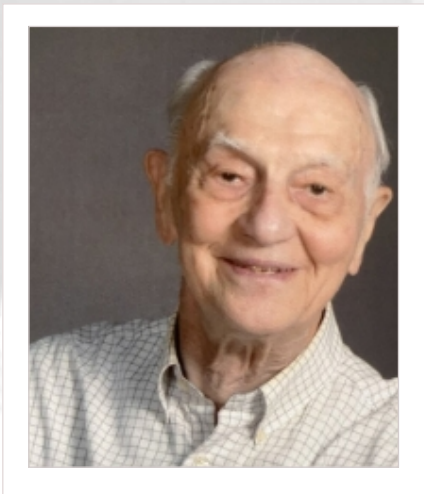
Shelly was an avid boater and golfer. He served on the Board of Directors of the Mayor's Committee of NYC Manufacturers and was a past President and Board member for the Local Development Corporation of East New York. He also served on the Board of the East Brooklyn Business Improvement District and was Vice Chair of the Employees Security Fund of Local 3 IBEW. In 1998, he was awarded Crain's *"Business Person of the Year."* Legion Lighting has been a sustaining member of IES since 1959 and Shelly has been a member since he started in the lighting industry. He also created the Jonas Bellovin Scholarship for Lighting Education, in honor of his father.

Shelly Bellovin passed away on Monday July 19, 2021 after a three year battle with esophagus cancer. Shelly is survived by his wife of 61 years, Sheila, his three sons, Evan, Glenn and Michael, two daughters in law, Liz and Diane, and 5 grandchildren, Jonathan, Jill, Nicole, Sophie and Jonas.



Sheldon Bellovin
1940-2021

In Memoriam



**Theodore "Ted" Henning
1926-2023**

Theodore W. Henning of Plandome, NY, died on April 6 at age 97. Born in Brooklyn, Ted worked in the family business there, Belmont Metals, for 70 years, and served on the boards of the Local Development Corporation of East New York and the East Brooklyn BID for several decades.

Ted was a U.S. Navy veteran of both World War II and the Korean War and was a graduate of MIT and Columbia Business School. Ted was active in the Manhasset, NY community for 60 years, including serving six years on the Manhasset School Board.

Ted had an endless curiosity and enjoyed sailing, skiing, stargazing, and traveling. Perhaps most notable was Ted's love of connecting with people.

Ted is survived by his wife Marjorie; children Robin Rocchi (Albino), Theodore (Denise), and Christine Ferranti (Michael); and five beloved grandchildren. In lieu of flowers, donations may be made to Planned Parenthood Federation of America, Congregational Church of Manhasset, or the George Henning (1933) Memorial Scholarship Fund at MIT.



Iconography by EDC Marketing an EBBID, developed by a NYC EDC Grant. Pitkin and Williams Avenues. Photo by Shan Jayakumar

Preface

This is the second edition of the East Brooklyn BID’s original business directory from 2004. In this update, we aim to not only revise the listing of current firms, but also provide insights from a detailed business survey which will inform the direction of the BID over the next several years. In marketing the assets in the BID among the core industries of transportation, distribution, manufacturing and building trades, we celebrate foundational firms such as Belmont Metals, Legion Lighting, Adriatic Wood, Consolidated Bus and Eastern Steel. We also highlight newer enterprises, like Universe City, that have added to the creative output of the industrial park. We anticipate this will be of value to potential customers, job seekers, entrepreneurs considering a relocation to the BID and constituent companies interested in procurement from their neighbors. We also want this to be informative to service providers, including City agencies, eager to support local economic development and sustain the district as a mainstay of domestic manufacturing operations.



Photo by Shan Jayakumar

Mission And Services

The mission of the EBBID is to offer supportive services to augment those provided by the City of New York, thereby enhancing neighborhood appearance and business operations. The EBBID's general services include sanitation, pest control, graffiti removal, ombudsman assistance, economic development, BID promotion, infrastructure improvement and area beautification. The EBBID's Clean Team, for instance, provides sanitation support for the district.

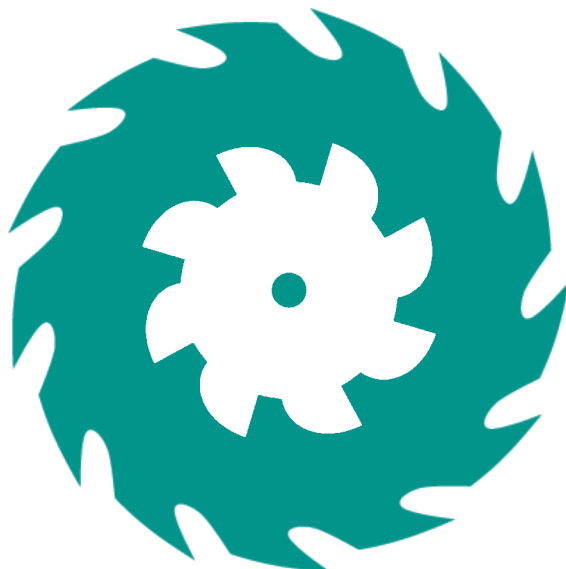
Its ombudsman help has often involved engaging city agencies on behalf of EBBID businesses. In the last several years, these initiatives have included identifying vacant land with the Department of Citywide Administrative Services (DCAS) to utilize productively on behalf of EBBID businesses, working with the Department of Environmental Protection (DEP) to implement and maintain rain gardens, modifying parking regulations with the Department of Transportation (DOT) and performing security surveys with the police department. EBBID economic development services also include assistance with business credits and tax incentives, navigating government regulations and workforce development and hiring.

