

NEW YORK CITY ECONOMIC DEVELOPMENT CORPORATION

Andrew Kimball, President & CEO



WHAT WE DO

New York City Economic Development Corporation (NYCEDC) is a mission-driven nonprofit organization that strives to create shared prosperity across New York City. NYCEDC is responsible for driving the growth of equitable, sustainable neighborhoods and investing in key industries like technology, life sciences, green energy, and advanced manufacturing to diversify the City's economy and bring good-paying jobs to New Yorkers. NYCEDC invests in communities through major infrastructure upgrades, capital projects, and real estate development; manages City-owned properties like Hunts Point Produce Market and Brooklyn Army Terminal; and works to enhance the City's legacy and emerging business sectors.

NYCEDC addresses challenges faced by traditional and emerging industries through analysis of current and evolving economic trends; development of strategies and solutions; and implementation of programs that help businesses start, grow, and thrive. Through the New York City Industrial Development Agency (NYCIDA), Build New York City Resource Corporation (Build NYC) and the New York City Neighborhood Capital Corporation (NYCNCC), NYCEDC helps eligible businesses and registered nonprofits meet financing needs for property acquisition, expansion, new equipment, renovation, and working capital through low-cost, tax-exempt bonds, exemptions, and abatements of selected City and State taxes and New Markets Tax Credits.

FOCUS ON EQUITY

NYCEDC has played and will continue to play a key role in NYC's ongoing economic recovery, making sure that the recovery is centered on equity, community resiliency, and economic mobility. NYCEDC works with and for communities to bring emerging industries to New York City; develop spaces and facilities for businesses; empower New Yorkers through training and skill-building; and invest in sustainable and innovative projects from community facilities to affordable housing, parks, open space, streetscapes, infrastructure, and resiliency projects that make the city a great place to live and work. In practice, this means promoting BIPOC and immigrant entrepreneurship, driving inclusive sector growth, centering equity in the evolution and development of both legacy and emerging industries, and investing equitably in neighborhood infrastructure. In alignment with the Adams administration's "Rebuild, Renew, Reinvent: A Blueprint for New York City's Economic Recovery," highlighted below are several select programs and projects that reflect NYCEDC's commitment to equitable economic growth.

NYCEDC is committed to awarding minority, women-owned, and disadvantaged business enterprises (M/W/DBEs) at least 30 percent of its work, a threshold that NYCEDC has surpassed for the last three years, reaching 44 percent in Fiscal 2021 and 43 percent over the first three quarters of Fiscal 2022. NYCEDC helps M/W/DBE firms overcome challenges to winning government contracts for public projects through its Opportunity M/W/DBE program. The ConstructNYC program helps small-to-midsized M/W/DBEs in the construction sector pre-qualify for the opportunity to work on NYCEDC projects. ConstructNYC has awarded 106 contracts, with a total value of \$62 million to 54 firms, and generated 669 construction and administrative jobs. Revenues for businesses have increased by 22 percent on average since participating in ConstructNYC. Additionally, NYCEDC is developing a program geared to help M/W/DBE businesses gain access to the construction opportunities in offshore wind development and waterfront redevelopment through technical business education, access to technical assistance, and direct opportunities on NYCEDC waterfront and offshore wind development projects. Applications for NYC Waterfront Pathways will kick off this fall 2023.

A strong network of innovation spaces and programs across the five boroughs provides the resources companies need to grow in areas like advanced manufacturing, life sciences, and digital technology. In addition, NYCEDC's HireNYC program helps connect New Yorkers to job opportunities created by the organization's development projects. So far, the HireNYC program has resulted in approximately 26,000 referrals and more than 3,000 referred candidates hired.

In its neighborhood-based work, NYCEDC follows a model of inclusive community engagement. In shaping the Hunts Point Forward Vision Plan, NYCEDC reached out to residents, workers, local stakeholders, elected officials, and City agencies to address both short- and long-term challenges. The project team worked with community members as partners to develop the vision and recommendations.

The Hunts Point Working Group, composed of 20 local community leaders, formed the core guiding voice, partnering with the project team to develop the bilingual engagement process, the resulting recommendations, and pathways to implementation, ensuring open and transparent conversations with the community. The release of the vision plan coincided with Mayor Adams' administration committing \$40 million to the implementation of Hunts Point Forward.

In the tech industry, NYCEDC is helping to break down historic and systemic barriers to venture capital for entrepreneurs from diverse backgrounds through Venture Access NYC. The first Venture Access NYC effort is the Founder Fellowship, an annual program designed to improve access to capital and networks for underrepresented founders. By participating in the Founder Fellowship, diverse tech founders access resources including an investor and partner network of over 400 organizations; connections to a peer community of 200+ companies scaling transformative technology; assistance with navigating legal, marketing, and fundraising challenges; and access to space, equipment, and workshops at Brooklyn Navy Yard.

