



Yonkers IDA Industrial Development Agency

Date: 2020-07-21 15:09:09  
ID Number: 110

**Grant/Loan Application**

**I AM APPLYING FOR**

Grant

**AMOUNT REQUESTED FOR GRANT**

\$10,000.00

**MY BUSINESS IS LOCATED IN A "HIGHLY DISTRESSED" AREA:**

Yes

**WERE YOU A FINANCIALLY VIABLE ENTITY PRIOR TO MARCH 7, 2020?**

Yes

**NUMBER OF EMPLOYEES**

38

**BUSINESS TYPE**

Not For Profit

**HAVE YOU BEEN NEGATIVELY AFFECTED BY THE COVID-19 STATE DISASTER EMERGENCY?**

Yes

**PLEASE DESCRIBE HOW YOU HAVE BEEN NEGATIVELY AFFECTED BY THE COVID-19 STATE DISASTER EMERGENCY:**

During the NY State mandated shutdown, the on-site programming was not able to operate. The non-essential staff was not permitted to enter the building to conduct the employment training and services and many of our clients could not access the online services that we were able to offer. This did not allow for the fee for service training activities. The development activities were limited when the training programs were shut down and the current economic climate continues to limit revenue resources. For example, the economic uncertainty created by the pandemic and the government mandated recession inhibited our ability to hold our annual gala that would have grossed in excess of \$200K.

**PLEASE DESCRIBE IN DETAIL THE INTENDED USE OF THE FUNDS BEING REQUESTED AND HOW THE USE OF THE FUNDS ENHANCES THE ABILITY OF THIS BUSINESS TO SURVIVE. GRANT PROCEEDS MUST BE USED FOR THE PURPOSE OF ACQUIRING PERSONAL PROTECTIVE EQUIPMENT OR INSTALLING EQUIPMENT NECESSARY TO PREVENT THE SPREAD OF COVID-19 AND WILL REQUIRE SUPPORTING INVOICES.**

Greyston has re-open for services during the Westchester Phase 2. in order to do so safely within NY State mandates, Greyston retrofitted the facility to allow for appropriate social distancing, provides disposable masks that must be worn at all times, and hand sanitizer stations for proper hand washing strategically situated throughout the facility. Signage has been purchased and exhibited throughout the facility as reminders of healthy and safe protocols that must be followed by all individuals.

**ARE THE FUNDS BEING REQUESTED UNDER THIS PROGRAM ENOUGH FOR YOUR NEEDS?**

No

**Business Information**

**BUSINESS NAME**

Greyston Foundation, Inc.

**FEDERAL EIN NUMBER**

[REDACTED]

**BORROWING ENTITY(IF DIFFERENT FROM BUSINESS NAME)**

Greyston Foundation, Inc.



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**BUSINESS ADDRESS**

21 Park Avenue  
Yonkers, New York 10703  
United States

**WEBSITE ADDRESS**

<https://www.greyston.org/>

**DATE BUSINESS WAS ESTABLISHED:**

01/01/1982

**NUMBER OF YEARS OPERATING IN YONKERS**

38

**TYPE OF BUSINESS**

Not For Profit Corporation

**DOES THE BUSINESS HAVE ANY JUDGEMENTS OR TAX LIENS WITHIN THE PAST 3 YEARS?**

No

**IF YES, PLEASE DESCRIBE**

**PLEASE DESCRIBE THE BUSINESS YOU CONDUCT IN YONKERS**

Greyston, a nonprofit entity, provides employment opportunities to individuals facing barriers to employment and wraparound services that can leads to securing permanent employment and financial stability.

**PRIOR YEAR REVENUES (PLEASE USE YOUR MOST RECENT TAX FILING)**

2019

**PRIOR YEAR REVENUE**

[REDACTED]

**HAVE YOU RECEIVED FUNDING FROM THE UNITED STATES SMALL BUSINESS ADMINISTRATION PROGRAM (E.G. PAYCHECK PROTECTION PROGRAM ["PPP"]) OR EMERGENCY INJURY DISASTER LOAN ["EIDL"] OR ANY OTHER GOVERNMENT PROGRAM SINCE THE BEGINNING OF THE STATE DISASTER EMERGENCY?**

Yes

**IF YES, DESCRIBE THE AMOUNT OF ASSISTANCE YOU HAVE RECEIVED AND THE DATE IT WAS RECEIVED. PLEASE ALSO EXPLAIN WHY THOSE FUNDS WERE INSUFFICIENT TO MEET CONTINUING OPERATING NEEDS**

Greyston Foundation received a PPP loan in the amount of \$354,300 on May 8, 2020. Although this loan helped with paying the payroll for employees, it did not cover all the operating expenses. As a nonprofit organization, Greyston depends upon fundraising to meet these expenses. Due to COVID-19, government funding was substantially reduced and private funding raising has been difficult during these times of economic uncertainty. In addition, Greyston had to cancel the annual gala and all other in person events that raise revenue that cover operating costs.

