



Old Town San Diego Chamber of Commerce
Old Town Business Improvement District
P.O. Box 82686 San Diego, CA 92138 • (619) 291-4903 • (Fax) 291-9383

Board of Directors Meeting
8:30 AM - Wednesday, October 19, 2016
Café Coyote (Upstairs)

Agenda

1. Call to Order & Introductions

2. Non-Agenda Public Comment

Public comment may be made on any subject in the Board's area of responsibility. Time allotted to each speaker shall be determined by the President; however, comments are limited to no more than three (3) minutes total per subject regardless of the number of those wishing to speak. (Comments relating to items on today's agenda are to be taken at the time the item is heard.) Please direct requests to speak to the President prior to the start of the meeting. Pursuant to the Brown Act, no discussion or action, other than a referral, shall be taken by the Board on any issue brought forth under "Non-Agenda Public Comment."

3. Administrative Items

- a. Board Administrative Items and/or non-agenda comment
- b. Request for Agenda Revisions (continuances, change in order, etc.)
- c. Conflict of Interest Declarations on Agenda Items

4. Announcements and Community Reports/Updates – 3 Minutes

Juan Street Improvements - City San Diego
Homeless Issues in Old Town Area – Officer Surwilo

5. Approval of Minutes

- a. General Meeting – September 21, 2016 Action Item

6. Committee Reports

- a. Organization Committee
 - 1) Financials
 - a) Accept Financial Report – September 2016 Action Item
 - 2) Harney Street Market Update

Board of Directors Meeting Agenda – (Continued)
Wednesday, October 19, 2016

- 3) Annual Election
 - a) Approve List of Nominees October 19, 2016
 - b) Ballots mailed out week of October 24, 2016
 - c) Ballots due in by November 5, 2016
 - d) Count ballots on November 8, 2016
- 4) Annual Meeting – November 16, 2016 @ 5:30 pm – Rockin’ Baja
Approve Election Results

Action Item

- b. Promotions Committee - Update
Marketing Advertising
TV Advertising – Begin end of November 2016

- c. Design Committee – Update

7. Old Town Events – Updates

- 1) Art & Craft Show Old Town – September 24-25, 2016
- 2) Taste of Old Town – October 6, 2016

8. Upcoming Old Town Events – Updates

- 1) Dia de Los Muertos
 - a) October 29-30, 2016 – Co-Located in Old Town Market Area
 - b) November 1 & 2, 2016

9. Executive Director Update

10. Unfinished Business

11. New Business

12. Annual Old Town Chamber of Commerce Meeting Date – Wednesday, November 16, 2016
5:30 PM – Rockin’ Baja

13. Adjournment

THIS INFORMATION IS AVAILABLE IN ALTERNATIVE FORMATS UPON REQUEST.

To request an alternative format, or to request a sign language or oral interpreter for the meeting, please contact the meeting Coordinator in the Old Town San Diego Chamber of Commerce at least five (5) working days before the meeting at (619) 291-4903 to ensure availability. Assistive Listening Devices (ALDs) are available for the meeting upon request.



Old Town San Diego Chamber of Commerce/BID Board of Directors Meeting

Minutes of the Board of September 21, 2016
8:30 AM @ Mormon Battalion Historic Site

Directors Present:

Fred Grand – Hacienda Hotel
Christine Smith – Café Coyote
Jeanne Ferrell - Cold Stone Creamery
Paul Smigliani – Munro, Smigliani & Jordan
Ramzi Murad – A Mart
Patty Ducey-Brooks – Presidio Comm.
David Thornton – OT Trolley Tours
Michael Howland – Michael Howland CPA

Guests:

Linda Acuna – Immaculate Conception Church
Elder Bill Woods – MB
Bob Barrios – Visual Media Group
Chris Ward – City of San Diego
Julio DeGuzman – City Attorney's Office

Directors Excused:

Bruce Johnson - Alamo Mexican Café
Diane Powers – Bazaar de Mundo
Kim McLaughlin – Haunted Tours SD
Chuck Ross – Fiesta de Reyes

Staff:

Richard Stegner - Executive Director
R. Elisha McLemore – Office Assistant

Fred Grand, President, called the meeting to order at 8:45 a.m.
Introductions of members and visitors were made.

