DTLB Alliance Board of Directors Meeting

August 21, 2024

DTLB Alliance Conference Room

Food provided by:





Mission: Cultivate, preserve and promote a healthy, safe and prosperous Downtown for all.

I. Call to Order and Introductions

Denise Carter





Consent Calendar

- 2. Secretary Report
 - Minutes from June 10, 2024 Meeting
- 3. Financial Report
 - Year-to-Date Financials through June 30, 2024

All matters listed under the Consent Calendar are to be considered routine by the Board and will be enacted by one motion.

ACTION: Approve consent calendar items unless otherwise removed for discussion.

4. Time Certain 4:15

Long Beach Women's Business Council – Upcoming Accessibility Panel

Dana Buchanan, President



5. Time Certain 4:25

Port of Long Beach – Pier Wind Project

Suzanne Plezia, Senior Director, Port of Long Beach





Floating Offshore Wind at The Port of Long Beach:

PIER WIND

Suzanne Plezia, P.E.

Senior Director, Chief Harbor Engineer

Downtown Long Beach Alliance Board of Directors Meeting
August 21, 2024





WHY IS OFFSHORE WIND IMPORTANT?



 Sense of urgency to tackle climate crisis



 California's climate policies to reduce greenhouse gases





The Port of Long Beach is transitioning its operations towards zero emissions

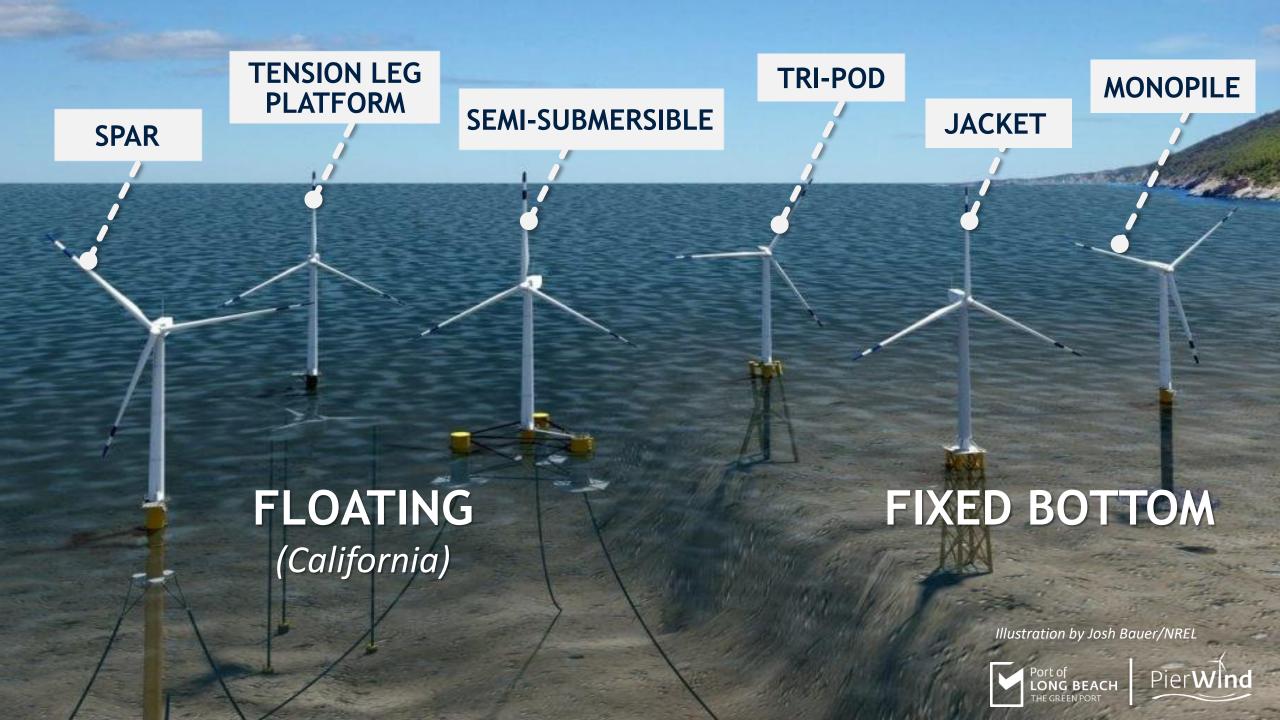
25 GW by 2045

Offshore wind is an abundant source of domestic renewable energy









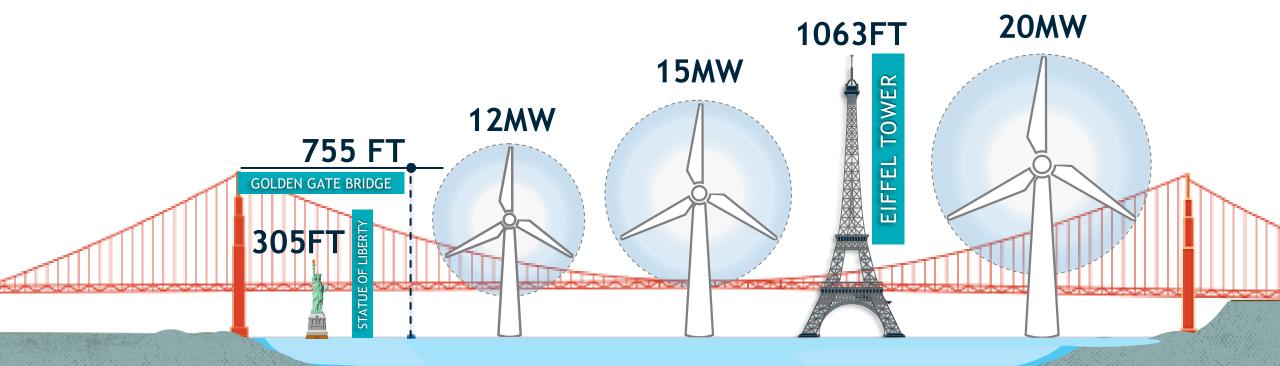






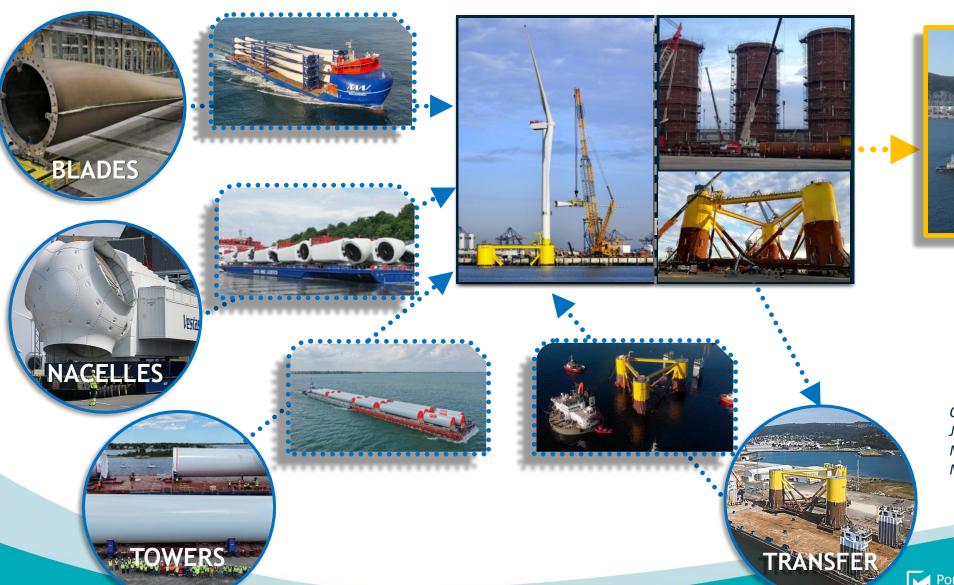


SCALE COMPARISON





FLOATING OFFSHORE WIND TURBINE ASSEMBLY



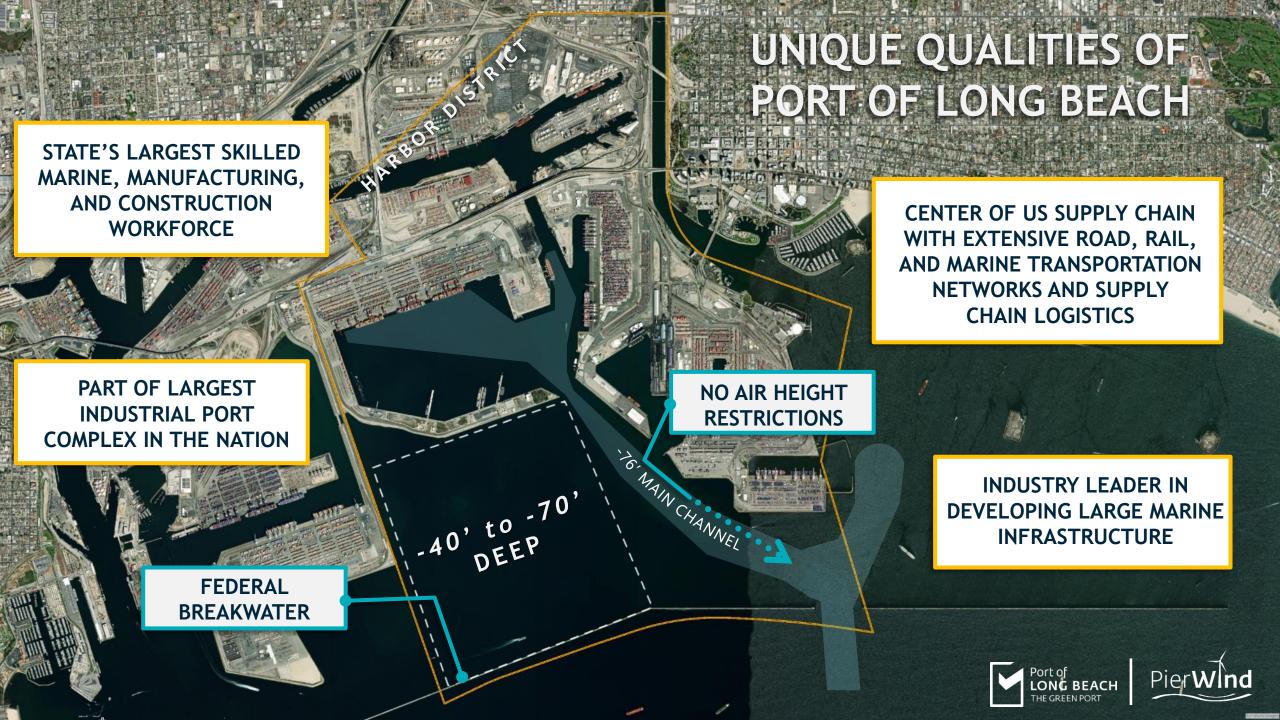


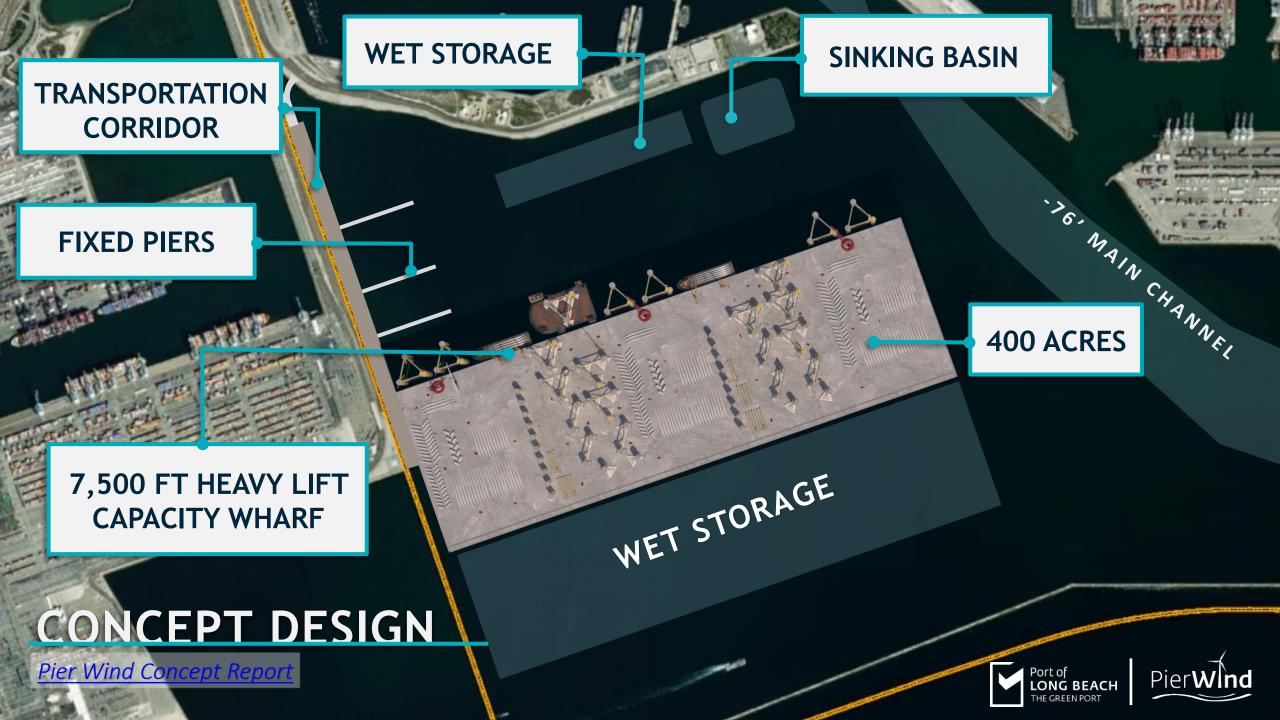
TOW OUT TO INSTALLATION SITE One per Week

