



Old Town San Diego Chamber of Commerce

2415 San Diego Avenue, STE 104, San Diego, CA 92110

(619) 291-4903

Board of Directors Meeting

Wednesday, May 20, 2020 @ 8:30 AM

Zoom Virtual Meeting due to COVID-19

Minutes

1. Called to Order: 8:35 a.m.

2. Present: F. Grand, B. Barros, D. Thornton, C. Smith, D. Powers, R. Murad, J. Farran, L. Acuna, S. Blasingham

Guests: R. Wilde, D. Surwilo

Staff: S. Lee

3. Non Agenda Public Comments - None

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4. Announcements and Community Reports/Updates - 3 Minutes

a. R. Wilde:

- i. Gave update on early phase II of the State's reopening and the Governor's revised set of guidelines. Also discussed the process to apply for an expansion of footprint for retail and restaurants.
- ii. Great Plates food delivery program to provide food to seniors in need.
- iii. State Budget: There have been many cuts to the budget but the focus is education, healthcare and small business loans. The State is waiting on additional federal assistance.
- iv. F. Grand asked if OTSD would be able to host an in person meeting next month. R. Wilde informed the group that meetings are held for later in phase III of the reopening plan.

b. D. Surwilo:

- i. Informed the board of the shift change happening within the department.

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- ii. Non-emergency number: 619-531-2000 - Call in anything that you see.
- iii. D. Powers shared an incident that happened at her business. D. Surwilo informed the business owners that power outlets and water access attract people to the property. It is in the best interest of the businesses to restrict access to their utilities.

5. Administrative Items

- a. Request for agenda revisions (continuances, change in order, etc.) - None
- b. Conflict of interest declarations on agenda items - None
- c. Board non-agenda comment - None

6. Approval of Minutes

7. Old Town Chamber of Commerce Meeting – April 15, 2020 Action Item
- a. *Motion to approve minutes from April 15, 2020 made by B. Barros, seconded by J. Farran. Motion passed by roll call vote. Abstentions: F. Grand, R. Murad, D. Powers*

8. Committee Reports

a. Organization Committee

b. **Action Items:**

- i. Financial Reports
 - 1. *Motion to approve financial reports subject to audit made by J. Farran, B. Barros seconded. Motion approved by roll call vote. Abstentions: F. Grand*

- ii. Harney Street Market update - No update
- iii. Old Town Lodging Meeting update - No update

c. Promotions & Marketing Committee

- i. Promotions Retreat Update
 - 1. Virtual Cinco de Mayo feedback
 - a. Event had a positive outcome for businesses involved
 - 2. Social media marketing strategy
 - a. Request was made to help all types of businesses in Old Town and update website and social media to go beyond restaurants.
 - 3. 2020 Events - No update at this time

d. Design Committee - Update

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i. Gateway Sign/Entryway Sign update - No update

e. Safe & Clean Committee - Update

f. Parking Committee

i. Tahona valet parking update - No update at this time

9. Executive Director Update

a. Monthly report - April 2020

10. Unfinished business

11. New business -

a. Discussion on businesses that will be opening in the next week.

12. Next Old Town Chamber of Commerce meeting Date

a. Next Meeting - Wednesday, June 17, 2020, 8:30 a.m. Action Item

Location TBD

13. Adjourned: 10:08 a.m.

FY 2020 OTSD Goals

- 1. Pursue every opportunity for grant funding**
- 2. Create silent auction baskets promoting Old Town San Diego**
- 3. More participation in State Park events including looking for funding sources**
- 4. Take HOTCF under the wing of the Old Town Chamber of Commerce**
- 5. More emphasis on Safe & Clean initiatives**

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2. Call to Order & Introductions
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4. Announcements and Community Reports/Updates - 3 Minutes
5. Administrative Items

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6. Approval of Minutes

7. Old Town Chamber of Commerce Meeting – May 20, 2020 Action Item

8. Committee Reports

- a. Organization Committee
- b. Action Items:
 - i. Financial Reports
 1. Update
 - ii. Harney Street Market update
 - iii. Old Town Lodging Meeting update
- c. Promotions & Marketing Committee

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- i. Promotions Retreat Update
 - 1. Social media marketing strategy
 - 2. 2020 Events

d. Design Committee - Update

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- i. Parking District update
- ii. Parking lot lease update

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CHAMBER OF COMMERCE

Old Town San Diego Chamber of Commerce
2415 San Diego Avenue San Diego, CA 92110 (619) 291-4903 info@oldtownsandiego.org

Board of Directors Meeting Minutes

February 19, 2020 / 8:30 AM /Mormon Battalion

Directors Present:

Fred Grand, Chuck Ross, Steve Blasingham, Ramzi Murad, David Thornton, Amar Harrag, Linda Acuna, Christine Smith, Jason Farran, Bob Barros,

Directors Absent:

Diane Powers, Patty Ducey-Brooks

Staff:

Sunny Lee

Fred Grand, President, called the non-quorum meeting to order at 8:35 a.m.
Introductions of members and visitors were made.

Administrative Items

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

Approval of Minutes - Minutes were presented from regular BOD meeting on October 16, 2019.

MOTION: To approve the minutes of October 16, 2019:

M/S/A Ramzi Murad/Steve Blasingham (#02-19-20-1) - Motion Passed 7-0-3 A Fred Grand

Approval of Minutes - Minutes were presented from regular BOD meeting on January 15, 2020.

MOTION: To approve the minutes of January 15, 2020:

M/S/A Steve Blasingham/Chuck Ross (#02-19-20-2) - Motion Passed 5-0-6 A Fred Grand, Jason Farran, Linda Acuna, Christine Smith, Bob Barros, Amar Harrag,

Organization Committee

Accept Financial Reports

MOTION: to approve the financial reports through September 2019; subject to final audit.

M/S/U: David Thornton/Ramzi Murad (#2-19-20-3) - Motion Passed 9-0-1 A Fred Grand

Accept FY2019 Audit

MOTION: to approve FY2019 Audit.

M/S/U: David Thornton/Christine Smith (#2-19-20-4) - Motion Passed 9-0-1 A Fred Grand

Accept FY 2021 BID Budget

MOTION: to approve FY2021 Budget.

M/S/U: David Thornton/Jason Farran (#2-19-20-5) - Motion Passed 9-0-1 A Fred Grand

Resolution for Agreement with City of San Diego

MOTION: To approve resolution for Agreement with the City.

M/S/U: Steve Blasingham/Christine Smith (#2-19-20-6) - Motion Passed 9-0-1 A Fred Grand

Designated Authorized Signers

MOTION: To approve Fred Grand, Chuck Ross, Sunny Lee and David Thornton as designated signers for agreements with City, disbursement/reconciliation reports, requests for reimbursements, and program reports.

M/S/U: Ramzi Murad/Amar Harrag (#2-19-20-7) - Motion Passed 9-0-1 A Fred Grand

Resolution for FY2019-20 County Community Enhancement Program Application

MOTION: The Board of Directors of the Old Town San Diego Chamber of Commerce approving the filing of an application for funding from the County Community Enhancement Program for Fiscal Year 2020-21.

M/S/U: Christine Smith/Steve Blasingham (#2-19-20-8) - Motion Passed 9-0-1 A Fred Grand

Election of Officers

The nominations to serve as Officers for the Board of Directors of the Old Town San Diego Chamber of Commerce for the term FY 2020-2021

Motion to nominate Fred Grand for President.

Nominations were requested from the floor to serve as President on the Board of Directors. There were no additional nominations from the floor.

M/S/U: Ramzi Murad (#2-19-20-9) - Motion Passed 9-0-1 A Fred Grand

Motion to nominate Chuck Ross for Vice President.

Nominations were requested from the floor to serve as Vice-President on the Board of Directors. There were no additional nominations from the floor.

M/U: Ramzi Murad (#2-19-20-10) - Motion Passed 9-0-1 A Fred Grand

Motion to nominate Linda Acuna for Secretary.

Nominations were requested from the floor to serve as Secretary on the Board of Directors. There were not additional nominations from the floor.

M/U: Bob Barros (#2-19-20-11) - Motion Passed 9-0-1 A Fred Grand

Motion to nominate David Thornton for Treasurer.

Nominations were requested from the floor to serve as Treasurer on the Board of Directors. There were no additional nominations from the floor.

M/U: The Entire Board (#2-19-20-12) - Motion Passed 9-0-1 A Fred Grand

Election of Committee Chairs

Nominations were requested from the floor to serve as Committee Chairs for the term FY 2020-21. The following board members agreed to serve as Committee Chairs:

Design Committee – Diane Powers

MOTION: to approve the nomination of Diane Powers to Chair Design Committee.M/S/U: (#02-19-20-13) - Motion Passed 9-0-1 A Fred Grand

Promotion Committee – Patty Ducey-Brooks/Bob Barros

MOTION: to approve the nomination of Patty Ducey-Brooks to Chair Promotions Committee.M/S/U: Chuck Ross (#02-19-20-14) - Motion Passed 8-0-1 A Fred Grand, Bob Barros

Approve BOD Board Retreat 2020

The board retreat will be a different this year as each committee will have its own retreat and share recommendations.

MOTION: to approve the new board retreat format for 2020.M/S/U: Ramzi Murad / Bob Barros (#02-19-20-15) - Motion Passed 9-0-1 A Fred Grand

Approve Support Letter for Sidewalk Vending Ordinance 36.U1.U1

Motion to approve support letter for Sidewalk Vending Ordinance 36.U.U1 with discussed changes.M/S/U: Bob Barros/Steve Blassingham (#02-19-20-16) - Motion Passed 9-0-1 A Fred Grand

Promotion Committee

Gearing up for 2020 event dates. ED Sunny Lee will send out a postcard in early March to give Old Town businesses and residents a heads up about upcoming street closures. Taste & Tequila is first up, reminders will be sent for restaurant signup. This year, there's no cost for restaurants to participate. ED Lee met with Jen Singer last week to discuss Day of the Dead. Next Promotions Committee meeting will be March 5 at 10am and the next Day of the Dead meeting will be March 12 at 10am.

Approve the Lucha Libre Festival

Motion to approve the Lucha Libre Festival subject to grant request approval. M/S/U: Bob Barros/Ramzi Murad (#02-19-20-17) - Motion Passed 9-0-1 A Fred Grand

Design Committee

Gateway and entry signs have been reviewed and it looks favorable. Banners: a few banners have been repaired; no further update.

Safe and Clean committee

The next meeting will be on February 28th at Fred Grand's office at 9am. The pastor of the Ramona Church may attend.

Parking Committee

The Tahona valet parking is under review with the City.

Upcoming Events Update

Fiesta Cinco de Mayo: May 2-3, 2020

Lucha Libre September 12, 2020

Taste & Tequila Oct 1, 2020

Dia de los Muertos Nov 1-2, 2020

Announcements and Community Updates

Randy Wilde – Rep for Assemblymember Todd Gloria's Office

Sessions have begun for 2020. There are a couple of bills that have been introduced: AB2093 - reintroduction of legislation that was presented previously – an open government bill that requires all agencies to maintain email and electronic records for 2 years. The second bill, AB2152, cleans up loopholes used in the sale of dogs in puppy mills and other animals dealing with inhumane conditions. AB5 – how contractors versus employees are classified - has had some changes.

Jason Weitz – Rep for Senator Toni Atkins Office

California Real ID is mandatory by October, 2020.

Tyler Renner – Rep for Councilmember Ward

Palisades project at Balboa Park was approved. The Presidio Golf Course RFP was awarded to the current operator. There have been long standing issues with the irrigation so the Planning Department, Real Estate Assets and Park & Rec will meet in early March with the operator to ascertain who's responsible for fixing the problem. Lastly, there will be Community Coffee with Councilmember Ward on February 22nd 9-10:30am at the Mission Hills/Hillcrest Library.

Unfinished Business

None

New Business

None

Meeting adjourned. 9:52 A.M.

Next regular Chamber meeting is scheduled for Wednesday Feb 19, 2020.

Respectfully submitted,

Signed: _____

Linda Acuna, Secretary



Old Town San Diego Chamber of Commerce

2415 San Diego Avenue, STE 104, San Diego, CA 92110
(619) 291-4903

Board of Directors Meeting

Wednesday, January 15, 2020 @ 8:30 AM
Mormon Battalion Historic Site, 2510 Juan Street

AGENDA

1. Pledge of Allegiance
2. Call to Order & Introductions
3. Non Agenda Public Comments

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."

4. Announcements and Community Reports/Updates - 3 Minutes
5. Administrative Items
 - a. Request for agenda revisions (continuances, change in order, etc.)
 - b. Conflict of interest declarations on agenda items
 - c. Board non-agenda comment

6. Approval of Minutes

Old Town Chamber of Commerce Meeting – October 16, 2019 Action Item

7. Committee Reports

- a. Organization Committee

Action Items:

- i. Financial Reports
 1. Approve FY 2020 Financial Reports through September 2019
 2. FY2019 Audit Approval
 - ii. Board Election update
 - iii. Harney Street Market update
 - iv. Support Letter for Sidewalk Vending Ordinance - §36.U1U1
- a. Old Town Lodging Meeting update

b. Promotions & Marketing Committee

- i. 2020 Event Dates - Sponsorship opportunities Information Item
 - 1. Taste & Tequila - October 1, 2020
 - 2. Dia de los Muertos, November 2-3, 2020 (Street Closures)
- ii. Lucha Libre Festival - September 12 - 13, 2020 Action Item
- iii. Next Promotions Meeting: Thursday, February 6, 10:00 a.m., Cafe Coyote
- iv. Dia de los Muertos Meeting: Thursday, February 13, 9:00 a.m., Cafe Coyote

b. Design Committee - Update

- i. Gateway Sign/Entryway Sign update
- ii. Banner Update

c. Safe & Clean Committee - Update

d. Parking Committee

- i. Tahona valet parking update

7. Executive Director Update

- a. Monthly report - November 2019 - December 2019

8. Unfinished business

9. New business

10. Next Old Town Chamber of Commerce meeting Date

- a. Next Meeting - Wednesday, February 19, 2020, 8:30 a.m. Action Item

11. Adjourn

FY 2020 OTSD Goals

- 1. Pursue every opportunity for grant funding**
- 2. Create silent auction baskets promoting Old Town San Diego**
- 3. More participation in State Park events including looking for funding sources**
- 4. Take HOTCF under the wing of the Old Town Chamber of Commerce**
- 5. More emphasis on Safe & Clean initiatives**

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.



CHAMBER OF COMMERCE

Old Town San Diego Chamber of Commerce

2415 San Diego Avenue San Diego, CA 92110 (619) 291-4903 info@oldtownsandiego.org

Board of Directors Meeting Minutes

October 16, 2019 / 8:30 AM /Mormon Battalion

Directors Present:

Fred Grand, Patty Ducey-Brooks, Steve Blasingham, Diane Powers, Bob Barros, Christine Smith, Chuck Ross, Jason Farran, Ramzi Murad, David Thornton, Linda Acuna

Directors:

Chuck Ross

Staff:

Sunny Lee, R. Elisha McLemore

Fred Grand, President, called the meeting to order at 8:38 a.m.
Introductions of members and visitors were made.

Non-Agenda Public Comment

Rosemary Sanchez – Old Town Store

Old Town Merchant shared some ideas she had for the Old Town Business Community:

- Businesses decorate with lights for the holiday season to attract customers
- Kindness meters (Donation Only meters for the parking in OT)

She also shared her concerns about the street closures that affect the business located beyond Conde Street and San Diego Ave.

Administrative Items

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

Approval of Minutes - Minutes were presented from regular BOD meeting on September 18, 2019.

MOTION: To approve the minutes of September 18, 2019:

M/S/A Ramzi Murad/Steve Blasingham (#10-16-19-1) - Motion Passed 9-0-1 A Fred Grand

Organization Committee

Financial Reports - Audit Update

During a recent meeting, Treasurer David Thornton, ED Sunny Lee, President Fred Grand and Mary Joseph discussed the draft audit and starting fresh with Mary as the OT Chamber Accountant. At the next Chamber BOD meeting financial reports from July to the current date will be provided. There will also be a vote to approve the audit at the next meeting.

OT Chamber Board Election Update

Chamber Board members that are up for re-election are: Fred Grand, Patty Ducey- Brooks, Ramzi Murad and Diane Powers. We have one new candidate: Amar Harrag from Tahona Bar.

Harney Street Market Update

The market did very well in September due to the Founder's Day weekend.

Upcoming Events Update

Dia de los Muertos Nov 1-3, 2019

Los Posadas Dec 14, 2019

Announcements and Community Updates

Jason Weisz- Rep for Pro-Tem Senator Toni Atkins Office

Open enrollment for Covered California health insurance is now. There's one year left to get the California Real ID.

Officer Surwilo – SDPD

Officer Surwilo shared the concerns of OT Business owners' concerning transients hanging out in Old Town after dark and leaving in the morning. He cautioned the business owners from dealing with the transients on their own and advised them to call the non-emergency number to create a statistic. This leads to more patrol in the area. He also reminded those in attendance of the Get It Done App to report these incidents.

Officer Surwilo went on to discuss a possible “Coffee with a Cop” event in Old Town. It would consist of the SDPD Captain, various officers and business owners of Old Town. Sunny Lee and Fred Grand will coordinate a day for this to occur.

Tyler Renner - Rep for Councilmember Ward’s Office

Mr. Renner spoke at length about Councilmember Ward’s strategic 10-year homeless plan. He also mentioned 2 opportunities to meet Councilmember Ward:

- *Craft Beers with Your Councilmember*
Oct 17th from 5:30-7pm at the Original 40 Brewery in North Park
- *Coffee with Your Councilmember*
Oct 19th from 1-2:30pm at St. Paul’s Cathedral in Banker’s Hill

There will be 3 community workshops concerning sidewalk vending regulations and its ban on San Diego Avenue. The regulation goes to committee in November.

Unfinished Business

None

New Business

none

Meeting adjourned. 9:55 A.M.

Next regular Chamber meeting is scheduled for Wednesday October 16, 2019.

Respectfully submitted,

Signed: _____
Linda Acuna, Secretary

	<u>Sep 30, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
Petty Cash	37.34
Torrey Pines - Checking	299,136.16
Torrey Pines - Money Market	56,128.70
US Bank General Account	<u>15,832.23</u>
Total Checking/Savings	371,134.43
Accounts Receivable	
Accounts Receivable	<u>12,490.67</u>
Total Accounts Receivable	12,490.67
Other Current Assets	
BID Receivable	<u>10,818.73</u>
Total Other Current Assets	<u>10,818.73</u>
Total Current Assets	394,443.83
Fixed Assets	
Accumulated Depreciation	-3,819.00
Furniture and Equipment	<u>3,819.00</u>
Total Fixed Assets	0.00
Other Assets	
Security Deposits	<u>2,782.89</u>
Total Other Assets	<u>2,782.89</u>
TOTAL ASSETS	<u><u>397,226.72</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Grant Advances	2,500.00
SBEP Managment Grant Advance	<u>-2,000.00</u>
Total Other Current Liabilities	<u>500.00</u>
Total Current Liabilities	<u>500.00</u>
Total Liabilities	500.00
Equity	
Temp. Restricted Net Assets	327,424.00
Unrestricted Net Assets	109,239.86
Net Income	<u>-39,937.14</u>
Total Equity	<u>396,726.72</u>
TOTAL LIABILITIES & EQUITY	<u><u>397,226.72</u></u>

	<u>Jul - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
Revenue			
Bid Assessments	10,818.73	8,500.00	2,318.73
Fundraising	8,830.47	6,000.00	2,830.47
Grants	5,000.00	2,511.00	2,489.00
SBEP Revenue			
Management Grant	<u>2,000.00</u>	<u>1,682.00</u>	<u>318.00</u>
Total SBEP Revenue	2,000.00	1,682.00	318.00
Special Events Revenue			
Beer Festival	0.00	1,488.00	-1,488.00
Dia de los Muertos	3,600.00	0.00	3,600.00
Founders Day Festival	7,647.00	0.00	7,647.00
Harney Street Market	38,455.35	32,499.00	5,956.35
Interest Income	<u>44.57</u>		
Total Special Events Revenue	<u>49,746.92</u>	<u>33,987.00</u>	<u>15,759.92</u>
Total Revenue	<u>76,396.12</u>	<u>52,680.00</u>	<u>23,716.12</u>
Total Income	76,396.12	52,680.00	23,716.12
Expense			
I - Personnel & Organization			
Occupancy Expense			
Cleaning	400.00	300.00	100.00
Copier	0.00	384.00	-384.00
Rent	7,234.18	6,750.00	484.18
Telephone	538.68	0.00	538.68
Utilities	<u>739.81</u>	<u>1,398.00</u>	<u>-658.19</u>
Total Occupancy Expense	8,912.67	8,832.00	80.67
Operations			
Annual Report	0.00	351.00	-351.00
Auto/Travel Expense	0.00	249.00	-249.00
Awards	0.00	126.00	-126.00
Bank Fees, Finance Chg & Taxes	5.00	84.00	-79.00
Dues & Subscriptions	820.00	264.00	556.00
Election Expenses	623.94	303.00	320.94
General Insurance	3,126.00	750.00	2,376.00
Meetings	275.03	402.00	-126.97
Office Supplies	885.61	720.00	165.61
Postage	0.00	75.00	-75.00
Professional Services	3,401.50	2,577.00	824.50
Repairs & Maintenance	1,798.00	150.00	1,648.00
Website	<u>199.16</u>	<u>1,401.00</u>	<u>-1,201.84</u>
Total Operations	11,134.24	7,452.00	3,682.24
Staffing			



Old Town San Diego Chamber of Commerce Profit & Loss Budget vs. Actual July through September 2019