Non-Agenda Public Comment

Patty Ducey-Brooks

Ms. Brooks shared her concerns about the increase of homeless, especially in Mission Hills. The passing of Prop 47 limits what the police can do in regards to the homeless. Community meeting will be set to discuss the continuing issue. Officer Surwilo and St. Vincent rep will be invited to attend.

Juan Street Update

There are continuing issues with Juan Street construction and SDGE on replacing their lines under Juan St.

Administrative Items

- A. **Board Administrative Items and/or non-agenda comment**
None
- B. **Request for Agenda revisions (continuances, changes in order, etc.)**
Remove 7A-6 Cam Services from agenda
- C. **Conflict of Interest Declarations on Agenda Items**
None

Approval of Minutes - Minutes were presented for regular meeting August 17, 2016.

MOTION: to approve the minutes of August 17, 2016 with corrections made.

M/S/A: Michael Howland / Dave Thornton (#09-21-16-1) - Motion Passed 8-0-2 A (Ramzi Murad, Patty Ducey-Brooks)

COMMITTEE REPORTS

Organization Committee

Accept Financial Reports

Michael Howland, Treasurer presented financial report August 2016.

MOTION: to approve the financial report for the month of August; subject to final audit.

M/S/U: Kim McLaughlin / Jeanne Ferrell (#09-21-16-2) - Motion Passed U 8-0-0

Harney Street Market Update

In a surprising turn of events, Sunday now takes in more money than Saturday. The market is now at 30 vendors with 35 as the limit. The chamber will advertise the market more with Facebook, e-blasts and other social media to offset the opening of the neighboring Liberty Station Market; which has had an impact on Market numbers.

Election Committee Update

Election applications have gone out. There are currently 6 openings.

Northern American Bancard MOU

MOTION: to accept MOU Bancorp with changes.

M/S/A: Michael Howland / Patty Ducey-Brooks (#09-21-16-3) - Motion Passed 8-0-0

Design Committee:

New Banners, Way Finding signs, Cross Street Archway and Christmas tree designs were discussed.

Promotions Committee:

Publications that the Chamber is set to be involved in are the SDTA Fall/Winter edition, OT Guide, Phoenix and Info Board. Also discussed was a proposal from Cricket Wireless to have an

event on SD Avenue that would utilize the parking lot. It was felt that the event was not what the community would want and the configuration of the parking lot would not accommodate the event.

Michael Howland departs at 10:03am

Economic Restructuring Committee:

No activity this month.

Upcoming Events Update

Art & Craft Show Old Town: September 24-25, 2016

All the artists' booths were sold.

Taste of Old Town: October 6, 2016:

100 tickets have been sold so far.

Dia de los Muertos: November 1-2, 2016

Announcements and Community Updates

San Diego City Council

Chris Ward announced his new position of San Diego City Council member. He also introduced Molly Chase as his new Chief of Staff.

Immaculate Conception Church

Linda Acuna announced that the newly renovated church courtyard has been nominated for the Orchid Award.

San Diego City Attorney's Office

Julio DeGuzman explained the Community Courts program. This program involves misdemeanor offenders the opportunity to avoid jail time by completing 16 hours of community service. Upon completion of the hours, the charges are wiped from the offender's record. This helps avoid clogging up the courts and benefits the community.

Unfinished Business

None

New Business

None

Meeting adjourned at 10:30 A.M.

Next Meeting: *Wednesday October 19, 2016 at the Mormon Battalion Historic Site*

Respectfully submitted,

Signed:

Jeanne Ferrell, Secretary

Week Receipts 2016-2017				Week Receipts 2015-2016				Week Receipts 2014-2015			
Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total
2-Jul	\$476.92	\$510.00		5-Jul	\$736.95	Rain		5-Jul	\$917.80		
9-Jul	\$718.95	\$570.00		11-Jul	\$710.60	\$510.65		12-Jul	\$683.80		
16-Jul	\$606.60	\$581.85		18-Jul	Rain	\$315.60		19-Jul	\$764.33		
23-Jul	\$679.75	\$477.00		25-Jul	\$813.50	\$595.05	\$3,682.35	26-Jul	\$731.00		\$3,096.93
30-Jul	\$650.70	\$465.00	\$5,736.77	1-Aug	\$836.30	\$526.80		2-Aug	\$115.00		
6-Aug	\$715.00	\$509.20		8-Aug	\$680.10	\$552.10		9-Aug	\$866.06		
13-Aug	\$645.10	\$562.25		15-Aug	\$691.40	\$584.00		16-Aug	\$695.00		
20-Aug	\$568.57	\$484.00		22-Aug	\$737.95	\$642.65		23-Aug	\$713.50		
27-Aug	\$574.07	\$543.85	\$4,602.04	29-Aug	\$528.51	\$493.00	\$6,272.81	30-Aug	\$633.20		\$3,022.76
3-Sep	\$640.92	\$533.04		5-Sep	\$700.65	\$534.00		6-Sep	Car Show		
10-Sep	\$501.70	\$393.80		12-Sep	\$602.55	\$310.00		13-Sep	\$639.80		
17-Sep	\$635.30	\$504.85		19-Sep	\$627.50	\$375.00		20-Sep	\$672.35		
24-Sep			\$3,209.61	26-Sep	\$498.00	\$325.00	\$3,972.70	27-Sep	\$439.00		\$1,751.15
1-Oct				3-Oct	A&C	A&C		4-Oct	A&C		
8-Oct				10-Oct	\$361.00	\$272.00		11-Oct	\$835.55		
15-Oct				17-Oct	\$662.25	\$337.80		18-Oct	\$524.60		
22-Oct				24-Oct	\$621.20	\$352.00		25-Oct	\$672.60		\$2,032.75
29-Oct			\$0.00	31-Oct	\$719.90	\$692.00	\$4,018.15	1-Nov	Rain		
5-Nov				7-Nov	\$490.00	\$491.00		8-Nov	\$669.95		
12-Nov				14-Nov	\$577.30	\$171.00		15-Nov	\$810.90		
19-Nov				21-Nov	\$513.00	\$526.00		22-Nov	\$792.75		
26-Nov			\$0.00	28-Nov	\$673.25	\$533.00	\$3,974.55	29-Nov	\$617.00		\$2,890.60
3-Dec				5-Dec	\$474.65	\$539.40		6-Dec	\$669.94		
10-Dec				12-Dec	\$652.20	\$435.00		13-Dec	\$620.95		
17-Dec				19-Dec	\$615.00	\$528.00		20-Dec	\$935.35		
24-Dec				26-Dec	\$450.00	\$518.00	\$4,212.25	27-Dec	\$709.00		\$2,935.24
31-Dec			\$0.00	2-Jan	\$795.00	\$407.00		3-Jan	\$778.00		
7-Jan				9-Jan	\$541.00	\$259.00		10-Jan	\$757.80		
14-Jan				16-Jan	\$661.00	\$451.00		17-Jan	\$800.20		
21-Jan				23-Jan	\$593.60	\$431.85		24-Jan	\$872.20		
28-Jan			\$0.00	30-Jan	\$641.70	Rain	\$4,781.15	31-Jan	\$845.40		\$4,053.60
4-Feb				6-Feb	\$668.00	Super Bowl		7-Feb	\$901.45	\$538.40	
11-Feb				13-Feb	\$816.40	\$600.42		14-Feb	\$1,050.85	\$603.77	
18-Feb				20-Feb	\$726.95	\$545.72		21-Feb	\$966.85	\$228.25	
25-Feb			\$0.00	27-Feb	\$751.80	\$583.51	\$4,692.80	28-Feb	Rain	Rain	\$4,289.57
4-Mar				5-Mar	\$702.00	Rain		7-Mar	\$809.75	\$683.93	
11-Mar				12-Mar	\$607.35	\$513.00		14-Mar	\$645.14	\$466.00	
18-Mar				19-Mar	\$679.45	\$522.65		21-Mar	\$846.82	\$524.80	
25-Mar			\$0.00	26-Mar	\$779.00	Easter	\$3,803.45	28-Mar	\$730.69	\$613.00	\$5,320.13
1-May				2-Apr	\$713.00	\$626.60		4-Apr	\$855.00	Easter	
8-May				9-Apr	\$462.00	\$313.00		11-Apr	Rain	\$613.70	
15-May				16-Apr	\$747.25	\$421.00		18-Apr	\$757.30	Rain	
22-May				23-Apr	\$668.00	\$530.00		25-Apr	\$628.00	\$364.00	\$3,218.00
29-May			\$0.00	30-Apr	Rain	\$454.00	\$4,934.85	2-May	Cinco	Cinco	
6-May				7-May	Cinco	Cinco		9-May	\$775.45	\$606.95	
13-May				14-May	\$704.20	\$556.00		16-May	\$446.00	\$244.35	
20-May				21-May	\$651.75	\$531.88		23-May	\$752.00	\$605.00	
27-May			\$0.00	28-May	\$927.24	\$459.00	\$3,830.07	30-May	\$819.00	\$527.15	\$4,775.90
3-Jun				4-Jun	\$665.85	\$610.00		6-Jun	\$647.70	\$485.25	
10-Jun				11-Jun	\$732.82	\$486.66		13-Jun	\$737.50	\$609.30	
17-Jun				18-Jun	\$617.27	\$488.05		20-Jun	\$721.55	\$759.60	
24-Jun			\$0.00	25-Jun	\$596.23	\$545.52	\$4,742.40	27-Jun	\$805.99	\$647.62	\$2,912.74
TOTAL	\$ 7,413.58	\$6,134.84	\$13,548.42	TOTAL	\$31,422.62	\$21,494.91	\$ 52,917.53	TOTAL	\$ 33,680.07	\$ 9,121.07	\$ 42,801.14
Week Avg	\$617.80	\$511.24		Week Avg	\$654.64	\$477.66		Week Avg	\$732.18	\$536.53	