OUR SERVICES AND GOALS

SERVICE 1 Develop and build physical assets and infrastructure in all five boroughs.

Goal 1a Support industry growth by improving the connectivity and livability of neighborhoods and investing in infrastructure and area-wide redevelopment.

SERVICE 2 Manage, maintain and enhance City assets to attract businesses.

Goal 2a Leverage City assets to support business growth and strengthen communities' economic vitality.

SERVICE 3 Provide resources to targeted industries and businesses.

Goal 3a Grow and diversify the City's economy by enhancing the competitiveness of industries and businesses.

Goal 3b Facilitate private sector investments and make City investments where necessary to support business growth and secure a positive return to the City.

SERVICE 4 Leverage City investments to support inclusive economic development.

Goal 4a Create economic opportunity for New Yorkers through real estate development.

HOW WE PERFORMED IN FISCAL 2022

SERVICE 1 Develop and build physical assets and infrastructure in all five boroughs.

Goal 1a

Support industry growth by improving the connectivity and livability of neighborhoods and investing in infrastructure and area-wide redevelopment.

During Fiscal 2022 NYCEDC closed two sales of development rights to facilitate new developments that are collectively expected to leverage more than \$220 million in new private investment. In the DUMBO neighborhood in Brooklyn, NYCEDC sold commercial office development rights to the developer of a 27-story mixed-use building, adding nearly 100,000 square feet of office space to the growing jobs hub in the neighborhood. A portion of the proceeds of the sale will be used to fund community improvements, including improvements to the nearby York Street Subway Station, PS 307 school enhancements, and expanded programming at the nearby public housing developments. Also in Brooklyn, NYCEDC negotiated a transfer of development rights to support the development of an approximately 683,000 square foot facility as part of the Pacific Park development project, which will include both retail and office space.

Capital expenditures for Fiscal 2022 totaled approximately \$543 million. Over the past year, construction has continued for several economic development projects, including the construction of new ferry landings through the Citywide NYC Ferry service project, new infrastructure work in the Lower Concourse area of the Bronx, and a new streetscape in the Hudson Square section of the West Village. Construction is also underway for projects undertaken on behalf of other City agencies, including NYC Health + Hospitals, NYC Parks, NYC Cultural Affairs, NYC Department of Environmental Protection, and New York Public Library. In Coney Island in Brooklyn, NYCEDC made substantial progress on the Ruth Bader Ginsburg Hospital for NYC Health + Hospitals, which is now nearing completion and will be opening in late 2022. The 11-story hospital will contain a new emergency department, a state-of-the-art surgical suite, and numerous other inpatient and specialty care facilities. Upon completion, the facility will serve as the nearest hospital for approximately 875,000 New Yorkers in the South Brooklyn community. NYCEDC also conducted significant pre-construction work on the Public Health Lab in Harlem, which broke ground in July 2022. The cutting-edge lab space will serve as a vital component of the City's public health infrastructure and will be used to conduct clinical and environmental testing services including outbreak response testing for diseases such as Ebola, Legionnaires' disease, COVID-19, and monkeypox; community testing for sexual health associated diseases; beach water and wastewater pathogen monitoring; biothreat agent testing, and more. Finally, the Charleston Library, the New York Public Library's newest branch, was opened earlier this year on Staten Island.

NYC Ferry served over 5.3 million riders in Fiscal 2022, an increase of more than 40 percent from Fiscal 2021. Ridership continued to recover towards pre-pandemic levels over the course of the year, and by the end of June 2022, average weekly ridership was nearly 100 percent of pre-pandemic levels. NYC Ferry also made significant expansions to its routes in Fiscal 2022. With last summer's launch of the St. George route, which connects St. George in Staten Island to the West Side of Manhattan, NYC Ferry now connects all five boroughs. Additionally, service in the Bronx was expanded with the extension of the Soundview route to Throgs Neck in December 2021. NYCEDC also recently announced "NYC Ferry Forward", a plan for a more equitable, accessible, and financially sustainable system. NYC Ferry Forward includes plans to raise the base fare of NYC Ferry from \$2.75 to \$4.00, offer a 10-trip pass at \$27.50 (keeping a \$2.75 per-ride option for frequent travelers), and significantly expand the discount program, each to take effect in September 2022. NYC Ferry Forward also launched a reservation-based pilot service to and from the Rockaways with a fare of \$8.00 and a plan to offer two free NYC Ferry tickets to NYCHA households near NYC Ferry landings.