	<u>Jul - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Chamber Staff	6,718.98	7,050.00	-331.02
Executive Director	11,635.32	11,217.00	418.32
Payroll Expenses	2,905.48	300.00	2,605.48
Payroll Taxes	2,456.18	2,391.00	65.18
Workers Comp Insurance	0.00	489.00	-489.00
Total Staffing	<u>23,715.96</u>	<u>21,447.00</u>	<u>2,268.96</u>
Total I - Personnel & Organization	43,762.87	37,731.00	6,031.87
II - Events			
Events/Projects			
Beer Festival	0.00	1,569.00	-1,569.00
Dia de los Muertos	13,417.20	0.00	13,417.20
Founders Day Festival	28,905.41	1,251.00	27,654.41
Harney Street Market	15,408.98	15,000.00	408.98
TT/Taste of OT	4,349.99	0.00	4,349.99
Total Events/Projects	<u>62,081.58</u>	<u>17,820.00</u>	<u>44,261.58</u>
Total II - Events	62,081.58	17,820.00	44,261.58
III - Design Programs			
Banner Program	2,513.76	600.00	1,913.76
Design Special Projects	0.00	699.00	-699.00
Street Maintenance	6,463.00	1,326.00	5,137.00
Streetscape	0.00	426.00	-426.00
Total III - Design Programs	8,976.76	3,051.00	5,925.76
IV - Promotion Programs			
Event Promotion	0.00	126.00	-126.00
Other Advertising	0.00	750.00	-750.00
Print/Web Advertising	62.50	1,878.00	-1,815.50
Radio/TV	0.00	225.00	-225.00
Total IV - Promotion Programs	62.50	2,979.00	-2,916.50
OT - Contingency	0.00	252.00	-252.00
V - Community Parking Dist			
Cleaning	0.00	1,425.00	-1,425.00
Gardening & Landscaping	795.00	852.00	-57.00
Insurance	144.24	249.00	-104.76
Other/Upgrades	0.00	249.00	-249.00
Repairs & Maintenance	0.00	750.00	-750.00
Utilities	510.31	750.00	-239.69
Total V - Community Parking Dist	<u>1,449.55</u>	<u>4,275.00</u>	<u>-2,825.45</u>
Total Expense	<u>116,333.26</u>	<u>66,108.00</u>	<u>50,225.26</u>
Net Income	<u>-39,937.14</u>	<u>-13,428.00</u>	<u>-26,509.14</u>

Old Town San Diego Chamber of Commerce Profit & Loss by Class July through September 2019

	BID	CCSD	CEP	Chamber	CPD	SBEP	TOTAL
Income							
Revenue							
Bid Assessments	10,818.73	0.00	0.00	0.00	0.00	0.00	10,818.73
Fundraising	0.00	0.00	0.00	8,830.47	0.00	0.00	8,830.47
Grants	0.00	0.00	5,000.00	0.00	0.00	0.00	5,000.00
SBEP Revenue							
Management Grant	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00
Total SBEP Revenue	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00
Special Events Revenue							
Dia de los Muertos	0.00	0.00	0.00	3,600.00	0.00	0.00	3,600.00
Founders Day Festival	0.00	0.00	0.00	7,647.00	0.00	0.00	7,647.00
Harney Street Market	0.00	0.00	0.00	38,455.35	0.00	0.00	38,455.35
Interest Income	0.00	0.00	0.00	44.57	0.00	0.00	44.57
Total Special Events Revenue	0.00	0.00	0.00	49,746.92	0.00	0.00	49,746.92
Total Revenue	10,818.73	0.00	5,000.00	58,577.39	0.00	2,000.00	76,396.12
Total Income	10,818.73	0.00	5,000.00	58,577.39	0.00	2,000.00	76,396.12
Expense							
I - Personnel & Organization							
Occupancy Expense							
Cleaning	0.00	0.00	0.00	400.00	0.00	0.00	400.00
Rent	2,250.00	0.00	0.00	4,984.18	0.00	0.00	7,234.18
Telephone	269.34	0.00	0.00	269.34	0.00	0.00	538.68
Utilities	104.81	0.00	0.00	635.00	0.00	0.00	739.81
Total Occupancy Expense	2,624.15	0.00	0.00	6,288.52	0.00	0.00	8,912.67
Operations							
Bank Fees, Finance Chg & Taxes	0.00	0.00	0.00	5.00	0.00	0.00	5.00
Dues & Subscriptions	0.00	0.00	0.00	820.00	0.00	0.00	820.00
Election Expenses	0.00	0.00	0.00	623.94	0.00	0.00	623.94
General Insurance	655.00	0.00	0.00	2,471.00	0.00	0.00	3,126.00
Meetings	0.00	0.00	0.00	275.03	0.00	0.00	275.03
Office Supplies	0.00	0.00	0.00	885.61	0.00	0.00	885.61

Old Town San Diego Chamber of Commerce Profit & Loss by Class July through September 2019

	BID	CCSD	CEP	Chamber	CPD	SBEP	TOTAL
Professional Services	2,500.00	0.00	0.00	901.50	0.00	0.00	3,401.50
Repairs & Maintenance	0.00	0.00	0.00	1,798.00	0.00	0.00	1,798.00
Website	0.00	0.00	0.00	199.16	0.00	0.00	199.16
Total Operations	3,155.00	0.00	0.00	7,979.24	0.00	0.00	11,134.24
Staffing							
Chamber Staff	0.00	0.00	0.00	6,718.98	0.00	0.00	6,718.98
Executive Director	3,307.25	0.00	0.00	6,328.07	0.00	2,000.00	11,635.32
Payroll Expenses	206.92	0.00	0.00	2,698.56	0.00	0.00	2,905.48
Payroll Taxes	399.46	0.00	0.00	2,056.72	0.00	0.00	2,456.18
Total Staffing	3,913.63	0.00	0.00	17,802.33	0.00	2,000.00	23,715.96
Total I - Personnel & Organization	9,692.78	0.00	0.00	32,070.09	0.00	2,000.00	43,762.87
II - Events							
Events/Projects							
Dia de los Muertos	0.00	0.00	0.00	13,417.20	0.00	0.00	13,417.20
Founders Day Festival	0.00	2,500.00	0.00	26,405.41	0.00	0.00	28,905.41
Harney Street Market	475.00	0.00	0.00	14,933.98	0.00	0.00	15,408.98
TT/Taste of OT	0.00	0.00	0.00	4,349.99	0.00	0.00	4,349.99
Total Events/Projects	475.00	2,500.00	0.00	59,106.58	0.00	0.00	62,081.58
Total II - Events	475.00	2,500.00	0.00	59,106.58	0.00	0.00	62,081.58
III - Design Programs							
Banner Program	1,975.00	0.00	0.00	538.76	0.00	0.00	2,513.76
Street Maintenance	1,798.00	0.00	0.00	4,665.00	0.00	0.00	6,463.00
Total III - Design Programs	3,773.00	0.00	0.00	5,203.76	0.00	0.00	8,976.76
IV - Promotion Programs							
Print/Web Advertising	0.00	0.00	0.00	62.50	0.00	0.00	62.50
Total IV - Promotion Programs	0.00	0.00	0.00	62.50	0.00	0.00	62.50
V - Community Parking Dist							
Gardening & Landscaping	0.00	0.00	0.00	0.00	795.00	0.00	795.00
Insurance	0.00	0.00	0.00	144.24	0.00	0.00	144.24
Utilities	0.00	0.00	0.00	0.00	510.31	0.00	510.31
Total V - Community Parking Dist	0.00	0.00	0.00	144.24	1,305.31	0.00	1,449.55

Old Town San Diego Chamber of Commerce Profit & Loss by Class July through September 2019

	BID	CCSD	CEP	Chamber	CPD	SBEP	TOTAL
Total Expense	13,940.78	2,500.00	0.00	96,587.17	1,305.31	2,000.00	116,333.26
	-3,122.05	-2,500.00	5,000.00	-38,009.78	-1,305.31	0.00	-39,937.14

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2018

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2018 calendar year, or tax year beginning 7/01, 2018, and ending 6/30, 2019

B Check if applicable:	C	D Employer identification number
<input type="checkbox"/> Address change	OLD TOWN CHAMBER OF COMMERCE 2415 SAN DIEGO AVENUE #104 SAN DIEGO, CA 92110	95-6099551
<input type="checkbox"/> Name change		E Telephone number
<input type="checkbox"/> Initial return		619-291-4903
<input type="checkbox"/> Final return/terminated		G Gross receipts \$
<input type="checkbox"/> Amended return		703,594.
<input type="checkbox"/> Application pending	F Name and address of principal officer:	H(a) Is this a group return for subordinates? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> H(b) Are all subordinates included? Yes <input type="checkbox"/> No <input type="checkbox"/> If "No," attach a list. (see instructions)
SAME AS C ABOVE		H(c) Group exemption number ▶

I Tax-exempt status: 501(c)(3) 501(c) (6) (insert no.) 4947(a)(1) or 527

J Website: ▶ N/A

K Form of organization: Corporation Trust Association Other ▶ **L** Year of formation: **M** State of legal domicile:

Part I Summary

	1 Briefly describe the organization's mission or most significant activities: <u>TO RAISE FUNDS TO IMPROVE, PROMOTE, AND FOSTER BUSINESS PROGRAMS IN TEH OLD TOWN AREA IN THE CITY OF SAN DIEGO.</u>		
Activities & Governance	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a).....	3	12
	4 Number of independent voting members of the governing body (Part VI, line 1b).....	4	12
	5 Total number of individuals employed in calendar year 2018 (Part V, line 2a).....	5	2
	6 Total number of volunteers (estimate if necessary).....	6	0
	7a Total unrelated business revenue from Part VIII, column (C), line 12.....	7a	0.
	b Net unrelated business taxable income from Form 990-T, line 38.....	7b	0.
Revenue	8 Contributions and grants (Part VIII, line 1h).....	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g).....	46,530.	447,280.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d).....	34,894.	42,229.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e).....	72,549.	90,998.
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12).....	153,973.	580,507.
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3).....		
	14 Benefits paid to or for members (Part IX, column (A), line 4).....		
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10).....	72,720.	80,360.
	16a Professional fundraising fees (Part IX, column (A), line 11e).....		
	b Total fundraising expenses (Part IX, column (D), line 25) ▶		
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e).....	131,430.	205,171.
18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25).....	204,150.	285,531.	
19 Revenue less expenses. Subtract line 18 from line 12.....	-50,177.	294,976.	
Not Assets or Fund Balances	20 Total assets (Part X, line 16).....	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26).....	142,114.	418,063.
	22 Net assets or fund balances. Subtract line 21 from line 20.....	37,572.	18,545.
		104,542.	399,518.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer	Date
	DAVID THORNTON Type or print name and title	TREASURER

Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN	
	THANH TRAN	THANH TRAN	10/24/19		P00334039	
	Firm's name ▶	JIMENEZ INZUNZA & COMPANY			Firm's EIN ▶	20-1921248
	Firm's address ▶	2445 FIFTH AVE. STE 420 SAN DIEGO, CA 92101			Phone no.	(619) 230-0707

May the IRS discuss this return with the preparer shown above? (see instructions) Yes No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III.

1 Briefly describe the organization's mission:

TO RAISE FUNDS TO IMPROVE, PROMOTE, AND FOSTER BUSINESS PROGRAMS IN TEH OLD TOWN AREA
IN THE CITY OF SAN DIEGO.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: _____) (Expenses \$ _____ including grants of \$ _____) (Revenue \$ _____)

TO RAISE FUNDS TO IMPROVE, PROMOTE, AND FOSTER BUSINESS PROGRAMS IN THE OLD TOWN AREA
IN THE CITY OF SAN DIEGO.

4b (Code: _____) (Expenses \$ _____ including grants of \$ _____) (Revenue \$ _____)

4c (Code: _____) (Expenses \$ _____ including grants of \$ _____) (Revenue \$ _____)

4d Other program services (Describe in Schedule O.)

(Expenses \$ _____ including grants of \$ _____) (Revenue \$ _____)

4e Total program service expenses **▶** 0.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If 'Yes,' complete Schedule A		X
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If 'Yes,' complete Schedule C, Part I		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If 'Yes,' complete Schedule C, Part II		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If 'Yes,' complete Schedule C, Part III		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If 'Yes,' complete Schedule D, Part I		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If 'Yes,' complete Schedule D, Part II		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If 'Yes,' complete Schedule D, Part III		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If 'Yes,' complete Schedule D, Part IV		X
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If 'Yes,' complete Schedule D, Part V		X
11 If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If 'Yes,' complete Schedule D, Part VI	X	
b Did the organization report an amount for investments – other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VII		X
c Did the organization report an amount for investments – program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VIII		X
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part IX		X
e Did the organization report an amount for other liabilities in Part X, line 25? If 'Yes,' complete Schedule D, Part X	X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If 'Yes,' complete Schedule D, Part X		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? If 'Yes,' complete Schedule D, Parts XI and XII	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? If 'Yes,' and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI and XII is optional		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If 'Yes,' complete Schedule E		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If 'Yes,' complete Schedule F, Parts I and IV		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If 'Yes,' complete Schedule F, Parts II and IV		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If 'Yes,' complete Schedule F, Parts III and IV		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If 'Yes,' complete Schedule G, Part I (see instructions)		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If 'Yes,' complete Schedule G, Part II	X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If 'Yes,' complete Schedule G, Part III		X
20a Did the organization operate one or more hospital facilities? If 'Yes,' complete Schedule H		X
b If 'Yes' to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If 'Yes,' complete Schedule I, Parts I and II		X

Part IV Checklist of Required Schedules (continued)

		Yes	No
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If 'Yes,' complete Schedule I, Parts I and III.		X
23	Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If 'Yes,' complete Schedule J.		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No,' go to line 25a.		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d	Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year?		
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If 'Yes,' complete Schedule L, Part I.		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If 'Yes,' complete Schedule L, Part I.		
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If 'Yes,' complete Schedule L, Part II.		X
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? If 'Yes,' complete Schedule L, Part III.		X
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a	A current or former officer, director, trustee, or key employee? If 'Yes,' complete Schedule L, Part IV.		X
b	A family member of a current or former officer, director, trustee, or key employee? If 'Yes,' complete Schedule L, Part IV.		X
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If 'Yes,' complete Schedule L, Part IV.		X
29	Did the organization receive more than \$25,000 in non-cash contributions? If 'Yes,' complete Schedule M.		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If 'Yes,' complete Schedule M.		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? If 'Yes,' complete Schedule N, Part I.		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If 'Yes,' complete Schedule N, Part II.		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If 'Yes,' complete Schedule R, Part I.		X
34	Was the organization related to any tax-exempt or taxable entity? If 'Yes,' complete Schedule R, Part II, III, or IV, and Part V, line 1.		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If 'Yes,' complete Schedule R, Part V, line 2.		
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If 'Yes,' complete Schedule R, Part V, line 2.		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If 'Yes,' complete Schedule R, Part VI.		X
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O.	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V.

		Yes	No
1 a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

		Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return. 2a 2		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? 2b X	X	
Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)			
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year? 3a		X
b	If 'Yes,' has it filed a Form 990-T for this year? If 'No' to line 3b, provide an explanation in Schedule O 3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? 4a		X
b	If 'Yes,' enter the name of the foreign country: ▶ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? 5a		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? 5b		X
c	If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T? 5c		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? 6a		X
b	If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? 6b		
7	Organizations that may receive deductible contributions under section 170(c).		
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? 7a		
b	If 'Yes,' did the organization notify the donor of the value of the goods or services provided? 7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? 7c		
d	If 'Yes,' indicate the number of Forms 8282 filed during the year. 7d		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? 7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? 7f		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? 7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? 7h		
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year? 8		
9	Sponsoring organizations maintaining donor advised funds.		
a	Did the sponsoring organization make any taxable distributions under section 4966? 9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? 9b		
10	Section 501(c)(7) organizations. Enter:		
a	Initiation fees and capital contributions included on Part VIII, line 12. 10a		
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b		
11	Section 501(c)(12) organizations. Enter:		
a	Gross income from members or shareholders 11a		
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.) 11b		
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? 12a		
b	If 'Yes,' enter the amount of tax-exempt interest received or accrued during the year. 12b		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state? 13a		
Note. See the instructions for additional information the organization must report on Schedule O.			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans 13b		
c	Enter the amount of reserves on hand 13c		
14a	Did the organization receive any payments for indoor tanning services during the tax year? 14a		X
b	If 'Yes,' has it filed a Form 720 to report these payments? If 'No,' provide an explanation in Schedule O 14b		
15	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? 15		X
If 'Yes,' see instructions and file Form 4720, Schedule N.			
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? 16		X
If 'Yes,' complete Form 4720, Schedule O.			

Part VI Governance, Management, and Disclosure For each 'Yes' response to lines 2 through 7b below, and for a 'No' response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with columns for line number, description, and Yes/No checkboxes. Includes questions 1a through 9 regarding governing body members, relationships, and documentation.

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with columns for line number, description, and Yes/No checkboxes. Includes questions 10a through 16b regarding local chapters, policies, conflict of interest, whistleblower, and document retention.

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed CA
18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. SEE SCHEDULE O
20 State the name, address, and telephone number of the person who possesses the organization's books and records SUNNY LEE P.O. BOX 82686 SAN DIEGO CA 92138 619-291-4903

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII.

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1 a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of 'key employee.'
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) SUNNY LEE EXECUTIVE DIR.	40 0	X					48,752.	0.	0.	
(2) MICHAEL HOWLAND DIRECTOR	2 0	X					0.	0.	0.	
(3) CHRISTINE SMITH DIRECTOR	2 0	X					0.	0.	0.	
(4) DIANE POWERS DIRECTOR	2 0	X					0.	0.	0.	
(5) PATTY DUCEY-BROOKS DIRECTOR	2 0	X					0.	0.	0.	
(6) STEVE BLASSINGHAM DIRECTOR	2 0	X					0.	0.	0.	
(7) JUSTINE D. LEE DIRECTOR	2 0	X					0.	0.	0.	
(8) LINDA ACUNA DIRECTOR	2 0	X					0.	0.	0.	
(9) RAMZI MURAD DIRECTOR	2 0	X					0.	0.	0.	
(10) FRED GRAND PRESIDENT	2 0			X			0.	0.	0.	
(11) CHUCK ROSS VICE PRESIDENT	2 0			X			0.	0.	0.	
(12) JEANNE FERRELL SECRETARY	2 0			X			0.	0.	0.	
(13) DAVID THORNTON TREASURER	2 0			X			0.	0.	0.	
(14) SUNNY LEE EXECUTIVE DIRECTOR	40 0					X	0.	0.	0.	

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)					(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee			
(15) -----									
(16) -----									
(17) -----									
(18) -----									
(19) -----									
(20) -----									
(21) -----									
(22) -----									
(23) -----									
(24) -----									
(25) -----									

1 b Sub-total	48,752.	0.	0.
c Total from continuation sheets to Part VII, Section A	0.	0.	0.
d Total (add lines 1b and 1c)	48,752.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **0**

	Yes	No
3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? <i>If 'Yes,' complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If 'Yes,' complete Schedule J for such individual</i>		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If 'Yes,' complete Schedule J for such person</i>		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **0**

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1 a				
	b Membership dues	1 b				
	c Fundraising events	1 c 18,150.				
	d Related organizations	1 d				
	e Government grants (contributions)	1 e 429,130.				
	f All other contributions, gifts, grants, and similar amounts not included above	1 f				
	g Noncash contributions included in lines 1a-1f: \$					
	h Total. Add lines 1a-1f		447,280.			
Program Service Revenue	2 a FEES & CONTRACTS GOV AGCY		Business Code			
				34,506.	34,506.	
	b CO-OP PAYMENTS			7,723.	7,723.	
	c					
	d					
	e					
	f All other program service revenue					
	g Total. Add lines 2a-2f		42,229.			
Other Revenue	3 Investment income (including dividends, interest and other similar amounts)					
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
	6 a Gross rents	(i) Real	(ii) Personal			
		b Less: rental expenses				
		c Rental income or (loss)				
	d Net rental income or (loss)					
	7 a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other			
		b Less: cost or other basis and sales expenses				
		c Gain or (loss)				
	d Net gain or (loss)					
	8 a Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18	a	214,085.			
		b Less: direct expenses	b	123,087.		
		c Net income or (loss) from fundraising events		90,998.		
	9 a Gross income from gaming activities. See Part IV, line 19	a				
		b Less: direct expenses	b			
c Net income or (loss) from gaming activities						
10 a Gross sales of inventory, less returns and allowances	a					
	b Less: cost of goods sold	b				
	c Net income or (loss) from sales of inventory					
11 a Miscellaneous Revenue		Business Code				
b						
c						
d All other revenue						
e Total. Add lines 11a-11d						
12 Total revenue. See instructions		580,507.	42,229.	0.	0.	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16.				
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees.	48,752.	32,664.	16,088.	0.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).	0.	0.	0.	0.
7 Other salaries and wages.	24,397.	16,346.	8,051.	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).				
9 Other employee benefits.				
10 Payroll taxes.	7,211.	4,831.	2,380.	
11 Fees for services (non-employees):				
a Management.				
b Legal.				
c Accounting.	5,500.	3,685.	1,815.	
d Lobbying.				
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees.				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	2,798.	1,875.	923.	
12 Advertising and promotion.	19,019.	19,019.		
13 Office expenses.				
14 Information technology.				
15 Royalties.				
16 Occupancy.	30,782.	20,624.	10,158.	
17 Travel.				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.	1,775.	1,189.	586.	
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.				
23 Insurance.	2,666.	1,786.	880.	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a DESIGN	116,790.	116,790.		
b PARKING PROGRAM EXPENSE	11,810.	11,810.		
c TELEPHONE	3,219.	2,157.	1,062.	
d OFFICE SUPPLIES	2,889.	1,936.	953.	
e All other expenses.	7,923.	5,310.	2,613.	
25 Total functional expenses. Add lines 1 through 24e.	285,531.	240,022.	45,509.	0.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720).				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X.

		(A) Beginning of year		(B) End of year	
Assets	1	Cash – non-interest-bearing	109,350.	1	403,945.
	2	Savings and temporary cash investments		2	
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	29,981.	4	11,335.
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges		9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 3,819.		
	b	Less: accumulated depreciation	10b 3,819.	10c	
	11	Investments – publicly traded securities		11	
	12	Investments – other securities. See Part IV, line 11		12	
	13	Investments – program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11	2,783.	15	2,783.
16	Total assets. Add lines 1 through 15 (must equal line 34)	142,114.	16	418,063.	
Liabilities	17	Accounts payable and accrued expenses	13,518.	17	8,803.
	18	Grants payable	14,878.	18	566.
	19	Deferred revenue		19	
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	9,176.	25	9,176.
	26	Total liabilities. Add lines 17 through 25	37,572.	26	18,545.
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.				
	27	Unrestricted net assets	104,542.	27	72,094.
	28	Temporarily restricted net assets		28	327,424.
	29	Permanently restricted net assets		29	
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.				
	30	Capital stock or trust principal, or current funds		30	
	31	Paid-in or capital surplus, or land, building, or equipment fund		31	
	32	Retained earnings, endowment, accumulated income, or other funds		32	
33	Total net assets or fund balances.	104,542.	33	399,518.	
34	Total liabilities and net assets/fund balances.	142,114.	34	418,063.	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	580,507.
2	Total expenses (must equal Part IX, column (A), line 25)	2	285,531.
3	Revenue less expenses. Subtract line 2 from line 1	3	294,976.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	104,542.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	399,518.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked 'Other,' explain in Schedule O.		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
2b	Were the organization's financial statements audited by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	X	
2c	If 'Yes' to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.		X
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		X
3b	If 'Yes,' did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.		

