

C. Garment Industry Development Corporation - Program Support (W247)

August 18, 2011

Grantee: Garment Industry Development Corporation (“GIDC” or the “Organization”)

ESD Investment: A grant of up to \$750,000 to be used for the Organization’s ongoing programs to support New York State’s apparel industry.

Project Location: New York County

Project Completion: June 2010

Grantee Contact: Andrew Ward, Acting Executive Director
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Project Team: Project Management Wai Shiu
Affirmative Action Denise Ross
Environmental Soo Kang

Regional Council: The New York City Regional Council has been made aware of this item.

Project Description:

Background

Founded in 1984, GIDC, a not-for-profit partnership between business, government and labor, has grown into a state-wide, multi-service organization, whose mission is to sustain and revitalize apparel production in New York State. The Organization’s skills training, marketing and technology assistance programs are designed to demonstrate that domestic production can compete globally on the basis of close-to-season delivery, superior quality, flexibility, and speedy re-order turnaround. GIDC has provided training to thousands of workers and has assisted hundreds of firms with productivity and technology improvements, marketing and export promotion, and management skills training.

Since 1995, the ESD Directors have approved over \$9 million in assistance to GIDC to help promote, retain and improve apparel manufacturing in New York State. The most recent grant funds administered by ESD allowed GIDC to continue its programs through training, fashion and uniform sourcing, business development, technical assistance, education, job placement, and “Showroom New York”, a showroom incubator for emerging designers. GIDC’s accomplishments in recent years include: received and facilitated over 500 requests for sourcing assistance from apparel companies; enrolled over 378 students in apparel courses; and engaged over 25 designers to participate in “Showroom New York.”

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Although the size of this industry is large, New York State has lost many apparel production jobs during the past 20 years due to competition from overseas. Nevertheless, New York firms have shown that they can compete successfully when equipped with a highly skilled workforce, advanced technologies and effective production systems.

The Project

Project activities are ongoing and included the following components:

- Fashion and Uniform Sourcing: GIDC networked with large retailers and manufacturers to find appropriate New York factories for their domestic apparel production;
- Training and Technical Assistance: This program identified technology-driven solutions to production and distribution challenges faced by New York apparel manufacturers;
- Education: Courses designed to advance garment factory workers' skills in manual trades and digital patternmaking. Classes were taught in English, Spanish and Chinese;
- Job Placement Program: GIDC's job developer worked in conjunction with factories to place targeted employees to fill the numerous gaps in the apparel job market;
- Marketing: GIDC's *Made in New York* and *I Wear New York* campaigns promoted retail apparel produced in New York State; and
- Emerging Designer Program: This program cultivated young designers and developed their relationship with New York City factories and established a "Showroom New York" presence in the garment center to attract buyers.

ESD's grant allowed GIDC to continue providing its array of programs to strengthen and support the apparel industry. The Organization implemented the new Emerging Designer Program, which provides sourcing, business development and marketing to young designers. The education and training opportunities offered to workers and manufacturers is expected to result in the retention of thousands of jobs in New York.

GIDC's Executive Director had overall management of project activities. All programs were managed by GIDC staff members, whose salaries were funded (all or a portion) through this grant, and included the operations director, fashion sourcing director, education and technical assistance director, and the director of designer development.

Upon completion of the project, the Grantee will furnish a final report describing the impact and effectiveness of the project.

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Financing Uses	Amount	Financing Sources	Amount	Percent
Staff Salaries / Fringes	\$352,950	ESD Grant	\$750,000	100%
Professional Services and Consultants	14,000			
Operating Expenses including Rent	133,050			
Emerging Designer Program, including Salaries / Fringes	250,000			
Total Project Costs	\$750,000	Total Project Financing	\$750,000	100%

Statutory Basis – Community Projects Fund:

The project was authorized in the 2008-2009 New York State budget and reappropriated in the 2011-2012 New York State budget. No residential relocation is required as there are no families or individuals residing on the site.

Disclosure and Accountability Certifications:

The Grantee has provided ESD with the required Disclosure and Accountability Certifications. Grantee's certifications indicate that Grantee has no conflict of interest or good standing violations and, therefore, staff recommends that the Corporation authorize the grant to the Grantee as described in these materials.