**LIST ANY AND ALL OTHER FUNDING YOU ARE CURRENTLY SEEKING OR HAVE RECENTLY BEEN AWARDED IN RESPONSE TO COVID-19, INCLUDING BUT NOT LIMITED TO BANK LOANS, SBA LOANS, PUBLIC OR PRIVATE LOANS, GRANT FUNDING, ETC.**

We received CARES Act HOPWA funding for a subsidiary of Greyston Foundation, Greyston Health Services. The pending private grants are not specific COVID relief; the pending funding requests Greyston program activities.

**PLEASE DESCRIBE ANY OTHER SOURCES OF FUNDING AVAILABLE TO YOUR BUSINESS:**

As a nonprofit, Greyston programs are supported through government grant awards, foundation and corporate and philanthropy. This is funding that Greyston seeks by proposal submission, usually on an annual basis.



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### Applicant Contact Information

#### PRIMARY NAME OF CONTACT

[REDACTED]

#### TITLE

Development Officer - Institutional Giving

#### PHONE NUMBER

[REDACTED]

#### EMAIL ADDRESS

[REDACTED]

### PRINCIPAL/OWNER INFORMATION

#### PRINCIPAL/OWNER FULL NAME

Joseph D. Kenner, President & CEO

#### PERCENTAGE OF BUSINESS OWNED

n/a

#### ADDRESS

[REDACTED]

#### CITY

[REDACTED]

#### STATE

[REDACTED]

#### HOME PHONE

[REDACTED]

#### CELL PHONE

[REDACTED]

#### EMAIL

[REDACTED]

#### DATE OF BIRTH

[REDACTED]

#### SSN/EIN

[REDACTED]

#### TOTAL HOUSEHOLD INCOME

[REDACTED]

#### HOUSEHOLD SIZE

[REDACTED]

#### IS THERE AN ADDITIONAL PRINCIPAL/OWNER?

Yes

#### IF YES, PLEASE LIST

Greyston Board of Directors include: • Andrew Yearley, Chair, Greyston Foundation Lazard, Managing Director, Restructuring Group North America • Joan Binstock Lord Abbett & Co., CFO and Partner • Candice Cook The Cook Law Group, PLLC. Managing Partner • Rami Efal Zen Peacemakers International, Executive Director • Edward Falkenberg ACME Realty, Principal • Darrah Feldman CIT, Director, Social Responsibility • Aleida Frederico TD Bank, Vice President and Senior Relationship Manager, Commercial Banking • Marcus Glover M. Glover Capital, Founding Partner | Defy Ventures, Board Chair • Jeff Henderson Award-Winning Chef, Bestselling Author, Renowned Public Speaker • Ty Hookway CleanCraft LLC, Founder and President • John Jove PepsiCo, Vice President and General Manager, International Sales • Karen Kochevar, Past-Chair Independent Board Director • Gabrielle Lesser Nonprofit Consultant • Daniel Magnus Magnus, LLC, CEO and Founder • Gloria Mirrione Korn Ferry Futurestep, Sector Leader • Bruce Nierenberg B.I.N. Sales and Marketing, Inc., Founder • Matthew Reich Independent Corporate Advisor • Jo Sauer Paul, Weiss, Rifkind, Wharton & Garrison, LLP, Associate, Corporate Practice • Dr. Audrey Tomlinson Nippon Life Benefits, Vice President, Human Resources and General Services



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**Additional Information**

**IS THE PRINCIPAL PLACE OF BUSINESS WITHIN YONKERS?**

Yes

**HAS THE COVID-19 CRISIS RESULTED IN A DECLINE OF REVENUE FOR YOUR BUSINESS?**

Yes

**PLEASE DESCRIBE**

As mentioned above during the NY State mandated shutdown, the anticipated fees for service revenue could not be collected. Proposals for funding that were submitted prior to March and were pending responded awarding significantly amounts that was requested and received the prior year. In addition to the economic uncertainty that negatively affected primarily individual donations. Many foundations, who were depend upon for funding, took swift action and directed their funding to first responders and immediate food security needs. The economic uncertainty created by the pandemic and the government mandated recession inhibited our ability to hold our annual gala that would have grossed in excess of \$200K. Greyston services are vital to the economic recovery of the economic devastation caused by the COVID Pandemic, providing opportunities to individuals facing barriers to employment and the wraparound services that support success on the job.

