

FAB FULTON

May 16, 2019

FAB FULTON ANNUAL MEETING

Opening Remarks

Phillip Kellogg, Executive Director

#10FABYEARS

10 years ago FAB FULTON began operations after a multi-year effort led by Fulton Street businesses, property owners, institutions and other stakeholders.

We started in 2009 with just 1 employee and a summer intern. Now we have 2.5 employees... plus an amazing team of sanitation workers. Together with a dedicated Board of Directors, we have accomplished great things, including:

- Creating a more welcoming and walkable district
- Promoting, supporting and advocating for the more than 200 small businesses in Fort Greene & Clinton Hill
- Creating a distinct identity for the district: FAB FULTON
- Working with partners in government and the Community to bring resources and improvements that benefit the businesses and residents of the neighborhood
- Collaborating with the Officers of the 88th Precinct and Brooklyn North on crime and quality of life issues and seeing dramatic results - especially in South East Clinton Hill
- Partnering with dozens of community groups and arts institutions to create free public events that drive foot traffic and positive word-of-mouth advertising for the district
- When we started in 2009, the storefront vacancy rate was 12%. This year is down to 7%... which includes some new spaces recently built that are not yet leased. And, that vacancy rate of 7% is nearly *2 points lower* than the average for business districts city-wide.

Despite all the energy and positive activity in FAB FULTON, the pressures on our small businesses are profound. As you know, conditions in retail are extremely difficult all across business districts in Brooklyn, throughout New York City, and around the world.

So while we will be doing more this year to communicate all that has been accomplished at FAB FULTON, we are also focusing on what is still to be done.

Some of the most important ongoing work we do is FAB FULTON's advocacy on behalf of our small businesses - and that work continues.

At last year's Annual Meeting, we heard from the owner of Nigerian restaurant BUKA as he expressed his profound gratitude to FAB FULTON for helping him secure free legal assistance when he was having issues with his landlord.

We also heard from the owner of a café about how thrilled they were to have FAB FULTON's help in connecting with the NYPD to help stop a rash of burglaries.

Another business was struggling with impacts on their operations from construction next door and FAB FULTON helped bring the parties together to find a resolution.

FAB FULTON secured loading zones for stores that needed them. And, we've helped businesses navigate government when City agencies were getting in the way.

More recently, FAB FULTON worked with BIDs across the City to get a moratorium passed that stopped unreasonable fines and violations for signs and awnings. This legislation provided relief for businesses already fined, and created a framework to create rules and regulations that will make sense.

And just this week, a FAB FULTON staffer went door-to-door visiting dozens of food service businesses - accompanied by a representative of the Department of Sanitation - to educate and inform business owners about the City's ban on Foam Containers. The ban has been in effect since January, but the grace period is ending and fines start kicking in on July 1. FAB FULTON's efforts were targeted specifically to help dozens of small corner stores, delis and take-out food businesses - so they can avoid getting a fine.

So here we are, # 10 FAB YEARS

Some of our efforts these past 10 YEARS are more visible than others (Fowler Square!). Sometimes the efforts are not widely publicized - because, well, they are the business of the business owners. And other times the results of work by FAB FULTON on behalf of its small businesses make the NY TIMES, as it did recently for the business, JACK/NY. Facing the potential loss of his lease, the owner reached out to FAB FULTON for help and we introduced him to a property owner nearby with a situation we thought might be a good fit. It was. FAB FULTON made it possible for this business to remain in Clinton Hill for the next 10 years!

I would now like to welcome Founder and Co-Director of JACK/NY, ALEC DUFFY...