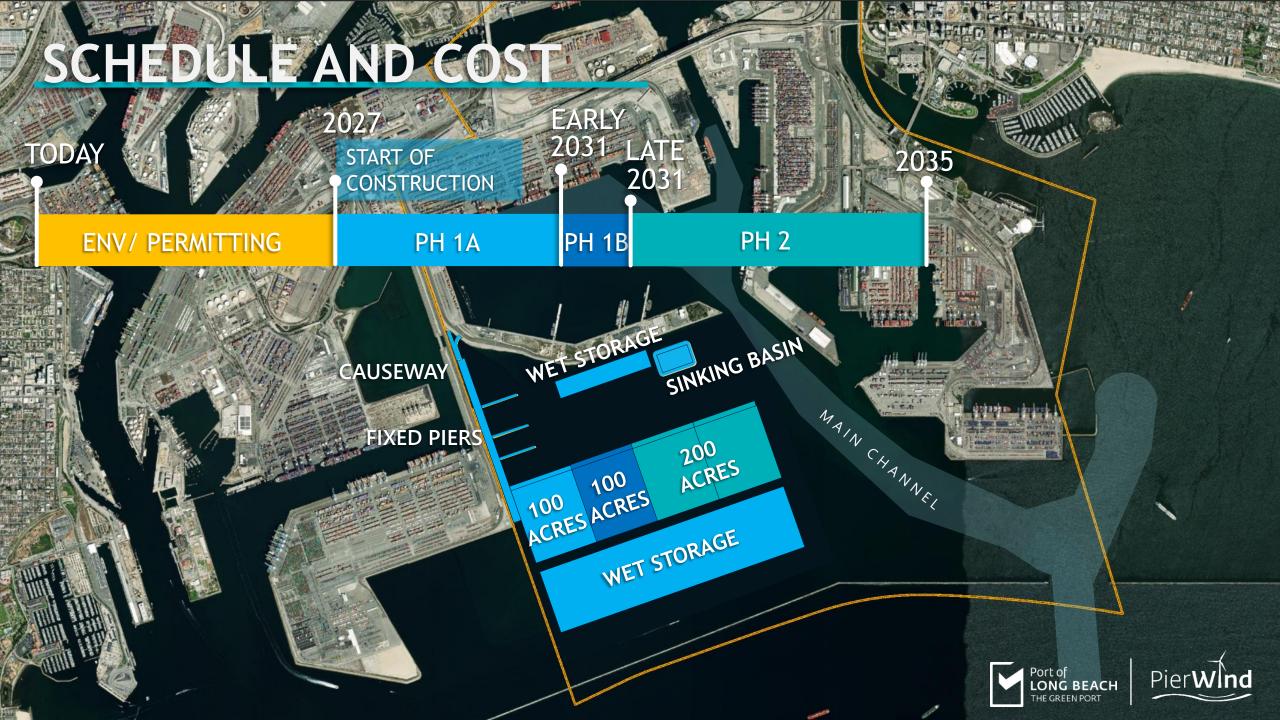
Credit photos: LM Wind Power, Vestas, Journal of Commerce, Principle Power, Maritime Cyprus, fotocommunity.de, Port of Monroe, Dock90, Euractiv, Wind Plus











BENEFITS SUMMARY

Positions California and the United States to be at the forefront of floating offshore wind innovation and development

US Goal of 15 GW BY 2035

CA Goal of 25 GW BY 2045

Greenhouse Gases
Cost of Energy

LARGEST PURPOSE-BUILT OFFSHORE WIND FACILITY











6. Chairperson's Report

Denise Carter





6A. Remarks from the Chair



6B. Executive Committee Report



6C. Governance Committee Report – Sam Pierzina i. Election Slate Results

ACTION: Ratify slate results for DPBIA & PBID representatives for 2024-2025Board of Directors

6C. Governance Committee Report – Sam Pierzina ii. Board Appointments

ACTION: In accordance with DTLB Alliance Bylaws, approve the following two candidates to serve as At-Large voting Directors, appointed for a two-year term, effective October 1, 2024.

- John Tully, Pedal Movement
- James Turner, Downtown Resident



6C. Governance Committee Report – Sam Pierzina ii. Board Appointments

ACTION: In accordance with DTLB Alliance Bylaws, approve the following candidate to serve as Downtown Residential Representative Area B, voting Director for a two-year term, effective October 1, 2024.

• Ashley Chiddick, Downtown Resident

6C. Governance Committee Report – Sam Pierzina ii. Board Appointments

<u>ACTION</u>: In accordance with DTLB Alliance Bylaws, approve the following two candidates to serve as Advisors, appointed for a two-year term, effective October 1, 2023.

- Reverend Antonio Gallardo, St. Luke's Episcopal
- Natalie Leighton, Long Beach Area Chamber of Commerce

7. President & CEO Report

Austin Metoyer





7A. Presentation on FY24-25 Final Draft Budget



FY 25 BUDGET PROPOSAL

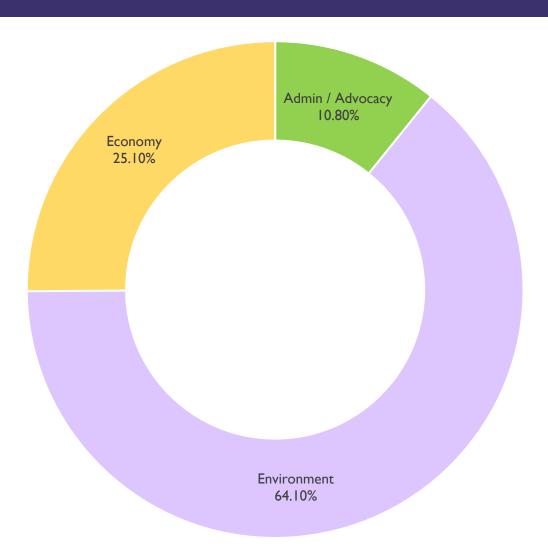
REVENUES		Total			
PBID Funds (net)	\$	4,154,768			
DPIA	\$	782,574			
Parking Meters	\$	250,000			
Events	\$	160,000			
Small Business Grant Fundraising	\$	5,000			
Contracts	\$	839,252			
TOTAL REVENUE	\$6,191,594				

