



FY 2020 ANNUAL MEETING

DECEMBER 15, 2020

10:00 AM



In Memoriam:

COVID-19 took many wonderful members of our community. Among those we loss were:

- **Wilson Montoya**, owner, Wilson Consultancy
- **Oracio Poveda**, owner, Servientrega
- **Luis Alberto Via**, Owner, La Casa de Los Antojitos



Agenda

- **Overview of FY2020 Highlights**
- **Review of Financial Position and FY21 Budget**
- **Overview of Voting Process/Nominations and Voting**
- **Closing Remarks/Questions**



PROGRAMS & SERVICES



COVID 19 RESPONSE

- **Educate**
 - Called, texted, and e-mailed businesses to keep them informed.
 - Translated NYC informational sheets
 - Hosted 13 seminars about COVID-related programs and services.
 - Toured district with Dept. of Consumer Affairs Commissioner Lorelei Salas to review social distancing and other City rules.
- **Protect**
 - Distributed 100,000 facemasks, 250 thermometers and 200 face shields to Queens small businesses



COVID 19 RESPONSE

- **Assists**

- Connected local businesses to financial services, grants, legal assistance, and personal assistance.
- Held on-going Food Donation Drive for neighborhood group.
- Helped Progressive Oral Surgery organize food distribution.
- Connected property owner, neighbors, artists and other seeking to provide assistance to Elmhurst Hospital.
- **Neighborhood Now:** Connected Businesses to FREE architecture assistance.



COVID 19 RESPONSE: NEIGHBORHOOD NOW

A collaboration between the Urban Design Forum and Van Alen Institute, connecting neighborhoods hard-hit by the COVID-19 pandemic with design firm.

The Partnership was one were paired with 7 architectural and design firms, which provided free services to the area small businesses and the 82nd Street Partnership.

Many thanks to the volunteer representing these firms:
SO-IL, LTL Architects, ARO; Design Advocates; MOS; nARCHITECTS; VHB

To date, the team has assisted **27 businesses** and provided paid work to local artists and carpenter.

For free guides visit: <https://neighborhoodsnow.nyc/>



COVID 19 RESPONSE: NEIGHBORHOOD NOW

Community Field Office to better connect with local businesses





COVID 19 RESPONSE: NEIGHBORHOOD NOW

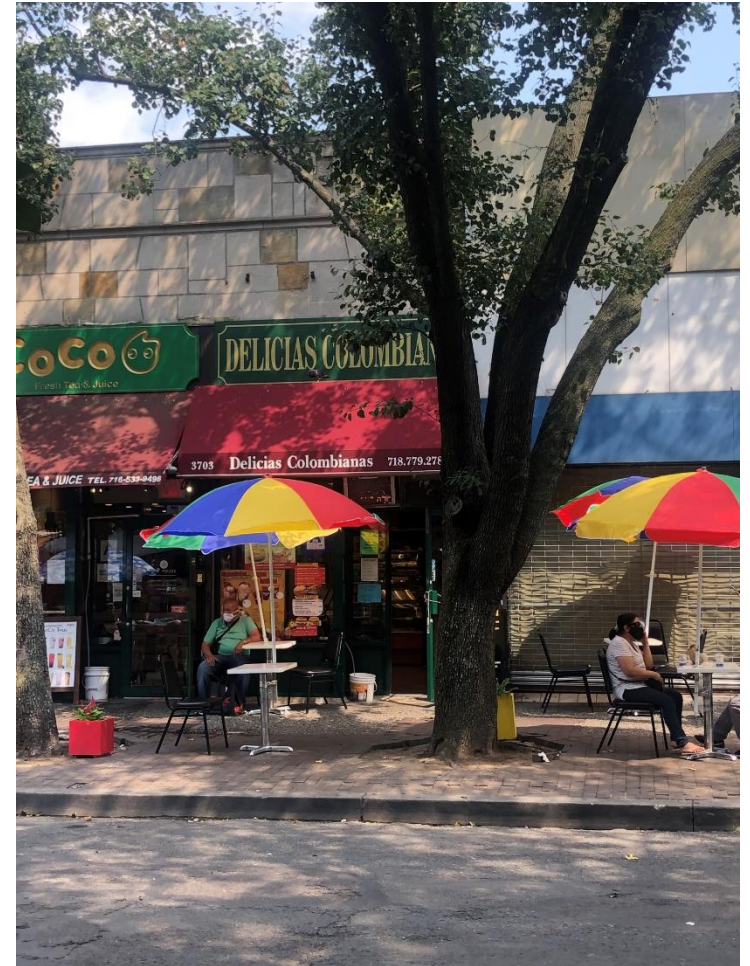
- Assistance for restaurants to participate in the city's Open Restaurants program, including building barriers and assistance with permits.
 - Engaged community volunteers.