INTRODUCTION AND HISTORY

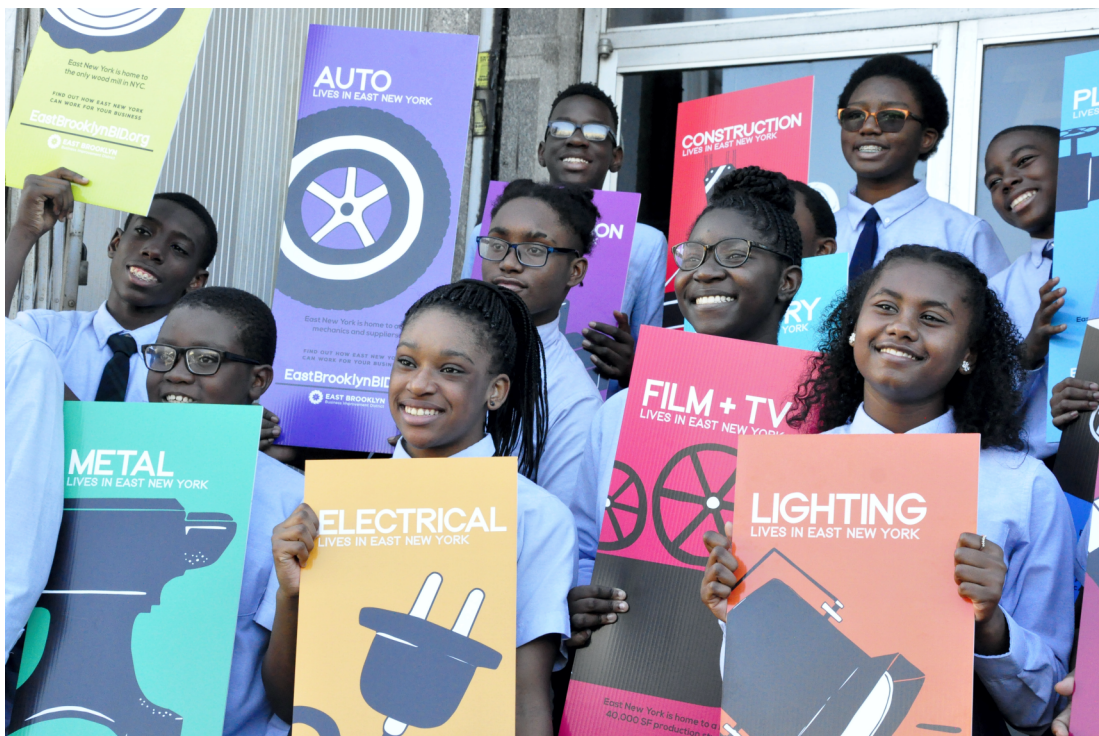
The East Brooklyn Business Improvement District, or EBBID, part of the first “In-Place Industrial Park” in New York City, encompasses 40 square blocks in the heart of Brooklyn. It is bordered by Powell Street to the West, Atlantic Avenue to the North, Pennsylvania Avenue to the East and Sutter Avenue to the South.

The construction of the initial section of the Long Island Rail Road along Atlantic Avenue in 1836 spurred the growth of factories adjacent to the tracks. A 19th century Connecticut merchant, John Pitkin, purchased 135 acres and envisioned the area as “East New York,” a business hub rivaling Manhattan, eventually starting a shoe factory on the avenue that now bears his name. The Panic of 1837 impacted his plans, though immigrants from Europe (initially Germans, and then followed by Italians, Russians and Eastern Europeans) later stimulated development in the area. Many constituent businesses emerged organically. For instance, Belmont Metals began in 1896 as a backyard smelting operation by the Henning family and is now a foundry occupying almost an entire city block.

Manufacturing in the area declined in the 20th century, with demographic shifts to the suburbs, aggressive foreclosure policies and industry moving to lower cost locations first in the South and later abroad. In mid-century, the area experienced urban decay marked by elements such as elevated crime, high unemployment, abandoned buildings and a retreat of city services. Despite these challenges, many multi-generational industrial businesses persisted and made up the founding members of the EBBID. The not-for-profit EBBID was incorporated in 1983 by property owners, businesses and community members, in concert with the City of New York, to revitalize the area as a viable place to reside and conduct business.



It is of vital interest to New York City to support the businesses that persevere in industrial operations and preserve their well-paying manufacturing jobs, many of them unionized. The spectrum of occupations EBBID firms are engaged in today span lighting and electrical, metal production and recycling, lumber, filmmaking, plumbing, candleworks, food, transportation, automotive, construction, the arts, furnituremaking, landscaping, retail, restaurant equipment and more.



Students from Trey Whitfield School at Belmont Metals, Manufacturing Day (First Friday in October) 2017. Photo by Shan Jayakumar

Business Community

The EBBID is a vibrant business community that offers the most affordable industrial real estate in Brooklyn, a talented labor pool, a nearby Workforce1 Career Center, local sourcing from cooperative business neighbors, access to public transit (with five subways, LIRR and three bus lines), the availability of truck routes and proximity to JFK and LaGuardia Airports. Residential areas, retail stores, eateries, religious institutions and the Trey Whitfield School add to the diversity of the district.

District Highlights



Data Source: MapPLUTO copyrighted by the New York City Department of City Planning Prepared by the Mayor's Office of Industrial and Manufacturing Businesses, March 2006

Neighborhood Demographics

The EBBID primarily spans the Census Neighborhood Tabulation Areas (NTA) for East New York (North) [pop. 42,818] with some overlap into Brownsville [pop. 60, 470]. Within the focus of the three Census Tracts this incorporates (Tracts 908, 1144, 1198), there is a population of 12,003, with 3,631 households. The average household size is 2.88 individuals. 31% of the population is under the age of 18. The largest percentage of residents are Black/African American at 49%, while Hispanic/Latinos make up 42%. Non-Hispanic Whites are 3% of the area population, while Asians make up 1.5% of residents in these Census tracts. With regards to housing, there are a total of 3,631 housing units encompassing this district, with 3,415 of those occupied and 216 listed as vacant.

As of May 2023, the unemployment rate in Brooklyn (5.4%) is higher than Manhattan (4.5%) and New York City overall (5.1%). Only the Bronx (6.7%) has a higher unemployment rate in the five boroughs. According to latest 2021 neighborhood-level figures, in East New York as a whole, the unemployment rate is 12.8%, more than double the Brooklyn-wide level. In Brownsville, almost 1 in 5 working age residents are unemployed, with a 2021 unemployment rate of 18%. The median household income in East New York is \$55,880, approximately 23% less than the overall New York City median household income of \$72,150. Meanwhile, the poverty rate in East New York is 19.2%, compared to 18% overall across the city. In Brownsville, the median household income is also lower, at \$40,620, and the poverty rate is almost 29%.