EXPENSES	Total					
Administration	\$ 870,532					
Advocacy	\$ 247,332					
Marketing	\$ 387,576					
Events	\$ 474,160					
Operations	\$ 3,203,425					
Economic Development	\$ 544,474					
Placemaking	\$ 402,181					
Agency Reserve	\$ 61,916					
TOTAL EXPENSES	\$6,191,594					

NET CHANGE	Total
TOTAL REVENUE	\$6,191,594
TOTAL EXPENSES	\$6,191,594
NET CHANGE	\$ 0



REVENUE SOURCE - PBID



Funded Activities (Restrictions)

- Environment (64.1%) ~\$2,663,000
 - Clean & Safe: Litter removal, steam cleaning, graffiti removal, sweeping, foot, bike & Segway patrols, visitor services, safety escorts, homeless outreach, resident coordinator
 - Beautification: seasonal banners, public art, street furniture, activities that continue to enhance downtown Long Beach
- Economy: (25.1%) ~\$1,043,000
 - Economic Development: Assist property owners in recruitment/retention of tenants, fill storefronts& attract diverse retail and employers to occupy office buildings.
 - Marketing & Special Events: promote positive image, activate DTLB with regularly scheduled events, promotions and public relations
- Admin/Advocacy: (10.8%) ~\$450,000
 - Administration: General administrative functions, including overhead (rent, utilities, storage, insurance)
 - Advocacy: Public support for or recommendation of policies supporting Downtown businesses, properties, and/or interests.

Note: Residents & non-profits are not assessed for economy activities



REVENUE SOURCE - DPBIA

The Downtown Parking and Business Improvement Area (DPBIA) is the Downtown BID funded through business license assessments.

DPBIA Area FY2025 Rates:

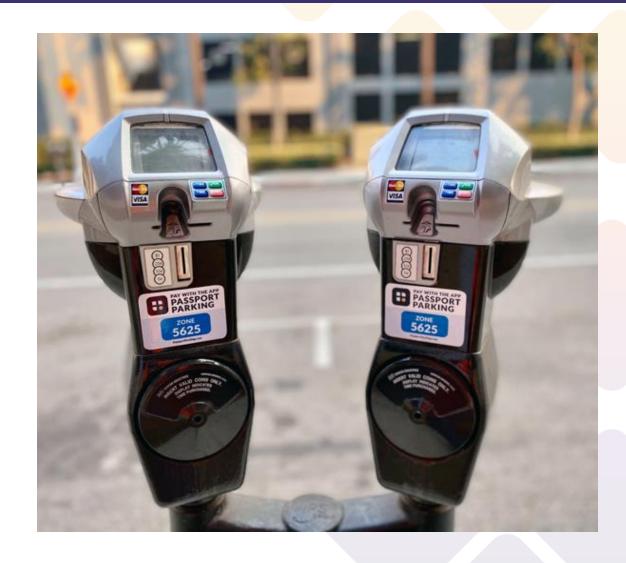
	Per	Business	Per E	Employee		
All Businesses	\$	548.58	\$	8.68		
Independent Contractor	\$	376.75	\$	6.27		





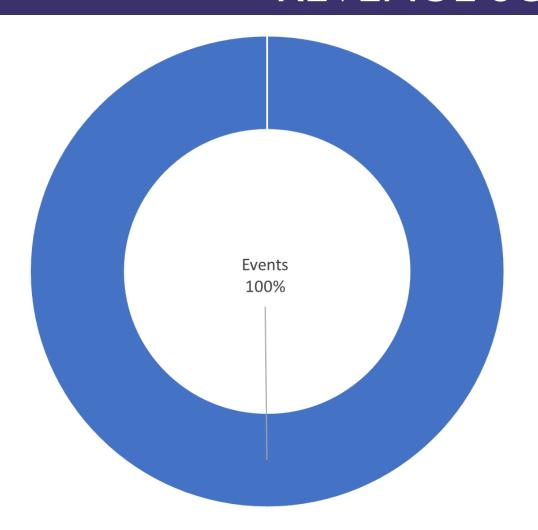
LONG BEACH REVENUE SOURCE — PARKING METERS







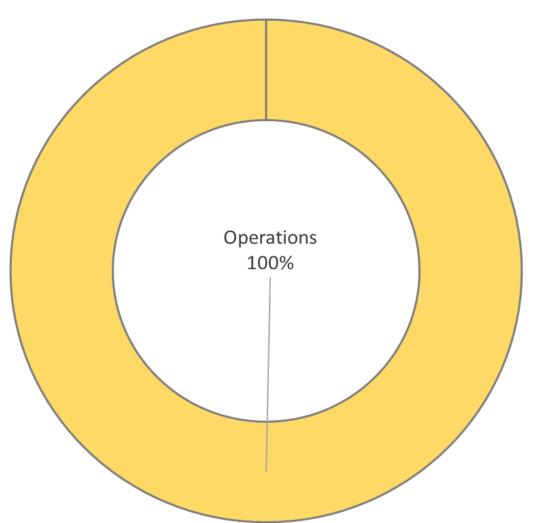
REVENUE SOURCE – EVENTS







DOWNTOWN LONG BEACH REVENUE SOURCE — CONTRACTS





REVENUE



REVENUES														
PBID Funds (net)	\$ 4,1	54,768	\$	-	\$	-	\$	-	\$	-	\$	·	\$ 4	1,154,768
DPIA	\$	-	\$ 7	82,574	\$	-	\$	-	\$	-	\$	i	\$	782,574
Parking Meters	\$	_	\$	-	\$ 2.5	0,000	\$	-	\$	-	\$	i	\$	250,000
Taste of Downtown	\$	-	\$	-	\$	-	\$	-	\$	80,000	\$		\$	80,000
Art Walk	\$	-	\$	-	\$	-	\$	-	\$	5,000	\$		\$	5,000
New Year's Eve	\$	_	\$	-	\$	-	\$	-	\$	35,000	\$	i	\$	35,000
Celebrate Downtown	\$	-	\$	-	\$	-	\$	-	\$	20,000	\$		\$	20,000
Activations	\$	-	\$	-	\$	-	\$	-	\$	20,000	\$		\$	20,000
Blu Condominiums	\$	-	\$	_	\$	-	\$	-	\$	-	\$	11,000	\$	11,000
Hillcrest Monterey	\$	-	\$	-	\$	-	\$	_	\$	-	\$	14,598	\$	14,598
HUBB Maintenance	\$	-	\$	-	\$	-	\$	-	\$	-	\$	4,500	\$	4,500
LB Transist & Visitor Center	\$	-	\$	-	\$	-	\$	-	\$	-	\$	274,903	\$	274,903
Midtown	\$	-	\$	-	\$	-	\$	_	\$	-	\$	60,000	\$	60,000
Misc. Revenue (rent reimbursement)	\$	_	\$	-	\$	-	\$	_	\$	-	\$	3,000	\$	3,000
Mosaic Street Mural	\$	-	\$	-	\$	-	\$	_	\$	-	\$	27,251	\$	27,251
Prop A	\$	-	\$	-	\$	-	\$	-	\$	-	\$	395,000	\$	395,000
Zaferia	\$	-	\$	-	\$	_	\$	-	\$	-	\$	49,000	\$	49,000
Grants	\$	-	\$	-	\$	_	\$ 5	,000	\$	_	\$	_	\$	5,000
TOTAL REVENUE	\$4,1	54,768	\$78	32,574	\$25	0,000	\$5	,000	\$1	60,000	\$8	839,252	\$6	,191,594