Harney Street Weekend Market Revenue

Week Receipts 2018-2019
Week Receipts 2019-2020
Week Receipts 2020-2021

Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total
1-Jul		\$1,540.80		6-Jul	1857.4	\$1,356.15		1-Jul			
7-Jul	\$1,651.35	\$1,497.50		13-Jul	\$1,454.65	\$1,338.90		7-Jul			
14-Jul	\$1,496.95	\$1,410.75		20-Jul	\$1,439.60	\$1,207.00		14-Jul			
21-Jul	\$1,524.50	\$1,157.00		27-Jul	\$1,870.65	\$1,321.15	\$11,845.50	21-Jul			
28-Jul	\$1,777.00	\$1,589.00	\$13,644.85	3-Aug	\$1,813.25	\$1,222.65		28-Jul			\$0.00
4-Aug	\$1,812.20	\$1,399.00		10-Aug	\$2,194.30	\$1,239.15		4-Aug			
11-Aug	\$1,233.00	\$1,268.00		17-Aug	\$1,709.95	\$911.60		11-Aug			
18-Aug	\$1,277.75	\$1,184.00		24-Aug	\$1,934.75	\$1,057.00		18-Aug			
25-Aug	\$1,498.00	\$1,236.00	\$10,907.95	31-Aug	\$1,483.00		\$13,565.65	25-Aug			\$0.00
1-Sep	\$1,547.00	\$1,203.00		1-Sep	\$1,103.95	\$1,507.50		1-Sep			
8-Sep	\$1,586.00	\$1,318.00		7-Sep	\$1,750.00	\$1,050.35		8-Sep			
15-Sep	\$1,426.50	\$1,236.00		14-Sep	\$2,262.78	\$1,632.93		15-Sep			
22-Sep	\$1,362.00	\$1,159.00		21-Sep	\$1,868.20	\$747.75		22-Sep			
29-Sep	\$1,216.00	\$344.00	\$12,397.50	28-Sep	\$1,841.20	\$962.70	\$14,727.36	29-Sep			\$0.00
6-Oct	\$1,179.00	\$863.00		5-Oct	\$1,608.25	\$801.75		6-Oct			
13-Oct	\$1,232.00	\$1,244.00		12-Oct	\$1,757.00	\$1,033.75		13-Oct			
20-Oct	\$1,075.00	\$919.50		19-Oct	\$2,143.90	\$1,128.00		20-Oct			
27-Oct	\$1,718.50	\$1,319.50	\$9,550.50	26-Oct	\$1,849.50	\$1,027.75	\$11,349.90	27-Oct			\$0.00
3-Nov	\$2,922.00	\$2,366.91		2-Nov	\$3,658.71	\$2,299.25		3-Nov			
10-Nov	\$1,566.00	\$1,382.50		9-Nov	\$1,856.05	\$1,058.80		10-Nov			
17-Nov	\$1,439.00	\$958.00		16-Nov	\$1,849.25	\$964.25		17-Nov			
24-Nov	\$1,637.00	\$1,212.00	\$13,483.41	23-Nov	\$1,827.30	\$900.50		24-Nov			\$0.00
1-Dec	\$1,186.00	\$1,154.00		30-Nov	\$1,988.75		\$16,402.86	1-Dec			
8-Dec	\$1,156.00	\$892.00		1-Dec	\$787.75	Dec 7-8 Rain		8-Dec			
15-Dec	\$2,334.00	\$942.00		14-Dec	\$1,765.20	\$1,021.70		15-Dec			
22-Dec	\$1,521.00	\$1,083.50		21-Dec	\$1,761.30	\$899.00		22-Dec			
29-Dec	\$1,555.75	\$1,208.50	\$13,032.75	28-Dec	\$1,736.00	\$863.35	\$8,834.30	29-Dec			\$0.00
5-Jan	\$305.50	\$1,015.60		5-Jan				5-Jan			
12-Jan	\$1,067.50	\$1,083.00		12-Jan				12-Jan			
19-Jan	\$1,796.75	\$1,402.20		19-Jan				19-Jan			
26-Jan	\$1,796.25	\$1,244.30	\$9,711.10	26-Jan			\$0.00	26-Jan			\$0.00
2-Feb	Rained Out	Rained Out		2-Feb				2-Feb			
9-Feb	\$1,629.25	\$1,201.45		9-Feb				9-Feb			
16-Feb	\$1,800.20	Rained Out		16-Feb				16-Feb			
23-Feb	\$1,748.28	\$1,256.80	\$7,635.98	23-Feb			\$0.00	23-Feb			\$0.00
2-Mar	Rained Out	\$1,158.25		2-Mar				2-Mar			
9-Mar	\$2,130.00	\$1,237.75		9-Mar				9-Mar			
16-Mar	\$1,664.50	\$1,299.40		16-Mar				16-Mar			
23-Mar	\$2,157.50	\$1,270.45		23-Mar				23-Mar			
30-Mar	\$1,841.30	\$1,075.20	\$13,834.35	30-Mar			\$0.00	30-Mar			\$0.00
6-Apr	\$1,963.10	\$1,406.90		6-Apr				6-Apr			
13-Apr	\$1,952.80	\$1,141.58		13-Apr				13-Apr			
20-Apr	\$2,083.20	Easter		20-Apr				20-Apr			
27-Apr	\$1,918.00	\$942.80	\$11,408.38	27-Apr			\$0.00	27-Apr			\$0.00
3-May	(Friday) 1158			3-May				3-May			
4-May	\$3,208.75	\$2,636.25		4-May				4-May			
11-May	Rained Out	\$1,288.40		11-May				11-May			
18-May	\$1,764.50	Rained Out		18-May				18-May			
25-May	\$2,012.50			25-May				25-May			
27-May	(MD) 1824.5		\$13,832.00	27-May			\$0.00	27-May			\$0.00
1-Jun	\$1,701.50	\$1,328.30		1-Jun				1-Jun			
8-Jun	\$2,003.10	\$1,263.65		8-Jun				8-Jun			
15-Jun	\$1,811.75	\$1,235.50		15-Jun				15-Jun			
22-Jun	\$1,471.60	\$969.40		22-Jun				22-Jun			
29-Jun	\$1,863.20	\$1,526.20	\$15,174.20	29-Jun			\$0.00	29-Jun			\$0.00
TOTAL	\$ 74,185.88	\$55,253.89	\$ 129,439.77	TOTAL	\$49,172.64	\$27,552.93	\$34,245.45	TOTAL			
Week Avg	\$5,298.99	\$3,946.71	\$9,245.70	Week Avg	\$3,512.33	\$1,968.07	\$5,480.40	Week Avg	\$0.00	\$0.00	\$0.00



Old Town San Diego Chamber of Commerce

2415 San Diego Avenue, STE 104, San Diego, CA 92110
(619) 291-4903

January 14, 2020

Kevin Faulconer
Mayor, City of San Diego
202 C Street
San Diego, CA 92101

Hello Mayor Faulconer,

The Old Town Chamber of Commerce would like to support the draft Sidewalk Vending Ordinance §36.0101 as it pertains to Old Town San Diego. San Diego Avenue is highly trafficked by pedestrians and the current sidewalk vendors obstruct the sidewalks by placing goods on the ground on the sidewalks during peak visitation times. There is currently no method for enforcing these vendors to relocate to a safer area.

The Old Town Chamber of Commerce sees this issue as a safety concern for all visitors to Old Town. It would be in the best interest of the public to ban sidewalk vending on that corridor from Twiggs Street to Conde Street at all times as outlined in the draft ordinance.

Sincerely,

Fred Grand, President
Old Town Chamber of Commerce



Executive Director Monthly Report November 2019

Committee Meetings

Promotions Committee: November 7, 2019

- **Día de los Muertos, November 1-3, 2019**
- **250th Founders Day, September 15-16, 2019**
- **Taste & Tequila, October 3, 2019**
- **SDTA Marketing Campaign**

Org Committee Meeting: November 12, 2019

Additional Meetings/Events

November 1, 2019 – KFMB – Dia de los Muertos

November 2, 2019 – Dia de los Muertos

November 3, 2019 – Dia de los Muertos

November 5, 2019 – Linda Acuna, Immaculate Conception Church

November 5, 2019 – State Park Marketing Meeting

November 7, 2019 – Ryan Street, Hartland Payroll Solutions

November 8, 2019 – Jen Singer, Jen Singer Events

November 13, 2019 – Old Town Community Planning Group Meeting

November 18, 2019 – BID Alliance Executive Committee Meeting

November 19, 2019 – OTSD Ballot Counting Meeting – Election Committee

November 20, 2019 – OTSD Annual Meeting

New Projects:

- **Create public monthly e-newsletter**
- **Create a Membership Brochure**
- **Research Old Town web cam opportunities/cost**
- **Shadow/Mentor Denny Knox, Ocean Beach Main Street**

Ongoing Projects:

- **Prepare agendas for committee and board meetings**
- **Send email communication outlining meeting schedule multiple times each month**
- **Respond to community and member questions**

- **Develop and outline social media schedule**
- **Create sponsorship deck for Old Town Chamber of Commerce**
- **Facilitate MAD Formation Research**
- **Facilitate communication between legal counsel and Paris Davis**
- **Facilitate planning for 250th Commemoration events in Old Town San Diego**
- **Facilitate fundraising activities**
- **Harney Street Market Marketing program**
- **2019 Audit Process**
- **FY 2021 CCSD Grant Application**
- **FY2021 BID Budget**
- **FY2021 Sponsorship Decks**
- **Create Associate Membership policy/application**
- **Wrap up and review of events**

Future Projects:

- **Create a video marketing plan for Visitor Center advertisers**
- **Begin grant writing for FY2021**

Completed Projects:

- **FY 2020 BID Budget**
- **Staffing recommendation**
- **FY20 County CEP Application**
- **Create employee handbook and employment documents for Chamber Staff**
- **Create sponsorship deck for Dia de los Muertos**
- **FY19 wrap up**
- **Create sponsorship deck for 250th Commemoration of San Diego**
- **Complete FY2020 CCPS Grant Application**
- **FY2021 CCSD RFQ**
- **2019 Audit Process**



Executive Director Monthly Report December 2019

Committee Meetings

Promotions Committee: December 5, 2019

- **Día de los Muertos, November 1-3, 2019**
- **250th Founders Day, September 15-16, 2019**
- **Taste & Tequila, October 3, 2019**
- **SDTA Marketing Campaign**

Additional Meetings/Events

December 2, 2019 – Tanner French, City of San Diego Economic Development Department

December 11, 2019 – Old Town Community Planning Group Meeting

December 12, 2019 – BID Alliance Monthly Board Meeting

December 19, 2019 – BID Alliance Holiday Mixer

New Projects:

- **Create public monthly e-newsletter**
- **Create a Membership Brochure**
- **Research Old Town web cam opportunities/cost**
- **Shadow/Mentor Denny Knox, Ocean Beach Main Street**

Ongoing Projects:

- **Prepare agendas for committee and board meetings**
- **Send email communication outlining meeting schedule multiple times each month**
- **Respond to community and member questions**
- **Develop and outline social media schedule**
- **Create sponsorship deck for Old Town Chamber of Commerce**
- **Facilitate MAD Formation Research**
- **Facilitate communication between legal counsel and Paris Davis**
- **Facilitate planning for 250th Commemoration events in Old Town San Diego**
- **Facilitate fundraising activities**
- **Harney Street Market Marketing program**
- **2019 Audit Process**
- **FY 2021 CCSD Grant Application**
- **FY2021 BID Budget**
- **FY2021 Sponsorship Decks**

- **Create Associate Membership policy/application**
- **Wrap up and review of events**

Future Projects:

- **Create a video marketing plan for Visitor Center advertisers**
- **Begin grant writing for FY2021**

Completed Projects:

- **FY 2020 BID Budget**
- **Staffing recommendation**
- **FY20 County CEP Application**
- **Create employee handbook and employment documents for Chamber Staff**
- **Create sponsorship deck for Día de los Muertos**
- **FY19 wrap up**
- **Create sponsorship deck for 250th Commemoration of San Diego**
- **Complete FY2020 CCPS Grant Application**
- **FY2021 CCSD RFQ**
- **2019 Audit Process**



Old Town San Diego Chamber of Commerce

2415 San Diego Avenue, STE 104, San Diego, CA 92110
(619) 291-4903

Board of Directors Meeting

Wednesday, February 19, 2020 @ 8:30 AM
Mormon Battalion Historic Site, 2510 Juan Street

AGENDA

1. Pledge of Allegiance
2. Call to Order & Introductions
3. Non Agenda Public Comments

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."

4. Announcements and Community Reports/Updates - 3 Minutes

5. Administrative Items

- a. Request for agenda revisions (continuances, change in order, etc.)
- b. Conflict of interest declarations on agenda items
- c. Board non-agenda comment

6. Approval of Minutes

7. Old Town Chamber of Commerce Meeting – October 16, 2019 & Action Item
1. January 15, 2020

8. Committee Reports

- a. Organization Committee

- b. Action Items:

- i. Financial Reports
 1. Approve FY 2020 Financial Reports through September 2019
 2. FY2019 Audit Approval
- ii. FY 2021 BID Budget

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.

1. Resolution to enter into an agreement with the City of San Diego
2. Designate Authorized Signers
 - a. Agreement with the City
 - b. Disbursement and reconciliation report
 - c. Requests for reimbursement
 - d. Program reports
- iii. San Diego County Community Enhancement Program

Resolution to file an application with the County of San Diego for the Community Enhancement Program funding during the 2019-2020 fiscal year.
- iv. Elect Board Officers
- v. 2020 Board Retreat
- vi. Harney Street Market update
- vii. Support Letter for Sidewalk Vending Ordinance - §36.U1U1
- c. Old Town Lodging Meeting update
- d. Promotions & Marketing Committee
 - i. 2020 Event Dates - Sponsorship opportunities Information Item
 1. Taste & Tequila - October 1, 2020
 2. Dia de los Muertos, November 2-3, 2020 (Street Closures)
 - ii. Lucha Libre Festival - September 12 - 13, 2020 Action Item
 - iii. Next Promotions Meeting: Thursday, March 5, 10:00 a.m., Cafe Coyote
- e. Design Committee - Update
 - i. Gateway Sign/Entryway Sign update
 - ii. Banner Update
- f. Safe & Clean Committee - Update
- g. Parking Committee
 - i. Tahona valet parking update

9. Executive Director Update

- a. Monthly report - January 2020

10. Unfinished business

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11. New business

12. Next Old Town Chamber of Commerce meeting Date

- a. Next Meeting - Wednesday, March 18, 2020, 8:30 a.m. Action Item

13. Adjourn

FY 2020 OTSD Goals

- 1. Pursue every opportunity for grant funding**
- 2. Create silent auction baskets promoting Old Town San Diego**
- 3. More participation in State Park events including looking for funding sources**
- 4. Take HOTCF under the wing of the Old Town Chamber of Commerce**
- 5. More emphasis on Safe & Clean initiatives**

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.



CHAMBER OF COMMERCE

Old Town San Diego Chamber of Commerce

2415 San Diego Avenue San Diego, CA 92110 (619) 291-4903 info@oldtownsandiego.org

Board of Directors Meeting Minutes

October 16, 2019 / 8:30 AM /Mormon Battalion

Directors Present:

Fred Grand, Patty Ducey-Brooks, Steve Blasingham, Diane Powers, Bob Barros, Christine Smith, Chuck Ross, Jason Farran, Ramzi Murad, David Thornton, Linda Acuna

Directors:

Chuck Ross

Staff:

Sunny Lee, R. Elisha McLemore

Fred Grand, President, called the meeting to order at 8:38 a.m.
Introductions of members and visitors were made.

Non-Agenda Public Comment

Rosemary Sanchez – Old Town Store

Old Town Merchant shared some ideas she had for the Old Town Business Community:

- Businesses decorate with lights for the holiday season to attract customers
- Kindness meters (Donation Only meters for the parking in OT)

She also shared her concerns about the street closures that affect the business located beyond Conde Street and San Diego Ave.

Administrative Items

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

Approval of Minutes - Minutes were presented from regular BOD meeting on September 18, 2019.

MOTION: To approve the minutes of September 18, 2019:

M/S/A Ramzi Murad/Steve Blasingham (#10-16-19-1) - Motion Passed 9-0-1 A Fred Grand

Organization Committee

Financial Reports - Audit Update

During a recent meeting, Treasurer David Thornton, ED Sunny Lee, President Fred Grand and Mary Joseph discussed the draft audit and starting fresh with Mary as the OT Chamber Accountant. At the next Chamber BOD meeting financial reports from July to the current date will be provided. There will also be a vote to approve the audit at the next meeting.

OT Chamber Board Election Update

Chamber Board members that are up for re-election are: Fred Grand, Patty Ducey- Brooks, Ramzi Murad and Diane Powers. We have one new candidate: Amar Harrag from Tahona Bar.

Harney Street Market Update

The market did very well in September due to the Founder's Day weekend.

Upcoming Events Update

Dia de los Muertos Nov 1-3, 2019

Los Posadas Dec 14, 2019

Announcements and Community Updates

Jason Weisz- Rep for Pro-Tem Senator Toni Atkins Office

Open enrollment for Covered California health insurance is now. There's one year left to get the California Real ID.

Officer Surwilo – SDPD

Officer Surwilo shared the concerns of OT Business owners' concerning transients hanging out in Old Town after dark and leaving in the morning. He cautioned the business owners from dealing with the transients on their own and advised them to call the non-emergency number to create a statistic. This leads to more patrol in the area. He also reminded those in attendance of the Get It Done App to report these incidents.

Officer Surwilo went on to discuss a possible “Coffee with a Cop” event in Old Town. It would consist of the SDPD Captain, various officers and business owners of Old Town. Sunny Lee and Fred Grand will coordinate a day for this to occur.

Tyler Renner - Rep for Councilmember Ward’s Office

Mr. Renner spoke at length about Councilmember Ward’s strategic 10-year homeless plan. He also mentioned 2 opportunities to meet Councilmember Ward:

- *Craft Beers with Your Councilmember*
Oct 17th from 5:30-7pm at the Original 40 Brewery in North Park
- *Coffee with Your Councilmember*
Oct 19th from 1-2:30pm at St. Paul’s Cathedral in Banker’s Hill

There will be 3 community workshops concerning sidewalk vending regulations and its ban on San Diego Avenue. The regulation goes to committee in November.

Unfinished Business

None

New Business

none

Meeting adjourned. 9:55 A.M.

Next regular Chamber meeting is scheduled for Wednesday October 16, 2019.

Respectfully submitted,

Signed: _____
Linda Acuna, Secretary



CHAMBER OF COMMERCE

Old Town San Diego Chamber of Commerce

2415 San Diego Avenue San Diego, CA 92110 (619) 291-4903 info@oldtownsandiego.org

Board of Directors Meeting Minutes

January 15, 2020 / 8:30 AM /Mormon Battalion

This meeting was for Non-Action Items Only; No Quorum; Informational Only

Directors Present:

Fred Grand, Chuck Ross, Steve Blessingham, Ramzi Murad, David Thornton, Patty Ducey-Brooks,

Directors Absent:

Linda Acuna, Diane Powers, Christine Smith, Jason Farran, Bob Barros, Amar Harrag

Staff:

Sunny Lee, R. Elisha McLemore

Fred Grand, President, called the non-quorum meeting to order at 8:50 a.m.
Introductions of members and visitors were made.

Administrative Items

- A. Board Administrative Items and/or non-agenda comment**
None
- B. Request for Agenda revisions (continuances, changes in order, etc.)**
All Action Items deferred until next board meeting.
- C. Conflict of Interest Declarations on Agenda Items**
None

Organization Committee

Org Committee Update

At the last org committee meeting, the Tourism Marketing Grant that ED Sunny Lee applied for, was discussed. The committee went over the budget, the new accountant's recent work, and the possibility of a board retreat in 2020. The next Old Town Lodging meeting will be in February.

Design Committee

No report at this time

Next meeting will be sometime in February.

Promotion Committee

The upcoming events were discussed including a potential event: Lucha Libre. This new event will specifically focus on Mexican pop culture and the Lucha Libre fighters. The committee is going to obtain semi-professional wrestlers and create Instagrammable pop-ups for photo opportunities for attendees. At the last meeting, the committee decided to go with McFarland Promotions to spearhead this event. Jen Singer Events was chosen for Dia de los Muertos. At the next meeting, sponsorship materials for the events will be available for all the events.

Executive Director's Report

This month the focus is grant writing. ED Sunny Lee recently wrapped up the presentation for the TMD funds. The Chamber requested \$27K. The ED is currently working on the CCSD grant for Los Posadas and Dia de los Muertos. The state park events are included in the budget estimates this year. Part of the funding the Chamber receives will go to those events. The ED also applied for the County CEP grant, as well.

Upcoming Events Update

Fiesta Cinco de Mayo: May 2-3, 2020

Lucha Libre (pending)

Taste & Tequila Oct 1, 2020

Dia de los Muertos Nov 1-2, 2020

Announcements and Community Updates

Tyler Renner – Rep for Councilmember Ward

Councilmember Ward is the new chair of Land Use and Housing Committee. At the next Old Town Planning Group meeting in February, City Staff will give an update timeline for all things Presidio Park; including the traffic study for Presidio, ADA project for the Presidio Park Museum parking lot, and the public art installation. In addition, the sidewalk vending ordinance will be brought back to council sometime in the spring.

Randy Wilde – Rep for Assemblymember Todd Gloria's Office

Not a ton of specifics for this report due to the holidays. There's still a few legislation from 2019 that are alive for now that need to move out of their house of origin by the end of this month. It's a frantic time finishing up old business from last year. There's new legislation on Housing, Homelessness & Education funding. The Governor's new draft budget was released on January 10th. There's a record high contribution to the Rainy Day fund and large investments in housing and homelessness.

Danella Blount – Caltrans

There are new charging stations for electric cars at the Caltrans building. These are available to Old Town Visitors after 5pm, weekends and holidays once they are fully installed.

Unfinished Business

None

New Business

none

Meeting adjourned. 9:48 A.M.

Next regular Chamber meeting is scheduled for Wednesday Feb 19, 2020.

Respectfully submitted,

Signed: _____

Linda Acuna, Secretary



Old Town San Diego Chamber of Commerce

2415 San Diego Avenue, STE 104, San Diego, CA 92110
(619) 291-4903

Organization Committee Meeting

Tuesday, February 11, 2020 @ 11:15 AM
Grand Enterprises, 2383 San Diego Ave.

Minutes

1. **Called to Order: 11:17 a.m.**
2. **Present: F. Grand, C. Ross, D. Thornton, L. Acuna , S. Lee**

Action Items

3. Chamber/BID

- a. Financial Reports update - MFJ Systems
 - i. Board will approve the first quarter during the February meeting.
 - ii. M. Joseph will complete the financials for the next meeting.