Graffiti removal through Graffiti Free NYC (GFNYC) increased substantially from Fiscal 2021 to Fiscal 2022 as the program continues to rebuild following its suspension during the COVID-19 pandemic. More than 9,400 sites totaling 3.4 million square feet of graffiti were cleaned through GFNYC during Fiscal 2022, resulting in cleaner communities across the City.

Performance Indicators	Actual					Target		Trend	
	FY18	FY19	FY20	FY21	FY22	FY22	FY23	5-Year	Desired Direction
★ Private investment leveraged on the sale/long-term lease of City-owned property (\$000,000)	\$1,140.0	\$1,200.6	\$100.3	\$589.1	\$220.9	↑	↑	Down	Up
Capital expenditures (\$000,000) (excludes asset management and funding agreements)	\$233.2	\$216.0	\$342.5	\$428.6	\$543.7	*	*	Up	*
Graffiti sites cleaned	11,090	14,236	10,557	299	9,403	*	*	Down	*
Square feet of graffiti removed (000)	6,139	7,087	5,360	208	3,395	*	*	Down	*
NYC Ferry - Average monthly ridership	341,672	472,571	413,921	312,082	447,782	*	*	Neutral	Up
★ Critical Indicator	● Equity Indicator	"NA" Not Available	↑↓ Directional Target	* None					

SERVICE 2 Manage, maintain and enhance City assets to attract businesses.

Goal 2a Leverage City assets to support business growth and strengthen communities' economic vitality.

The square footage of City assets actively managed by NYCEDC increased slightly to 64.7 million and portfolio revenue generated rose by roughly \$35 million to \$295 million due primarily to rent increases at NYCEDC-managed properties. The occupancy rate at NYCEDC-managed properties also increased slightly to 99.2 percent. As the City continues to recover from the pandemic, NYCEDC has focused on supporting legacy tenants to facilitate their continued occupancy at NYCEDC-managed properties while also increasing new market-rate leasing activity. NYCEDC has also continued its work to prepare for the opening of the new Made in New York campus at Bush Terminal. The campus will serve as a media production and garment manufacturing hub and is expected to support more than 2,500 permanent jobs upon completion. The northern portion of the campus is expected to open in 2023.

Performance Indicators	Actual					Target		Trend	
	FY18	FY19	FY20	FY21	FY22	FY22	FY23	5-Year	Desired Direction
Capital expenditures on asset management (\$000,000)	\$95.0	\$67.3	\$36.1	\$37.4	\$23.6	*	*	Down	*
★ Occupancy rate of NYCEDC-managed property (%)	95.0%	95.1%	98.4%	98.7%	99.2%	95.0%	95.0%	Neutral	Up
Portfolio revenue generated (\$000,000)	\$247.4	\$271.8	\$235.2	\$259.7	\$294.7	*	*	Up	Up
Square footage of assets actively managed by NYCEDC (000)	64,923.7	65,849.7	64,424.1	64,493.8	64,748.1	*	*	Neutral	*
★ Critical Indicator ● Equity Indicator "NA" Not Available ↑↓ Directional Target * None									

SERVICE 3 Provide resources to targeted industries and businesses.

Goal 3a Grow and diversify the City's economy by enhancing the competitiveness of industries and businesses.

During Fiscal 2022, NYCEDC served 6,301 businesses, largely through efforts to assist small businesses stabilize after the turmoil brought on by the COVID-19 pandemic. A number of notable accomplishments were achieved during the past year, including the expansion of the Small Business Recovery Network (SBRN), hosting of virtual events by our Women.nyc program, advancement of initiatives to support the nascent offshore wind sector, and life sciences development activities. Through SBRN, a public-private partnership created to help small businesses navigate resources to aid in their COVID-19 recovery, NYCEDC served over 5,000 businesses during Fiscal 2022 (and more than 10,500 since SBRN's inception in 2020) through one-on-one consultations with small business specialists who connect them to resources including grants, loans, legal, digitization, and marketing support, as well as business strategy services.

Performance Indicators	Actual					Target		Trend	
	FY18	FY19	FY20	FY21	FY22	FY22	FY23	5-Year	Desired Direction
★ Businesses served by industry-focused programmatic initiatives	1,538	1,775	1,585	6,200	6,301	↑	↑	Up	Up
Private sector jobs in innovation industries (%) (calendar year)	14.3%	14.3%	14.3%	15.5%	15.5%	*	*	Up	Up
● New York City unemployment rate (%)	4.5%	4.2%	7.4%	13.1%	8.0%	*	*	Up	Down
★ Critical Indicator ● Equity Indicator "NA" Not Available ↑↓ Directional Target * None									

Goal 3b Facilitate private sector investments and make City investments where necessary to support business growth and secure a positive return to the City.