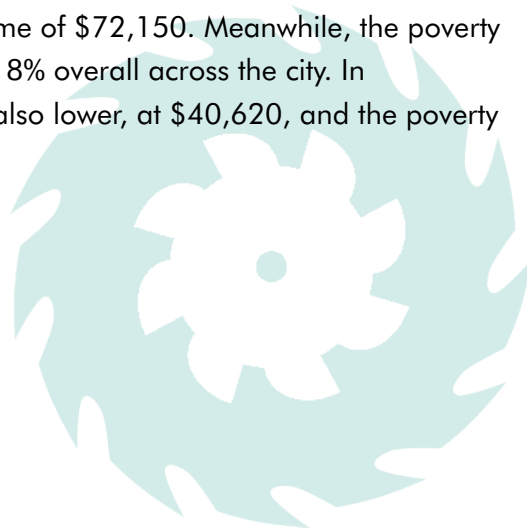
Sources:

New York State Department of Labor

NYU Furman Center

Population Division, NYC Department of City Planning

U.S. Census Bureau, 2020 Census Redistricting Data





Neighborhood Engagement

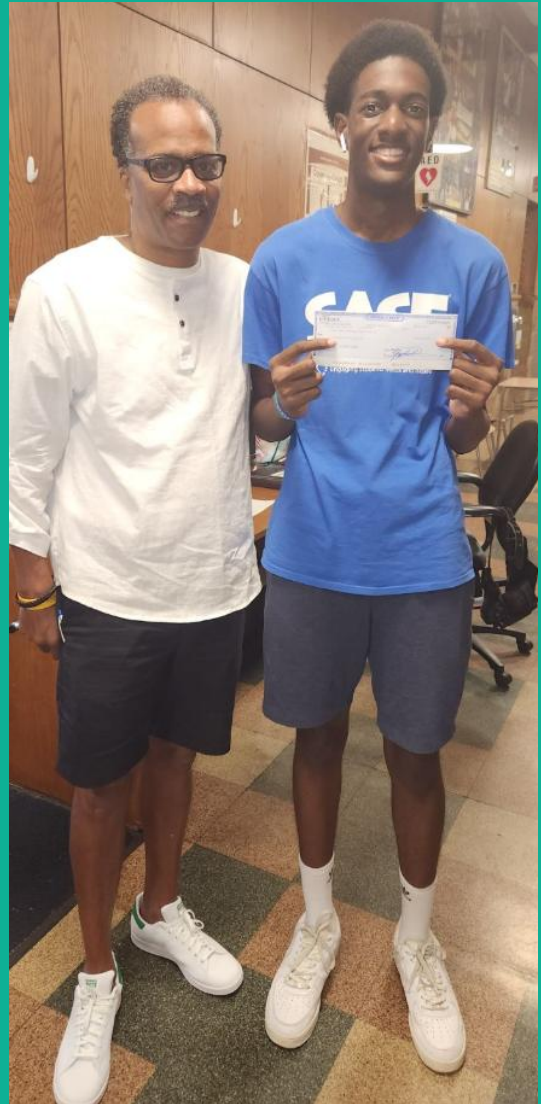


Academic Outreach

In recent years, the EBBID has supported research initiatives from architecture and urban design studios at Columbia, Cornell and the University of Virginia. The development of Broadway Junction was a focus of students at Columbia and UVA, while Cornell studied the organic growth of culture and businesses in East New York. Cornell students collaborated with Universe City in developing these design ideas. EBBID Executive Director Bill Wilkins served as both a neighborhood resource as well as a guest critic for midterm and final reviews.

Scholarships

The EBBID awards scholarships every year to area schools (Thomas Jefferson, Maxwell HS) or local residents who demonstrate academic excellence and/or are in need of financial assistance to attend institutions of higher learning. This year, the EBBID donated \$500 to both Jamar Anderson and Odessa Forbes. Mr. Anderson will be attending Medgar Evers College, and Ms. Forbes will be matriculating at Hampton University in the fall.



On Thursday, June 29, 2023, the EBBID was pleased to present a \$500 Scholarship to David Jules. Mr. Jules is the first male valedictorian for College Prep. College Prep is located on the campus of Erasmus Hall HS. Mr. Jules will be attending St Johns University in the fall.

A photograph of a man in a light blue shirt talking to a group of people in a factory setting. The man is on the left, looking towards the group. The group consists of several people, some wearing white shirts, looking towards the man. The background shows industrial equipment and bright lights.

Program Highlights

The EBBID hosted its first annual Industrial Park Community Summit on June 1, 2023, as a constituent gathering to review the business landscape of the park, consider any challenges, propose solutions and promote manufacturing. Taking place at the SoFive indoor recreational facility on Pitkin Avenue in the district, we discussed upcoming initiatives, heard from City agency representatives and received feedback from business owners. Responses from attendees focused on issues relating to sanitation and illegal dumping, homeless encampments, traffic safety, more stop signs (particularly around Trey Whitfield School) and energy compliance requirements to reduce greenhouse gas emissions.

Other outreach events have included Small Business Day and Meet the Developer, to connect real estate developers with local businesses for procurement opportunities. In addition, the first Friday in October is National Manufacturing Day, and the EBBID promotes area businesses by organizing a district tour with students from Trey Whitfield School along with press coverage.

The EBBID also coordinates a variety of other programs to promote outreach and visibility between the organization and the New York City community. For example, the EBBID directed the New York City Economic Development Corporation’s (NYCEDC) 2017 marketing campaign to promote district businesses through street banners and other outreach materials. EBBID leadership has served on advisory committees for urban planning initiatives such as the East New York rezoning and the development of Broadway Junction.

In addition, the EBBID has sponsored a variety of arts events to promote cultural activities in the district. This includes initiating the Public Theater’s productions of neighborhood Shakespeare performances and supporting local organizations such as Universe City and ARTs East New York. Additionally, with support from the EBBID, Legion Lighting has hosted urban art fairs in their factory. The EBBID also supported the Gates of Atlantic project, a public mural program to decorate retail security gates along Atlantic Avenue.

The EBBID has also helped implement the transformation of vacant lots into vibrant public spaces, from the Williams Avenue Community Garden to ongoing efforts to create a park at the entrance to the Jackie Robinson Parkway. Part of the work on Williams Avenue included a collaboration between Trey Whitfield School students and

teaching artists at Universe City to create Vision Zero traffic safety banners with DOT. Another green space in the district is the TLC Sculpture Garden, an NYC Parks/GreenThumb community garden at Glenmore and Hinsdale Avenues which emerged from a vacant lot that was formerly a home site.