Who Are The Candidates?

STEVE BLASSINGHAM • Fred's Mexican Cafe / San Diego Avenue

It is absolutely imperative that we keep Old Town "safe and clean" for our visitors. If elected to the Board I will work hard to assure that this happens and at the same time promote our community in the most effective and efficient ways possible with the resources we have available. I have served on the Board in the past and enthusiastically participate on the Promotions Committee. My experience working in the Gas Lamp, East Village and North Park communities gives me a breadth of knowledge regarding marketing and promotion that few others possess. I want to be involved in preserving the past successes of the Old Town community and strive to make it even better.

MICHAEL L. HOWLAND • Owner of Michael L. Howland, CPA / Moore Street

A certified public accountant for over 30 years, I assist small businesses in becoming more profitable. I provide profitability analysis, audits, internal, and operational controls. I have previously served as a Chamber Board member, as well as other non-profit and for-profit boards, and served on boards in advisory capacities. Possessing broad experience, knowledge, providing sound, effective leadership and creative practical solutions to business problems, I look forward to working with the Chamber, further improve Old Town and assist in serving the Old Town community. I am currently serving as the Treasurer of the Old Town San Diego Chamber of Commerce.

RAMZI MURAD • Owner A Mart / Taylor Street

I would like to continue serving on the Board because I feel that it is of utmost importance that the Chamber Board be fiscally responsible and at the same time find every conceivable way to maximize our fundraising ability to better serve Old Town. I am totally committed to helping the Chamber be as efficient and productive as possible, while enhancing our community so businesses can thrive. I've been in Old Town for over 11 years. I am the past Executive Chairman of NMA representing over 2,000 members and past Chaldean American Association President representing over 60,000 Chaldeans. Lead engineer at Raytheon for 5 years and General Dynamics for over 10 years.

JUSTINE D. LEE • Presidio Hills Golf Course / Juan Street

I will work hard for the OT Chamber Board to serve all Chamber members. I strongly believe that the Chamber should support all businesses and good visitor oriented recreation and open space. Old Town is a unique historic community with charm and many attractions. I have been operating the Presidio Hills Golf Course since 2012 under difficult circumstances with continued drought & water shortage. Using water saving techniques and landscape strategies I plan to make this course better and more attractive for the community by practicing sustainability while working together with the other businesses to wisely promote Old Town.

GEOFFREY MOGILNER • Racine & Laramie Tobacconist / Old Town State Park

Double your customers? For 250 years the Birthplace of California's 1769 location was forgotten. But, The San Diego Journal of History published an article identifying that location, the lawn at the base of Presidio Hill and west. A quality development, interpretation and promotion of the Birthplace will double our heritage tourism to Old Town. This Old Town location should contribute to the growth of tourism, business and community welfare for Old Town rather than become a circulation route for the Mission Valley Community. I will work with you to preserve and interpret California's 1769 Birthplace.

