

# Little Italy Association of San Diego – DISI Committee Friday, January 8, 2021 at 9:00am

Zoom Virtual Meeting: <a href="https://us02web.zoom.us/j/87545212726">https://us02web.zoom.us/j/87545212726</a> or call 1-669-900-6833 / Meeting ID: 875 4521 2726 / Password: 3898

# 1) Zoom Meeting Protocol & Introductions – Perry Meyer, Chair

a. All participants will be put on mute during the topic presentation and then the moderator will unmute the microphones to take comments/feedback. Please keep comments directed to that specific topic.

# 2) Approval of November 6, 2020 Minutes

#### Action Item

#### 3) Events

a.	Al Fresco	Postponed
b.	Little Italy Mercato	Every Sat.
C.	Small Business Season	Wrap-Up
d.	Little Italy Wednesday Holiday Market	Wrap-Up
e.	Little Italy Holiday Special & Virtual Activities	Wrap-Up

- i. P&L Report
- ii. Little Italy Holiday Special
- iii. Gio The Elf
- iv. JOY! Cocktail Tutorial
- v. Letters to Santa
- vi. Little Italy Toy Drive 375 Toys

# 4) New Events, Promotions, Fundraising & Councils

- a. Olive Creative Strategies
  - i. Coverage Recap
- b. Little Italy Merchandise
- c. Little Italy Tours
- d. Little Italy North Event/Promotion

# **Action Item**

# 5) Streetscape Improvements & Venues

- a. Piazza Basilone
- b. Public Art Task Force Action Item
- c. Public Art Projects
  - i. Piazza della Famiglia Monumentii. Mine-A-Lisa Mural Lighting (I-5 S Entrance)Action Item

#### LITTLE ITALY ASSOCIATION OF SAN DIEGO

- 6) Other
- 7) Adjournment
- 8) Next Meeting: First Friday of the Month at 9:00am via Zoom

#### **Old Business**

It is the practice of the LIA to formally request that an item under Old Business be pulled from the Agenda and placed on a future Agenda for Discussion and/or Action.

- 1) Little Italy Venues
- 2) Donor Opportunities Guide
- 3) Piazzas & Quasi-Public/Public Spaces
- 4) Little Italy Restaurant & Hotel Councils
- 5) Capitol Outdoor Displays

**TEMPORARY MODIFICATIONS TO THE BROWN ACT DUE TO COVID-19:** Based on current COVID-19 directives and mandates, Governor Newsom has modified and suspended some of The Brown Act requirements temporarily. For a list of the items that Governor Newsom has modified or suspended, visit <a href="www.LittleItalySDMeetings.com">www.LittleItalySDMeetings.com</a> (Page 4, Section 11).

THE BROWN ACT: Government Code 54950 (The Brown Act) requires that a brief description of each item to be transacted or discussed be posted at least 72 hours prior to a regular meeting. The Corporation posts all Board and Committee agendas at 2210 Columbia Street, San Diego, CA 92101 and the LIA website. Action may not be taken on items not identified as such and posted on the agenda. Meeting facilities may be accessible to persons with disabilities. If you require special assistance to participate in the meeting, notify Chris Gomez at 619 233-3898 at least 48-hours prior to the meeting.



# Little Italy Association of San Diego – DISI Committee Friday, November 6, 2020 at 9:00am

Zoom Virtual Meeting: <a href="https://us02web.zoom.us/j/81845314996">https://us02web.zoom.us/j/81845314996</a> or call 1-669-900-6833 / Meeting ID: 818 4531 4996 Password: 3398

**Present:** Steve Galasso, Lou Palestini, Danny Moceri, Perry Meyer, Kathi Meyer,

Joe Cordileone, Vito Altieri, Joey Busalacchi, Melanie Dellas, Leanna VanDyk, Susan Ranft, Jeri Keiller, Melanie Dellas, Catt White, Anthony Torreganni, Olivia Connolly