"A Midsummer Night's Dream" by the Public Theater Mobile Unit, North Brooklyn YMCA, 2018.
Photo by Shan Jayakumar

East Brooklyn BID Survey – Key Findings

The East Brooklyn BID engaged in a variety of outreach strategies to connect with constituent businesses to update the business directory and gather information via a business survey. The survey was an effort to get an in-depth understanding of business economics and conditions within the EBBID. It consists of 37 questions posed to business operators, ranging from contact information to revenue, business development sources, labor conditions and EBBID physical environment conditions. Survey data was gathered from business owners by using eBlasts, phone banking, hosting an in-person business summit, drive-by canvassing and door knocking. Observations were taken as to existing companies, firm closures and new business operations.

Business Sectors

The EBBID is a diverse industrial park, with manufacturing leading the way.

Based on the EBBID survey, we found a diverse range of business sectors in the community. Among the major areas of operations, approximately:

17%

Respondents are working in manufacturing

8%

In transportation

8%

In automotive services

74%

of EBBID businesses have been operational for over two decades

These findings emphasizes the multi-generational character of the industrial park.

Minority and Women-Owned Business Enterprises (MWBE)

The district hopes to attract and register more MWBE businesses.



Around **74%** of business respondents are not a designated MWBE (minority/woman-owned business enterprise). Only **22%** of businesses surveyed are a designated MWBE. Additionally, around **95%** of business respondents are not a service/disabled veteran-owned business.

Procurement

The EBBID will continue to advocate for government procurement opportunities, while constituent businesses buy from each other.

According to survey data, over **70%** of businesses have not secured procurement opportunities from city, state and federal agencies. Meanwhile, less than **20%** of businesses have secured economic development incentives from city, state and federal agencies.

According to EBBID survey data, around **65%** of businesses source materials and services from neighboring EBBID businesses.

“Being part of a minority group, a women-owned small business, awareness, support and acknowledgment are key to obtaining opportunities. The LDCENY/EBBID provided that for me in my business as the owner of Greengage Urbanscape, Ltd. located in Brooklyn. The LDCENY unlocked resources that are available and collaborated with me on next steps in obtaining both NYC and NYS WBE certification. With new-found awareness and knowledge, this resource is integral for equitable representation.” Doreen Constanza

Projected Earnings and the Impact of the COVID-19 Pandemic

The Covid-19 pandemic continues to have an impact on the district's operations.

67%

According to survey data, around 67% of EBBID businesses are earning above \$1,000,000 estimated yearly revenues.

14%

While 14% of EBBID businesses earn below \$100,000 estimated yearly revenues.

32%

32% of business did increase yearly revenues from 2021 to 2022.

40%

While 40% of businesses did not experience a revenue increase between 2021 and 2022.

70%

Based on survey responses, almost 70% of EBBID businesses were largely impacted by COVID.

33%

Around 33% of businesses expect an increase in yearly revenue from 2022 to 2023.

Whereas more than half of EBBID businesses do not anticipate a revenue increase between the years 2022 and 2023.

Land Ownership

Site ownership helps to retain and stabilize EBBID businesses.

Based on the EBBID survey, around 57% of businesses own their site location. Meanwhile, around 22% of businesses rent, and under 5% of businesses sublease. Over 60% of businesses do not own additional property within the EBBID.

Workforce

A highly skilled workforce drives business operations, but the availability of appropriate training impacts local hiring.

According to EBBID survey data,

85% of business respondents highlight skills/qualifications as the major

reason for not hiring and retaining a locally sourced workforce. A diverse

range of hiring strategies are reported from EBBID businesses, with around

41% primarily hiring walk-in candidates, approximately **32%** of

respondents acquire talent through their website and around **32%** choose

to mainly hire from internal job postings distributed by staff. Over **25%** of

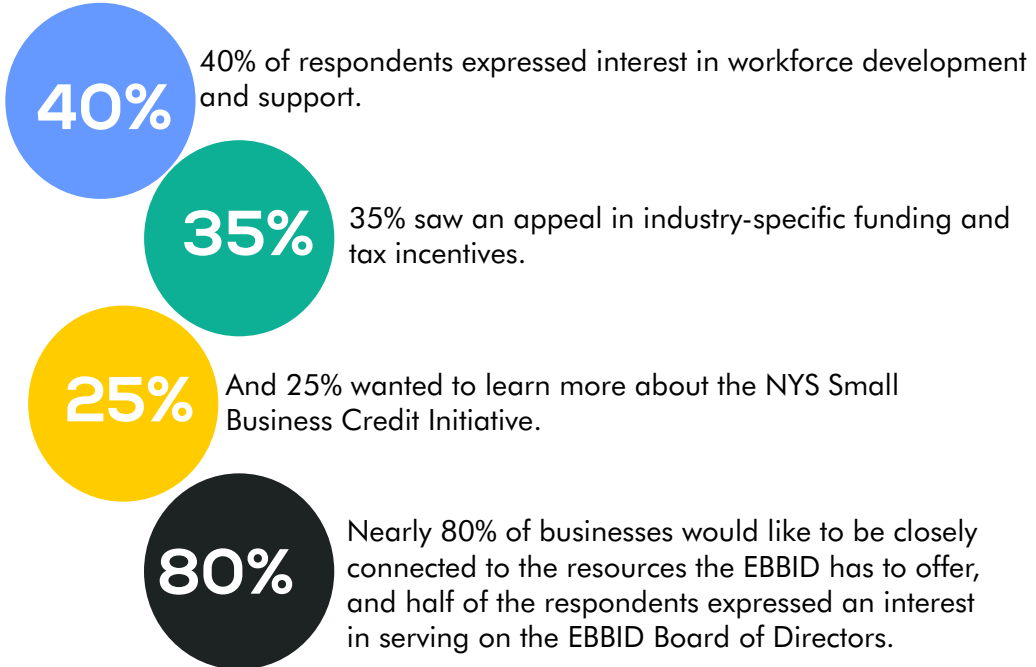
business respondents have a unionized workforce.

“Since I became involved with the East Brooklyn BID they have always been responsive with assisting businesses to expand. They were instrumental in supporting me through securing additional land through the Department of Citywide Administrative Services (DCAS) which has helped me grow my business and increase employment.” John Curcio, Allied Empire Bus.

EBBID Outreach

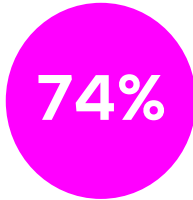
The EBBID continues to be a vital resource for constituent businesses.

According to survey data, more than half of business respondents are familiar with services and advocacy available through the EBBID, whereas around a third of them would like to learn more.



Business Environment

The EBBID has coordinated City agencies and augmented their services to support business operations.



Around 74% of businesses have filed complaints to city agencies concerning business environment issues.