DOWNTOWN LONG BEACH ALLIANCE

ADMINISTRATION







- Board Election
- Holiday Mixer
- Shared Agency Insurance
- Community Meetings
- Office Management
- Financial/Legal Matters



ADMINISTRATION

ADMINISTRATION	PE	BID	DI	PBIA	РК	G MTR	Gra	nts	Ever	nts	Со	ntracts	To	otal
Rent	\$	65,241	\$	65,241	\$	-	\$	-	\$	-	\$	-	\$	130,482
Telephone/Data	\$	-	\$	16,350	\$	-	\$	-	\$	-	\$	-	\$	16,350
Computers	\$	30,680	\$	30,680	\$	-	\$	-	\$	-	\$	-	\$	61,360
Office Equip Lease	\$	6,480	\$	6,480	\$	-	\$	-	\$	-	\$	-	\$	12,960
Office Supplies	\$	-	\$	7,200	\$	-	\$	-	\$	-	\$	-	\$	7,200
Postage	\$	-	\$	1,500	\$	-	\$	-	\$	-	\$	-	\$	1,500
General Insurance	\$	29,400	\$	29,400	\$	-	\$	-	\$	-	\$	-	\$	58,800
Professional Services	\$	51,876	\$	51,876	\$	-	\$	-	\$	-	\$	-	\$	103,751
Utilities	\$	170	\$	-	\$	-	\$	-	\$	-	\$	-	\$	170
Admin Projects	\$	2,500	\$	2,500	\$	-	\$	-	\$	-	\$	-	\$	5,000
Taxes	\$	1,500	\$	1,500	\$	-	\$	-	\$	-	\$	-	\$	3,000
Office Maint. & Repairs	\$	800	\$	800	\$	-	\$	-	\$	-	\$	-	\$	1,600
Employee Recruitment and Retention	\$	9,556	\$	9,556	\$	-	\$	-	\$	-	\$	-	\$	19,110
Admin Services	\$	1,500	\$	1,500	\$	-	\$	-	\$	-	\$	-	\$	3,000
Credit Card Merchant Fees and Interest	\$	5,100	\$	5,100	\$	-	\$	-	\$	-	\$	-	\$	10,200
Dues & Subscriptions	\$	3,240	\$	3,240	\$	-	\$	-	\$	-	\$	-	\$	6,480
Board & Committee Meetings	\$	3,750	\$	3,750	\$	-	\$	-	\$	-	\$	-	\$	7,500
Holiday Party/Gifts	\$	4,375	\$	4,375	\$	-	\$	-	\$	-	\$	-	\$	8,750
Block By Block Expenses	\$	130,542	\$	-	\$	-	\$	-	\$	-	\$	-	\$	130,542
Personnel	\$	-	\$	265,936	\$	-	\$	-	\$	-	\$	-	\$	265,936
General Benefit	\$	-	\$	16,840	\$	-	\$	-	\$	-	\$	-	\$	16,840
Reserve	\$	4,112	\$	4,112	\$	-	\$	-	\$	-	\$	-	\$	8,225
TOTAL ADMINISTRATION	\$	350,821	\$	527,935	\$	-	\$	-	\$	-	\$	-	\$	878,756



ADVOCACY

- Downtown Advocacy
- Meetings with Elected Officials
- Advocacy for Agency Positions
- CommunitySponsorships
- Civic Events







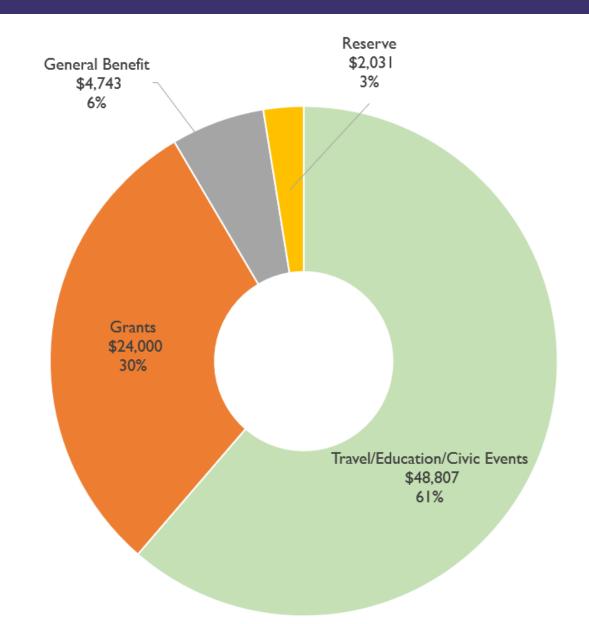




ADVOCACY	РВ	ID	DI	DPBIA		G MTR	Grants		Events		Contracts		To	otal
Travel/Education/Civic Events	\$	24,404	\$	24,404	\$	-	\$	-	\$	-	\$	-	\$	48,807
Grants	\$	2,464	\$	21,536	\$	-	\$	-	\$	-	\$	-	\$	24,000
Personnel	\$	70,834	\$	98,948	\$	-	\$	-	\$	-	\$	-	\$	169,782
General Benefit	\$	-	\$	4,743	\$	-	\$	-	\$	-	\$	-	\$	4,743
Reserve	\$	1,016	\$	1,016	\$	-	\$	-	\$	-	\$	-	\$	2,031
TOTAL ADVOCACY	\$	98,717	\$	150,646	\$	-	\$	-	\$	-	\$	-	\$	249,363

DOWNTOWNLONG BEACH ALLIANCE

ADVOCACY



- Grants/Sponsorships
- Travel
- Education
- Civic Events
- General Benefit
- Reserve



ECONOMIC DEVELOPMENT









- Expanded Food Series
- Bimonthly Mug to Mug and Link and Learn
- Enhanced Job Data Software
- Popup Activations following Food Series
- Spanish Food Series