CHUCK ROSS • Owner Fiesta de Reyes / Old Town State Park

I have been active in the Old Town Chamber for 7 years and wish to continue to be an advocate for improving our local businesses and the community. I have chaired the committee for the previous Tequila Trails and the newly created Taste of Old Town events, which have raised almost \$100,000 for the Chamber of Old Town for the past 5 years. I am currently serving as a Board of Director on California League of Cooperating Association, California Parks Hospitality Association, California Restaurant Association, and San Diego Chapter. I was also the 2010 Business of the Year recipient from San Diego Business Improvement District Council and the Old Town San Diego Chamber of Commerce/BID.

DAVID THORTON • Old Town Trolley Tours / Twiggs Street

I have worked and participated within the Old Town community and events for over 13 years. I would be honored and wish to thank you in advance for your consideration as a nominee for the Old Town Chamber of Commerce Board of Directors. I enjoy the spirit and community of Old Town and working for the improvement and preservation of such a vibrant and historical community. I am currently serving on the Old Town Chamber of Commerce Board of Directors and have served on the Fiesta Cinco de Mayo Committee for 9 years, Historic Old Town Community Foundation Board of Directors for 5 years, Old Town Community Planning Group for 9 years, and serve on the Old Town Community Parking Advisory Committee meetings.

DEBORAH WILSON • La Piñata Restaurant / Juan Street & Redwood Cottages Linwood St.

The OT Chamber Board has an extremely important responsibility to our unique business community. The Board is elected to represent all businesses, big and small. I bring a broad perspective because I live near Old Town and own businesses and property in the historic Planned District. I believe there is a delicate balance between preserving our historic character and creating an environment where businesses can succeed. Currently I serve on a number of boards such as the National Charity League, Cystic Fibrosis Foundation and the Francis Parker Foundation. As a member of the Board I promise to work tirelessly to assist the OT business community by serving on sub committees and helping with well-conceived special events.



Old Town San Diego Chamber of Commerce

PO Box 82686, San Diego, CA 92138 • Tel: 619-291-4903 • Fax 619-291-9383

Email – otsd@aol.com • web site www.oldtownsandiego.org

Celebrating 75 Years Supporting Old Town San Diego Businesses

DATE: October 12, 2016

FROM: Jeanne Ferrell, Chair, Nominating Committee, Cold Stone Creamery
Fred Grand, Hacienda Hotel,
Paul Smigliani, Munro, Smigliani & Jordon LLP

RE: Old Town Chamber of Commerce 2016-2018 Board of Directors Election

Dear Old Town San Diego Chamber of Commerce Member:

In accordance with the bylaws of the Old Town San Diego Chamber of Commerce, the Board of Directors has called for elections to be conducted by written ballot. The Old Town Chamber of Commerce Board of Directors consists of twelve directors each serving a two-year term. Below is your official ballot for the 2016-2018 Old Town San Diego Chamber of Commerce Board of Directors election.

The Old Town San Diego Chamber of Commerce is the Management Corporation that administers the Old Town Business Improvement District (BID) as well as the Old Town Community Parking District (OTCPD). The Chamber deals with issues that are important to all Old Town businesses that include legislation, promotions, special events, and fund raising efforts for improved landscaping, lighting, traffic and parking. If you have a valid Old Town San Diego business tax certificate or hotel owner, you are a general member of the Old Town San Diego Chamber of Commerce and are empowered to vote for up to six (6) candidates to serve on the Old Town San Diego Chamber of Commerce Board of Directors from 2016 to 2018.

You will find enclosed with this ballot a short biography on each of the candidates. Take a moment to read about each of these candidates and then cast your vote for **up to six candidates**.

Your participation in this important election is essential. **ALL BALLOTS MUST BE STAMPED AND POSTMARKED BY NOVEMBER 5, 2016 OR DROPPED OFF AT THE CHAMBER OFFICE at 2415 SAN DIEGO AVE., STE 104 NO LATER THAN 5:00 P.M. NOVEMBER 7, 2016.** Ballots received after these deadlines will not be counted.

Please take a moment to complete and return your ballot.