Approximately 53% received an ineffective response from city agencies concerning business environment issues.

In response to constituent company needs, the EBBID has helped organize targeted responses by City agencies to improve business operations. Some recent initiatives have been working with the NYC DOT Borough Commissioner's office to adjust parking regulations for industrial businesses and coordinating a security survey with the Inspector of the 75th Precinct. Furthermore, the EBBID's "Clean Team" has provided additional attention to the sanitation needs of the district.

Inflation and Future Investments

Inflation has impacted business operations, but firms see a positive outlook and hope to invest in expansion.

According to EBBID survey data, around **96%** of respondents notice recent inflation has impacted business, and the same percentage of businesses are not considering refinancing.

65% of businesses expressed interest in expansion, while just under 60% were considering building up vertically.

Approximately **60%** of business respondents expressed interest in making a capital investment and/or purchasing new equipment.

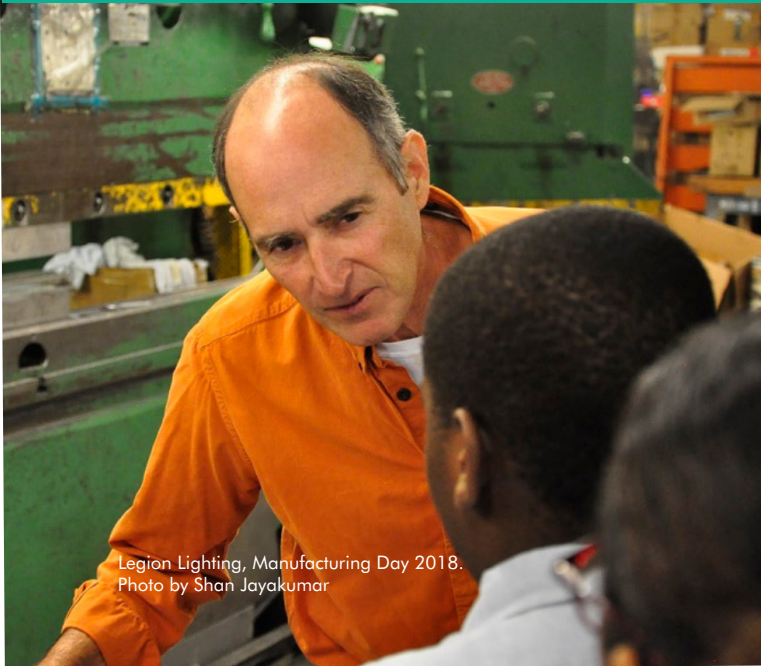
Around **56%** have energy rebates and/or are considering renewable energy.

Around **64%** of business respondents do not have a succession plan in place.



Students from Trey Whitfield School at Legion Lighting, Manufacturing Day 2017.
Photo by Kreg Holt

Business Made Better



Legion Lighting, Manufacturing Day 2018.
Photo by Shan Jayakumar



Watermark Designs, Manufacturing Day 2018.
Photo by Shan Jayakumar

Business Directory

AIR CONDITION/HVAC SERVICE

FERGUSON
141 ALABAMA AVENUE
Hvac Parts And Services
718-345-6743
MICHEAL

AUTO PARTS AND SERVICES

AV TECH AUTO COLLISION
82 GEORGIA AVENUE
Auto Repair And Body Work
718-498-5900
COLLIN TURNER

KAOTIC AUTO PARTS
1934 PITKIN AVENUE
Auto Parts
718-495-1774
KEVINKAOTIC1959@GMAIL.COM
ANTHONY WHITE

BAPA AUTOBODY AND REPAIR
RJS COLLISION CONCEPTS
90 SHEFFIELD AVENUE
Auto Repair And Body Work
347-739-1685
PACOLLISIONCONCEPTS@GMAIL.COM
DAVID

SARAD INC
165 WILLIAMS AVENUE
Truck And Bus Parts Distributor
718-485-9580
AMIR@SARAD.COM
TIBI ZICHERMAN

SIMTECH
248 JUNIUS STREET
Car And Truck Repair
718-345-8206
SIMTECHAUTOMOTIVE@YAHOO.COM
SIMON BUSANO

CARWASH SALES/SERVICE

ACE CAR WASH SALES & MANUFACTURING
153 SNEDIKER AVENUE
Manufacturer, Installer And Distributor of
Car Wash Equipment
718-272-6894
ABE EDWARDS

UNIVERSAL ONE AND ONLY
153 SNEDIKER AVENUE
Manufacturer And Service to the Car
Wash Industry
718-272-6894
ABE EDWARDS

COMMERCIAL AND INDUSTRIAL SUPPLIES

ATLANTIC WELDING SUPPLY
97 GEORGIA AVENUE
Specialty Gases And Welding Supplies
917-341-3688
JUAN DIAS

DEAN WIPING CLOTH
200 JUNIUS STREET
Manufacturer Of Wiping Cloths
718-485-0600
ROBERT CLEMENTE

CONSTRUCTION

CONCORD CONSTRUCTION
73 ALABAMA AVENUE
Interior And Exterior Demolition, Rolloffs
and Mini Containers
646-327-3595

KMS CONTRACTING
81 ALABAMA AVENUE
Steel Contracting
718-495-6500
STEVE HORN

M&B CONSTRUCTION
69 HINSDALE STREET
Construction And General Contracting
917-682-2706
PAUL BARTELOTTI

FILCO CARTING
197 SNEDIKER AVENUE
Full Scale Carting
718-456-5000
KEVIN CORBETT
WWW.FILCOCARTING.COM

DISPLAY MANUFACTURERS

ARC METAL
FRANKS SPECIALTY DESIGN
156 HINSDALE STREET
Manufacturer of Store And Metal Work
718-346-5581
JORDEN GLASSER

ELECTRICAL SERVICE SUPPLIES

MORRAY ELECTRIC
276 JUNIUS STREET
Full Service Electrical Contractor
718-495-8221
REGINALD LOWE

LOUIS SHIFFMAN ELECTRIC
542 WORTMAN AVENUE
Electric Service/Supplies
718-441-4200
SHELLY@LOUISHIFF.COM
ELVERENE SHELLY

FINISHERS

MAC ART SPRAY FINISHING
799 SHEFFIELD AVENUE
Liquid Spray And Power Sprayer Of
Formed Metal Products
718-649-3800
HOWARD MOSKOWITZ