**IS YOUR PLAN TO REMAIN IN OPERATION OR TO RE-OPEN THE BUSINESS AFTER ANY MANDATED CLOSURES AND/OR SOCIAL DISTANCING IS RELAXED?**

Yes

**IS YOUR BUSINESS OPEN NOW?**

Yes

**HAVE YOU FILED THE LAST TWO YEARS TAX RETURNS FOR YOUR BUSINESS?**

Yes

**DO YOU OWE SALES OR PAYROLL TAX TO NYS?**

No

**IF YES, PLEASE DESCRIBE**

**DO YOU OWN OR RENT THE PROPERTY IN WHICH YOU OPERATE YOUR BUSINESS?**

Own

**WHERE IS YOUR BUSINESS LOCATED?**

Other

**HAVE YOU APPLIED, AND BEEN APPROVED, FOR ANY OTHER GRANTS OR LOANS RELATED TO COVID-19 RELIEF?**

Yes

**REPRESENTATIONS AND WARRANTIES**

**LOAN APPLICANTS ONLY**

**NUMBER OF FTE JOBS TO BE RETAINED**



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**GRANT APPLICANTS ONLY**

• I hereby represent, warrant and certify to the YIDA that I shall use the funds received by the YIDA for the purpose of acquiring personal protective equipment or installing fixtures necessary to prevent the spread of novel coronavirus during the period in which the state disaster emergency is in effect.

• I hereby represent, warrant, and certify to the YIDA that I shall not receive more than \$10,000 in grants, collectively, from Industrial Development Agencies during the state disaster emergency.

**BY SUBMITTING THIS APPLICATION**

• I/We authorize the YIDA to obtain any information relating to my/our credit worthiness from any source, including a credit reporting agency, at any time during the loan application process or while any balance is outstanding.  
• I/We hereby certify that the foregoing is true and complete to the best of my/our knowledge and belief.  
• I have submitted the required additional documentation below.  
• I acknowledge that the YIDA will rely on the representations made herein when acting on this application and hereby represent that the statements made herein do not contain any untrue statement of a material fact and do not omit to state a material fact necessary to make the statements contained herein not misleading.  
• I hereby release YIDA and the members, officers, servants, agents and employees thereof and agree that the YIDA shall not be liable for, and I agree to indemnify, defend, pay and hold the YIDA harmless from and against any and all liability arising from or expense incurred by the YIDA concerning the loan application process.  
• 1. I certify that all information provided in this application is true and correct to the best of my knowledge. I further understand that any false statements or information provided in this application or directly to representatives of YIDA may result in the denial of this application or forfeiture of any funds awarded to the applicant, which YIDA reserves the right to recoup through legal proceedings and for which the applicant shall be responsible for costs and attorney’s fees if judgment is awarded to YIDA.  
• I acknowledge that YIDA has the sole and absolute discretion as well as the final decision-making authority with respect the granting or denial of all applications submitted to this program. Such decisions are final and not subject to challenge in any forum.

**Please upload the following documents below**

**2019 BUSINESS TAX RETURNS (OR MOST RECENT YEAR FILED ) UPLOAD HERE FOR EACH**

• [GF-2018-Tax-Return-NY-CHAR500-signed.pdf](#)

**2019 PERSONAL TAX RETURNS (OR MOST RECENT YEAR FILED)**

• [GF-2018-Tax-Return-NY-CHAR500-signed1.pdf](#)

**BUSINESS FINANCIAL STATEMENTS AS OF 12/31/19**

• [Greyston-Foundation-Inc.-Subsidiaries-FS-12-31-19-18.pdf](#)

**INCOME AND EXPENSE STATEMENTS FOR PAST 12 MONTHS**

• [GREYSTON-FDN-income-expenses-6-29-to-5-20.pdf](#)

**EIN VERIFICATION LETTER**

• [GF-501C.pdf](#)



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**COPY OF DRIVER'S LICENSES OR STATE ISSUED IDENTIFICATIONS**

- [Article-of-Incorporation-1.pdf](#)

Application will be deemed complete ONLY after all documentation has been provided. All approved applications will be posted on our website. You will be provided the opportunity to choose which information is redacted by a YIDA representative before any information is posted.