4. Executive Director Update

- a. Monthly report: January 2020
 - i. S. Lee will work on a membership brochure to reach out to member businesses
- b. Tourism Marketing Grant - Lucha Libre Festival
 - i. Will not know until March 6, 2020 if OTSD is awarded.
- c. FY2021 BID Budget
 - i. Reviewed budget to be voted on during February board meeting.
 - ii. F. Grand updated the committee on potential future opportunities for the Visitor Center.
- d. FY2020 Updated BID Budget

5. 2020 Board Retreat

- a. Suggestion was made to have each committee develop goals for FY2021 then present to the Board during the May Board meeting.

6. Member Comments

7. Schedule next meeting, Tuesday, March 10, 2020

8. Adjourned: 12:00 p.m.

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 Balance Sheet As of September 30, 2019

	<u>Sep 30, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
Petty Cash	37.34
Torrey Pines - Checking	299,136.16
Torrey Pines - Money Market	56,128.70
US Bank General Account	<u>15,832.23</u>
Total Checking/Savings	371,134.43
Accounts Receivable	
Accounts Receivable	<u>12,490.67</u>
Total Accounts Receivable	12,490.67
Other Current Assets	
BID Receivable	<u>10,818.73</u>
Total Other Current Assets	<u>10,818.73</u>
Total Current Assets	394,443.83
Fixed Assets	
Accumulated Depreciation	-3,819.00
Furniture and Equipment	<u>3,819.00</u>
Total Fixed Assets	0.00
Other Assets	
Security Deposits	<u>2,782.89</u>
Total Other Assets	<u>2,782.89</u>
TOTAL ASSETS	<u><u>397,226.72</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Grant Advances	2,500.00
SBEP Managment Grant Advance	<u>-2,000.00</u>
Total Other Current Liabilities	<u>500.00</u>
Total Current Liabilities	<u>500.00</u>
Total Liabilities	500.00
Equity	
Temp. Restricted Net Assets	327,424.00
Unrestricted Net Assets	109,239.86
Net Income	<u>-39,937.14</u>
Total Equity	<u>396,726.72</u>
TOTAL LIABILITIES & EQUITY	<u><u>397,226.72</u></u>

	<u>Jul - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
Revenue			
Bid Assessments	10,818.73	8,500.00	2,318.73
Fundraising	8,830.47	6,000.00	2,830.47
Grants	5,000.00	2,511.00	2,489.00
SBEP Revenue			
Management Grant	<u>2,000.00</u>	<u>1,682.00</u>	<u>318.00</u>
Total SBEP Revenue	2,000.00	1,682.00	318.00
Special Events Revenue			
Beer Festival	0.00	1,488.00	-1,488.00
Día de los Muertos	3,600.00	0.00	3,600.00
Founders Day Festival	7,647.00	0.00	7,647.00
Harney Street Market	38,455.35	32,499.00	5,956.35
Interest Income	<u>44.57</u>		
Total Special Events Revenue	<u>49,746.92</u>	<u>33,987.00</u>	<u>15,759.92</u>
Total Revenue	<u>76,396.12</u>	<u>52,680.00</u>	<u>23,716.12</u>
Total Income	76,396.12	52,680.00	23,716.12
Expense			
I - Personnel & Organization			
Occupancy Expense			
Cleaning	400.00	300.00	100.00
Copier	0.00	384.00	-384.00
Rent	7,234.18	6,750.00	484.18
Telephone	538.68	0.00	538.68
Utilities	<u>739.81</u>	<u>1,398.00</u>	<u>-658.19</u>
Total Occupancy Expense	8,912.67	8,832.00	80.67
Operations			
Annual Report	0.00	351.00	-351.00
Auto/Travel Expense	0.00	249.00	-249.00
Awards	0.00	126.00	-126.00
Bank Fees, Finance Chg & Taxes	5.00	84.00	-79.00
Dues & Subscriptions	820.00	264.00	556.00
Election Expenses	623.94	303.00	320.94
General Insurance	3,126.00	750.00	2,376.00
Meetings	275.03	402.00	-126.97
Office Supplies	885.61	720.00	165.61
Postage	0.00	75.00	-75.00
Professional Services	3,401.50	2,577.00	824.50
Repairs & Maintenance	1,798.00	150.00	1,648.00
Website	<u>199.16</u>	<u>1,401.00</u>	<u>-1,201.84</u>
Total Operations	11,134.24	7,452.00	3,682.24
Staffing			

Old Town San Diego Chamber of Commerce Profit & Loss Budget vs. Actual July through September 2019

	<u>Jul - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Chamber Staff	6,718.98	7,050.00	-331.02
Executive Director	11,635.32	11,217.00	418.32
Payroll Expenses	2,905.48	300.00	2,605.48
Payroll Taxes	2,456.18	2,391.00	65.18
Workers Comp Insurance	0.00	489.00	-489.00
Total Staffing	<u>23,715.96</u>	<u>21,447.00</u>	<u>2,268.96</u>
Total I - Personnel & Organization	43,762.87	37,731.00	6,031.87
II - Events			
Events/Projects			
Beer Festival	0.00	1,569.00	-1,569.00
Dia de los Muertos	13,417.20	0.00	13,417.20
Founders Day Festival	28,905.41	1,251.00	27,654.41
Harney Street Market	15,408.98	15,000.00	408.98
TT/Taste of OT	4,349.99	0.00	4,349.99
Total Events/Projects	<u>62,081.58</u>	<u>17,820.00</u>	<u>44,261.58</u>
Total II - Events	62,081.58	17,820.00	44,261.58
III - Design Programs			
Banner Program	2,513.76	600.00	1,913.76
Design Special Projects	0.00	699.00	-699.00
Street Maintenance	6,463.00	1,326.00	5,137.00
Streetscape	0.00	426.00	-426.00
Total III - Design Programs	8,976.76	3,051.00	5,925.76
IV - Promotion Programs			
Event Promotion	0.00	126.00	-126.00
Other Advertising	0.00	750.00	-750.00
Print/Web Advertising	62.50	1,878.00	-1,815.50
Radio/TV	0.00	225.00	-225.00
Total IV - Promotion Programs	62.50	2,979.00	-2,916.50
OT - Contingency	0.00	252.00	-252.00
V - Community Parking Dist			
Cleaning	0.00	1,425.00	-1,425.00
Gardening & Landscaping	795.00	852.00	-57.00
Insurance	144.24	249.00	-104.76
Other/Upgrades	0.00	249.00	-249.00
Repairs & Maintenance	0.00	750.00	-750.00
Utilities	510.31	750.00	-239.69
Total V - Community Parking Dist	<u>1,449.55</u>	<u>4,275.00</u>	<u>-2,825.45</u>
Total Expense	<u>116,333.26</u>	<u>66,108.00</u>	<u>50,225.26</u>
Net Income	<u><u>-39,937.14</u></u>	<u><u>-13,428.00</u></u>	<u><u>-26,509.14</u></u>

Old Town San Diego Chamber of Commerce Profit Loss by Class July through September 2019

	BID	CCSD	CEP	Chamber	CPD	SBEP	TOTAL
Income							
Revenue							
Bid Assessments	10,818.73	0.00	0.00	0.00	0.00	0.00	10,818.73
Fundraising	0.00	0.00	0.00	8,830.47	0.00	0.00	8,830.47
Grants	0.00	0.00	5,000.00	0.00	0.00	0.00	5,000.00
SBEP Revenue							
Management Grant	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00
Total SBEP Revenue	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00
Special Events Revenue							
Dia de los Muertos	0.00	0.00	0.00	3,600.00	0.00	0.00	3,600.00
Founders Day Festival	0.00	0.00	0.00	7,647.00	0.00	0.00	7,647.00
Harney Street Market	0.00	0.00	0.00	38,455.35	0.00	0.00	38,455.35
Interest Income	0.00	0.00	0.00	44.57	0.00	0.00	44.57
Total Special Events Revenue	0.00	0.00	0.00	49,746.92	0.00	0.00	49,746.92
Total Revenue	10,818.73	0.00	5,000.00	58,577.39	0.00	2,000.00	76,396.12
Total Income	10,818.73	0.00	5,000.00	58,577.39	0.00	2,000.00	76,396.12
Expense							
I - Personnel & Organization							
Occupancy Expense							
Cleaning	0.00	0.00	0.00	400.00	0.00	0.00	400.00
Rent	2,250.00	0.00	0.00	4,984.18	0.00	0.00	7,234.18
Telephone	269.34	0.00	0.00	269.34	0.00	0.00	538.68
Utilities	104.81	0.00	0.00	635.00	0.00	0.00	739.81
Total Occupancy Expense	2,624.15	0.00	0.00	6,288.52	0.00	0.00	8,912.67
Operations							
Bank Fees, Finance Chg & Taxes	0.00	0.00	0.00	5.00	0.00	0.00	5.00
Dues & Subscriptions	0.00	0.00	0.00	820.00	0.00	0.00	820.00
Election Expenses	0.00	0.00	0.00	623.94	0.00	0.00	623.94
General Insurance	655.00	0.00	0.00	2,471.00	0.00	0.00	3,126.00
Meetings	0.00	0.00	0.00	275.03	0.00	0.00	275.03
Office Supplies	0.00	0.00	0.00	885.61	0.00	0.00	885.61

Old Town San Diego Chamber of Commerce Pr Loss by Class July through September 2019

	BID	CCSD	CEP	Chamber	CPD	SBEP	TOTAL
Professional Services	2,500.00	0.00	0.00	901.50	0.00	0.00	3,401.50
Repairs & Maintenance	0.00	0.00	0.00	1,798.00	0.00	0.00	1,798.00
Website	0.00	0.00	0.00	199.16	0.00	0.00	199.16
Total Operations	3,155.00	0.00	0.00	7,979.24	0.00	0.00	11,134.24
Staffing							
Chamber Staff	0.00	0.00	0.00	6,718.98	0.00	0.00	6,718.98
Executive Director	3,307.25	0.00	0.00	6,328.07	0.00	2,000.00	11,635.32
Payroll Expenses	206.92	0.00	0.00	2,698.56	0.00	0.00	2,905.48
Payroll Taxes	399.46	0.00	0.00	2,056.72	0.00	0.00	2,456.18
Total Staffing	3,913.63	0.00	0.00	17,802.33	0.00	2,000.00	23,715.96
Total I - Personnel & Organization	9,692.78	0.00	0.00	32,070.09	0.00	2,000.00	43,762.87
II - Events							
Events/Projects							
Dia de los Muertos	0.00	0.00	0.00	13,417.20	0.00	0.00	13,417.20
Founders Day Festival	0.00	2,500.00	0.00	26,405.41	0.00	0.00	28,905.41
Harney Street Market	475.00	0.00	0.00	14,933.98	0.00	0.00	15,408.98
TT/Taste of OT	0.00	0.00	0.00	4,349.99	0.00	0.00	4,349.99
Total Events/Projects	475.00	2,500.00	0.00	59,106.58	0.00	0.00	62,081.58
Total II - Events	475.00	2,500.00	0.00	59,106.58	0.00	0.00	62,081.58
III - Design Programs							
Banner Program	1,975.00	0.00	0.00	538.76	0.00	0.00	2,513.76
Street Maintenance	1,798.00	0.00	0.00	4,665.00	0.00	0.00	6,463.00
Total III - Design Programs	3,773.00	0.00	0.00	5,203.76	0.00	0.00	8,976.76
IV - Promotion Programs							
Print/Web Advertising	0.00	0.00	0.00	62.50	0.00	0.00	62.50
Total IV - Promotion Programs	0.00	0.00	0.00	62.50	0.00	0.00	62.50
V - Community Parking Dist							
Gardening & Landscaping	0.00	0.00	0.00	0.00	795.00	0.00	795.00
Insurance	0.00	0.00	0.00	144.24	0.00	0.00	144.24
Utilities	0.00	0.00	0.00	0.00	510.31	0.00	510.31
Total V - Community Parking Dist	0.00	0.00	0.00	144.24	1,305.31	0.00	1,449.55

Old Town San Diego Chamber of Commerce Pr Loss by Class July through September 2019

	BID	CCSD	CEP	Chamber	CPD	SBEP	TOTAL
	13,940.78	2,500.00	0.00	96,587.17	1,305.31	2,000.00	116,333.26
Total Expense	-3,122.05	-2,500.00	5,000.00	-38,009.78	-1,305.31	0.00	-39,937.14

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2018

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public Inspection

A For the **2018** calendar year, or tax year beginning **7/01**, 2018, and ending **6/30**, 2019

B Check if applicable:

Address change
 Name change
 Initial return
 Final return/terminated
 Amended return
 Application pending

C OLD TOWN CHAMBER OF COMMERCE
2415 SAN DIEGO AVENUE #104
SAN DIEGO, CA 92110

D Employer identification number
95-6099551

E Telephone number
619-291-4903

G Gross receipts \$ **703,594.**

F Name and address of principal officer:
SAME AS C ABOVE

H(a) Is this a group return for subordinates? Yes No
H(b) Are all subordinates included? Yes No
If "No," attach a list. (see instructions)

I Tax-exempt status: 501(c)(3) 501(c) (**6**) (insert no.) 4947(a)(1) or 527

J Website: ▶ **N/A**

K Form of organization: Corporation Trust Association Other ▶

L Year of formation: _____ **M** State of legal domicile: _____

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: <u>TO RAISE FUNDS TO IMPROVE, PROMOTE, AND FOSTER BUSINESS PROGRAMS IN TEH OLD TOWN AREA IN THE CITY OF SAN DIEGO.</u>		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a).....	3	12
	4 Number of independent voting members of the governing body (Part VI, line 1b).....	4	12
	5 Total number of individuals employed in calendar year 2018 (Part V, line 2a).....	5	2
	6 Total number of volunteers (estimate if necessary).....	6	0
	7a Total unrelated business revenue from Part VIII, column (C), line 12.....	7a	0.
b Net unrelated business taxable income from Form 990-T, line 38.....	7b	0.	
Revenue	8 Contributions and grants (Part VIII, line 1h).....	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g).....	46,530.	447,280.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d).....	34,894.	42,229.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e).....	72,549.	90,998.
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12).....	153,973.	580,507.
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3).....		
	14 Benefits paid to or for members (Part IX, column (A), line 4).....		
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10).....	72,720.	80,360.
	16a Professional fundraising fees (Part IX, column (A), line 11e).....		
	b Total fundraising expenses (Part IX, column (D), line 25) ▶		
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e).....	131,430.	205,171.	
18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25).....	204,150.	285,531.	
19 Revenue less expenses. Subtract line 18 from line 12.....	-50,177.	294,976.	
Net Assets or Fund Balances	20 Total assets (Part X, line 16).....	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26).....	142,114.	418,063.
	22 Net assets or fund balances. Subtract line 21 from line 20.....	37,572.	18,545.
		104,542.	399,518.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: _____ Date: _____
DAVID THORNTON TREASURER
 Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name: **THANH TRAN** Preparer's signature: *THANH TRAN* Date: **10/24/19**
 Firm's name: ▶ **JIMENEZ INZUNZA & COMPANY** Check if self-employed PTIN: **P00334039**
 Firm's address: ▶ **2445 FIFTH AVE. STE 420** Firm's EIN ▶ **20-1921248**
SAN DIEGO, CA 92101 Phone no. **(619) 230-0707**

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III.

1 Briefly describe the organization's mission:

TO RAISE FUNDS TO IMPROVE, PROMOTE, AND FOSTER BUSINESS PROGRAMS IN TEH OLD TOWN AREA
IN THE CITY OF SAN DIEGO.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: _____) (Expenses \$ _____ including grants of \$ _____) (Revenue \$ _____)

TO RAISE FUNDS TO IMPROVE, PROMOTE, AND FOSTER BUSINESS PROGRAMS IN THE OLD TOWN AREA
IN THE CITY OF SAN DIEGO.

4b (Code: _____) (Expenses \$ _____ including grants of \$ _____) (Revenue \$ _____)

4c (Code: _____) (Expenses \$ _____ including grants of \$ _____) (Revenue \$ _____)

4d Other program services (Describe in Schedule O.)

(Expenses \$ _____ including grants of \$ _____) (Revenue \$ _____)

4e Total program service expenses ▶ 0.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If 'Yes,' complete Schedule A.</i>		X
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)?	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If 'Yes,' complete Schedule C, Part I.</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If 'Yes,' complete Schedule C, Part II.</i>		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If 'Yes,' complete Schedule C, Part III.</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If 'Yes,' complete Schedule D, Part I.</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If 'Yes,' complete Schedule D, Part II.</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If 'Yes,' complete Schedule D, Part III.</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If 'Yes,' complete Schedule D, Part IV.</i>		X
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If 'Yes,' complete Schedule D, Part V.</i>		X
11 If the organization's answer to any of the following questions is 'Yes', then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If 'Yes,' complete Schedule D, Part VI.</i>	X	
b Did the organization report an amount for investments – other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If 'Yes,' complete Schedule D, Part VII.</i>		X
c Did the organization report an amount for investments – program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If 'Yes,' complete Schedule D, Part VIII.</i>		X
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If 'Yes,' complete Schedule D, Part IX.</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If 'Yes,' complete Schedule D, Part X.</i>	X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If 'Yes,' complete Schedule D, Part X.</i>		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If 'Yes,' complete Schedule D, Parts XI and XII.</i>	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If 'Yes,' and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI and XII is optional.</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If 'Yes,' complete Schedule E.</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If 'Yes,' complete Schedule F, Parts I and IV.</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If 'Yes,' complete Schedule F, Parts II and IV.</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If 'Yes,' complete Schedule F, Parts III and IV.</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If 'Yes,' complete Schedule G, Part I (see instructions).</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If 'Yes,' complete Schedule G, Part II.</i>	X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If 'Yes,' complete Schedule G, Part III.</i>		X
20a Did the organization operate one or more hospital facilities? <i>If 'Yes,' complete Schedule H.</i>		X
b If 'Yes' to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If 'Yes,' complete Schedule I, Parts I and II.</i>		X

Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If 'Yes,' complete Schedule I, Parts I and III.		X
23 Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If 'Yes,' complete Schedule J.		X
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No,' go to line 25a.		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If 'Yes,' complete Schedule L, Part I.		
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If 'Yes,' complete Schedule L, Part I.		
26 Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If 'Yes,' complete Schedule L, Part II.		X
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? If 'Yes,' complete Schedule L, Part III.		X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, or key employee? If 'Yes,' complete Schedule L, Part IV.		X
b A family member of a current or former officer, director, trustee, or key employee? If 'Yes,' complete Schedule L, Part IV.		X
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If 'Yes,' complete Schedule L, Part IV.		X
29 Did the organization receive more than \$25,000 in non-cash contributions? If 'Yes,' complete Schedule M.		X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If 'Yes,' complete Schedule M.		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? If 'Yes,' complete Schedule N, Part I.		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If 'Yes,' complete Schedule N, Part II.		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If 'Yes,' complete Schedule R, Part I.		X
34 Was the organization related to any tax-exempt or taxable entity? If 'Yes,' complete Schedule R, Part II, III, or IV, and Part V, line 1.		X
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If 'Yes,' complete Schedule R, Part V, line 2.		
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If 'Yes,' complete Schedule R, Part V, line 2.		
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If 'Yes,' complete Schedule R, Part VI.		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O.	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

	Yes	No
1 a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.		
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.		
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

		Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return.		
	2a 2		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	X	
	2b		
Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)			
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		X
	3a		
b	If 'Yes,' has it filed a Form 990-T for this year? If 'No' to line 3b, provide an explanation in Schedule O		
	3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		X
	4a		
b	If 'Yes,' enter the name of the foreign country: ▶ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		X
	5a		
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		X
	5b		
c	If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T?		
	5c		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		X
	6a		
b	If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
	6b		
7	Organizations that may receive deductible contributions under section 170(c).		
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		
	7a		
b	If 'Yes,' did the organization notify the donor of the value of the goods or services provided?		
	7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		
	7c		
d	If 'Yes,' indicate the number of Forms 8282 filed during the year.		
	7d		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
	7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
	7f		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
	7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
	7h		
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		
	8		
9	Sponsoring organizations maintaining donor advised funds.		
a	Did the sponsoring organization make any taxable distributions under section 4966?		
	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		
	9b		
10	Section 501(c)(7) organizations. Enter:		
a	Initiation fees and capital contributions included on Part VIII, line 12.	10a	
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b	
11	Section 501(c)(12) organizations. Enter:		
a	Gross income from members or shareholders	11a	
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b	
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a	
b	If 'Yes,' enter the amount of tax-exempt interest received or accrued during the year.	12b	
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state?	13a	
Note. See the instructions for additional information the organization must report on Schedule O.			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b	
c	Enter the amount of reserves on hand	13c	
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a	X
b	If 'Yes,' has it filed a Form 720 to report these payments? If 'No,' provide an explanation in Schedule O	14b	
15	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If 'Yes,' see instructions and file Form 4720, Schedule N.	15	X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If 'Yes,' complete Form 4720, Schedule O.	16	X

Part VI Governance, Management, and Disclosure For each 'Yes' response to lines 2 through 7b below, and for a 'No' response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 3 columns: Question, Yes, No. Rows include: 1a Enter the number of voting members... 12; 1b Enter the number of voting members included in line 1a... 12; 2 Did any officer, director, trustee, or key employee have a family relationship... X; 3 Did the organization delegate control over management duties... X; 4 Did the organization make any significant changes to its governing documents... X; 5 Did the organization become aware during the year of a significant diversion of the organization's assets? X; 6 Did the organization have members or stockholders? SEE SCHEDULE O X; 7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? SEE SCHEDULE O X; 7b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? SEE SCH O X; 8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: a The governing body? X; b Each committee with authority to act on behalf of the governing body? X; 9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If 'Yes,' provide the names and addresses in Schedule O. X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 3 columns: Question, Yes, No. Rows include: 10a Did the organization have local chapters, branches, or affiliates? X; 10b If 'Yes,' did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?; 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? X; 11b Describe in Schedule O the process, if any, used by the organization to review this Form 990. SEE SCHEDULE O; 12a Did the organization have a written conflict of interest policy? If 'No,' go to line 13. X; 12b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? X; 12c Did the organization regularly and consistently monitor and enforce compliance with the policy? If 'Yes,' describe in Schedule O how this was done. SEE SCHEDULE O X; 13 Did the organization have a written whistleblower policy? X; 14 Did the organization have a written document retention and destruction policy? X; 15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? a The organization's CEO, Executive Director, or top management official. SEE SCHEDULE O X; b Other officers or key employees of the organization. SEE SCHEDULE O. If 'Yes' to line 15a or 15b, describe the process in Schedule O (see instructions). X; 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? X; 16b If 'Yes,' did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed CA
18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
Own website [] Another's website [] Upon request [X] Other (explain in Schedule O) []
19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. SEE SCHEDULE O
20 State the name, address, and telephone number of the person who possesses the organization's books and records SUNNY LEE P.O. BOX 82686 SAN DIEGO CA 92138 619-291-4903

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII.