Old Town San Diego Chamber of Commerce

OFFICIAL 2016-2018 BALLOT

1. **CHOOSE UP TO SIX (6) CANDIDATES;** mark your selection clearly on the ballot below by placing a check mark to the left of the candidate's name. Selecting more than six candidates will invalidate your ballot.
2. Place the ballot in the enclosed **WHITE** envelope to ensure the anonymity of your vote.
3. Place the white envelope (with ballot enclosed) into the **PINK** mailing envelope.
TO ENSURE THAT YOUR VOTE IS COUNTED, YOU MUST COMPLETE ALL OF THE INFORMATION ON THE OUTSIDE OF THE PINK ENVELOPE, INCLUDING YOUR SAN DIEGO BUSINESS TAX CERTIFICATE NUMBER. HOTELS PLEASE WRITE 'HOTEL'.
4. Stamp and postmark by November 5, 2016 or drop off your ballot at the Chamber office at 2415 San Diego Avenue, Ste. 104 no later than 5:00 pm November 7, 2016.

BALLOTS RECEIVED AFTER THESE DEADLINES WILL NOT BE COUNTED.

*** SELECT NOT MORE THAN SIX (6) CANDIDATES ***

TIES WILL BE DECIDED BY THE OLD TOWN CHAMBER BOARD OF DIRECTORS



(Cut Here)

<input type="checkbox"/> MICHAEL HOWLAND	MICHAEL L. HOWLAND, CPA
<input type="checkbox"/> STEVE BLASSINGHAM	FRED'S MEXICAN CAFE
<input type="checkbox"/> JUSTINE D. LEE	PRESIDIO HILLS GOLF COURSE
<input type="checkbox"/> GEOFFREY MOGILNER	RACINE & LARAMIE TOBACCONIST
<input type="checkbox"/> CHUCK ROSS	FIESTA DE REYES
<input type="checkbox"/> RAMZI RURAD	A MART
<input type="checkbox"/> DAVID THORNTON	OLD TOWN TROLLEY TOURS
<input type="checkbox"/> DEBORAH WILSON	LA PIÑATA

ART & CRAFT SHOW

TASTE OF OLD TOWN

Old Town Chamber of Commerce SE
Taste Budget vs Actual
July through October 2016

	<u>Jul - Oct 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4005 · Participant	11,000.00	11,000.00	0.00	100.0%
4010 · Event Cash Sales	9,540.00	10,405.00	-865.00	91.7%
5170 · Sponsorships	9,000.00	9,000.00	0.00	100.0%
5586 · Other Sales/Raffle Tkts	522.00	600.00	-78.00	87.0%
Total Income	<u>30,062.00</u>	<u>31,005.00</u>	<u>-943.00</u>	<u>97.0%</u>
Expense				
6000 · Event Activities				
6600 · Promotions				
6610 · Program Expense	1,116.00	1,400.00	-284.00	79.7%
6617 · Marketing (Posters, etc)	358.20	335.00	23.20	106.9%
6635 · PR	2,500.00	2,500.00	0.00	100.0%
7300 · Website	2,000.00	2,000.00	0.00	100.0%
Total 6600 · Promotions	<u>5,974.20</u>	<u>6,235.00</u>	<u>-260.80</u>	<u>95.8%</u>
6800 · Event Operations				
6845 · Banners & Signs	941.86	500.00	441.86	188.4%
6807 · Graphics Design & Production	1,026.00	950.00	76.00	108.0%
6835 · Security	1,204.00	1,204.00	0.00	100.0%
6890 · Supplies Etc	89.85	90.00	-0.15	99.8%
7150 · Insurance				
7252 · General Liability Insurance	228.00	250.00	-22.00	91.2%
Total 7150 · Insurance	<u>228.00</u>	<u>250.00</u>	<u>-22.00</u>	<u>91.2%</u>
Total 6800 · Event Operations	<u>3,489.71</u>	<u>2,994.00</u>	<u>495.71</u>	<u>116.6%</u>
Total 6000 · Event Activities	<u>9,463.91</u>	<u>9,229.00</u>	<u>234.91</u>	<u>102.5%</u>
7021 · Square Account Charges	2.76	200.00	-197.24	1.4%
Total Expense	<u>9,466.67</u>	<u>9,429.00</u>	<u>37.67</u>	<u>100.4%</u>
Net Ordinary Income	<u>20,595.33</u>	<u>21,576.00</u>	<u>-980.67</u>	<u>95.5%</u>
Net Income	<u><u>20,595.33</u></u>	<u><u>21,576.00</u></u>	<u><u>-980.67</u></u>	<u><u>95.5%</u></u>



