



July 21, 2020

Hon. Carlos Menchaca
New York City Council Member
4417 4th Avenue
Brooklyn, NY 11220

Dear Council Member Menchaca:

I trust you and your love ones are well and are staying safe as the devastating health and economic impacts of the COVID-19 pandemic continue.

Thank you for your continued interest in Industry City and the 8,000 people employed by the 550 mostly small businesses that comprise the Industry City campus and are part of the broader Sunset Park community. I also appreciate your on-going efforts to more fully understand Industry City's proposal to fully reactivate its part of Brooklyn's working waterfront and create more than 20,000 jobs for people with myriad skill sets and from all walks of life.

Last week the City administration announced plans to restart the land use review process as of August 3rd. While I do not know full details of the relaunch plan, there are indications that Industry City's application and others that already are in the pipeline will be the initial projects to be considered. If that is accurate, we look forward to resuming public review with consideration by the City Planning Commission in August.

While we have not formally heard from the Sunset Park Community Benefits Coalition since April, we look forward to meeting with that group as soon as they are ready to follow through on our public commitments related to a Community Benefits Agreement (CBA). With that in mind, I have copied the Coalition on this communication and attached our public commitments.

Please see the answers to the questions you recently sent us:

1. How have Industry City's tenant businesses fared through the COVID-19 pandemic?

While the full impact is yet to be determined, the community of businesses at IC -- like businesses everywhere -- have suffered significant loss due to the pandemic-induced economic crash.

What is clear, however, is that IC tenants played a key role in serving the neighborhood and in helping protect healthcare workers by remaining open to provide essential goods and services and shift their operations to manufacture PPE. Food manufacturers and retailers have played a key role in feeding front line workers and supporting local food pantries. IC also provided key warehouse distribution space for PPE to our manufacturers as well as NYU Langone Hospital Brooklyn.

See links to articles below.

As New York City began the third phase of reopening, those companies were joined by many others in restarting their operations and reactivating their workers.

- Brooklyn Reporter: [Southern Brooklyn and Industry City businesses collaborate with non-profit to create PPE](#)
- Brooklyn Reporter: [iMakr of Industry City to donate eye shields to local hospitals, precincts](#)
- Kings County Politics: [Industry City Nonprofit Stitches Workers to Manufacturers for Isolation Gowns](#)
- Bklynner: [Operation Feed Brooklyn Works With Restaurants To Feed Hospital Workers](#)
- Brooklyn Reporter: [Mercado Global donates masks to New York, BLM in Brooklyn](#)
- Kings County Politics: [Sunset Park Food Pantry Hangs on by a Thread While Serving More People](#)
- El Correo: [Creando arte durante la pandemia... Artista española comparte su talento y pasión por el arte a través de las redes sociales](#)
- News12: [2 Brooklyn distilleries keep doors open during pandemic by making hand sanitizer](#)
- 6sqft: [Meet iMakr, the Brooklyn 3D-printer that's made 5,000 face shields for NYC's healthcare workers](#)
- Kings County Politics: [Feeding Brooklyn's Hospital Staff](#)
- 6sqft: [How this Brooklyn non-profit is producing 500,000+ isolation gowns for NYC hospitals](#)
- News12: [Operation Feed Brooklyn donates meals to local health care workers during COVID-19 crisis](#)

2. Have any new businesses signed leases at Industry City since March 2020?

Fifteen new leases totaling approximately 60,000 sf have been signed since March 2020 most of which were with companies where lease discussions began before the shutdown.

3. How many businesses operated at Industry City on March 1, 2020? How many as of July 1, 2020?

We have twenty-one fewer tenants July 1st as we had on March 1st.

4. How many employees of businesses operating at Industry City were employed in March 2020? How many are still employed as of July 1, 2020? Please include employees of contractors and subcontractors.

Based on the information we have, prior to the NY PAUSE order going into effect, IC tenants employed approximately 8000 people. We do not have information about post-reopening tenant employment levels.

5. What types of businesses do you anticipate being more or less capable of staying at Industry City, or growing, given internal projections?

While the full devastating impact of the pandemic is still to be determined, it's clear that the kind of ecosystem, workspace and open-air campus IC offers will still be attractive to all but a few of our current

tenants and to those industries that comprise the Innovation Economy including manufacturing, design, technology, film and media, and warehouse distribution.

Inquiries from companies looking to lease were down significantly in March, April, and May but have returned to close to pre-COVID levels in June and July.

6. How have Industry City's workforce development initiatives changed since March 2020, and what role do you anticipate it will play as New York City continues to reopen?

For essential service companies such as manufacturers, the Innovation Lab has continued to provide job placement services throughout the crisis. These included multiple placements at companies such as MFactory and Malia Mills/Course of Trade.

As you know, the not-for-profits who operate the workforce development initiatives at IC's Innovation Lab all suffered severe cuts in the City's budget process. We are currently discussing with our community-based partners what level of service will be provided at the Innovation Lab.

7. How did the following industries at Industry City change during the COVID-19 pandemic, and do you anticipate those changes being temporary or permanent? a. Light and/or high-tech manufacturing b. Warehouse/distribution c. Media/Technology/Design d. Restaurant/Food Retail e. Other Retail
Economic Outlook of the Southwest Brooklyn IBZ

See answer #5.

8. In general, what impact do you think the COVID-19 pandemic will have on the overall economic outlook of the Southwest Brooklyn Industrial Business Zone?

While we have not undertaken any analysis, and perhaps government should, the pandemic revealed the fragility of New York's economy with unemployment soaring from just over 3% to over 20%.

In Sunset Park, we have continued to support the efforts of our local small business partners SBIDC and the 5th Avenue BID. We have also expanded our support for the Center for Family Life recognizing the critical role their food pantry is playing in managing the food insecurity crisis.

9. What types of businesses do you anticipate being more or less capable of staying in the IBZ, or growing, given your perspective?

See answer #5

10. What opportunities or challenges do you think the City Council or the Mayor must keep in mind as we continue to devise policies to ensure a just and equitable recovery for all New Yorkers?

Industry City's Land Use Application is an example of the kind of inclusive, equitable development that the Council and Mayor should support. It is an application shaped by CB7 197-a Plan, enormous stakeholder input and an unprecedented number of Town Halls and community meetings. It is also a project with a proven track record of job creation with path breaking private sector initiatives to support local hiring, job training and small business growth. The Industry City rezoning will grow jobs from 8,000

to over 20,000 while providing the City with over \$100 million a year in tax revenue that can be used to support critical government services.

11. Industry City's land use application was undergoing City Planning Commission review when Emergency Executive Order 100 (March 16, 2020) suspended the ULURP clock. Do you anticipate your application resuming its formal review, and what were you told about the suspension and how it would work?

Last week the City Administration announced plans to restart the land use review process as of August 3rd. While we do not know full details of the relaunch plan, there are indications that Industry City's application and others that already are in the pipeline will be the initial projects to be considered. If that is accurate, we look forward to resuming public review with consideration by the City Planning Commission in August.

12. Does Industry City intend to continue pursuing the rezoning as written in your current land use application?

We intend to meet the public commitments made to you and the Community Benefits Coalition that are attached.

13. If Industry City intends to continue pursuing the rezoning, are there any changes that you anticipate making to the application given the changing economic situation?

See answer #12.

We look forward to meeting with you and the Coalition in the coming days.

Sincerely,

A handwritten signature in black ink, appearing to read 'Andrew H. Kimball', with a stylized, flowing script.

Andrew H. Kimball
CEO