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1 a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of 'key employee.'
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) SUNNY LEE EXECUTIVE DIR.	40 0	X					48,752.	0.	0.	
(2) MICHAEL HOWLAND DIRECTOR	2 0	X					0.	0.	0.	
(3) CHRISTINE SMITH DIRECTOR	2 0	X					0.	0.	0.	
(4) DIANE POWERS DIRECTOR	2 0	X					0.	0.	0.	
(5) PATTY DUCEY-BROOKS DIRECTOR	2 0	X					0.	0.	0.	
(6) STEVE BLASSINGHAM DIRECTOR	2 0	X					0.	0.	0.	
(7) JUSTINE D. LEE DIRECTOR	2 0	X					0.	0.	0.	
(8) LINDA ACUNA DIRECTOR	2 0	X					0.	0.	0.	
(9) RAMZI MURAD DIRECTOR	2 0	X					0.	0.	0.	
(10) FRED GRAND PRESIDENT	2 0			X			0.	0.	0.	
(11) CHUCK ROSS VICE PRESIDENT	2 0			X			0.	0.	0.	
(12) JEANNE FERRELL SECRETARY	2 0			X			0.	0.	0.	
(13) DAVID THORNTON TREASURER	2 0			X			0.	0.	0.	
(14) SUNNY LEE EXECUTIVE DIRECTOR	40 0					X	0.	0.	0.	

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)					(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee			
(15) -----									
(16) -----									
(17) -----									
(18) -----									
(19) -----									
(20) -----									
(21) -----									
(22) -----									
(23) -----									
(24) -----									
(25) -----									

1 b Sub-total	48,752.	0.	0.
c Total from continuation sheets to Part VII, Section A	0.	0.	0.
d Total (add lines 1b and 1c)	48,752.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization ▶ 0

	Yes	No
3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? <i>If 'Yes,' complete Schedule J for such individual</i>	3	X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If 'Yes,' complete Schedule J for such individual</i>	4	X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If 'Yes,' complete Schedule J for such person</i>	5	X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization ▶ 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII.

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1 a				
	b Membership dues	1 b				
	c Fundraising events	1 c 18,150.				
	d Related organizations	1 d				
	e Government grants (contributions)	1 e 429,130.				
	f All other contributions, gifts, grants, and similar amounts not included above	1 f				
	g Noncash contributions included in lines 1a-1f: \$					
	h Total. Add lines 1a-1f ▶		447,280.			
Program Service Revenue	2 a FEES & CONTRACTS GOV AGCY	Business Code	34,506.	34,506.		
	b CO-OP PAYMENTS		7,723.	7,723.		
	c _____					
	d _____					
	e _____					
	f All other program service revenue					
	g Total. Add lines 2a-2f ▶		42,229.			
Other Revenue	3 Investment income (including dividends, interest and other similar amounts) ▶					
	4 Income from investment of tax-exempt bond proceeds ▶					
	5 Royalties ▶					
	6 a Gross rents	(i) Real				
		(ii) Personal				
		b Less: rental expenses				
		c Rental income or (loss)				
	d Net rental income or (loss) ▶					
	7 a Gross amount from sales of assets other than inventory	(i) Securities				
		(ii) Other				
		b Less: cost or other basis and sales expenses				
		c Gain or (loss)				
	d Net gain or (loss) ▶					
	8 a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	a 214,085.				
		b Less: direct expenses	b 123,087.			
c Net income or (loss) from fundraising events ▶			90,998.			
9 a Gross income from gaming activities. See Part IV, line 19	a					
	b Less: direct expenses	b				
	c Net income or (loss) from gaming activities ▶					
10 a Gross sales of inventory, less returns and allowances	a					
	b Less: cost of goods sold	b				
	c Net income or (loss) from sales of inventory ▶					
Miscellaneous Revenue		Business Code				
11 a _____						
	b _____					
	c _____					
	d All other revenue					
	e Total. Add lines 11a-11d ▶					
12 Total revenue. See instructions ▶		580,507.	42,229.	0.	0.	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16.				
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees.	48,752.	32,664.	16,088.	0.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).	0.	0.	0.	0.
7 Other salaries and wages.	24,397.	16,346.	8,051.	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).				
9 Other employee benefits.				
10 Payroll taxes.	7,211.	4,831.	2,380.	
11 Fees for services (non-employees):				
a Management.				
b Legal.				
c Accounting.	5,500.	3,685.	1,815.	
d Lobbying.				
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees.				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	2,798.	1,875.	923.	
12 Advertising and promotion.	19,019.	19,019.		
13 Office expenses.				
14 Information technology.				
15 Royalties.				
16 Occupancy.	30,782.	20,624.	10,158.	
17 Travel.				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.	1,775.	1,189.	586.	
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.				
23 Insurance.	2,666.	1,786.	880.	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a DESIGN	116,790.	116,790.		
b PARKING PROGRAM EXPENSE	11,810.	11,810.		
c TELEPHONE	3,219.	2,157.	1,062.	
d OFFICE SUPPLIES	2,889.	1,936.	953.	
e All other expenses.	7,923.	5,310.	2,613.	
25 Total functional expenses. Add lines 1 through 24e.	285,531.	240,022.	45,509.	0.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720).				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X.

		(A) Beginning of year		(B) End of year
Assets	1 Cash – non-interest-bearing	109,350.	1	403,945.
	2 Savings and temporary cash investments		2	
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	29,981.	4	11,335.
	5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges		9	
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 3,819.		
	b Less: accumulated depreciation	10b 3,819.	10c	
	11 Investments – publicly traded securities		11	
	12 Investments – other securities. See Part IV, line 11		12	
	13 Investments – program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	2,783.	15	2,783.
16 Total assets. Add lines 1 through 15 (must equal line 34)	142,114.	16	418,063.	
Liabilities	17 Accounts payable and accrued expenses	13,518.	17	8,803.
	18 Grants payable	14,878.	18	566.
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	9,176.	25	9,176.
	26 Total liabilities. Add lines 17 through 25	37,572.	26	18,545.
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	104,542.	27	72,094.
	28 Temporarily restricted net assets		28	327,424.
	29 Permanently restricted net assets		29	
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building, or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
	33 Total net assets or fund balances	104,542.	33	399,518.
34 Total liabilities and net assets/fund balances	142,114.	34	418,063.	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	580,507.
2	Total expenses (must equal Part IX, column (A), line 25)	2	285,531.
3	Revenue less expenses. Subtract line 2 from line 1	3	294,976.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	104,542.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	399,518.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

1 Accounting method used to prepare the Form 990: Cash Accrual Other _____

If the organization changed its method of accounting from a prior year or checked 'Other,' explain in Schedule O.

2 a Were the organization's financial statements compiled or reviewed by an independent accountant?

If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:

Separate basis Consolidated basis Both consolidated and separate basis

b Were the organization's financial statements audited by an independent accountant?

If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:

Separate basis Consolidated basis Both consolidated and separate basis

c If 'Yes' to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?

If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.

3 a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?

b If 'Yes,' did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.

	Yes	No
2 a		X
2 b	X	
2 c		X
3 a		X
3 b		

DRAFT - FY2021 - Option 1 - Old Town San Diego Chamber of Commerce/BID												
	BID	Chamber/BID	NRP	CEP	CPPS	CPD	CCSD	SDTMD	SBEP	Total		
Income												
40010 - SPECIAL EVENTS INCOME												
Saturday Market		\$ 131,000.00								\$ 131,000.00		
Taste + Tequila		\$ 15,000.00								\$ 15,000.00		
Fiesta Cinco de Mayo						\$ 7,500.00			\$ 10,950.00	\$ 18,450.00		
Lucha Libre Festival						\$ 5,000.00			\$ 3,500.00	\$ 76,210.00		
Beer Festival		\$ 15,000.00								\$ 15,000.00		
Las Posadas							\$ 2,000.00			\$ 2,000.00		
Dia de los Muertos		\$ 46,000.00		\$ 2,500.00		\$ 6,000.00	\$ 8,000.00		\$ 5,550.00	\$ 68,050.00		
Total - SPECIAL EVENTS INCOME		\$ 249,000.00	\$ -	\$ 2,500.00	\$ -	\$ 18,500.00	\$ 10,000.00	\$ 25,710.00	\$ 20,000.00	\$ 325,710.00		
BID ASSESSMENTS	\$ 34,000.00									\$ -		
CHAMBER MEMBERSHIP DUES										\$ 34,000.00		
FUNDRAISING		\$ 24,000.00								\$ -		
GRANTS										\$ 24,000.00		
City Fees										\$ -		
Management Grant									\$ 16,862.00	\$ 16,862.00		
Tech Assistance									\$ 2,000.00	\$ 2,000.00		
Bookkeeping									\$ 3,000.00	\$ 3,000.00		
Parking Revenue										\$ -		
Carry Over	\$ 4,537.01									\$ -		
OTHER (Savings)		\$ 14,777.23								\$ 14,777.23		
Total Revenue	\$ 38,537.01	\$ 287,777.23	\$ -	\$ 2,500.00	\$ -	\$ 18,500.00	\$ 10,000.00	\$ 25,710.00	\$ 41,862.00	\$ 420,349.23		
PERSONNEL & ORGANIZATION												
OCCUPANCY EXPENSE												
RENT	\$ (7,617.00)	\$ (20,193.00)								\$ (27,810.00)		
UTILITIES	\$ (2,120.00)	\$ (2,994.00)								\$ (5,114.00)		
CLEANING		\$ (1,200.00)								\$ (1,200.00)		
STORAGE UNIT										\$ -		
OFFICE RELOCATION										\$ -		
COPIER		\$ (2,760.00)								\$ (2,760.00)		
Total OCCUPANCY EXPENSE	\$ (9,737.00)	\$ (27,147.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (36,884.00)		
STAFFING												
SALARIES												
Executive Director	\$ (7,900.00)	\$ (30,238.00)							\$ (16,862.00)	\$ (55,000.00)		
Chamber Staff		\$ (32,000.00)								\$ (32,000.00)		
Visitor Center Volunteer										\$ -		
WORKER'S COMP INSURANCE	\$ (450.00)	\$ (250.00)								\$ (700.00)		
PAYROLL EXPENSES	\$ (750.00)	\$ (10,000.00)								\$ (10,750.00)		
Total STAFFING	\$ (9,100.00)	\$ (77,488.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (16,862.00)	\$ (98,450.00)		
AUTO/TRAVEL		\$ (1,000.00)								\$ (1,000.00)		
ELECTION EXPENSE	\$ (700.00)	\$ (500.00)								\$ (1,200.00)		
DUES & SUBSCRIPTIONS	\$ (300.00)	\$ (750.00)								\$ (1,050.00)		

DRAFT - FY2021 - Option 1 - Old Town San Diego Chamber of Commerce/BID												
	BID	Chamber	NRP	CEP	CPPS	CPD	CCSD	SOTMD	SBEP	Total		
Annual Report	\$ (750.00)									\$ (750.00)		
PRINTING - Newsletter		\$ (300.00)								\$ (300.00)		
POSTAGE		\$ (7,500.00)								\$ (7,500.00)		
PROFESSIONAL SERVICES	\$ (2,500.00)	\$ (2,200.00)								\$ (4,700.00)		
GEN'L INSURANCE	\$ (1,050.00)	\$ (2,200.00)								\$ (3,250.00)		
WEB SITE	\$ (200.00)	\$ (200.00)								\$ (400.00)		
REPAIR & MAINTENANCE		\$ (300.00)								\$ (300.00)		
AWARDS		\$ (500.00)								\$ (500.00)		
BANK FEES, FIN CH & TAXES		\$ (340.00)								\$ (340.00)		
Bookkeeping	\$ (1,500.01)	\$ (300.00)								\$ (1,800.01)		
OFFICE SUPPLIES	\$ (500.00)	\$ (1,500.00)								\$ (2,000.00)		
Computer hardware/software												
MEETINGS	\$ (100.00)	\$ (1,000.00)								\$ (1,100.00)		
Total ORGANIZATION	\$ (7,600.01)	\$ (15,390.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (5,000.00)	\$ (28,990.01)		
II - EVENTS												
EVENTS/PROJECTS												
SATURDAY MARKET		\$ (61,000.00)								\$ (61,000.00)		
BUSINESS MIXERS			\$ (3,135.00)							\$ (3,135.00)		
TT / TASTE OF OT												
Fiesta Cinco de Mayo										\$ (10,950.00)		
EVENTS										\$ -		
Dia de los Muertos		\$ (30,590.00)		\$ (2,500.00)						\$ (33,090.00)		
Holiday Market			\$ (39,640.00)							\$ (39,640.00)		
Luncha Libre Festival						\$ (3,500.00)				\$ (3,500.00)		
Las Posadas			\$ (10,900.00)				\$ (2,000.00)			\$ (12,900.00)		
Beer Festival										\$ (10,900.00)		
Total Events	\$ -	\$ (145,255.00)	\$ -	\$ (2,500.00)	\$ -	\$ (3,500.00)	\$ (10,000.00)	\$ (25,710.00)	\$ (20,000.00)	\$ (204,975.00)		
DESIGN PROGRAMS												
STREETSCAPE												
STREET MAINTENANCE	\$ (2,700.00)	\$ (4,300.00)								\$ (7,000.00)		
BANNER PROGRAM	\$ (2,800.00)	\$ (4,600.00)								\$ (7,400.00)		
DESIGN SPECIAL PROJECTS		\$ (2,800.00)								\$ (2,800.00)		
Total DESIGN PROGRAMS	\$ (5,500.00)	\$ (11,700.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (17,200.00)		
IV - PROMOTION PROGRAMS												
PARTNER REIMBURSEMENTS												
OTHER ADVERTISING										\$ -		
PRINT/WEB ADVERTISING	\$ (4,500.00)	\$ (3,500.00)								\$ (8,000.00)		
RADIO/TV	\$ (600.00)	\$ (600.00)								\$ (1,200.00)		
EVENT PROMOTION	\$ (500.00)	\$ (500.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,000.00)		
Total PROMOTION PROGRAMS	\$ (5,600.00)	\$ (4,600.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (10,200.00)		
V - COMMUNITY PARKING DIST												

DRAFT - FY2021 - Option 1 - Old Town San Diego Chamber of Commerce/BID										
	BID	Chamber	NRP	CEP	CPS	CPD	CCSD	SDTMD	SBEP	Total
PARTNER PAYMENTS										
INSURANCE						\$ (1,000.00)				\$ (1,000.00)
CLEANING		\$ (6,900.00)				\$ (5,700.00)				\$ (12,600.00)
GARDENING AND LANDSCAPE		\$ (2,300.00)				\$ (1,100.00)				\$ (3,400.00)
REPAIR AND MAINTENANCE						\$ (3,000.00)				\$ (3,000.00)
UTILITIES						\$ (3,000.00)				\$ (3,000.00)
OTHER/UPGRADES						\$ (1,000.00)				\$ (1,000.00)
RESERVE						\$ (200.00)				\$ (200.00)
Total CPD	\$ -	\$ (9,200.00)	\$ -	\$ -	\$ -	\$ (15,000.00)	\$ -	\$ -	\$ -	\$ (24,200.00)
OT - CONTINGENCY	\$ (1,000.00)									\$ (1,000.00)
Total Revenue	\$ 38,537.01	\$ 287,777.23	\$ -	\$ 2,500.00	\$ -	\$ 18,500.00	\$ 10,000.00	\$ 25,710.00	\$ 41,862.00	\$ 424,886.24
Total Expense	\$ (38,537.01)	\$ (285,790.00)	\$ -	\$ (2,500.00)	\$ -	\$ (18,500.00)	\$ (10,000.00)	\$ (25,710.00)	\$ (41,862.00)	\$ (422,899.01)
Net Revenue (deficit)	\$ -	\$ 1,987.23	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,987.23
Management Use Only										



Old Town San Diego Chamber of Commerce

P.O. Box 82686 San Diego, CA 92138 • (619) 291-4903 • (Fax) 291-9383

Resolution

THE BOARD OF DIRECTORS OF THE OLD TOWN BUSINESS IMPROVEMENT DISTRICT APPROVES ENTERING INTO AN AGREEMENT FOR FY2021 BETWEEN THE CITY OF SAN DIEGO AND THE OLD TOWN BUSINESS IMPROVEMENT DISTRICT.

WHEREAS, the Old Town Business Improvement District is a legally constituted nonprofit corporation, under the laws of the State of California, completely directing and in complete control of its own affairs through its own officers or members;

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Old Town Business Improvement District hereby certifies that it agrees entering into an Agreement with the City of San Diego; further, that the Old Town Business Improvement District, whose name is subscribed below, has authority to sign this Resolution.

NOW, THEREFORE, this Resolution was approved and adopted at the duly held regular meeting of the Board of Directors of the Old Town Business Improvement District this 15th day of February 2020.

Approved this 15th day of February 2020.

By: _____

Name: Linda Acuna

Title: Secretary
Old Town Business Improvement District

CITY OF SAN DIEGO
FY21 AUTHORIZED SIGNATURES

Please provide the information listed below to certify the designated individuals authorized to sign documents on the agency's behalf. Self-certification is not acceptable, a second signature is required. Please submit a new form each time any of the listed information is revised during this contract period.

AGENCY: Old Town San Diego Chamber of Commerce

PROJECT: Old Town Business Improvement District

AGENCY BOARD CHAIR/PRESIDENT CERTIFICATION OF DESIGNATED INDIVIDUALS
AUTHORIZED TO SIGN DOCUMENTS ON THE AGENCY'S BEHALF, AS SUBMITTED ON THIS FORM

NAME/TITLE: (Print) Fred Grand / President

SIGNATURE: _____

PRIMARY PERSON AUTHORIZED TO SIGN CONTRACTS AND AMENDMENTS

NAME/TITLE: (Print) Fred Grand / President

SIGNATURE: _____

PRIMARY PERSON AUTHORIZED TO SIGN PROGRAMMATIC REPORTS AND SCOPE ADJUSTMENT
REQUESTS

NAME/TITLE: (Print) Sunny Lee / Executive Director

SIGNATURE: _____

PRIMARY PERSON AUTHORIZED TO SIGN REQUESTS FOR PAYMENT AND BUDGET ADJUSTMENT
REQUESTS

NAME/TITLE: (Print) David Thornton / Treasurer

SIGNATURE: _____



Old Town San Diego Chamber of Commerce

Box 82686 San Diego, CA 92138 • (619) 291-4903 • (Fax) 291-9383

Resolution

THE BOARD OF DIRECTORS OF THE OLD TOWN SAN DIEGO CHAMBER OF COMMERCE APPROVES THE FILING OF AN APPLICATION WITH THE COUNTY OF SAN DIEGO COMMUNITY ENHANCEMENT PROGRAM FUNDING.

WHEREAS, the Old Town San Diego Chamber of Commerce is a legally constituted nonprofit corporation, under the laws of the State of California, completely directing and in complete control of its own affairs through its own officers or members;

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Old Town San Diego Chamber of Commerce hereby approves the filing of an application with the County of San Diego Community Enhancement Program funding for the County's 2020-2021 Fiscal Year.

This Resolution was adopted at a regular meeting of the Board of Directors of the Old Town San Diego Chamber of Commerce this 20th day of February 2019.

Linda Acuna, Secretary



**OLD TOWN SAN DIEGO
CHAMBER OF COMMERCE
OFFICERS/COMMITTEE CHAIRS FY 2020-21**

Election of Officers and Committee Chairs

Director Name	Business	Elected Position
Steve Blasingham	Fred's Mexican Café	
Patty Ducey-Brooks	Presidio Communications	
Linda Acuna	Serra Gifts	
Fred Grand	Grand Enterprises	
Amar Harrag	Tahona Bar	
Ramzi Murad	A Mart	
Diane Powers	Bazaar Del Mundo	
Chuck Ross	Fiesta de Reyes	
Jason Farran	JF WebDesign	
Christine Smith	Café Coyote	
David Thornton	Old Town Trolley Tours	
Robert Barros	Visual Media Group/OTSD Guide	