COVID 19 RESPONSE: NEIGHBORHOOD NOW

Sadly, not all restaurants
qualify for Street Sitting.

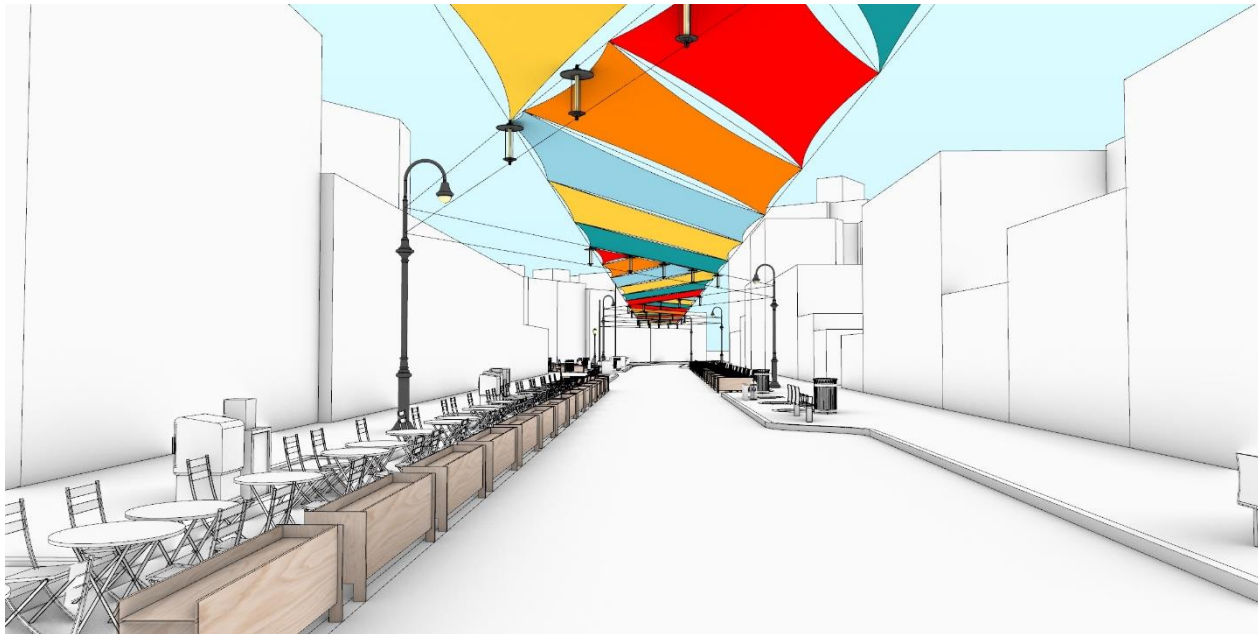




COVID 19 RESPONSE: NEIGHBORHOOD NOW

Community Planning:

- Open Streets
- Create street seating
- Shade Installation
- Expand public spaces