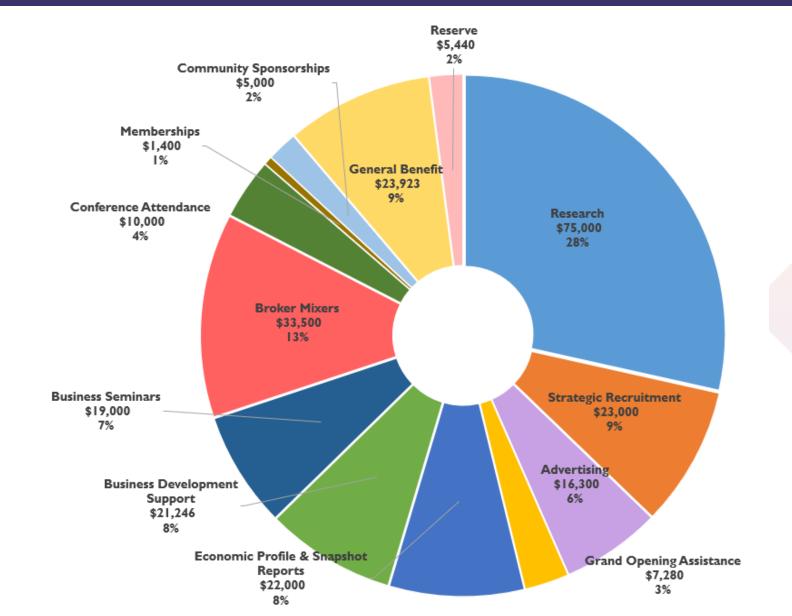


ECONOMIC DEVELOPMENT

ECONOMIC DEVELOPMENT	PE	BID	DF	BIA	PK	G MTR	Gr	ants	Eve	ents	Со	ntracts	To	otal
Research	\$	75,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	75,000
Strategic Recruitment	\$	11,500	\$	11,500	\$	-	\$	-	\$	-	\$	-	\$	23,000
Advertising	\$	8,150	\$	8,150	\$	-	\$	-	\$	-	\$	-	\$	16,300
Grand Opening Assistance	\$	7,280	\$	-	\$	-	\$	-	\$	-	\$	-	\$	7,280
Economic Profile & Snapshot Reports	\$	22,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	22,000
Business Development Support	\$	16,246	\$	-	\$	-	\$	5,000	\$	-	\$	-	\$	21,246
Business Seminars	\$	19,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	19,000
Broker Mixers	\$	33,500	\$	-	\$	-	\$	-	\$	-	\$	-	\$	33,500
Conference Attendance	\$	10,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	10,000
Memberships	\$	1,400	\$	-	\$	-	\$	-	\$	-	\$	-	\$	1,400
Community Sponsorships	\$	2,500	\$	2,500	\$	-	\$	-	\$	-	\$	-	\$	5,000
Personnel	\$	286,824	\$	-	\$	-	\$	-	\$	-	\$	-	\$	286,824
General Benefit	\$	-	\$	23,923	\$	-	\$	-	\$	-	\$	-	\$	23,923
Reserve	\$	4,559	\$	881	\$	-	\$	-	\$	-	\$	-	\$	5,440
TOTAL ECONOMIC DEVELOPMENT	\$	497,959	\$	46,954	\$	-	\$	5,000	\$	-	\$	-	\$	549,913



ECONOMIC DEVELOPMENT



- Research
- Strategic Recruitment
- Advertising
- Grand Opening Assistance
- Economic Profile & Snapshot
- Business Seminars
- Broker Mixers
- Conference Attendance
- Professional Memberships
- Community Sponsorships
- General Benefit
- Reserve

EVENTS



- Monthly Events
- Continuing with Art
 Walk
- Themed Alliance
 Signature Events
- Downtown Activations
- CommunityOutreach





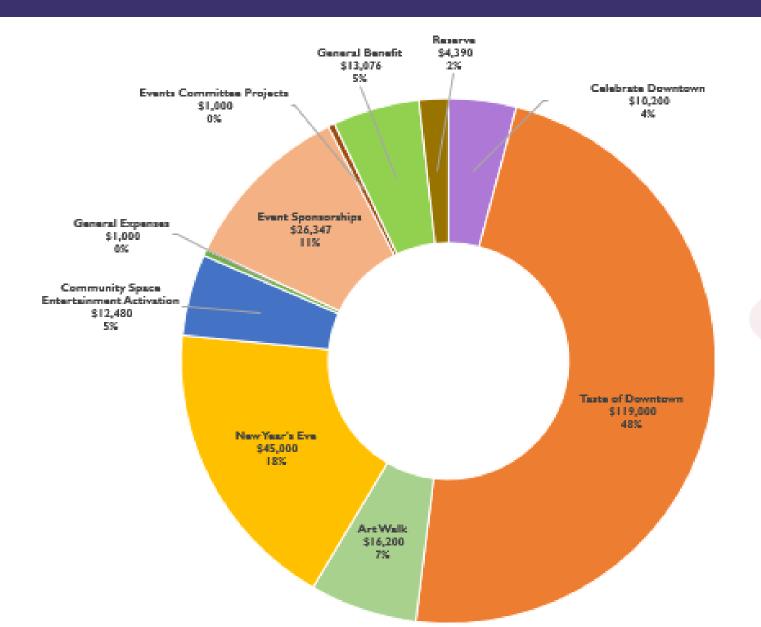




SPECIAL EVENTS	PE	BID	DF	BIA	PK	G MTR	Grants		Events		Contracts		To	otal
Celebrate Downtown	\$	-	\$	-	\$	-	\$	-	\$	10,200	\$	-	\$	10,200
Taste of Downtown	\$	39,000	\$	-	\$	-	\$	-	\$	80,000	\$	-	\$	119,000
Art Walk	\$	11,200	\$	-	\$	-	\$	-	\$	5,000	\$	-	\$	16,200
New Year's Eve	\$	10,000	\$	-	\$	-	\$	-	\$	35,000	\$	-	\$	45,000
Community Space Entertainment Activation	\$	-	\$	-	\$	-	\$	-	\$	12,480	\$	-	\$	12,480
General Expenses	\$	-	\$	1,000	\$	-	\$	-	\$	-	\$	-	\$	1,000
Event Sponsorships	\$	-	\$	-	\$	24,513	\$	-	\$	1,834	\$	-	\$	26,347
Events Committee Projects	\$	-	\$	1,000	\$	-	\$	-	\$	-	\$	-	\$	1,000
Personnel	\$	183,272	\$	39,085					\$	7,499	\$	-	\$	229,856
General Benefit	\$	-	\$	-	\$	6,538	\$	-	\$	6,538	\$	-	\$	13,076
Reserve	\$	1,493	\$	-	\$	1,449	\$	-	\$	1,449	\$	-	\$	4,390
TOTAL SPECIAL EVENTS	\$	244,965	\$	41,085	\$	32,500	\$	-	\$	160,000	\$	-	\$	478,550