Committee

Chair

Design Committee	
Economic Restructuring	
Promotion Committee	

Harney Street Weekend Market Revenue

Week Receipts 2018-2019
Week Receipts 2019-2020
Week Receipts 2020-2021

Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total
1-Jul		\$1,540.80		6-Jul	1857.4	\$1,356.15		1-Jul			
7-Jul	\$1,651.35	\$1,497.50		13-Jul	\$1,454.65	\$1,338.90		7-Jul			
14-Jul	\$1,496.95	\$1,410.75		20-Jul	\$1,439.60	\$1,207.00		14-Jul			
21-Jul	\$1,524.50	\$1,157.00		27-Jul	\$1,870.65	\$1,321.15	\$11,845.50	21-Jul			
28-Jul	\$1,777.00	\$1,589.00	\$13,644.85	3-Aug	\$1,813.25	\$1,222.65		28-Jul			\$0.00
4-Aug	\$1,812.20	\$1,399.00		10-Aug	\$2,194.30	\$1,239.15		4-Aug			
11-Aug	\$1,233.00	\$1,268.00		17-Aug	\$1,709.95	\$911.60		11-Aug			
18-Aug	\$1,277.75	\$1,184.00		24-Aug	\$1,934.75	\$1,057.00		18-Aug			
25-Aug	\$1,498.00	\$1,236.00	\$10,907.95	31-Aug	\$1,483.00		\$13,565.65	25-Aug			\$0.00
1-Sep	\$1,547.00	\$1,203.00		1-Sep	\$1,103.95	\$1,507.50		1-Sep			
8-Sep	\$1,586.00	\$1,318.00		7-Sep	\$1,750.00	\$1,050.35		8-Sep			
15-Sep	\$1,426.50	\$1,236.00		14-Sep	\$2,262.78	\$1,632.93		15-Sep			
22-Sep	\$1,362.00	\$1,159.00		21-Sep	\$1,868.20	\$747.75		22-Sep			
29-Sep	\$1,216.00	\$344.00	\$12,397.50	28-Sep	\$1,841.20	\$962.70	\$14,727.36	29-Sep			\$0.00
6-Oct	\$1,179.00	\$863.00		5-Oct	\$1,608.25	\$801.75		6-Oct			
13-Oct	\$1,232.00	\$1,244.00		12-Oct	\$1,757.00	\$1,033.75		13-Oct			
20-Oct	\$1,075.00	\$919.50		19-Oct	\$2,143.90	\$1,128.00		20-Oct			
27-Oct	\$1,718.50	\$1,319.50	\$9,550.50	26-Oct	\$1,849.50	\$1,027.75	\$11,349.90	27-Oct			\$0.00
3-Nov	\$2,922.00	\$2,366.91		2-Nov	\$3,658.71	\$2,299.25		3-Nov			
10-Nov	\$1,566.00	\$1,382.50		9-Nov	\$1,856.05	\$1,058.80		10-Nov			
17-Nov	\$1,439.00	\$958.00		16-Nov	\$1,849.25	\$964.25		17-Nov			
24-Nov	\$1,637.00	\$1,212.00	\$13,483.41	23-Nov	\$1,827.30	\$900.50		24-Nov			\$0.00
1-Dec	\$1,186.00	\$1,154.00		30-Nov	\$1,988.75		\$16,402.86	1-Dec			
8-Dec	\$1,156.00	\$892.00		1-Dec	\$787.75	Dec 7-8 Rain		8-Dec			
15-Dec	\$2,334.00	\$942.00		14-Dec	\$1,765.20	\$1,021.70		15-Dec			
22-Dec	\$1,521.00	\$1,083.50		21-Dec	\$1,761.30	\$899.00		22-Dec			
29-Dec	\$1,555.75	\$1,208.50	\$13,032.75	28-Dec	\$1,736.00	\$863.35	\$8,834.30	29-Dec			\$0.00
5-Jan	\$305.50	\$1,015.60		5-Jan				5-Jan			
12-Jan	\$1,067.50	\$1,083.00		12-Jan				12-Jan			
19-Jan	\$1,796.75	\$1,402.20		19-Jan				19-Jan			
26-Jan	\$1,796.25	\$1,244.30	\$9,711.10	26-Jan			\$0.00	26-Jan			\$0.00
2-Feb	Rained Out	Rained Out		2-Feb				2-Feb			
9-Feb	\$1,629.25	\$1,201.45		9-Feb				9-Feb			
16-Feb	\$1,800.20	Rained Out		16-Feb				16-Feb			
23-Feb	\$1,748.28	\$1,256.80	\$7,635.98	23-Feb			\$0.00	23-Feb			\$0.00
2-Mar	Rained Out	\$1,158.25		2-Mar				2-Mar			
9-Mar	\$2,130.00	\$1,237.75		9-Mar				9-Mar			
16-Mar	\$1,664.50	\$1,299.40		16-Mar				16-Mar			
23-Mar	\$2,157.50	\$1,270.45		23-Mar				23-Mar			
30-Mar	\$1,841.30	\$1,075.20	\$13,834.35	30-Mar			\$0.00	30-Mar			\$0.00
6-Apr	\$1,963.10	\$1,406.90		6-Apr				6-Apr			
13-Apr	\$1,952.80	\$1,141.58		13-Apr				13-Apr			
20-Apr	\$2,083.20	Easter		20-Apr				20-Apr			
27-Apr	\$1,918.00	\$942.80	\$11,408.38	27-Apr			\$0.00	27-Apr			\$0.00
3-May	(Friday) 1158			3-May				3-May			
4-May	\$3,208.75	\$2,636.25		4-May				4-May			
11-May	Rained Out	\$1,288.40		11-May				11-May			
18-May	\$1,764.50	Rained Out		18-May				18-May			
25-May	\$2,012.50			25-May				25-May			
27-May	(MD) 1824.5		\$13,832.00	27-May			\$0.00	27-May			\$0.00
1-Jun	\$1,701.50	\$1,328.30		1-Jun				1-Jun			
8-Jun	\$2,003.10	\$1,263.65		8-Jun				8-Jun			
15-Jun	\$1,811.75	\$1,235.50		15-Jun				15-Jun			
22-Jun	\$1,471.60	\$969.40		22-Jun				22-Jun			
29-Jun	\$1,863.20	\$1,526.20	\$15,174.20	29-Jun			\$0.00	29-Jun			\$0.00
TOTAL	\$ 74,185.88	\$55,253.89	\$ 129,439.77	TOTAL	\$49,172.64	\$27,552.93	\$34,245.45	TOTAL			
Week Avg	\$5,298.99	\$3,946.71	\$9,245.70	Week Avg	\$3,512.33	\$1,968.07	\$5,480.40	Week Avg	\$0.00	\$0.00	\$0.00



Old Town San Diego Chamber of Commerce

2415 San Diego Avenue, STE 104, San Diego, CA 92110
(619) 291-4903

January 14, 2020

Kevin Faulconer
Mayor, City of San Diego
202 C Street
San Diego, CA 92101

Hello Mayor Faulconer,

The Old Town Chamber of Commerce would like to support the draft Sidewalk Vending Ordinance §36.0101 as it pertains to Old Town San Diego. San Diego Avenue is highly trafficked by pedestrians and the current sidewalk vendors obstruct the sidewalks by placing goods on the ground on the sidewalks during peak visitation times. There is currently no method for enforcing these vendors to relocate to a safer area.

The Old Town Chamber of Commerce sees this issue as a safety concern for all visitors to Old Town. It would be in the best interest of the public to ban sidewalk vending on that corridor from Twiggs Street to Conde Street at all times as outlined in the draft ordinance.

Sincerely,

Fred Grand, President
Old Town Chamber of Commerce



Executive Director Monthly Report January 2020

Committee Meetings

Promotions Committee: January 2, 2020

- Jen Singer Events - Día de los Muertos, November 1-2, 2020
- Lucha Libre Festival – September 12, 2020
- Taste & Tequila, October 1, 2020

Additional Meetings/Events

- January 6, 2020 – Christine Smith, Café Coyote, HOTCF
- January 6, 2020 – Colleen Anderson, San Diego Tourism Marketing District
- January 6, 2020 – Laurel McFarlane, McFarlane Promotions
- January 8, 2020 - Tony Lopez & Mike Garnica, FYC Labs
- January 9, 2020 – Fiesta Cinco de Mayo
- January 9, 2020 – Jen Singer, Jen Singer Events
- January 10, 2020 – Presentation, San Diego Tourism Marketing District
- January 13, 2020 – Laurel McFarlane, McFarlane Promotions
- January 13, 2020 – David Thornton, Old Town Trolley Tours
- January 21, 2020 – BID Alliance Executive Committee Meeting
- January 22, 2020 – Ron Fineman, Bird Rock Community Council
- January 23, 2020 – Cristina Ferrette, Torrey Pines Bank
- January 28, 2020 – Samantha Meaney – Patron Spirits
- January 29, 2020 – Susan De La Pena, SDPD Special Events
- January 30, 2020 – Chris Clark, BID Alliance

New Projects:

- Create public monthly e-newsletter
- Create a Membership Brochure
- Research Old Town web cam opportunities/cost
- Shadow/Mentor Denny Knox, Ocean Beach Main Street
- FY2021 CEP Grant Application

Ongoing Projects:

- Prepare agendas for committee and board meetings
- Send email communication outlining meeting schedule multiple times each month
- Respond to community and member questions
- Develop and outline social media schedule

- **Create sponsorship deck for Old Town Chamber of Commerce**
- **Facilitate MAD Formation Research**
- **Facilitate fundraising activities**
- **Harney Street Market Marketing program**
- **FY 2021 CCSD Grant Application**
- **FY2021 BID Budget**
- **FY2021 Sponsorship Decks**
- **Create Associate Membership policy/application**
- **Plan Dia de los Muertos event – November 1-2, 2020**
- **Plan Lucha Libre Festival – September 12, 2020**
- **Plan Taste & Tequila event – October 1, 2020**

Future Projects:

- **Create a video marketing plan for Visitor Center advertisers**
-

Completed Projects:

- **FY 2020 BID Budget**
- **Staffing recommendation**
- **FY20 County CEP Application**
- **Create employee handbook and employment documents for Chamber Staff**
- **Create sponsorship deck for Día de los Muertos**
- **FY19 wrap up**
- **Create sponsorship deck for 250th Commemoration of San Diego**
- **Complete FY2020 CCPS Grant Application**
- **FY2021 CCSD RFQ**
- **2019 Audit Process**

January 2020 Visitor Count

Day	Open	Closed	11-1	1-3	3-5	5-7	Total Daily	Out of Town	Comments
1	Closed	For	New	Year's	Day		0		
2	11	4	8	8	0	0	16	6	
3	11	5	16	14	20	0	50	38	
4	11	5	21	10	30	0	61	19	
5	11	4	23	12	0	0	35	28	
6	11	4	12	16	20	0	48	15	
7	11	4	10	13	10	0	33	15	
8	11	4	16	15	13	0	44	25	
9	11	4	15	4	0	0	19	7	
10	11	4	4	9	0	0	13	9	
11	11	4	9	3	0	0	12	3	
12	11	4	10	12	5		27	16	
13	11	4	10	10	10	0	30	12	
14	11	4	5	0	0	0	5	2	
15	11	4	5	5	8	0	18	5	
16	11	4	15	7	2	0	24	9	
17	11	4	10	9	11	0	30	20	
18	11	4	12	14	12	0	38	14	
19	11	4	20	26	10	0	56	31	
20	MLK	DAY	Holiday				0		
21	11	4	10	10	12	0	32	25	
22	11	4	7	9	0	0	16	6	
23	11	4	15	10	0	0	25	8	
24	11	5	17	23	10	0	50	28	
25	11	5	35	27	12	0	74	17	
26	11	4	5	26	0	0	31	19	
27	11	4	8	9	7	0	24	7	
28	11	4	13	5	0	0	18	7	
29	11	4	6	12	12	0	30	27	
30	11	4	8	14	0	0	22	7	
31	11	5	20	20	5	0	45	31	
TOTALS			365	352	209	0	926	456	



Old Town San Diego Chamber of Commerce

P.O. Box 82686 San Diego, CA 92138 · (619) 291-4903 · (Fax) 291-9383

Board of Directors Meeting

Wednesday, July 17, 2019 @ 8:30 AM

Mormon Battalion Historic Site, 2510 Juan Street

AGENDA

1. Pledge of Allegiance
2. Call to Order & Introductions
3. Non Agenda Public Comments

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."

4. Announcements and Community Reports/Updates - 3 Minutes
5. Administrative Items
 - a. Request for agenda revisions (continuances, change in order, etc.)
 - b. Conflict of interest declarations on agenda items
 - c. Board non-agenda comment

6. Approval of Minutes

Old Town Chamber of Commerce Meeting – June 19, 2019

Action Item

7. Committee Reports

- a. Organization Committee

Action Items:

- i. Financial Reports
 1. Update
 2. MFJ Systems
- ii. Harney Street Market
 1. Promotions Update

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- i. Old Town Lodging Meeting update
- ii. HOTCF merge update

a. Promotions & Marketing Committee

- i. Taste & Tequila - October 3, 2019 Information Item
- ii. Founders Day Street Festival, September 14-15, 2019 (Street Closures)
- iii. Dia de los Muertos, November 1-3, 2019 (Street Closures)
- iv. Next Promotions Meeting
 - 1. Thursday, August 1, 2019, 8:30 a.m., Cafe Coyote

b. Design Committee - Update

- i. Gateway Sign/Entryway Sign update
- ii. Wayfinding Sign update
- iii. Banner Update

c. Parking Committee - Update

7. Executive Director Update

- a. Monthly report - June 2019

8. Unfinished business

9. New business

10. Next Old Town Chamber of Commerce meeting Date

- a. Next Meeting - Wednesday, July 17, 2018, 8:30 a.m. Action Item

11. Adjourn

FY 2020 OTSD Goals

- 1. Pursue every opportunity for grant funding**
- 2. Create silent auction baskets promoting Old Town San Diego**
- 3. More participation in State Park events including looking for funding sources**
- 4. Take HOTCF under the wing of the Old Town Chamber of Commerce**
- 5. More emphasis on Safe & Clean initiatives**

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CHAMBER OF COMMERCE

Old Town San Diego Chamber of Commerce

2415 San Diego Avenue San Diego, CA 92110 (619) 291-4903 info@oldtownsandiego.org

Board of Directors Meeting Minutes

June 19, 2019 / 8:30 AM /Mormon Battalion

Directors Present:

Fred Grand, Patty Ducey-Brooks, Steve Blasingham, Diane Powers, Bob Barros, Christine Smith

Directors Absent:

Chuck Ross, Jason Farran, Ramzi Murad, David Thornton, Linda Acuna

Staff:

Sunny Lee, R. Elisha McLemore

Guests:

Mike Simms, Michaela Valk, Randy Wilde, Vanessa Bernal, Ron LaChance, Alissa Gabriel, Elder Brad Allen, Sister Dantzelle, Officer David Surwilo, Arnie Garcia

Fred Grand, President, called the meeting to order at 8:38 a.m.
Introductions of members and visitors were made.

Non-Agenda Public Comment

Fred Grand – OTSD BOD President

Mr. Grand recapped the Mormon Battalion's Flag Day Event that was on June 15. Veterans in attendance were given medals and made honorary members of the Mormon Battalion.

Officer Surwilo – San Diego Police Department

The SDPD is gearing for the summer. There's still a shortage of officers in San Diego which cause longer response times. Officer Surwilo reiterated that it's important to call either 911 or the non-emergency line before sending an email as backup.

Design Committee

New Banners:

The new banners are bigger in scale and have new colors.

Upcoming Events Update

Founder's Day Street Festival: September 14-15, 2019

Taste & Tequila: October 3, 2019

Dia de los Muertos in November

Announcements and Community Updates

Michaela Valk – Assemblymember Todd Gloria's Office

Legislative has passed their state budget; it's now up to review by the Governor Newsome. He has a month to approve it. As such, the following numbers could change. Balboa Park will receive \$8 million for the restoration of the Botanical Building and \$400K allocated to the International Cottages. The NTC in Points Loma will receive \$9 million for their arts building. TJ River Valley will receive \$15 million to help restore infrastructure there. Jackie Robinson YMCA will have money allocated to restore their pool. \$500 million was also allocated for homeless youth through the SD Unified School District.

Vanessa Bernal – Rep for Councilmember Ward's Office

The City of San Diego's budget has been approved. Some of the highlights are: 36.7 million will be allocated to services & programs for the homeless, \$14.3 million was secured to improve infrastructure and bring mobility choices to neighborhoods. 2 code enforcement officer positions have been added, as well as the reinstatement of the childcare coordinator position. \$200k was allocated for technology updates at the City and \$300k for a study to identify San Diego's vulnerability to climate change. \$9 million is allocated to Balboa Park for roof repairs, restroom improvements, and funding for the Palisades project. The city budget also added an arborist position.

Unfinished Business

None

New Business

none

Meeting adjourned. 10:50 A.M.

Next regular Chamber meeting is scheduled for Wednesday June 19, 2019.

Respectfully submitted,

Signed: _____
Linda Acuna, Secretary

Harney Street Weekend Market Revenue

Week Receipts 2018-2019				Week Receipts 2019-2020				Week Receipts 2020-2021			
Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total
1-Jul		\$1,540.80		6-Jul				1-Jul			
8-Jul	\$1,651.35	\$1,497.50		13-Jul				7-Jul			
14-Jul	\$1,496.95	\$1,410.75		20-Jul				14-Jul			
21-Jul	\$1,524.50	\$1,157.00		27-Jul			\$0.00	21-Jul			
28-Jul	\$1,777.00	\$1,589.00	\$13,644.85	3-Aug				28-Jul			\$0.00
4-Aug	\$1,812.20	\$1,399.00		10-Aug				4-Aug			
11-Aug	\$1,233.00	\$1,268.00		17-Aug				11-Aug			
18-Aug	\$1,277.75	\$1,184.00		24-Aug				18-Aug			
25-Aug	\$1,498.00	\$1,236.00	\$10,907.95	31-Aug			\$0.00	25-Aug			\$0.00
1-Sep	\$1,547.00	\$1,203.00		1-Sep				1-Sep			
8-Sep	\$1,586.00	\$1,318.00		8-Sep				8-Sep			
15-Sep	\$1,426.50	\$1,236.00		15-Sep				15-Sep			
22-Sep	\$1,362.00	\$1,159.00		22-Sep			\$0.00	22-Sep			
29-Sep	\$1,216.00	\$344.00	\$12,397.50	29-Sep				29-Sep			\$0.00
6-Oct	\$1,179.00	\$863.00		6-Oct				6-Oct			
13-Oct	\$1,232.00	\$1,244.00		13-Oct				13-Oct			
20-Oct	\$1,075.00	\$919.50		20-Oct			\$0.00	20-Oct			
27-Oct	\$1,718.50	\$1,319.50	\$9,550.50	27-Oct				27-Oct			\$0.00
3-Nov	\$2,922.00	\$2,366.91		3-Nov				3-Nov			
10-Nov	\$1,566.00	\$1,382.50		10-Nov				10-Nov			
17-Nov	\$1,439.00	\$958.00		17-Nov				17-Nov			
24-Nov	\$1,637.00	\$1,212.00	\$13,483.41	24-Nov			\$0.00	24-Nov			\$0.00
1-Dec	\$1,186.00	\$1,154.00		1-Dec				1-Dec			
8-Dec	\$1,156.00	\$892.00		8-Dec				8-Dec			
15-Dec	\$2,334.00	\$942.00		15-Dec				15-Dec			
22-Dec	\$1,521.00	\$1,083.50		22-Dec				22-Dec			
29-Dec	\$1,555.75	\$1,208.50	\$13,032.75	29-Dec			\$0.00	29-Dec			\$0.00
5-Jan	\$305.50	\$1,015.60		5-Jan				5-Jan			
12-Jan	\$1,067.50	\$1,083.00		12-Jan				12-Jan			
19-Jan	\$1,796.75	\$1,402.20		19-Jan				19-Jan			
26-Jan	\$1,796.25	\$1,244.30	\$9,711.10	26-Jan			\$0.00	26-Jan			\$0.00
2-Feb	Rained Out	Rained Out		2-Feb				2-Feb			
9-Feb	\$1,629.25	\$1,201.45		9-Feb				9-Feb			
16-Feb	\$1,800.20	Rained Out		16-Feb				16-Feb			
23-Feb	\$1,748.28	\$1,256.80	\$7,635.98	23-Feb			\$0.00	23-Feb			\$0.00
2-Mar	Rained Out	\$1,158.25		2-Mar				2-Mar			
9-Mar	\$2,130.00	\$1,237.75		9-Mar				9-Mar			
16-Mar	\$1,664.50	\$1,299.40		16-Mar				16-Mar			
23-Mar	\$2,157.50	\$1,270.45		23-Mar				23-Mar			
30-Mar	\$1,841.30	\$1,075.20	\$13,834.35	30-Mar			\$0.00	30-Mar			\$0.00
6-Apr	\$1,963.10	\$1,406.90		6-Apr				6-Apr			
13-Apr	\$1,952.80	\$1,141.58		13-Apr				13-Apr			
20-Apr	\$2,083.20	Easter		20-Apr				20-Apr			
27-Apr	\$1,918.00	\$942.80	\$11,408.38	27-Apr			\$0.00	27-Apr			\$0.00
3-May	(Friday) 1158			3-May				3-May			
4-May	\$3,208.75	\$2,636.25		4-May				4-May			
11-May	Rained Out	\$1,288.40		11-May				11-May			
18-May	\$1,764.50	Rained Out		18-May				18-May			
25-May	\$2,012.50			25-May				25-May			
27-May	(MD) 1824.5		\$13,832.00	27-May			\$0.00	27-May			\$0.00
1-Jun	\$1,701.50	\$1,328.30		1-Jun				1-Jun			
8-Jun	\$2,003.10	\$1,263.65		8-Jun				8-Jun			
15-Jun	\$1,811.75	\$1,235.50		15-Jun				15-Jun			
22-Jun	\$1,471.60	\$969.40		22-Jun				22-Jun			
29-Jun	\$1,863.20	\$1,526.20	\$15,174.20	29-Jun			\$0.00	29-Jun			\$0.00
TOTAL	\$ 74,185.88	\$55,253.89	\$ 129,439.77	TOTAL				TOTAL			
Week Avg	\$5,298.99	\$3,946.71	\$9,245.70	Week Avg	\$0.00	\$0.00	\$0.00	Week Avg	\$0.00	\$0.00	\$0.00



Executive Director Monthly Report June 2019

Committee Meetings

Promotions Committee: June 6, 2019

- **Día de los Muertos, November 1-3, 2019**
- **250th Founders Day, September 15-16, 2019**
- **Taste & Tequila, October 3, 2019**

Organization Committee: June 11, 2019

- **Harney Street Marketing Campaign**
- **MFJ Systems**
- **Board Retreat**
- **Old Town Lodging Meeting Update**

Additional Meetings/Events

June 1, 2019 – San Diego County Fair

June 6, 2019 – Fiesta Cinco de Mayo Recap Meeting

June 6, 2019 – Vanessa Bernal, Office of Councilmember Ward

June 10, 2019 – BID Alliance Monthly Executive Committee Meeting

June 11, 2019 – Brandon Torres, Office of Supervisor Fletcher

June 12, 2019 – Old Town Community Planning Group

June 20, 2019 – Elizabeth Studebaker, City of San Diego Economic Development

June 20, 2019 – Jared Shue, South Coast Copy

June 21, 2019 – Amie Hayes, Robin Lakin, SOHO

June 25, 2019 – Old Town San Diego State Park Merchants – Marketing and Events

June 26, 2019 – OTSD Safe & Clean Committee

June 27, 2019 – Chloe Spears, OUTFRONT

June 28, 2019 – BID Alliance Monthly Board Meeting

New Projects:

- **Create public monthly e-newsletter**
- **Create a Membership Brochure**
- **Research Old Town web cam opportunities/cost**
- **Shadow/Mentor Denny Knox, Ocean Beach Main Street**
- **Create Associate Membership policy/application**



Old Town San Diego Chamber of Commerce

P.O. Box 82686 San Diego, CA 92138 · (619) 291-4903 · (Fax) 291-9383

Board of Directors Meeting

Wednesday, September 18, 2019 @ 8:30 AM

Mormon Battalion Historic Site, 2510 Juan Street

AGENDA

1. Pledge of Allegiance
2. Call to Order & Introductions
3. Non Agenda Public Comments

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."