FOOD PRODUCTS /SERVICES

JMP BAKERY
508 JUNIUS STREET
Importer And Distributor of Food Products
718-272-5400
JOSPEPH PALAGONIA

WATKINS POULTRY
293 GLENMORE AVENUE
Live Poultry Wholesaler
718-345-8600
WWW.WATKINSPOULTRY.COM

AMERIHUA PRODUCE
58 JUNIUS STREET
Wholesaler of Produce
718-922-2888
AMERIHUA@YAHOO.COM
DIANNA

TIFFANY FOODS
2042 PITKIN AVENUE
Wholesale Food Distributor
347-627-8588
INFO@TIFFANYFOODCORP.COM
LUKE/MARIA

NEW FARM
201 POWELL STREET
Wholesale Produce
347-556-2400
NEWFARMINC@HOTMAIL.COM
STEVE KIM

JMV DISTRIBUTORS/BRAND CENTRAL
1981 PITKIN AVENUE
Wholesale Distributor of Food Commodities
718-919-8510
WWW.BRANDCENTRALWHOLESALE.COM
HOWARD FIBUSHE

FURNITURE/WOOD MANUFACTURER

ADRIATIC WOOD PRODUCTS
1994 PITKIN AVENUE
Manufacturer And Molder of Wood Products
JOHN GRBIC
718-922-4621
WWW.ADRIATICWOOD.COM

LANDSCAPING

GREENGAGE URBANSCAPE
435 SUTTER AVENUE
Landscaping Design Services And
Maintenance
718-922-2900
DOREEN@GREENGAGENYC.COM
DOREEN/JOE CONSTANZA

LIGHTING

LEGION LIGHTING
221 GLENMORE AVENUE
Manufacturer of Commercial And
Residential Fluorescent Lighting Fixtures
917-865-7832
WWW.LEGIONLIGHTING.COM
MICHAEL BELLOVIN

METAL

AMJ IRONWORKS
106 ALABAMA AVENUE
Metal Construction
718-922-5023

BELMONT METALS
330 BELMONT AVENUE
Manufacturer of Specialty Non-ferrous
Metals And Alloys
718- 324-0175
WWW.BELMONTMETALS.COM
MICHAEL HENNING

EASTERN BRIDLE IRON AND STEEL
1946 PITKIN AVENUE
Steel Distributor And Warehouse
718-495-5300
DAVID LAURENTZ
WWW.EASTERNSTEEL.COM

EASTERN STEEL
1946 PITKIN AVENUE
Wholesale And Hot Rolled Steel
718-495-5300

GERSHOW SCRAP METALS
1885 PITKIN AVENUE
Buyer And Processor of Scrap Metals
718-345-2240
ERIC@GERSHOW.COM
WWW.GERSHOWRECYLING.COM
ERIC KUGLIER

JACKSON WHEELER METAL SERVICES
270 GEORGIA AVENUE
Manufacturer of Bearing Alloys
718-342-5000

LECAPIFE IRONWORKS
283 LIBERTY AVENUE
Manufacturer of Steel Ornamental Structures
718-342-3305
FERNANDO AUQUILLA

MISCELLANEOUS IRON WORKS/MCNELLY
ENTERPRISES
137 LIBERTY AVENUE
Iron/metal Fabricator
718-385-1234/718-810-4082
WWW.MCNELLYENT.COM
DIANNA

NATIONAL METAL ENCLOSURES
2618 ATLANTIC AVENUE
Manufacturer of Radiator Covers
718-498-6250

PROBLEM WELDING
276 BELMONT AVENUE
Manufacturer of Structural And Ornamental
Iron Fabrication
718-346-0104

STEEL MASTERS
135 LIBERTY AVENUE
Manufacturer And Installer of Roll Down
Gates And Custom Ironwork
718-498-2854
MATT ROSIO

SURE IRON WORKS
86 GEORGIA AVENUE
Manufacturer of Structural And Miscellaneous
Steel Fabrication
718-495-6500
WWW.SUREIORNWORKS.COM
STEVE HORN

VICTORY IRON WORKS
100 WILLIAMS AVENUE
Railing, Windows, Guards, Doors
718-498-8075

SUPREME STEEL
234 BELMONT AVENUE
Manufacturer of Structural Metal Needs
917-440-8139
TRINCHESEIORN@AOL.COM
NEAL

J AND C STEEL
197 SHEFFIELD AVENUE
Steel Fabricators And Erectors
718-495-3600
JCSTEEL1@YAHOO.COM

MAVERICK SCRAP METAL ECOLOGY
1939 PITKIN AVENUE
Scrap Metal
516-417-4821
EMAILTC@YAHOO.COM
BRITTANY MARKOWITZ

GLENMORE WELDING WORKS
285 LIBERTY AVENUE
Steel Fabrication
917-309-2214
DENNISBAXTER@MSN.COM
DENNIS BAXTER

MISCELLANEOUS

CENTER FOR TRADE AND DEVELOPMENT
191 POWELL STREET
718-485-6643

NATIONAL FIRE EXTINGUISHER
97 SHEFFIELD AVENUE
Fire Extinguisher Supplies/service
718-272-5800

RAPID PLASTICS
37 ALABAMA AVENUE
Manufacturer Of Plastic Hangers
718-498-5430

TREY WHITFIELD ACADEMY
48-60 WILLIAMS AVENUE
Nursery To 8th Grade Elementary School
718-342-7775
AB WHITFIELD
ELGRA34@AOL.COM

CARIBBEAN BREEZY CATERING HALL
276 BELMONT AVENUE
Catering Hall - Special/Private Events

CUBE SMART
2047 PITKIN AVENUE
Self Storage
800-800-1717
JOHN BAGNOLI

G AND A DISTRIBUTORS/VAPE PLUS
2578 ATLANTIC AVENUE
Vape Distributors Wholesale
VAPEPLUSNY@GMAIL.COM

LAMOR ASSOCIATES
2005-2021 PITKIN AVENUE
516-571-1000
Lamorassociatesllc@gmail.com
BRIAN FADEN

UNIVERSE CITY
URBAN FARM/AQUACULTURE
1939 PITKIN AVENUE
347-652-5130
FAM@UNIVERSECITYNYC.COM
FRANKLYN MENA

BROOKLYN BORN

Vending Machines And Food Trucks
917-578-6681
RENEE BOYD

SOFIVE

2015 PITKIN AVENUE
Indoor Soccer Camp/Event Space
347-745-7544
JEFF.RUSZKOWSKI@SOFIVE.COM
JEFF RUSZKOWSKI

BKLYN EATS

2592 ATLANTIC AVENUE
Diner/Restaurant
INFO@BKLYNEATS.COM
MIKE PAPADOPOULOS

OVERHEAD DOORS AND GATES
ATLANTIC DOOR AND HARDWARE
302 SHEFFIELD AVENUE
Manufacturer And Distributor pf Doors
718-345-4500
JOSEPH GOTTLIEB