**TASTE OF OLD TOWN SPONSORS
RESTAURANTS - TEQUILA - FOOD - OLD TOWN BUSINESSES**

Café Coyote (Dulce Vida)
Miguels (Frida)
Barra Barra Saloon (Tres Agaves)
Casa/Fiesta de Reyes (Herradura)
Cosmopolitan (Milagro)
Rockin Baja (Azunia)
Alamo (Cuervo)
Old Town Tequila Factory (El Jimador)
Casa Guadalajara (Correlejo)
Old Town Mexican Café (Frida Kahlo)

Herradura (Brown Forman)
Tres Agaves (TFE)
Azunia (Azunia)
Milagro (William Grant)
Dulce Vida (Dulce Vida)
Cuervo (Proximo)
El Jimador (Brown Forman)
Correlejo (Infinity Spirits)
Frida Kahlo (Frida Kahlo)

Shamrock
US Foods
Sysco

Cold Stone
Best Western PLUS Hacienda Hotel
Salt Creek Golf Club
Old Town Market
Old Town Trolley

September 2016 Visitor Count

Day	Open	Closed	11-1	1-3	3-5	5-7	Total Daily	Out of Town	Comments
1	11	7	3	12	22	12	49	24	
2	11	5	11	13	12		36	17	
3									
4	11	7	35	29	26	10	100	54	
5									
6	11	5	16	18	2	6	42	16	
7	11	4	7	13	7		27	7	
8	11	4	7	21	2		30	8	
9	11	4	8	18	11		37	18	
10	11	4	22	20	11		53	7	
11	11	7	21	11	15	2	49	28	
12	11	4	10	10	10		30	12	
13	11	4	17	8	14		39	11	
14	11	5	10	9	2	6	27	15	
15	11	4	12	9	5		26	8	
16	11	4	10	10	11		31	9	
17	11	4	25	20	9		54	9	
18	11	7	15	21	19	13	68	37	
19	11	4	20	12	8		40	17	
20	11	4	15	10	5		30	11	
21	11	4	19	24	3		46	14	
22	11	5	4	13	11	7	35	12	
23	11	3	9	19			28	10	
24	11	5	35	39	19		93	15	
25	11	7	30	10	13	27	80	25	
26	11	4	12	16	5		33	13	
27									
28									
29									
30									
31									
TOTALS			370	373	220	71	1034	373	

Old Town San Diego Visitor's Center
 Visitor's Log 2016

Visitors	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Visiting From:	767	1065	1652	991	1043	831	1076	1173	1034				9632
SD Area:	31	59	109	72	106	68	108	74	81				708
South Cal	31	14	69	40	96	71	92	77	88				578
North Cal	11	7	35	22	38	29	35	29	24				230
Canada	26	72	89	21	14	9	12	20	24				287
WC:	39	26	61	41	24	45	39	53	55				383
MW:	71	62	118	42	68	51	70	77	80				639
EC:	41	51	83	85	48	56	49	84	79				576
MEX/LA/SA	11	4	19	4	29	5	18	7	2				99
EU:	30	15	53	53	93	40	51	108	113				556
Far East	10	16	12	22	29	22	32	9	12				164
PAC	14	22	37	21	23	13	16	14	15				175
Restaurants	99	97	191	137	121	91	125	117	127				1105
Hotels	4	2	8	5	12	4	1	3	5				44
Historic Sites	102	99	210	154	208	179	210	177	171				1510
Attractions	113	85	104	84	111	103	172	130	119				1021
Directions	204	216	319	196	289	233	339	294	288				2378
Tours	20	12	29	22	47	24	37	29	36				256
Business	11	22	26	15	32	22	26	25	22				201
Mail	1	2	11	3	3	1	1	5	5				32
Transportation	33	33	58	51	42	38	49	49	55				408
Other/Misc	32	48	52	47	44	26	22	10	7				288
Calls	54	108	113	102	110	64	57	90	76				774
Returning	10	26	34	44	50	34	52	49	48				347
Web	16	31	78	80	82	64	68	97	81				597
Bro/Guide	1						1						2
Ad							4						4
TV/Radio													0
Friends	5	2	10	3	11	23	33	26	16				129