4. Assemblymember Todd Gloria
5. Nancy Bjork, San Diego Tourism Authority
6. Announcements and Community Reports/Updates - 3 Minutes
7. Administrative Items
 - a. Request for agenda revisions (continuances, change in order, etc.)
 - b. Conflict of interest declarations on agenda items
 - c. Board non-agenda comment

8. Approval of Minutes

Old Town Chamber of Commerce Meeting – July 17, 2019

Action Item

9. Committee Reports

- a. Organization Committee

Action Items:

- i. Financial Reports
 1. Update
 2. Audit update
- ii. Board Election
 1. Establish Election Committee

- iii. Harney Street Market
 - 1. Promotions Update
- i. Old Town Lodging Meeting update
- ii. HOTCF merge update

a. Promotions & Marketing Committee

- i. Taste & Tequila - October 3, 2019 Information Item
- ii. Founders Day Street Festival, September 14-15, 2019 - Review
- iii. Dia de los Muertos, November 1-3, 2019 (Street Closures)
- iv. Next Promotions Meeting
 - 1. Thursday, October 3, 2019, 8:30 a.m., Cafe Coyote

b. Design Committee - Update

- i. Gateway Sign/Entryway Sign update
- ii. Wayfinding Sign update
- iii. Banner Update

c. Safe & Clean Committee - Update

d. Parking Committee - Update

7. Executive Director Update

- a. Monthly report - July/August 2019

8. Unfinished business

9. New business

10. Next Old Town Chamber of Commerce meeting Date

- a. Next Meeting - Wednesday, October 16, 2019, 8:30 a.m. Action Item

11. Adjourn

FY 2020 OTSD Goals

- 1. Pursue every opportunity for grant funding**
- 2. Create silent auction baskets promoting Old Town San Diego**
- 3. More participation in State Park events including looking for funding sources**
- 4. Take HOTCF under the wing of the Old Town Chamber of Commerce**
- 5. More emphasis on Safe & Clean initiatives**

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CHAMBER OF COMMERCE

Old Town San Diego Chamber of Commerce

2415 San Diego Avenue San Diego, CA 92110 (619) 291-4903 info@oldtownsandiego.org

Board of Directors Meeting Minutes

July 17, 2019 / 8:30 AM /Mormon Battalion

Directors Present:

Fred Grand, Patty Ducey-Brooks, Steve Blasingham, Diane Powers, Bob Barros, Christine Smith, Chuck Ross, Jason Farran, Ramzi Murad, David Thornton

Directors Absent:

Linda Acuna

Staff:

Sunny Lee, R. Elisha McLemore

Guests:

Danella Blount, Randy Wilde, Vanessa Bernal, Elder Brad Allen, Sister Dantzelle Allen, Officer David Surwilo

Fred Grand, President, called the meeting to order at 8:35 a.m.
Introductions of members and visitors were made.

Non-Agenda Public Comment

Fred Grand – OTSD BOD President

Mr. Grand recapped the Presidio Park event kicking off California's 250th Anniversary, which featured San Diego Mayor Kevin Faulconer and other civic officials; the mayor of Tijuana; the Vice Consul of Spain; representatives of the San Diego History Center; and members of the Kumeyaay Nation, which was acknowledged as a significant part of U.S. history and the California community. The event concluded with the raising of the Kumeyaay flag.

Officer Surwilo – San Diego Police Department

Officer Surwilo shared how Ms. Bernal contacted SDPD to make sure there was a police presence before and during the Presidio Park event with extra patrol cars.

Administrative Items

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

Approval of Minutes - Minutes were presented from regular BOD meeting on June 19, 2019.
Tabled until next meeting.

Organization Committee

Financial Reports Update

Audit for FY19 begins on July 19, 2019.

There will be an action plan for financials come September.

Harney Street Market Update

Patty Ducey-Brooks was interviewed by KUSI promoting the Harney Street Market and Old Town in general. There will be link added to the Old Town website. There's now market ad in the Old Town Guide. There's been discussion of adding banners and tri-pod signage to further promote the market. Ms. Ducey-Brook has also provided an ad in Presidio Sentinel for free, in addition to ads in other publications.

Promotion Committee

HOTCF Merger:

It would have to be more of a partnership and there will be further discussion to that effect. The Chamber will continue its support and administrative role with HOTCF.

Taste & Tequila:

There have been some announcements. Advertisements and sign-up sheets are currently in the works.. Marketing will kick off soon.

Founder's Day Street Festival Presentation:

The focus will be on history, education, connection and outreach.

There will be small stages and interactive booths, kids' events, food areas and culturally relevant entertainment.

DOD:

Promotions Committee chose Gensinger events to produce this year's event. The goal is to create a new template for this event. Sponsorships are critical.

Design Committee

Gateway and Entry Signs:

Progress is happening. The gateway project is finally out of the City Planning Dept. There's still work to be done on the base. The Chamber received an extension on our grant to coincide with completion of project.

Banners:

Two new sets of banners are going up with a different design that will work for the whole year.

Upcoming Events Update

Founder's Day Street Festival: September 14-15, 2019

Taste & Tequila: October 3, 2019

Dia de los Muertos in November

Announcements and Community Updates

Vanessa Bernal – Rep for Councilmember Ward's Office

Ms. Bernal briefly recapped the Presidio Park 250th Anniversary kick-off event. There has been discussion on the addition another Kumeyaay Nation flag to the Presidio Park museum and the issue of unnamed burial sites. The City of San Diego is slowing down for the summer.

Randy Wilde – Rep for Assemblyman Todd Gloria

Mr. Wilde didn't have a lot to report due to summer recess. He briefly recapped Assemblyman Gloria's involvement with Presidio Park 250th Anniversary kick-off event. FY2020 Budget was passed successfully.

Unfinished Business

None

New Business

none

Meeting adjourned. 10:03 A.M.

Next regular Chamber meeting is scheduled for Wednesday June 19, 2019.

Respectfully submitted,

Signed: _____
Linda Acuna, Secretary

Harney Street Weekend Market Revenue

Week Receipts 2018-2019
Week Receipts 2019-2020
Week Receipts 2020-2021

Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total
1-Jul		\$1,540.80		6-Jul	1857.4	\$1,356.15		1-Jul			
7-Jul	\$1,651.35	\$1,497.50		13-Jul	\$1,454.65	\$1,338.90		7-Jul			
14-Jul	\$1,496.95	\$1,410.75		20-Jul	\$1,439.60	\$1,207.00		14-Jul			
21-Jul	\$1,524.50	\$1,157.00		27-Jul	\$1,870.65	\$1,321.15	\$11,845.50	21-Jul			
28-Jul	\$1,777.00	\$1,589.00	\$13,644.85	3-Aug	\$1,813.25	\$1,222.65		28-Jul			\$0.00
4-Aug	\$1,812.20	\$1,399.00		10-Aug	\$2,194.30	\$1,239.15		4-Aug			
11-Aug	\$1,233.00	\$1,268.00		17-Aug	\$1,709.95	\$911.60		11-Aug			
18-Aug	\$1,277.75	\$1,184.00		24-Aug	\$1,934.75	\$1,057.00		18-Aug			
25-Aug	\$1,498.00	\$1,236.00	\$10,907.95	31-Aug	\$1,483.00		\$13,565.65	25-Aug			\$0.00
1-Sep	\$1,547.00	\$1,203.00		1-Sep				1-Sep			
8-Sep	\$1,586.00	\$1,318.00		8-Sep				8-Sep			
15-Sep	\$1,426.50	\$1,236.00		15-Sep				15-Sep			
22-Sep	\$1,362.00	\$1,159.00		22-Sep			\$0.00	22-Sep			
29-Sep	\$1,216.00	\$344.00	\$12,397.50	29-Sep				29-Sep			\$0.00
6-Oct	\$1,179.00	\$863.00		6-Oct				6-Oct			
13-Oct	\$1,232.00	\$1,244.00		13-Oct				13-Oct			
20-Oct	\$1,075.00	\$919.50		20-Oct			\$0.00	20-Oct			
27-Oct	\$1,718.50	\$1,319.50	\$9,550.50	27-Oct				27-Oct			\$0.00
3-Nov	\$2,922.00	\$2,366.91		3-Nov				3-Nov			
10-Nov	\$1,566.00	\$1,382.50		10-Nov				10-Nov			
17-Nov	\$1,439.00	\$958.00		17-Nov				17-Nov			
24-Nov	\$1,637.00	\$1,212.00	\$13,483.41	24-Nov			\$0.00	24-Nov			\$0.00
1-Dec	\$1,186.00	\$1,154.00		1-Dec				1-Dec			
8-Dec	\$1,156.00	\$892.00		8-Dec				8-Dec			
15-Dec	\$2,334.00	\$942.00		15-Dec				15-Dec			
22-Dec	\$1,521.00	\$1,083.50		22-Dec				22-Dec			
29-Dec	\$1,555.75	\$1,208.50	\$13,032.75	29-Dec			\$0.00	29-Dec			\$0.00
5-Jan	\$305.50	\$1,015.60		5-Jan				5-Jan			
12-Jan	\$1,067.50	\$1,083.00		12-Jan				12-Jan			
19-Jan	\$1,796.75	\$1,402.20		19-Jan				19-Jan			
26-Jan	\$1,796.25	\$1,244.30	\$9,711.10	26-Jan			\$0.00	26-Jan			\$0.00
2-Feb	Rained Out	Rained Out		2-Feb				2-Feb			
9-Feb	\$1,629.25	\$1,201.45		9-Feb				9-Feb			
16-Feb	\$1,800.20	Rained Out		16-Feb				16-Feb			
23-Feb	\$1,748.28	\$1,256.80	\$7,635.98	23-Feb			\$0.00	23-Feb			\$0.00
2-Mar	Rained Out	\$1,158.25		2-Mar				2-Mar			
9-Mar	\$2,130.00	\$1,237.75		9-Mar				9-Mar			
16-Mar	\$1,664.50	\$1,299.40		16-Mar				16-Mar			
23-Mar	\$2,157.50	\$1,270.45		23-Mar				23-Mar			
30-Mar	\$1,841.30	\$1,075.20	\$13,834.35	30-Mar			\$0.00	30-Mar			\$0.00
6-Apr	\$1,963.10	\$1,406.90		6-Apr				6-Apr			
13-Apr	\$1,952.80	\$1,141.58		13-Apr				13-Apr			
20-Apr	\$2,083.20	Easter		20-Apr				20-Apr			
27-Apr	\$1,918.00	\$942.80	\$11,408.38	27-Apr			\$0.00	27-Apr			\$0.00
3-May	(Friday) 1158			3-May				3-May			
4-May	\$3,208.75	\$2,636.25		4-May				4-May			
11-May	Rained Out	\$1,288.40		11-May				11-May			
18-May	\$1,764.50	Rained Out		18-May				18-May			
25-May	\$2,012.50			25-May				25-May			
27-May	(MD) 1824.5		\$13,832.00	27-May			\$0.00	27-May			\$0.00
1-Jun	\$1,701.50	\$1,328.30		1-Jun				1-Jun			
8-Jun	\$2,003.10	\$1,263.65		8-Jun				8-Jun			
15-Jun	\$1,811.75	\$1,235.50		15-Jun				15-Jun			
22-Jun	\$1,471.60	\$969.40		22-Jun				22-Jun			
29-Jun	\$1,863.20	\$1,526.20	\$15,174.20	29-Jun			\$0.00	29-Jun			\$0.00
TOTAL	\$ 74,185.88	\$55,253.89	\$ 129,439.77	TOTAL	\$15,757.55	\$9,653.60	\$25,411.15	TOTAL			
Week Avg	\$5,298.99	\$3,946.71	\$9,245.70	Week Avg	\$1,125.54	\$689.54	\$1,815.08	Week Avg	\$0.00	\$0.00	\$0.00



Executive Director Monthly Report July 2019

Committee Meetings

Promotions Committee: July 11, 2019

- **Día de los Muertos, November 1-3, 2019 : Presentation: Jen Singer Events**
- **250th Founders Day, September 15-16, 2019**
- **Taste & Tequila, October 3, 2019**
- **SDTA Marketing Campaign**

Organization Committee: July 9, 2019

- **Harney Street Marketing Campaign**
- **Old Town Lodging Meeting Update**
- **Audit update**

Design Committee: July 24, 2019

- **Entry Way Sign Update**
- **Gateway Sign Update**
- **Banner Update**

Additional Meetings/Events

July 8, 2019 – Chris Clark, SD BID Alliance

July 9, 2019 – State Park Marketing

July 16, 2019 – Tony Lopez, FYC Labs

July 16, 2019 – 250th Civic Event

July 17, 2019 – BID Alliance Executive Committee Meeting

July 17, 2019 – Jen Singer, Jen Singer Events

July 18, 2019 – Tom Woolway, Torrey Pines Bank

July 19, 2019 – Laurel McFarlane, McFarlane Promotions

July 23, 2019 – Creative Communities San Diego Celebration and Workshop

July 25, 2019 – BID Alliance Meeting

July 25, 2019 – Street Vending Hearing

July 26, 2019 – Founders' Day Meeting

July 29, 2019 – JR Tolver, State Farm Insurance

July 30, 2019 – Tom Woolway and Devon Foster, Torrey Pines Bank

July 30, 2019 – Michael Cox, East Village Association

New Projects:

- **Create public monthly e-newsletter**
- **Create a Membership Brochure**
- **Research Old Town web cam opportunities/cost**
- **Shadow/Mentor Denny Knox, Ocean Beach Main Street**
- **Create Associate Membership policy/application**
- **2019 Audit Process**

Ongoing Projects:

- **Prepare agendas for committee and board meetings**
- **Send email communication outlining meeting schedule multiple times each month**
- **Respond to community and member questions**
- **Develop and outline social media schedule**
- **Create sponsorship deck for Old Town Chamber of Commerce**
- **Facilitate MAD Formation Research**
- **Facilitate communication between legal counsel and Paris Davis**
- **Facilitate planning for 250th Commemoration events in Old Town San Diego**
- **Facilitate fundraising activities**
- **Harney Street Market Marketing program**
-

Future Projects:

- **Create a video marketing plan for Visitor Center advertisers**

Completed Projects:

- **FY 2020 BID Budget**
- **Staffing recommendation**
- **FY20 County CEP Application**
- **Create employee handbook and employment documents for Chamber Staff**
- **Create sponsorship deck for Día de los Muertos**
- **FY19 wrap up**
- **Create sponsorship deck for 250th Commemoration of San Diego**



Executive Director Monthly Report August 2019

Committee Meetings

Promotions Committee: August 1, 2019

- **Día de los Muertos, November 1-3, 2019**
- **250th Founders Day, September 15-16, 2019**
- **Taste & Tequila, October 3, 2019**
- **SDTA Marketing Campaign**

Design Committee: August 21, 2019

- **Entry Way Sign Update**
- **Gateway Sign Update**
- **Banner Update**

Additional Meetings/Events

August 7, 2019 – Jason Noble, City Beat

August 8, 2019 – Founders' Day Meeting

August 9, 2019 – Cointreau

August 15, 2019 – BID Alliance Executive Meeting

August 21, 2019 – Ashley Bailey, Office of Mayor Kevin Faulconer

August 21, 2019 – Heritage Park Walkthrough

August 22, 2019 – BID Alliance Meeting

August 22, 2019 – Founders' Day Meeting

August 23, 2019 – Jen Singer Events

August 23, 2019 – Victor Santana, Old Town Market

August 27, 2019 – Youngs Market, Taste & Tequila

August 27, 2019 – Nancy Bjork, SDTA

August 28, 2019 – KFMB and Canon Walkthrough for Founders' Day

August 29, 2019 – Founders' Day Meeting

New Projects:

- **Create public monthly e-newsletter**
- **Create a Membership Brochure**
- **Research Old Town web cam opportunities/cost**

- **Shadow/Mentor Denny Knox, Ocean Beach Main Street**
- **Create Associate Membership policy/application**
- **2019 Audit Process**

Ongoing Projects:

- **Prepare agendas for committee and board meetings**
- **Send email communication outlining meeting schedule multiple times each month**
- **Respond to community and member questions**
- **Develop and outline social media schedule**
- **Create sponsorship deck for Old Town Chamber of Commerce**
- **Facilitate MAD Formation Research**
- **Facilitate communication between legal counsel and Paris Davis**
- **Facilitate planning for 250th Commemoration events in Old Town San Diego**
- **Facilitate fundraising activities**
- **Harney Street Market Marketing program**

Future Projects:

- **Create a video marketing plan for Visitor Center advertisers**
- **Begin grant writing for FY2021**

Completed Projects:

- **FY 2020 BID Budget**
- **Staffing recommendation**
- **FY20 County CEP Application**
- **Create employee handbook and employment documents for Chamber Staff**
- **Create sponsorship deck for Día de los Muertos**
- **FY19 wrap up**
- **Create sponsorship deck for 250th Commemoration of San Diego**



Old Town San Diego Chamber of Commerce

2415 San Diego Avenue, STE 104, San Diego, CA 92110
(619) 291-4903

Board of Directors Meeting

Wednesday, October 16, 2019 @ 8:30 AM
Mormon Battalion Historic Site, 2510 Juan Street

AGENDA

1. Pledge of Allegiance
2. Call to Order & Introductions
3. Non Agenda Public Comments

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."

4. Announcements and Community Reports/Updates - 3 Minutes
5. Administrative Items
 - a. Request for agenda revisions (continuances, change in order, etc.)
 - b. Conflict of interest declarations on agenda items
 - c. Board non-agenda comment

6. Approval of Minutes

Old Town Chamber of Commerce Meeting – September 18, 2019

Action Item

7. Committee Reports

- a. Organization Committee

Action Items:

- i. Financial Reports
 1. Audit update
- ii. Board Election update
- iii. Harney Street Market update
- i. Old Town Lodging Meeting update

- a. Promotions & Marketing Committee

- i. Taste & Tequila - October 3, 2019

Information Item

- ii. Dia de los Muertos, November 1-3, 2019 (Street Closures)
- iii. 2020 Event Dates - Sponsorship opportunities
- iv. Next Promotions Meeting

1. Thursday, November 7, 2019, 8:30 a.m., Cafe Coyote

b. Design Committee - Update

- i. Gateway Sign/Entryway Sign update
- ii. Banner Update

c. Safe & Clean Committee - Update

d. Parking Committee - Update

7. Executive Director Update

- a. Monthly report - September 2019

8. Unfinished business

9. New business

10. Next Old Town Chamber of Commerce meeting Date

- a. Next Meeting - Wednesday, November 20, 2019, 8:30 a.m.

Action Item

11. Adjourn

FY 2020 OTSD Goals

- 1. Pursue every opportunity for grant funding**
- 2. Create silent auction baskets promoting Old Town San Diego**
- 3. More participation in State Park events including looking for funding sources**
- 4. Take HOTCF under the wing of the Old Town Chamber of Commerce**
- 5. More emphasis on Safe & Clean initiatives**

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.



CHAMBER OF COMMERCE

Old Town San Diego Chamber of Commerce

2415 San Diego Avenue San Diego, CA 92110 (619) 291-4903 info@oldtownsandiego.org

Board of Directors Meeting Minutes

September 18, 2019 / 8:30 AM /Mormon Battalion

Directors Present:

Fred Grand, Patty Ducey-Brooks, Steve Blasingham, Diane Powers, Bob Barros, Christine Smith, Chuck Ross, Jason Farran, Ramzi Murad, David Thornton, Linda Acuna

Staff:

Sunny Lee, R. Elisha McLemore

Guests:

Nancy Bjork, Joselo Leon, Lilia Flores, Norma Flores, Elder & Sister Barnes, Vanessa Bernal, Jason Weitz, Zach Bunshaft, Elder Brad Allen, Sister Dantzelle Allen, Paul Chace, Alejandra Mogliner

Assemblyman Todd Gloria stopped by to speak with Old Town board members and attendees. He touched on several different topics, including the housing deficient in California.

Fred Grand, President, called the meeting to order at 8:42 a.m. Introductions of members and visitors were made.

Non-Agenda Public Comment

Paul Chace – Presidio Heritage Trust

Mr. Chace spoke briefly about the Presidio Heritage Trust newsletter & what it has to offer.

Presentation: Nancy Bjork - San Diego Tourism Authority

Nancy Bjork shared with meeting attendees a co-op opportunity with SDTA on 3 month basis at \$500 for participating hotels and individual businesses. The SDTA can help with the creation of the ads. The business will be on website's 4-5 landing pages devoted to Old Town (or create their own); driving traffic to their websites. ED Miss Lee and Ms. Bjork will work on e-blast highlighting this available opportunity to Old Town Chamber business members.

Administrative Items

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

Straw Vote for support of Presidio Park Burial Site Monument – Unanimous

Approval of Minutes - Minutes were presented from regular BOD meeting on July 17, 2019.

MOTION: To approve the minutes of July 17, 2019:

M/S/A Ramzi Murad/Steve Blasingham (#9-18-19-1) - Motion Passed 9-0-1 A Linda Acuna, Fred Grand

Organization Committee

Financial Reports Update

Audit 2019 is still in process and heading towards completion.

OT Chamber Board Election Committee

Christine Smith and Jason Farran volunteered to be on the committee.

Harney Street Market Update

Vendors were happy with the Founder's Day placements for the market during the weekend.

Promotion Committee

HOTCF Merger:

No update at this time. The partnership agreement still needs to be outlined.

Taste & Tequila:

70 tickets have been sold already. There will be another City Beat sweepstakes highlighting the event and last week they have been targeting ticket sales only. Old Town Businesses can purchase tickets at a reduced price and sell them on-site.

Founder's Day Wrap-up:

BP Grand shared highlights of the Founder's Day press conference that was held on the steps of the Whaley House. There was media coverage from CBS, ABC, KFMB and others plus a positive article from Union Tribune. ED Lee and Ms. Ducey-Brooks recapped the successful beer garden and weekend.

DOD:

The event needs more sponsors.

Design Committee

Gateway and Entry Signs:

There has been a snag with the big arch gateway sign. The support columns on each side infringe too much on the sidewalk. The proposed build out solution into the street hasn't been accepted by the City.

Safe and Clean Committee

BP Grand shared that at the recent meeting, there was a great turnout with representatives from OT State Park, County Parks, SDPD and City of San Diego. They discussed the homeless concerns and issues that affect them all.

Upcoming Events Update

Taste & Tequila: October 3, 2019

Dia de los Muertos in November

Announcements and Community Updates

Vanessa Bernal – Rep for Councilmember Ward's Office

Miss Bernal informed the BODs that she's delivering her final report. September 20th is her last day with Councilmember Ward's office. Board President Grand shared that Councilmember Ward and himself presented Miss Bernal with a Proclamation of Excellence during the Founder's Day weekend for all her great work with the Old Town Chamber and community.

Miss Bernal went on to discuss the Presidio Drive & Jackson Street Traffic Study. The study will take about a year with community input encouraged. Tyler Renner will be taking over the projects and monthly reports. In addition, the awardees for the Presidio Golf Course RFP will be announced Oct 4, 2019.

Another item to look out for is the ongoing sidewalk vending ordinance. The new proposed addition to the ordinance includes distance regulations. This ordinance will go committee late in November. Last, Presidio Park Art Installation is still in the research process for best location for it. The completion of the installation is slated for Winter 2021.

Jason Weisz- Rep for Pro-Tem Senator Toni Atkins Office

Legislative Year 1 session has wrapped up. Senator Atkin's historic tax credit bill did pass out of legislative. The state would offer 20-25% of the cost in tax credits to a historic structure. SB1 was passed out as well. This bill would protect the environment; water quality, air quality, etc. The governor has not signed it as of yet.

Mr. Weisz ended his report on high note: the budget that was passed in July included enough money to pay for a 2 years of tuition for first year, full-time community college students in California.

Zach Bunshaft – Rep for Congresswomen Susan Davis's Office

Mr. Bunshaft shared that Congresswoman Davis will not seek another term in 2020. Until then she will continue to give her position the same commitment and vigor she has for the last 20 years. Mr. Bunshaft spoke briefly about the Nav-War properties.