PACKAGING

DAVING QUALITY PAPER
1001 GEORGIA AVENUE
Jobber of Paperboard
718-257-6700
JOSEPH LUPKIN

STAR POLYBAG
200 LIBERTY AVENUE
Manufacturer of Plastic Bag Etc.
718-384-3130
WWW.OZIER@STARPOLY.COM
OZIER

PLUMBING SUPPLIES/SERVICE

LEO INTERNATIONAL
471 SUTTER AVENUE
Wholesale Distributor of Plumbing And
Heating Supplies
718-290-8005
INFO@LEOINTERNATIONAL.COM
GARY

HARRIS PLUMBING
79 GEORGIA AVENUE
Full Service Plumbing
718-495-3400
SQUARATINO84@GMAIL.COM
PASQUEL QUARANTINO

SOLCO PLUMBING
413 LIBERTY AVENUE
Wholesale And Retailers of Plumbing And
Heating Supplies/Equipment
718-345-1900
STUART BAKER

WITTMANN PLUMBING ASSOCIATES
100 HINSDALE STREET
Full Service Plumber
718-345-8000
TOM SPINELLI

REAL ESTATE

HOLMAN REALTY
593 SUTTER AVENUE
Local Real Estate Sales And Service
718-272-1919
TREVOR HOLMAN

RESTAURANT EQUIPMENT/SERVICES

BELTON INDUSTRIES
 327 LIBERTY AVENUE
 Manufacturer Of Air Filters And Cleaners of
 Hood Ducts And Exhaust Systems For
 Business And Restaurants
 718-385-7600
 TOM WEBER

FDC TABLETOPS
 812 SNEDIKER AVENUE
 Manufacturer of Tabletops For Restaurants
 718-649-1002
 RICHARD LAZAROV

FILTER KLEEN
 107 GEORGIA AVENUE
 Cleaning And Servicing of Hoods, Ducts, Air
 Filters And Kitchen Equipment
 718-495-4747
 TOM WEBER

DONE RIGHT HOOD AND FIRE SAFETY
 317 LIBERTY AVENUE
 Cleaning/Service of Hoods, Ducts And
 Green Oil Recycling
 212-660-3232

RETAIL ETC.

FRONT LINE PHARMACY
 2619 ATLANTIC AVENUE
 718-400-9144
 WWW.INFO@FRONTLINEPHARMACYANDSURGICAL.COM

JOHANNA SALON
 535 SUTTER AVENUE
 Beauty Salon
 718-485-0080

SEA ISLAND RESTAURANT
 611 SUTTER AVENUE
 Restaurant
 347-627-7252

NEW CREATIVE NAIL SALON
 579 SUTTER AVENUE
 Nail Salon
 347-413-9202
 LISA

SOLOANO HAIR CLUB
 575 SUTTER AVENUE
 Hair Salon
 929-484-7699
 JAY

HARDWARE AND VARIETY STORE
 599 SUTTER AVENUE

DAVID'S CHECK CASHING
 581 SUTTER AVENUE
 Check Cashing Service
 917-410-7877
 KIM

BIG DADDY HARDWARE
 531 SUTTER AVENUE
 Retail Hardware
 718-346-4104
 JOHN

EXOTIC BLAST GIFTS
539 SUTTER AVENUE
Vape Supplies

YUMMY LOTUS
591 SUTTER AVENUE
Restaurant
347-295-0564
HUANG CHEN

LAS AMERICAS DRY CLEANING
601 SUTTER AVENUE
Dry Cleaners
718-345-1314
RAMONA PAULA

SMALL MOMMI AFRICAN MARKET
583 SUTTER AVENUE
Food And Merchandise
718-345-1314
RAMONA PAUL

PBQ BROKERAGE
541 SUTTER AVENUE
Financial Services
718-345-7200
CARLOS

CUPIDOS RESTAURANT
609 SUTTER AVENUE
Restaurant
718-485-1921

LAUNDROMAT BAMAS
569 SUTTER AVENUE
Laundromat
718-484-7332

CARRANZA PIZZA
603 SUTTER AVENUE
Pizza, Italian Dishes
718-498-5566

SUTT-PENN PHARMACY
629 SUTTER AVENUE
718.498.8898

CROWN CHICKEN
577 SUTTER AVENUE
Fast Food Restaurant
347-405-8729
CROWN@FRIEDCHICKENPIZZASUTTERAVE.COM
RICKY

RIGGING/SIGNS

AMERICAN RIGGING AND HAULING
150 LIBERTY AVENUE
Rigging Service
718-346-RIGG

HULK RIGGING AND HAULING
69 POWELL STREET
Rigging Service
718-625-1322
GARY GOLDBERG

STONE/CEMENT FABRICATORS

ESP MARBLE
283 LIBERTY AVENUE
Stone Fabricators And Supplies
917-332-9698

ACCURATE PRE-CAST
1957 PITKIN AVENUE
Cement/Concrete Fabricators
718-902-4320
MARIE2159@AOL.COM
MARIE

BORO TRANSIT
50 SNEDIKER AVENUE
School Bus Company Specializing In
Private Trips For Organizations And Schools
718-346-9600
JOSEPH CURCIO

TRANSPORTATION SERVICES

CONSOLIDATED BUS TRANSPORT
68 SNEDIKER AVENUE
School Bus And Private Bus Chartering
And Services
718-346-9797
SGENOVESE@CBTTRANS.COM
STEVE GENOVESE

EMPIRE STATE BUS
148 SNEDIKER AVENUE
School Bus Transportation Company
718-485-8002
JOHN CURCIO

OUTSTANDING TRANSPORT
26 POWELL STREET
Adult Day Treatment Transportation
718-495-0491
CHARLES CURCIO



