

The NYGC Mission

To help our clients maximize their incentive awards from federal, state and local government, while minimizing their time, burden, hassle, confusion, and paperwork in obtaining all available monies.

We help stimulate economic growth and prosperity for our clients, while serving our community's larger goals of creating jobs, attracting business opportunities, and generating investment.





ABOUT US

The New York Grant Company is an award-winning, certified woman-owned private consulting firm which specializes in obtaining economic incentives and grants for businesses and organizations throughout New York City and across the United States. Born out of the distress of helping businesses recover and rebuild after 9/11, our team has grown in depth and breadth of know how to represent many of the best and brightest global business leaders. Voted 2010 Small Business of the Year by the Manhattan Chamber of Commerce, our firm is unique in our niche, and we are now recognized as the dominant incentives experts in our region.

OUR SERVICES

Armed with our knowledge of 100+ programs to incentivize businesses and other organizations, we help our clients make practical, cost effective decisions regarding relocation, lease structuring, renewal, expansion, job creation, and business investments. Any one of these decisions may trigger valuable economic awards. Our team of experts works as your advocate, navigating the maze of available programs for grants, tax breaks, energy discounts, employee training reimbursements, and other subsidies from beginning to end of the process. We bundle benefits wherever possible to maximize awards for our clients while helping them grow and succeed.

GREEN BUSINESS INCENTIVES

In New York state alone, there are now more than 67 programs available to help building owners, property managers, and tenants pay for energy efficient systems. Nationwide, every state offers similar programs to induce businesses to become energy efficient. Energy consciousness is more and more the paradigm for major corporations worldwide and something on which customers and peers insist. As a US EPA Energy Star and Con Edison Commercial & Industrial marketing partner, NYGC serves as a powerful engine to deliver energy related services and incentives to help our clients implement their projects.

OUR SUCCESS METRICS

Since our inception in 2002, we have served more than 4,000 businesses and have delivered to our clients over \$200 million in benefits.

WHY WE ARE UNRIVALED

As a leader in the industry for over 10 years, NYGC is at the forefront of obtaining economic incentives for business across every sector. Our services are unmatched because we:

- ◆ Focus on clients' needs and ways to maximize their incentives awards and ROI
- ◆ Prescreen prospects to determine their eligibility so that the clients' time and resources are well-served and never wasted
- ◆ Continue to monitor new programs, rules, and changes in current programs
- ◆ Forge and maintain strong working relationships with program architects and administrators within government agencies and other stakeholders
- ◆ Amass deep local knowledge of all available programs
- ◆ Navigate the bureaucratic hurdles
- ◆ Advocate on the clients' behalf to challenge unfavorable rulings in appropriate cases
- ◆ Leverage business and community organizations and influencers
- ◆ Serve as a watchdog for clients to monitor award amounts disbursed by agencies and help ensure timely and full receipt of all incentive awards
- ◆ Handle compliance on all awarded incentives throughout program lifecycle.

HOW TO QUALIFY YOUR BUSINESS

Whether you have or plan to have an office, hotel, warehouse, factory, retail store, hospital, school, museum or restaurant - virtually any commercial facility - you may be eligible for economic incentives. Why? Because government and energy providers want to encourage job growth and investment in the community, while reducing the cost of doing business, promoting energy independence, and reducing our carbon footprint.

Our proprietary Roadmap System identifies designated business development zones and industry specific incentives. We constantly mine the programs to determine exactly what is available for our clients, and how to maximize benefits in the most cost effective way. The following are some qualifying questions to get you started.

ARE YOU:

- R - Renewing your lease?
- I - Investing in your business, such as in facilities acquisitions, equipment upgrades, energy efficient construction, green initiatives, or employee training?
- M - Moving your business to another location?
- E - Expanding your business anywhere in the USA with new facilities or new hires?

If any of the above applies to you, then CALL US. Our initial consultation is free of charge.

Economic Incentives



ANN KAYMAN, Esq., FOUNDER and CEO

The New York Grant Company was founded in 2002 and is the brainchild of Ann Kayman. Before starting her own company, Ann served in the Giuliani and Bloomberg Administrations as Chief of Business Development for the City of New York as Senior Vice President of the New York City Economic Development Corporation. Voted 2009 Enterprising Woman of the Year, she has 14 years' experience in economic development and 27 years' experience as a lawyer, with expertise in commercial leasing, tax, statutory and regulatory compliance, and the administrative process. Ms. Kayman serves on the Boards of Directors of the Manhattan Chamber of Commerce, the Intelligent Communities Association, and Envirovolution.org. She is also Co-Chair of the Manhattan Chamber's Green Finance Subcommittee and serves as an active advocate and spokesperson for many local causes. Ann earned her BA magna cum laude from Barnard College of Columbia University, and her JD cum laude from Case Western Reserve.

MARSHA PARRIS, COO and SENIOR VICE PRESIDENT

As Chief Operating Officer and Senior Vice President, she is integrally involved in all aspects of the business. Marsha has processed and supervised literally hundreds of client applications through completion and approval, often deciphering reams of data and solving the most complex cases to ensure utmost client benefit. She has exceptional skill in working through the bureaucratic maze, in developing new business and service lines, and in overseeing staff to provide the highest levels of client service and prompt turnaround. A native of Grenada, Marsha was graduated summa cum laude from Medgar Evers College of the City University of New York, where she earned her Bachelor's degree in Marketing and her Associate's degree in Business Administration. She also holds a Master's degree in Design Management from Pratt Institute in Brooklyn.

CORPORATE CAPACITY

With our staff of dedicated, reliable experts in grant writing, research, analysis, project management, compliance, tax, law, and green initiatives, we understand that our central purpose is to create value for our clients that makes a difference to their bottom lines. Our core commitment is to provide exceptional service while serving as a constant resource for our clients to generate long lasting, quality relationships. As our business has grown and matured and as our client base has expanded, we too have expanded to fit our clients' needs and sophistication.

OUR BUSINESS RELATIONSHIPS

We are active with many leading business organizations to open doors for our clients and to stay in touch with the multitude of business opportunities around us. Just a few examples include:



Executive Management



REPRESENTATIVE EXAMPLES

1 Life Health Care

Alcoa
American Geographical Society
American Media Operations

Bats Exchange
Battery Gardens Restaurant
Berkshire Bank
Brandenburg Industrial Service Co.
Business Technology Partners

Caitlin Insurance Group
Cochran Law Firm

Dagher Engineering
Delmonico's Restaurant
Derive Technologies
Deutsche Telekom
Dow Jones

F.J. Sciame Construction
Five Star Electric
Fulcrum Securities
FXDD

IBIS World
ICF International Consulting Group

Japan TV Network
Jim Henson Company
Juvenile Diabetes Research Foundation
JVL Wildcat Academy Charter School

Kaufman Borgeest & Ryan

Liberty Mutual Insurance
LIC Sweaters

Michael J. Fox Foundation
Mutual of Omaha

Niche Media
North Shore - LIJ Health System
Northeast Securities

Orograin/Bimbo Bakeries

Panavision
Parsons Transportation Group
Priceline.com

Regus Suites

Sleepy's
Sprint PCS
Staples
Sterling National Bank
Synagogue for the Arts

The Street.Com
Time Warner Cable

United States Postal Service
USAA

Walgreen's
Weidlinger Associates, Inc.
Whitney Museum

XO Communications
XO Group (The Knot)

Zac Posen - House of Z



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