The New York City Industrial Development Agency (NYCIDA) closed nine transactions during Fiscal 2022. Together, these projects are expected to generate over \$143 million in City tax revenue, leverage more than \$83 million in new private investment, and create 115 jobs within the first three years of their respective terms. Among the new transactions is an industrial incentive project with Greenpoint Manufacturing and Design Center (GMDC) in Brownsville, Brooklyn, which will support GMDC in constructing an approximately 38,960 square foot facility, to be sub-divided and leased to small, local industrial companies at affordable rents. The facility will be located within a 174-unit affordable housing development operated by The Bridge, a nonprofit developer. Industrial tenants on-site are expected to employ more than 30 full-time

equivalent workers. The NYCIDA also closed a transaction with Steinway Pianos during Fiscal 2022, which will involve the renovation and modernization of Steinway's longstanding, 450,666 square foot piano manufacturing plant in Astoria, Queens, where approximately 315 full-time equivalent workers are employed. The new project will help ensure Steinway's continued operations in Queens, from which the company has operated as one of the leading piano manufacturers in the world since the late 19th Century.

Build NYC Resource Corporation (Build NYC) closed 12 transactions during Fiscal 2022. Collectively, these projects are expected to generate approximately \$360 million in City tax revenue and leverage nearly \$500 million in private investment over the course of their respective terms. Among the new transactions was the issuance of tax-exempt bonds to Staten Island's Richmond University Medical Center to finance the design, construction, furnishing and equipping of a new 30,772 square foot addition to its facility for use as surgical suites and related facilities. In addition, the financial assistance will allow the hospital to fund other renovations and equipment purchases, and to acquire a building for use as medical offices. Additionally, Build NYC issued tax-exempt bonds to the Center for Urban Community Services, Inc. (CUCS) which will help finance the acquisition, renovation, furnishing, and equipping of a 23,020 square foot building in Manhattan. The facility will offer an 84-bed safe haven for chronically homeless single adults and couples with mental illness and provide on-site psychiatry and primary care.

The value of funding disbursed from City funding agreements in Fiscal 2022 exceeded \$108 million. One notable highlight was the opening of South Asian Council for Social Services Inc.'s (SACSS) community center in Flushing, Queens, featuring over 3,000 gross square feet of space dedicated to serving underserved South Asians and other immigrants in Queens. This new space will allow SACSS to accommodate the high demand for their food pantry, which offers an array of groceries from different cultures, and provide healthcare services in a dignified setting. Another notable highlight includes a groundbreaking for the construction of a 60,000 square foot cold-storage facility by the New York State Regional Food Hub in Hunts Point. Once construction is completed, the new cold-storage facility will strengthen the local food economy, improve access to healthy and affordable foods for underserved New Yorkers, and bolster the wholesale distribution of regionally grown and raised products throughout New York City. NYCEDC also closed a funding agreement during Fiscal 2022 to support Downtown Brooklyn Partnership, Inc., a local development corporation, which renovated Betty Carter Park (formerly known as BAM Park) to reopen the parcel to residents, workers, and visitors of the Brooklyn Cultural District. Prior to construction, the park was closed to the public because of unsafe conditions for pedestrians. City capital funded the replacement of approximately 9,000 square feet of sidewalk abutting the public park, and the installation of curbs and pedestrian ramps.

Performance Indicators	Actual					Target		Trend	
	FY18	FY19	FY20	FY21	FY22	FY22	FY23	5-Year	Desired Direction
New York City Industrial Development Agency projects - Contracts closed	14	7	9	6	9	*	*	Down	Up
★ - Projected three-year job growth associated with closed contracts	15,201	254	4,389	285	115	↑	↑	Down	Up
★ - Projected net City tax revenues generated in connection with closed contracts (\$000,000)	\$2,368.7	\$63.7	\$1,244.6	\$170.3	\$143.1	↑	↑	Down	Up
- Private investment leveraged on closed projects (\$000,000)	\$7,412.4	\$163.5	\$3,368.8	\$31.0	\$83.2	*	*	Down	Up
Build NYC Resource Corporation - Contracts closed	15	17	6	12	12	*	*	Down	Up
★ - Projected three-year job growth associated with closed contracts	251	278	67	299	308	↑	↑	Up	Up
★ - Projected net City tax revenues generated in connection with closed contracts (\$000,000)	\$87.0	\$297.2	\$121.4	\$185.6	\$359.9	↑	↑	Up	Up
- Private investment leveraged on closed projects (\$000,000)	\$616.3	\$1,000.4	\$252.2	\$464.0	\$498.3	*	*	Down	Up
Value of funding disbursed pursuant to City funding agreements (\$000,000)	\$63.3	\$128.3	\$96.7	\$83.3	\$108.3	*	*	Up	*
★ Critical Indicator	● Equity Indicator	"NA" Not Available	↑↓ Directional Target	* None					

SERVICE 4 Leverage City investments to support inclusive economic development.

