

## **Harlem's Pathmark Supermarket**

In Harlem, two community organizations—The Community Association of East Harlem Abyssinian Triangle (EHAT) and the Abyssinian Development Corporation—worked for ten years to bring a supermarket to the community. When it opened in 1999, the 64,000 square foot, \$15 million retail center anchored by a Pathmark supermarket was one of the new real estate developments that catalyzed Harlem's recent commercial renaissance.

Community involvement was critical to the project. EHAT and Abyssinian secured project financing, leveraging three dollars of private sector funds for every dollar of public funding. They also negotiated an agreement with Pathmark to guarantee that at least 75 percent of the new jobs would go to local residents.<sup>83</sup>

The store faced many challenges along the way. Small local grocers, worried that they would be driven out of business by the new supermarket, protested the development. The majority of residents, however, welcomed the new store. EHAT helped them advocate for the development, the smaller grocers' protest subsided, and the building process continued.

The store has been extremely successful. Data from 1999 showed that the supermarket met or exceeded industry averages in almost every category. An in-store bank branch has opened in the supermarket and provides residents with a safe, secure environment where they can do their banking. The store now has one of the largest produce departments in New York City.<sup>84</sup>