COVID 19 RESPONSE: NEIGHBORHOOD NOW





COVID 19 RESPONSE: NEIGHBORHOOD NOW





COVID 19 RESPONSE: NEIGHBORHOOD NOW





Regular Services



MAINTENANCE SERVICES

- **Daily Service: 7am to 6pm**
- **Revamped Maintenance Service to reduce cost**
- **363 Days per year**
- **4 days = 2 people**
- **3 days = 1 person (Tues, Wed, Thurs)**





MAINTENANCE SERVICES

- **Trash (lbs): 303,590** Despite nearly 2 months of little activity, this was only 21K pounds less than FY19
- **Trash bags used: 11,248**
- **NYC Department of Sanitation budget cuts resulted in a decrease of curbside pick-ups from 2x per day & 7 days per week to 1 per day, no Sunday service**





MAINTENANCE CHALLENGES

- Increase of:
 - Illegal Dumping
 - Make-shift furniture
 - Homeless
 - Street vending
 - Shoppers/clients lines



GRAFFITI/STICKERS REMOVAL

- Bills/Stickers Removed: 2,845
- Graffiti Removed: 243
- **Goal: Start the day “fresh”.**

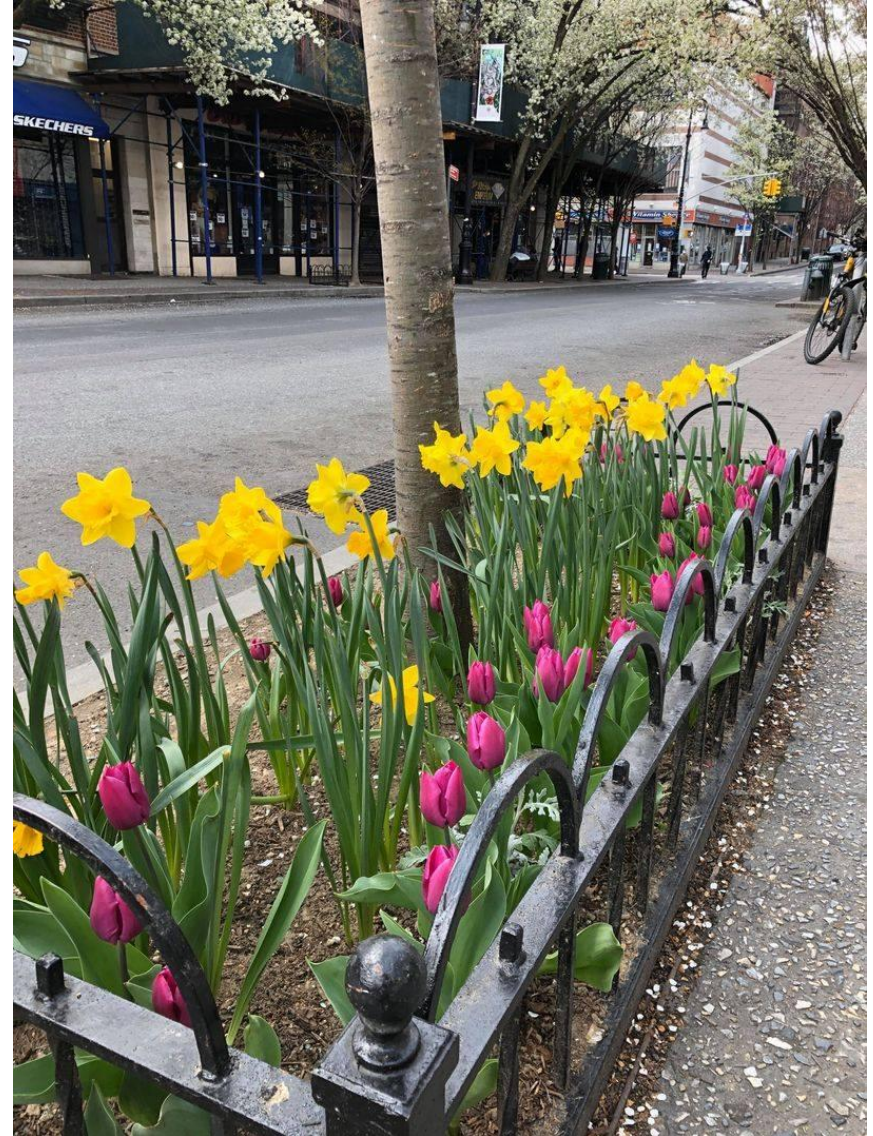




BEAUTIFICATION



First Spring Blooms





MARKETING & EVENTS

Viva La Comida

This festival has become an **economic engine** to the businesses in the district, especially the restaurants in the Southside, participating food vendors and even 82nd Street food vendors.

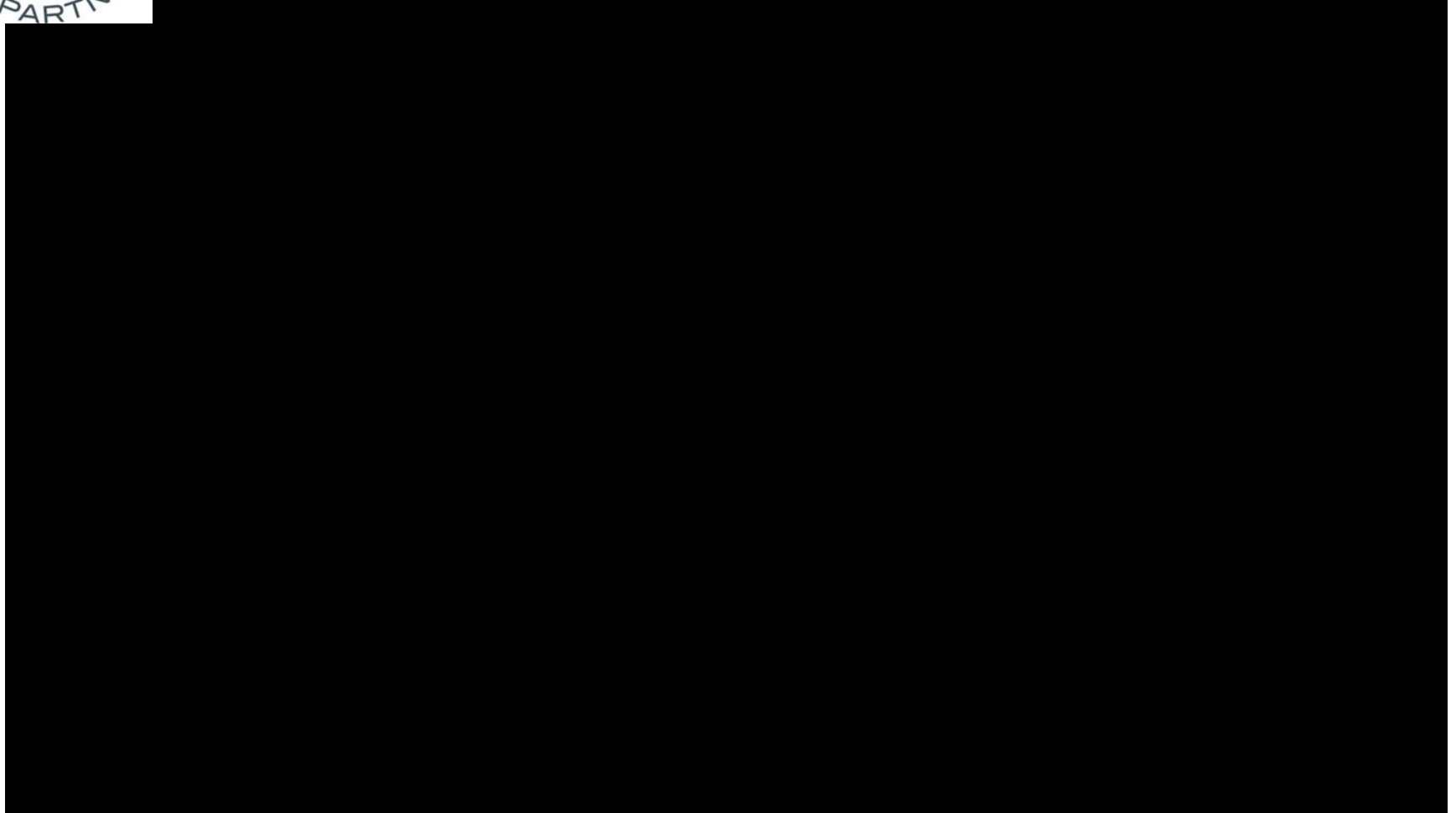
- Participating restaurants report a 30%-70% increase in sales.
- New district restaurants that participate in the event tend to stay in businesses longer than those that do not.
- Event provides a venue for local artists to interact and meet community members.
- It has become part of the community's fabric.