Photo by Kreg Holt

Alphabetical Listing

ACCURATE PRECAST	718-902-4320
ACE CAR WASH SALES	718-272-6894
ACE CAR WASH SALES/UNIVERSAL ONE & ONLY	917-272-8861
ADRIATIC WOOD	718-922-4261
AIRWELD	718-385-3517
ALLIED/EMPIRE	718-485-8002
AMERIHUA PRODUCE	718-922-2888
AV TECH AUTO	718-498-5900
BELMONT METALS	718-345-5650
BIG DADDY HARDWARE	718-346-4104
BKLYN EATS	347-663-1519
BMG RIGGING/HAULING	718-566-7800
BROOKLYN BORN	917-578-6681
CARRANZA PIZZA	718-498-5566
CONCORD CONSTRUCTION	646-327-3595
CROWN FRIED CHICKEN	347-405-8729
CUBE SMART	800-800-1717
CUPIDOS RESTAURANT	718-485-1921
DAVID'S CHECK CASHING	917-410-7877
DONE RIGHT HOOD AND FIRE SAFETY	212-660-3232
EASTERN STEEL	718-495-5300
EMPIRE STATE BUS	718-927-1500
ESP MARBLE	917-332-9698
FERGUSON	718-345-6743
FILCO CARTING	718-456-5000
FRONT LINE PHARMACY AND SURGICAL	718-400-9144
G&A DISTRIBUTOR-VAPEPLUS	347-627-7267
GEORGIA DELI CORP.	347-295-0564
GERSHOW RECYCLING	718-345-2240
GREENGAGE URBANSCAPE, LTD	718-922-2900

HARRIS PLUMBING/HEATING	718-495-3400
HARRIS WATER METER	718-495-3600
J AND C STEEL	347-528-7654
JMV/BRAND CENTRAL	718-919-8510
KAOTIC AUTO PARTS	718-495-1774
LAMOR ASSOCIATES	516-571-1000
LAS AMERICAS DRY CLEANING	718-345-1314
LAUNDROMAT BAMAS	718-484-7332
LECAPIFE	718-342-3305
LEGION LIGHTING	917-865-7832
LEO INTERNATIONAL	718-290-8005
M AND B CONSTRUCTION	917-682-2706
MAC ART SPRAY FINISH	718-649-3800
MAVERICK SCRAP METALS ECOLOGY	516-417-4821
McNELLY ENTERPRISE	718-810-4082
MISCELLANIOUS IRON WORKS	718-385-1234
MORRAY ELECTRIC	718-495-8221
NATIONAL METAL ENCLOSURES	718-922-6250
NEW CREATIVE NAIL SALON	347-413-9202
NEW FARM	347-556-2400
OLYMPIANZ	646-342-0196
OUTSTANDING TRANSPORT	718-495-0491
PA/RJS COLLISION CONCEPTS	347-739-1685
PBQ BROKERAGE	718-345-7200
PUMAS UPHOLSTERY	347-533-4906
SARAD	718-485-9580
LOUIS SHIFFMAN ELECTRIC	718-441-4200
SIMTECH AUTO	718-345-8206
SMALL MOMMI AFRICAN MARKET	718-676-0708

SOFIVE	347-345-8206
SOLOANO HAIR CLUB	929-484-7699
STAR POLY BAG	718-384-3130
STEEL MASTERS	718-498-2854
SUPREME STEEL	917-440-8139
SURE IRON WORKS	718-495-6500
SUTT-PENN PHARMACY	718-498-8898
TIFFANY FOODS	347-627-8588
TREY WHITFIELD ACADEMY	718-342-7775
UNIVERSAL STEEL	718-342-0782
UNIVERSE CITY	347-652-5130
VALJATO ENGINEERING	718-701-2707
VICTORS IRON WORKS	347-469-2935
VICTORY WHOLESALE	718-235-0687
WATKINS POULTRY	718-345-8600
YUMMY LOTUS	718-346-2410



IMPORTANT PHONE NUMBERS

ELECTED OFFICIALS

Borough President Antonio Reynoso	(718) 802-3700
Congressman Hakeem Jeffries DNY8	(718) 237-2211
Congresswoman Nydia Velazquez DNY7	(718) 222-5819
NY State Senator Roxanne Persaud	(718) 649-7653
NY State Senator Julia Salazar	(718) 573-1726
NY State Assemblyman Erik M. Dilan 54AD	(718) 386-4576
NY State Assemblywoman Nikki Lucas 60AD	(718) 257-5824
NY State Assemblywoman Latrice Walker 55AD	(718) 342-1256
NYC Councilman Charles Barron	(718) 649-9495
NYC Councilwoman Sandy Nurse	(718) 642-8664

CITY AGENCIES

Office of the Mayor	(212) 788-3000
Community Board #5	(718) 819-5487
Community Board #16	(718) 385-0323
73rd Precinct	(718) 495-5411
75th Precinct	(718) 827-3511
NYC Department of Sanitation BK #5	(718) 649-3074
NYC Department of Sanitation BK #16	(718) 257-1520
NYC Department of Small Business Services	(212) 513-6300
NYC Economic Development Corporation	(888) 692-0100
NYC Department of Buildings	(212) 566-5000
NYC Department of Transportation (Brooklyn Borough)	(646) 892-1350
NYC Department of Environmental Protection	(718) 595-7000

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Urban Land Institute, *Broadway Junction*, 2014.

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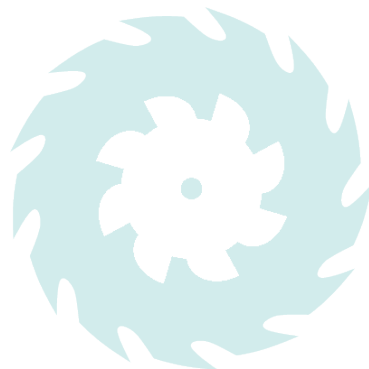
Shenita Ramos, Project Coordinator, East Brooklyn BID

Gene Moore, Business Outreach Manager

Banu Newell, Survey Analyst

Gail Davis, Graphic Design and Layout Editor

Shan Jayakumar, Managing Editor, Writer and Contributing Photographer





ABOUT THE EBBID

The East Brooklyn Business Improvement District (EBBID) provides a variety of supportive services to its member businesses and local community. With a special focus on maintaining the industrial character of the district, the organization remains committed to preserving vital manufacturing jobs that are a pathway to the middle class.

ACKNOWLEDGMENTS

The East Brooklyn BID wishes to thank our constituent businesses, neighborhood community, elected officials and City agencies for their on-going support of the BID's activities. We also want to acknowledge the generous grant from the New York City Department of Small Business Services (Single District Grant) for the production of this directory.

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INDUSTRY

LIVES IN EAST NEW YORK



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