EVENTS



- Celebrate Downtown
- Art Walk
- Taste of Downtown
- New Year's Eve
- Community Space Activation
- Event Sponsorships
- Committee Project
- General Benefit
- Reserve

DOWNTOWN LONG BEACH ALLIANCE OPER











- Downtown Clean Services
- Downtown SafeServices
- Homeless Outreach
- Fresh Start
- Contracted Services

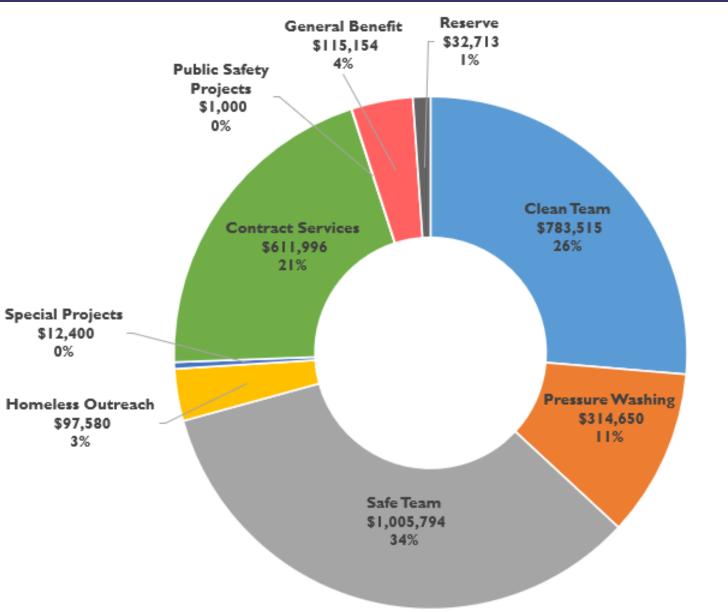
OPERATIONS



OPERATIONS	Р	BID	DP	BIA	PKC	MTR	Gra	ınts	Eve	nts	С	ontracts	T	otal
Clean Team Personnel	\$	598,500	\$	-	\$	-	\$	-	\$	-	\$	-	\$	598,500
Clean Team Management	\$	113,661	\$	-	\$	-	\$	-	\$	-	\$	-	\$	113,661
Clean Team Insurance	\$	5,244	\$	-	\$	-	\$	-	\$	-	\$	-	\$	5,244
Clean Team Fuel	\$	3,600	\$	-	\$	-	\$	-	\$	-	\$	-	\$	3,600
Clean Team Equipment & Maintenance	\$	62,510	\$	-	\$	-	\$	-	\$	-	\$	-	\$	62,510
Pressure Washing	\$	314,650	\$	-	\$	-	\$	-	\$	-	\$	-	\$	314,650
Safe Team	\$	1,005,794	\$	-	\$	-	\$	-	\$	-	\$	-	\$	1,005,794
Homeless Outreach	\$	97,580	\$	-	\$	-	\$	-	\$	-	\$	-	\$	97,580
Special Projects	\$	-	\$	-	\$	-	\$	-	\$	-	\$	12,400	\$	12,400
Contract Services	\$	-	\$	-	\$	-	\$	-	\$	-	\$	611,996	\$	611,996
Public Safety Projects	\$	-	\$	-	\$	-	\$	-	\$	-	\$	1,000	\$	1,000
Personnel	\$	195,348	\$	-	\$	-	\$	-	\$	-	\$	65,990	\$	261,338
General Benefit	\$	-	\$	-	\$	-	\$	-	\$	-	\$	115,154	\$	115,154
Reserve	\$	-	\$	-	\$	-	\$	-	\$	-	\$	32,713	\$	32,713
TOTAL OPERATIONS	\$	2,396,886	\$	-	\$	-	\$	-	\$	-	\$	839,252	\$3	3,236,138

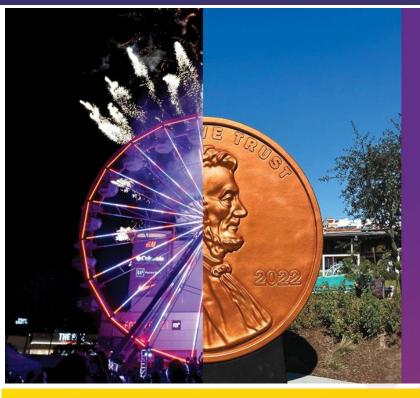
OPERATIONS LONG BEACH ALLIANCE





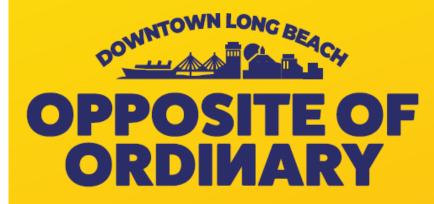
- Clean Team
- Safe Team
- Pressure Washing
- Homeless Outreach
- Special Projects
- Contract Services
- Public Safety Projects
- General Benefit
- Reserve

- Additional voices to newsletters
- Website Development
- Opposite of Ordinary rollout
 - Pole Wraps
 - Traffic Signs
- Chat GPT to introduce more AI