Goal 4a

Create economic opportunity for New Yorkers through real estate development.

As required by the Fair Wages for New Yorkers Act, developers and commercial tenants at projects that receive more than one million dollars in financial assistance from the City or NYCEDC are required to pay their employees a Living Wage, as adjusted by the Office of the Comptroller on an annual basis. These rates will continue to be adjusted annually based on changes in the Consumer Price Index. Among NYCEDC's project portfolio, 99.8 percent of workers on development projects were reported to receive a Living Wage or more in Fiscal 2021, the last year for which data is currently available.

Performance Indicators	Actual					Target		Trend	
	FY18	FY19	FY20	FY21	FY22	FY22	FY23	5-Year	Desired Direction
Project employees reported to be earning a living wage or more (%)	98%	99%	100%	100%	NA	95%	95%	NA	Up

★ Critical Indicator ● Equity Indicator "NA" Not Available ↑↓ Directional Target * None

AGENCY RESOURCES

Resource Indicators	Actual ¹					Plan ²		5yr Trend
	FY18	FY19	FY20	FY21	FY22	FY22	FY23	
Personnel	518	535	529	489	502	516	516	Neutral
Capital commitments (\$000,000)	\$320.0	\$397.4	\$276.4	\$390.6	\$486.3	\$1,067.4	\$993.4	Up

¹Actual financial amounts for the current fiscal year are not yet final. Final fiscal year actuals, from the Comptroller's Comprehensive Annual Financial Report, will be reported in the next PMMR. Refer to the "Indicator Definitions" at nyc.gov/mmr for details. ²Authorized Budget Level "NA" - Not Available * None

SPENDING AND BUDGET INFORMATION

Unit of Appropriation	Expenditures FY21 ² (\$000,000)	Modified Budget FY22 ³ (\$000,000)	Applicable MMR Goals ⁴
006 - Economic Development Corporation (OTPS) ¹	\$69.4	\$233.6	All

¹EDC is contained within the Department of Small Business Services and appropriations are made through that agency. These figures are limited to the City's contribution and planned contribution respectively, to EDC. ²Comprehensive Annual Financial Report (CAFR) for the Fiscal Year ended June 30, 2021. Includes all funds ³City of New York Adopted Budget for Fiscal 2022, as of June 2022. Includes all funds. ⁴Refer to agency goals listed at front of chapter. "NA" Not Available * None

NOTEWORTHY CHANGES, ADDITIONS OR DELETIONS

- Andrew Kimball was appointed President & CEO on February 23, 2022.
- 'Project employees reported to be earning a Living Wage or more (%)' metric is not yet available for FY22 and will be updated on the FY23 Preliminary Mayor's Management Report.
- The 'portfolio revenue generated (\$000,000)' metric has been updated to include revenue generated from the NYC Ferry system. To allow for accurate year-over-year comparisons, prior year numbers were recalculated based on the new metric calculation methodology and have been updated as follows:
 - Fiscal Year 2018 adjusted from \$237.2 to \$247.4
 - Fiscal Year 2019 adjusted from \$257.9 to \$271.8
 - Fiscal Year 2020 adjusted from \$223.0 to \$235.2
 - Fiscal Year 2021 adjusted from \$250.4 to \$259.7

ADDITIONAL RESOURCES

For additional information go to:

- The Social Indicators and Equity Report, EquityNYC:
<http://equity.nyc.gov/>
- For more information on NYC Ferry Forward, please visit:
<https://edc.nyc/project/nycferry>
- For more information on the BuildNYC, please visit:
<https://edc.nyc/build-nyc>
- For more information on ConstructNYC, please visit:
<https://edc.nyc/program/constructnyc#:~:text=The%20ConstructNYC%20program%20is%20designed,of%20up%20to%20%243%20million>
- For more information on Opportunity M/W/DBE, please visit:
<https://edc.nyc/opportunity-mwdbe>
- For more information on HireNYC, please visit:
<https://edc.nyc/program/hirenyc>

For more information on the agency, please visit: www.nyc.gov/edc.