A vibrant poster for the 'Viva La Comida' event. The title 'VIVA LA COMIDA' is at the top in large, stylized letters. Below it, a man in a hat plays a saxophone. The event details are listed: '- DAY - Saturday Sept. 21st, 2019' and '- TIME - From 12 PM to 7 PM'. The location is '82 Street' and '82nd Street & Roosevelt Avenue, QUEENS'. The poster also mentions 'Kids Activities & Family Fun' and 'International Food, Art & Dance'. A list of live performances includes Jay Rodriguez y el Conjunto Latin Swing, Grupo Rebolu, Los Habaneros NYC, Rafael Castillo Halvorsen Trio, Vailyn Garcia Mariachi, Flamenco con Alfonso Cid y Dueto Andaluz, and DJ Michael Noonan. At the bottom, logos for sponsors like BONA, conEdison, Schneps, Target, LLR, and The John Lennon Center are displayed. Social media handles and the website are also provided.



MARKETING & EVENTS

Viva La Comida





MARKETING & EVENTS



FINANCIAL POSITION



FY19 & FY20 FINANCIAL POSITION

	<u>FY2020</u>	<u>FY2019</u>
<u>Revenue</u>		
Assessment	\$ 254,450	\$ 254,450
Grants	\$ 11,000	\$ 45,400
Others	\$ 5,077	\$ 9,886
Revenue Total	\$ 270,527	\$ 309,736
<u>Program Services</u>		
Sanitation	\$ 113,647	\$ 107,249
Marketing and public events	\$ 12,539	\$ 18,325
Holiday promotion	\$ 6,505	\$ 6,952
Streetscape beautificaion		\$ 1,036
PS Total	\$132,691	\$133,562
<u>Management/General expenses</u>		
Personnel salary	\$ 96,230	\$ 101,659
Payroll taxes + fringe	\$ 16,066	\$ 17,141
OTPS	\$ 36,002	\$ 38,168
Total General Expenses	\$148,298	\$156,968
<u>Total Expenses</u>	<u>\$280,989</u>	<u>\$290,530</u>
Variance	\$ (10,462)	\$ 19,206



FY19 & FY20 FINANCIAL POSITION

- Steady growth of reserve during last 5 FY.
- 3+ months reserve for the last 3 fiscal years.

	FY2020	FY2019	FY2018	FY 2017	FY 2016	FY 2015
Total Revenue	\$ 270,527	\$ 309,736	\$ 323,801	\$ 268,024	\$ 313,260	\$ 284,641
Assessment	\$254,450	\$ 254,450	\$ 254,450	\$ 254,450	\$ 224,450	\$ 224,000
Net Asset	\$ 73,609	\$ 84,071	\$ 64,865	\$ 24,830	\$ 11,507	\$ 13,358
months reserve	3.47	3.96	3.06	1.17	0.62	\$ 0.72