Like Bacon & Eggs
Like Lois & Clark
Like a City Street with
an Ocean View

Welcome to
Downtown Long Beach:
Opposite of Ordinary

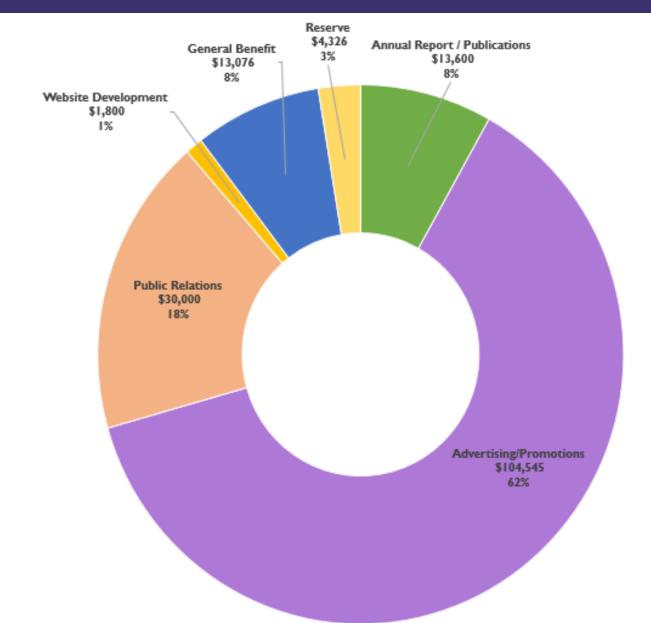




DOWNTOWN LONG BEACH MARKETING & COMMUNICATIONS ALLIANCE MARKETING & COMMUNICATIONS

Board of Directors Meeting August 21, 2024

MARKETING	PBI	Q	DP	BIA		PK	G MTR	Gra	ants	Ever	nts	Cor	ntracts	То	tal
Annual Report / Publications	\$	6,800	\$			\$	6,800	\$	-	\$	-	\$	-	\$	13,600
Advertising/Promotions	\$	52,822	\$		-	\$	51,724	\$	-	\$	-	\$	-	\$	104,545
Public Relations	\$	10,000	\$		-	\$	20,000	\$	-	\$	-	\$	-	\$	30,000
Website Development	\$	900	\$			\$	900	\$	-	\$	-	\$	-	\$	1,800
Personnel	\$	224,555	\$		-	\$	-	\$		\$	-	\$	-	\$	224,555
General Benefit	\$	-	\$		-	\$	13,076	\$	-	\$	-	\$	-	\$	13,076
Reserve	\$	4,326	\$			\$	-	\$	-	\$	-	\$	-	\$	4,326
TOTAL MARKETING	\$	299,402	\$		-	\$	92,500	\$	-	\$	-	\$	-	\$	391,902



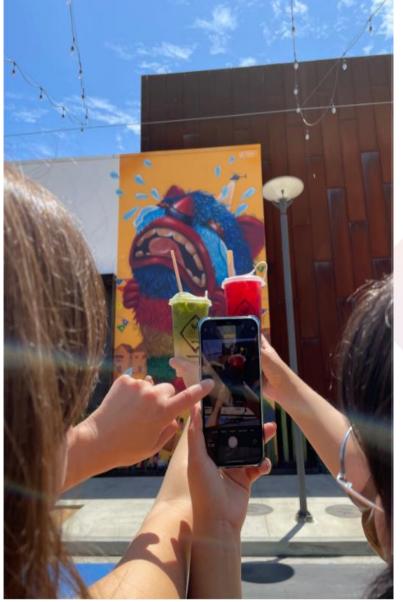
- Advertising & Promotions
- Public Relations
- Website Development
- Annual Report/Publications
- General Benefit
- Reserve



PLACEMAKING







- Holiday Décor
- Adding Spring/Summer Décor
- Monthly Banner Audits
- Pride Banner Expansion
- Interactive Streetscapes
- Updating Crosswalks

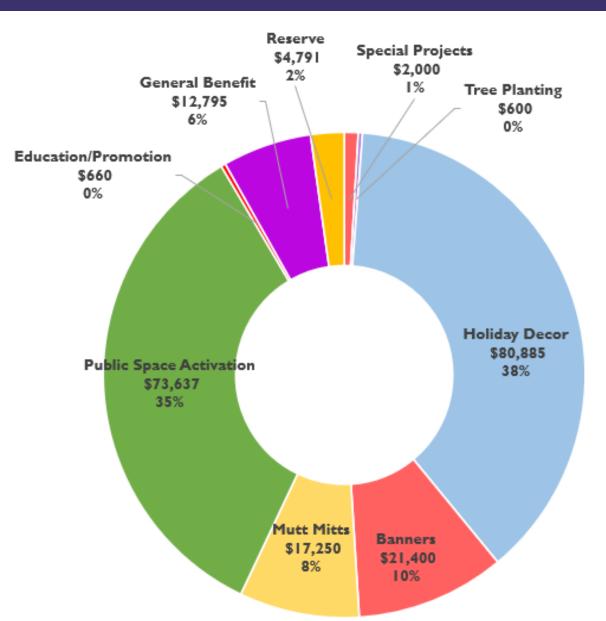


PLACEMAKING

PLACEMAKING	PE	BID	DF	PBIA	Pł	(G MTR	Gr	ants	Eve	ents	Со	ntracts	T	otal
Special Projects	\$	2,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	2,000
Tree Planting	\$	-	\$	-	\$	600	\$	-	\$	-	\$	-	\$	600
Holiday Decor	\$	80,885	\$	-	\$	-	\$	-	\$	-	\$	-	\$	80,885
Banners	\$	-	\$	-	\$	21,400	\$	-	\$	-	\$	-	\$	21,400
Mutt Mitts	\$	-	\$	-	\$	17,250	\$	-	\$	-	\$	-	\$	17,250
Public Space Activation	\$	-	\$	5,473	\$	68,164	\$	-	\$	-	\$	-	\$	73,637
Education/Promotion	\$	-	\$	660	\$	-	\$	-	\$	-	\$	-	\$	660
Personnel	\$	183,436	\$	9,518	\$	-	\$	-	\$	-	\$	-	\$	192,954
General Benefit	\$	-	\$	-	\$	12,795	\$	-	\$	-	\$	-	\$	12,795
Reserve	\$	-	\$	-	\$	4,791	\$	-	\$	-	\$	-	\$	4,791
TOTAL PLACEMAKING	\$	266,321	\$	15,651	\$	125,000	\$	-	\$	-	\$	-	\$	406,972



PLACEMAKING



- Holiday Décor
- Banners
- Mutt Mitts
- Public Space Activation
- Education/Promotion
- Special Projects
- General Benefit
- Reserve



7A. Presentation on FY24-25 Budget

REVENUES		Total
PBID Funds (net)	\$	4,154,768
DPIA	\$	782,574
Parking Meters	\$	250,000
Events	\$	160,000
Small Business Grant Fundraising	\$	5,000
Contracts	\$	839,252
TOTAL REVENUE	\$(6,191,594

EXPENSES		Total
Administration	\$	870,532
Advocacy	\$	247,332
Marketing	\$	387,576
Events	\$	474,160
Operations	\$	3,203,425
Economic Development	\$	544,474
Placemaking	59	402,181
Agency Reserve	\$	61,916
TOTAL EXPENSES	\$(6,191,594

NET CHANGE	Total
TOTAL REVENUE	\$6,191,594
TOTAL EXPENSES	\$6,191,594
NET CHANGE	\$ 0

ACTION: Approve or amend the FY 2024-2025 Budget as presented and recommended by the Executive Committee.



7B. Misc. Updates

DTLB's SUMER EVENT SERIES!

AUG 24 - SEP 7









- 8. Old Business
- 9. New Business
- 10. Public Comments (three minutes on all non-agenda items)
- II. Board of Directors Adjourn to Closed Session



I. Board of Directors Adjourn to Closed Session A. Personnel/President & CEO Evaluation – Denise Carter



I2. Open SessionI3. Adjournment

Please join us for a Post-Board Mixer at the Courtyard of the Hubb ©