In July of this year, a MOU was signed between Nav-War and Sandag essentially saying they're in open communications regarding a San Diego Grand Central Station. This would incorporate possible bus lines, trolley and coaster & airport connections. Board Members shared their concerns with Mr. Bunshaft about the lack of care of Pacific Highway.

Unfinished Business

None

New Business

none

Meeting adjourned. 10:43 A.M.

Next regular Chamber meeting is scheduled for Wednesday October 16, 2019.

Respectfully submitted,

Signed: _____
Linda Acuna, Secretary

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**OLD TOWN SAN DIEGO
CHAMBER OF COMMERCE**

Financial Statements
For The Fiscal Year Ended June 30, 2019 & 2018
Independent Auditors' Report

**OLD TOWN SAN DIEGO
CHAMBER OF COMMERCE
June 30, 2019 & 2018**

Table of Contents

<u>Page</u>	<u>Description</u>
1-2	Accountants' Report
3	Statements of Financial Position
4	Statements of Activity
5	Statements of Cash Flow
6-10	Notes to Financial Statements
11	Schedule of Functional Expenses

INDEPENDENT AUDITORS' REPORT

To Board of Directors
Old Town San Diego Chamber of Commerce
San Diego, California

We have audited the accompanying financial statements of Old Town San Diego Chamber of Commerce (a Non-Profit Organization), which comprise of the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Old Town San Diego Chamber of Commerce as of June 30, 2019 and 2018, and the changes in its net assets, and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on page 9 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Report on Summarized Comparative Information

We have previously audited Old Town San Diego Chamber of Commerce financial statements as of June 30, 2018, and we expressed an unmodified audit opinion on those audited financial statements in our report dated February 13, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Guerrero, Jimenez, Diaz & Co., LLP
Certified Public Accountants
September 18, 2019

OLD TOWN SAN DIEGO CHAMBER OF COMMERCE
Statements of Financial Position
June 30, 2019 & 2018

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ASSETS

	2019	2018
Current Assets		
Cash in Banks	\$ 403,945	\$ 109,350
Accounts Receivable	11,335	29,981
Total Current Assets	415,280	139,331
Office Furniture	409	409
Office Equipment	3,410	3,410
Accumulated Depreciation & Amortization	(3,819)	(3,819)
Total Fixed Assets	-	-
Security Deposit	2,783	2,783
Total Other Assets	2,783	2,783
 Total Assets	 \$ 418,063	 \$ 142,114

LIABILITIES & NET ASSETS

Liabilities:		
Accounts Payable	\$ 8,803	\$ 13,518
Income Tax Liability	9,176	9,176
Grant Advances	566	14,878
Total Liabilities	18,545	37,572
 Net Assets		
Without donor restrictions:		
Undesignated	72,094	104,542
With donor restrictions:	327,424	-
Total Net Assets	399,518	104,542
 Total Liabilities & Net Assets	 \$ 418,063	 \$ 142,114

The accompanying notes are an integral part of these financial statements.

OLD TOWN SAN DIEGO CHAMBER OF COMMERCE

Statements of Activity
For the Year Ended June 30, 2019 & 2018

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	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>2019</u>	<u>2018</u>
<u>Operating activities</u>				
Support and Revenue:				
B.I.D. Reimbursement	\$ 34,506	\$ -	\$ 34,506	\$ 31,540
SBEP	16,914	-	16,914	17,101
Fundraising	18,150	-	18,150	22,628
Special Events Income	214,085	-	214,085	165,595
City of San Diego Funding for Special Events	-	-	-	11,544
Grants	-	412,216	412,216	6,485
Net Assets Released from Restrictions	-	-	-	-
Other Revenue	7,723	-	7,723	3,670
Total Revenues	<u>291,378</u>	<u>412,216</u>	<u>703,594</u>	<u>258,563</u>
Operating Expenses:				
Program Services	270,301	84,792	355,093	260,144
General & Management	53,525	-	53,525	48,596
Total Expenses	<u>323,826</u>	<u>84,792.00</u>	<u>408,618</u>	<u>308,740</u>
Increase/(Decrease) in Undesignated Net Assets	(32,448)	327,424	294,976	(50,177)
Net Assets, Beginning of Year	<u>104,542</u>	<u>-</u>	<u>104,542</u>	<u>154,719</u>
Net Assets, End of Year	<u>\$ 72,094</u>	<u>327,424</u>	<u>\$ 399,518</u>	<u>\$ 104,542</u>

The accompanying notes are an integral part of these financial statements.

OLD TOWN SAN DIEGO CHAMBER OF COMMERCE
Statements of Cash Flow
For the Year Ended June 30, 2018 & 2019

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	2019	2018
Cash Flows from Operating Activities:		
Increase/(Decrease) in Unrestricted Net Assets	\$ 294,976	\$ (50,177)
Adjustments to reconcile Change in Net Assets to Net Cash Provided by Operating Activities:		
Decrease/(Increase) in Accounts Receivable	18,646	1,664
Increase/(Decrease) in Accounts Payable	(4,715)	9,745
Increase/(Decrease) in Other Liabilities	(14,312)	14,878
Total Adjustments	(381)	26,287
Net Cash Provided by Operating Activities	294,595	(23,890)
Cash Flows from Investing Activities	-	-
Cash Flows from Financing Activities	-	-
Net Increase/(Decrease) in Cash	294,595	(23,890)
Cash at Beginning of Period	109,350	133,240
Cash at End of Period	\$ 403,945	\$ 109,350

The accompanying notes are an integral part of these financial statements.

OLD TOWN SAN DIEGO CHAMBER OF COMMERCE
Notes to Financial Statements
June 30, 2019 & 2018

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NOTE 1- Summary of Significant Accounting Policies

Nature of Business

Old Town San Diego Chamber of Commerce (the "Organization") is a non-profit consortium of local businesses organized in 1945 for the purpose of promoting, improving and fostering business conditions in the City of San Diego in the area commonly known as Old Town pursuant to City Ordinance 286021, which established and defined a parking and business improvement area as the Old Town San Diego Chamber of Commerce under the provisions of the Parking and Business Improvement Area of Law of 1979 of the State of California and enabling ordinances of the City of San Diego.

Depreciation

The Organization's equipment and furniture is fully depreciated.

Income tax status

The Organization has been granted exemption from federal income tax under Section 501(c)6 of the Internal Revenue Code and similar California law under Sections 9910-9927 of the Corporation codes and is not subject to income taxes on related business income. Management of the Organization has evaluated its tax position and related income tax contingencies. Management does not believe that any material uncertain tax position exists with the exception of prior years penalties and interests described in Note 6. The Organization generally is no longer subject to income tax examinations by federal authorities for the years ending June 30, 2014 and before and by state authorities for years ending June 30, 2013 and before.

Basis of Accounting

The financial statements of the Organization are prepared on the accrual basis of accounting.

Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect reported amounts. These estimates are based on information available as of the date of the financial statements, therefore, actual results could differ from these estimates.

Basis of Presentation

The financial statements of the organization have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require the Organization to report information regarding its financial position and activities according for the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Organization's management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions

will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activity.

Measure of Operations

The statement of activity reports all changes in net assets, including changes in net assets from operating and nonoperating activities. Operating activities consist of those items attributable to the Organization's ongoing programs. Nonoperating activities are limited to resources that generate return from long-term investments and other activities considered to be of a more unusual or nonrecurring nature.

Revenue Recognition

Old Town San Diego Chamber of Commerce is funded principally through the administration of contracts and grants with the City and County of San Diego (special assessment districts BID, SBEP, etc.). Additional funds are generated from special projects and special events.

Functional Allocation of Expenses

The statement of functional expenses presents expense by function and natural classification. Expenses directly attributable to a specific functional area of the Organization are reported as expenses of those functional areas. A portion of costs that benefit multiple functional areas (indirect costs) have been allocated across programs and supporting services based on the full-time employee equivalents of programs or supporting service.

New Accounting Pronouncement

In August 2016, the Financial Accounting Standards Board (FASB) issued ASU 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. This ASU amends the current nonprofit reporting model and enhances nonprofit organizations required disclosures. The ASU addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The Organization has adjusted the presentation of these statements accordingly.

Subsequent Events

Subsequent events are events or transactions that occur after the statement of financial position date but before financial statements are available to be issued. The Organization recognizes in the financial statements, the effects of all subsequent events that provide additional evidence about conditions that existed at that date, including the estimates inherent in the process of preparing financial statements. The Organization's financial statements do not recognize subsequent events that provide evidence about conditions that did not exist at the date of the statement of financial position, but arose after that date and before the financial statements are available to be issued.

The Organization has evaluated subsequent events through September 18, 2019, which is the date the financial statements are available for issuance, and concluded that there were no events or transactions that needed to be disclosed.

NOTE 2 – Accounts Receivable

The accounts receivable represents unpaid claims submitted to the City of San Diego and various customers for expenditures incurred through the fiscal year ended June 30, 2019 and 2018, listed as follows:

	<u>2019</u>	<u>2018</u>
City of San Diego	-	27,231
Event Sponsor	<u>11,335</u>	<u>2,750</u>
Total Claims Due	<u>\$11,335</u>	<u>\$29,981</u>

NOTE 3 – Special Events Income

The Special Events Income and City of San Diego EDTS Funding for Special Events account comprised of the following:

	<u>2019</u>	<u>2018</u>
Art Festival	-	28,991
Saturday Market	134,798	84,218
Taste of Old Town	18,206	26,562
Other	<u>61,081</u>	<u>37,368</u>
Total Special Events Income	<u>\$214,085</u>	<u>\$177,139</u>

NOTE 4 – Special Events Expense

The Special Events expense account represents expenses incurred for the following events:

	<u>2019</u>	<u>2018</u>
Art Festival	1,288	35,601
Saturday Market	74,167	19,817
Taste of Old Town	7,030	9,569
Others	<u>40,602</u>	<u>39,603</u>
Total Special Events Expense	<u>\$123,087</u>	<u>\$104,590</u>

NOTE 5 – Pending Lawsuit

Old Town Chamber of Commerce is one of the nonprofit Organizations named as defendants in three lawsuits filed by San Diegans for Open Government (Plaintiff/Petitioner):

The first one was filed in 2014, an additional lawsuit was filed in 2015 which has been consolidated with the original 2014 lawsuit and is considered one lawsuit.

On June 6, 2018, a second lawsuit was filed to challenge the most recent fiscal year which is nearly exactly the same as the 2014 case. The Municipal Defendants have filed a

motion with the court to narrow this case down to a single lawsuit (similar to the first case). The Municipal Defendants also filed a motion to consolidate this lawsuit with the 2014 case as it involves exactly the same issues.

The above lawsuits challenge Municipal Defendants' authorization of a variety of tax levies and collections labeled as "assessments" by Municipal Defendants in order to avoid public scrutiny without first obtaining the requisite approval of the voters of the City of San Diego, and the approval of the illegal tax and related contracts in violation of conflict-of-interest laws. Municipal Defendants deny that the challenged assessments are taxes within the relevant definition and that public approval of them is required.

On February 2018, San Diegans for Open Government filed a third lawsuit, petition for Writ of Mandate under the California Public Records Act and Other Laws. On April 19, 2019 the entire consolidated case was stayed pending before the California Supreme Court. As of October 19, 2018, the date the last status conference was held, this matter is still stayed, pursuant to the Court's agreement to stay the matter. A status conference in the case will be scheduled for May 8, 2020.

NOTE 6 – Income Tax Liability

The Income Tax Liability amount of \$9,176 represents penalties plus interest due to the Internal Revenue Service for tax years 2003, 2005, and 2008 due to late filing of tax returns. The Organization is currently working with the IRS to have this liability abated.

NOTE 7 – Liquidity and Availability of Resources

The Organization's financial assets available for general expenditure, that is without donor restrictions limiting their use within one year of the statement of position date, are as follows:

Cash and cash equivalents	\$403,945
Accounts Receivable	<u>11,335</u>
Total financial assets available within one year	<u>415,280</u>
Less:	
Amounts unavailable for general expenditures within one year due to:	
Restricted by donors with purpose restrictions	327,424
Amounts unavailable to management without Board of Directors approval:	-
Total financial assets available to management for General expenditure within one year	<u>\$ 87,856</u>

The Organization maintains policies of structuring its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

NOTE 8 – Net Assets without Donor Restrictions

The Organization has undesignated Net Assets without donor restrictions of \$72,094 at June 30, 2019.

NOTE 9 – Net Assets with Donor Restrictions

Net assets with donor restrictions of \$327,424 are restricted for installation of public signs.

OLD TOWN SAN DIEGO CHAMBER OF COMMERCE
Schedule of Functional Expenses
For the Year Ended June 30, 2019 & 2018

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PRELIMINARY & TENTATIVE
for DISCUSSION PURPOSES ONLY

Expenses:	<u>Program Services</u>	<u>General & Management</u>	<u>2019 Total</u>	<u>2018 Total</u>
Accounting	\$ 3,685	1,815	\$ 5,500	\$ 4,900
Advertising	19,019	-	19,019	14,365
Bank Fees	654	322	976	181
Auto Expense	510	218	728	768
Designs	116,790	-	116,790	52,402
Dues & Subscriptions	704	347	1,050	1,050
Election Expenses	1,320	650	1,970	725
Insurance	1,786	880	2,666	2,778
Meetings	1,189	586	1,775	910
Miscellaneous	1,110	546	1,656	283
Parking	11,810	-	11,810	12,089
Postage	143	70	213	123
Professional fees	1,875	923	2,798	2,260
Rent	20,624	10,158	30,782	28,548
Salaries & Payroll Taxes	45,805	34,555	80,360	72,720
Supplies	1,936	953	2,889	2,973
Special Events	123,087	-	123,087	104,590
Website	784	386	1,170	357
Annual Report	-	-	-	1,527
Awards	-	-	-	384
Telephone	2,157	1,062	3,219	3,046
Repairs & Maintenance	107	53	160	1,761
Total Expenses	\$ 355,093	53,525	\$ 408,618	\$ 308,740

The accompanying notes are an integral part of these financial statements.

Harney Street Weekend Market Revenue

Week Receipts 2018-2019				Week Receipts 2019-2020				Week Receipts 2020-2021			
Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total	Week	Sat Receipts	Sun Receipts	M Total
1-Jul		\$1,540.80		6-Jul	1857.4	\$1,356.15		1-Jul			
7-Jul	\$1,651.35	\$1,497.50		13-Jul	\$1,454.65	\$1,338.90		7-Jul			
14-Jul	\$1,496.95	\$1,410.75		20-Jul	\$1,439.60	\$1,207.00		14-Jul			
21-Jul	\$1,524.50	\$1,157.00		27-Jul	\$1,870.65	\$1,321.15	\$11,845.50	21-Jul			
28-Jul	\$1,777.00	\$1,589.00	\$13,644.85	3-Aug	\$1,813.25	\$1,222.65		28-Jul			\$0.00
4-Aug	\$1,812.20	\$1,399.00		10-Aug	\$2,194.30	\$1,239.15		4-Aug			
11-Aug	\$1,233.00	\$1,268.00		17-Aug	\$1,709.95	\$911.60		11-Aug			
18-Aug	\$1,277.75	\$1,184.00		24-Aug	\$1,934.75	\$1,057.00		18-Aug			
25-Aug	\$1,498.00	\$1,236.00	\$10,907.95	31-Aug	\$1,483.00		\$13,565.65	25-Aug			\$0.00
1-Sep	\$1,547.00	\$1,203.00		1-Sep	\$1,103.95	\$1,507.50		1-Sep			
8-Sep	\$1,586.00	\$1,318.00		7-Sep	\$1,750.00	\$1,050.35		8-Sep			
15-Sep	\$1,426.50	\$1,236.00		14-Sep	\$2,262.78	\$1,632.93		15-Sep			
22-Sep	\$1,362.00	\$1,159.00		21-Sep	\$1,868.20	\$747.75		22-Sep			
29-Sep	\$1,216.00	\$344.00	\$12,397.50	28-Sep	\$1,841.20	\$962.70	\$14,727.36	29-Sep			\$0.00
6-Oct	\$1,179.00	\$863.00		6-Oct				6-Oct			
13-Oct	\$1,232.00	\$1,244.00		13-Oct				13-Oct			
20-Oct	\$1,075.00	\$919.50		20-Oct				20-Oct			
27-Oct	\$1,718.50	\$1,319.50	\$9,550.50	27-Oct				27-Oct			\$0.00
3-Nov	\$2,922.00	\$2,366.91		3-Nov				3-Nov			
10-Nov	\$1,566.00	\$1,382.50		10-Nov				10-Nov			
17-Nov	\$1,439.00	\$958.00		17-Nov				17-Nov			
24-Nov	\$1,637.00	\$1,212.00	\$13,483.41	24-Nov			\$0.00	24-Nov			\$0.00
1-Dec	\$1,186.00	\$1,154.00		1-Dec				1-Dec			
8-Dec	\$1,156.00	\$892.00		8-Dec				8-Dec			
15-Dec	\$2,334.00	\$942.00		15-Dec				15-Dec			
22-Dec	\$1,521.00	\$1,083.50		22-Dec				22-Dec			
29-Dec	\$1,555.75	\$1,208.50	\$13,032.75	29-Dec			\$0.00	29-Dec			\$0.00
5-Jan	\$305.50	\$1,015.60		5-Jan				5-Jan			
12-Jan	\$1,067.50	\$1,083.00		12-Jan				12-Jan			
19-Jan	\$1,796.75	\$1,402.20		19-Jan				19-Jan			
26-Jan	\$1,796.25	\$1,244.30	\$9,711.10	26-Jan			\$0.00	26-Jan			\$0.00
2-Feb	Rained Out	Rained Out		2-Feb				2-Feb			
9-Feb	\$1,629.25	\$1,201.45		9-Feb				9-Feb			
16-Feb	\$1,800.20	Rained Out		16-Feb				16-Feb			
23-Feb	\$1,748.28	\$1,256.80	\$7,635.98	23-Feb			\$0.00	23-Feb			\$0.00
2-Mar	Rained Out	\$1,158.25		2-Mar				2-Mar			
9-Mar	\$2,130.00	\$1,237.75		9-Mar				9-Mar			
16-Mar	\$1,664.50	\$1,299.40		16-Mar				16-Mar			
23-Mar	\$2,157.50	\$1,270.45		23-Mar				23-Mar			
30-Mar	\$1,841.30	\$1,075.20	\$13,834.35	30-Mar			\$0.00	30-Mar			\$0.00
6-Apr	\$1,963.10	\$1,406.90		6-Apr				6-Apr			
13-Apr	\$1,952.80	\$1,141.58		13-Apr				13-Apr			
20-Apr	\$2,083.20	Easter		20-Apr				20-Apr			
27-Apr	\$1,918.00	\$942.80	\$11,408.38	27-Apr			\$0.00	27-Apr			\$0.00
3-May	(Friday) 1158			3-May				3-May			
4-May	\$3,208.75	\$2,636.25		4-May				4-May			
11-May	Rained Out	\$1,288.40		11-May				11-May			
18-May	\$1,764.50	Rained Out		18-May				18-May			
25-May	\$2,012.50			25-May				25-May			
27-May	(MD) 1824.5		\$13,832.00	27-May			\$0.00	27-May			\$0.00
1-Jun	\$1,701.50	\$1,328.30		1-Jun				1-Jun			
8-Jun	\$2,003.10	\$1,263.65		8-Jun				8-Jun			
15-Jun	\$1,811.75	\$1,235.50		15-Jun				15-Jun			
22-Jun	\$1,471.60	\$969.40		22-Jun				22-Jun			
29-Jun	\$1,863.20	\$1,526.20	\$15,174.20	29-Jun			\$0.00	29-Jun			\$0.00
TOTAL	\$ 74,185.88	\$55,253.89	\$ 129,439.77	TOTAL	\$24,583.68	#####	\$40,138.51	TOTAL			
Week Avg	\$5,298.99	\$3,946.71	\$9,245.70	Week Avg	\$1,755.98	\$1,111.06	\$2,867.04	Week Avg	\$0.00	\$0.00	\$0.00



Executive Director Monthly Report September 2019

Committee Meetings

Promotions Committee: September 5, 2019

- **Día de los Muertos, November 1-3, 2019**
- **250th Founders Day, September 15-16, 2019**
- **Taste & Tequila, October 3, 2019**
- **SDTA Marketing Campaign**

Org Committee Meeting: September 10, 2019

Additional Meetings/Events

- September 5, 2019 – Laurel McFarlane, McFarlane Promotions**
- September 5, 2019 – Adam Sandys, LAZ Parking**
- September 11, 2019 – Jen Singer, Jen Singer Events**
- September 11, 2019 – Terri, Espolon**
- September 11, 2019 – Sophia Eichner, UCSD**
- September 11, 2019 – Old Town Community Planning Group**
- September 12, 2019 – Press Conference, Founders' Day**
- September 14, 2019 – Founders' Day and Old Town Beer Festival**
- September 15, 2019 – Founders' Day Festival**
- September 18, 2019 – Paola Batiz, FYC Labs**
- September 20, 2019 – Jen Singer, Jen Singer Events**
- September 27, 2019 – Nancy Bjork, San Diego Tourism Authority**
- September 30, 2019 – Billy Thomas, South Coast Copy**

New Projects:

- **Create public monthly e-newsletter**
- **Create a Membership Brochure**
- **Research Old Town web cam opportunities/cost**
- **Shadow/Mentor Denny Knox, Ocean Beach Main Street**
- **Create Associate Membership policy/application**
- **2019 Audit Process**
- **Begin FY 2021 CCSD Grant Application**

- **Begin FY2021 BID Budget**
- **Begin FY2021 Sponsorship Decks**
- **Begin wrap up and review of events**

Ongoing Projects:

- **Prepare agendas for committee and board meetings**
- **Send email communication outlining meeting schedule multiple times each month**
- **Respond to community and member questions**
- **Develop and outline social media schedule**
- **Create sponsorship deck for Old Town Chamber of Commerce**
- **Facilitate MAD Formation Research**
- **Facilitate communication between legal counsel and Paris Davis**
- **Facilitate planning for 250th Commemoration events in Old Town San Diego**
- **Facilitate fundraising activities**
- **Harney Street Market Marketing program**
- **2019 Audit Process**

Future Projects:

- **Create a video marketing plan for Visitor Center advertisers**
- **Begin grant writing for FY2021**

Completed Projects:

- **FY 2020 BID Budget**
- **Staffing recommendation**
- **FY20 County CEP Application**
- **Create employee handbook and employment documents for Chamber Staff**
- **Create sponsorship deck for Día de los Muertos**
- **FY19 wrap up**
- **Create sponsorship deck for 250th Commemoration of San Diego**
- **Complete FY2020 CCPS Grant Application**