<u>Assets</u>		
<u>Current Assets</u>	<u>2020</u>	<u>2019</u>
Cash and cash equivalent	\$ 104,135	\$ 45,158
Grants receivable		\$ 48,405
Prepaid Expenses	\$ 6,231	\$ 2,186
Total current asset	\$ 110,366	\$ 95,749
Fixed assets-net	\$ 1,778	\$ 3,301
Security deposit- rent	\$ 1,200	\$ 1,200
	\$ 2,978	\$ 4,501
Total Assets	\$ 113,344	\$ 100,250
<u>Liabilities and Net Assets</u>		
<u>Current Liabilities</u>	<u>2020</u>	<u>2019</u>
Accounts Payable	\$ 9,440	\$ 9,613
Accrued expenses	\$ 5,500	\$ 5,500
SBA PPP loan	\$ 24,795	\$ -
Payroll taxes payable	\$ -	\$ 1,066
Total Current Liabilities	\$ 39,735	\$ 16,179
Net Assets		
<u>Unrestricted</u>	\$ 73,609	\$ 84,071
Total liabilities and fund balance	\$ 113,344	\$ 100,250



FY21 BUDGET

Revenue	FY2021
BID Assessment	\$ 254,450
Private Sponsorship/grants	\$ 20,000
PPP	\$ 9,687
Total Revenue	\$284,137
Expenses	FY2021
Programs & Services	
Sanitation & Graffiti Removal	\$ 115,000
Capital Maintenance/improvement	\$ 3,000
Horticulture	\$ 942
District Marketing	\$ 3,650
Outdoor Events	\$ 4,000
Holiday Lighting	\$ 6,505
Total Program Expenses	\$133,097



FY21 BUDGET

Personnel Services	FY2021
Salary FT	\$ 80,000
1.6% COLA increase	\$ 1,280
Salary PT	\$ 10,000
Payroll Taxes	\$ 9,900
Health Benefits	\$ 9,400
Total Personnel Services	\$ 110,580
<i>OTPS</i>	
Rent / Escalation Taxes/utilities	\$ 19,175
Telephone / Internet / Web Hosting	\$ 2,400
Printing / Postage	\$ 1,707
Office Supplies	\$ 2,000
Office Equip (3 Compu + laptop)	\$ 3,250
Insurance	\$ 4,534
Audit / Legal / Notary ³	\$ 5,200
Meetings / Transportation	\$ 500
Membership Dues (BID Assoc/QCC)	\$ 694
Miscellaneous	\$ 1,000
Total OTPS	\$ 40,460
Total Expenses	\$ 284,137
Net Surplus / (Deficit)	\$-

FISCAL YEAR 2021 GOALS REVIEW





FY2021 GOALS

- **Continue providing assistance to small businesses to ensure they survive COVID Restrictions.**
- **Strengthen Organization's processes to effectively assist local businesses.**
- **Advocate for expanding public spaces**



ELECTIONS



ELECTIONS: CLASS A

CLASS A - Slate of Candidates

Term: One Year – December 2020 to
December 2021

Judson Ain, 40-18 & 37-01 82nd Street

Charles Alter, 37-15 82nd Street

Giovanni Narvaez, 37-60 82nd Street

John Rapp, 40-22 & 37-61/67 82nd Street

David Weinraub, 37-12 82nd Street

Peter Zlotnick, 37-53 82nd Street

Sanjay Ahuja

Michael Friedman, 40-31 82nd Street

Kostas Koutsoymanasis, 82-11 82nd Street



ELECTIONS: CLASS B

CLASS B - Slate of Candidates

Term: One Year – December 2020 to December 2021

Note: The following individuals have been nominated to serve on the Board of Directors as Class B (Commercial Tenant) Directors.

Please mark your vote for each candidate by placing a check next to his or her name.

Glenn Mirchandani, Devisons Jewelers

Sam Sabbagh, Galleria Home Decor



QUESTIONS & COMMENTS