**Staff:** Chris Gomez, Dianne T. Serna De León, Larisa Medina, Monica Montes

# **MINUTES:**

Item	Discussion	Action Taken?
1. Zoom Meeting Protocol & Introductions-Perry Meyer, Chair	The meeting was called to order at 09:00 a.m. Chris Gomez went over the Zoom Meeting Protocol.	No action taken
2. Approval of August 7, 2020 minutes.	The minutes from October 2, 2020 were reviewed.	Lou Palestini moved to accept the Minutes. Danny Moceri seconded the motion. Unanimously approved.
3. Events a. <i>Al Fresco</i>	3.a. Chris Gomez and the Hospitality Task Force met to discuss <i>Al Fresco</i> . The Association can no longer fund the \$8,000 a month for the street closure, towing, Administrative staff and Elite Security. <i>Al Fresco</i> will continue through the month of November; however, it will be ending by December 1, 2020.  We can revisit the possibility of bringing <i>Al Fresco</i> back at a later time.	3.a. No action taken

		I
b. Little Italy Mercato	3.b. There was no update on the LI Mercato.	3.b. No action taken
c. Small Business Saturday	3.c. Chris Gomez made several attempts to reach out to LI Businesses with no response for Small Business Saturday.	3.c. No action taken
	Jenn Von Stauffenberg from Olive Creative Strategies suggested, Small Business Season, where businesses can highlight items on Saturdays. Online sales, curbside pick-up and gift cards would also be a great idea for those who are not comfortable with in-person shopping.	
d. Little Italy Wednesday Market	3.d. The LI Wednesday Market will run from 10:00am-2:00pm on Wednesdays in the Piazza della Famiglia, for the month of December.	3.d. No action taken
e. Little Italy Holiday Special & Virtual Activities	3.e. Chris Gomez reported on the Little Italy Holiday Special & Virtual Activities.	3.e. No action taken
i. P & L Report & Fundraising: www.DonateLISD.com	3.i. Chris Gomez reviewed the P & L Report for the LI Holiday Special.	3.i. No action taken
ii. Filming of Holiday Special	3.ii. We will be filming for two, half days, November 16 <sup>th</sup> -20 <sup>th.</sup> We will schedule Marco LiMandri, Father Joe and the Officers to film on November 30 <sup>th</sup> or December 1 <sup>st</sup> .	3.ii. No action taken
	The Itinerary for Filming:  1. Opening Remarks by Little Italy President – Steven J. Galasso	
	2. Community Holiday Wishes a. Meyer Fine Art – Perry & Kathi Meyer b. Little Italy Resident – TBD	
	3. MC Introducing OLR Choir – Performance in Historically Renovated Church	
	4. Community Holiday Wishes c. Bencotto/Monello – Guido & Valentino d. Little Italy Resident – TBD	

	3	
4. New Events, Promotions, Fundraising, & Cocktails		
vi. JOY! Cocktail Tutorial	3.vi. Cloak and Petal, Civico 1845 and Juniper and Ivy would like to participate in the cocktail tutorial, JOY!	3.vi. No action taken
v. Letters to Santa	3.v. We are researching costs for a mailbox for children to drop off letters to Santa. A USPS mailbox will cost \$1,300. We also found a smaller mailbox on Amazon for \$250.	3.v. No action taken
iv. Giuseppe on the Shelf	3.iv. We are looking for a volunteer to dress us as our Giuseppe on the Shelf. This will be a 1-2-day, paid photoshoot.	3.iv. No action taken
	New Alternatives will also be accepting monetary donations.  Vici and 610 W. Ash Street would also like to host a box at their location.	
iii. Little Italy Toy Drive	3.iii. The Little Italy Toy Drive will run until December 14 <sup>th</sup> . Currently, seven businesses will be hosting a Toy Box at their location.	3.iii. No action taken
	10. VidDay Business & Resident Video Compilation.	
	9. Drone Pulls Back from PdF Tree and Flies Down India Street and Circles Around Aurora	
	8. Italian Count Down with Father, Officers and Marco – Lighting of PdF Tree	
	7. Closing Remarks by Little Italy Leadership	
	6. Community Holiday Wishes e. Little Italy Mercato – Catt White f. Little Italy Resident – TBD	
	5. MC Introducing Santa & Mrs. Clause – Reading of "Twas the Night Before Christmas"	

a. Olive Creative Strategies	4.a. Larisa Medina from Olive Creative Strategies reported on Little Italy PR and Social Media activity.	4.a. No action taken
i. Coverage Recap	4.i. Larisa Medina gave a coverage recap on LI Businesses, Taste of LI: Takeout Edition and Italian- American Heritage month.	4.i. No action taken
b. Little Italy Merchandise	4.b. Chris Gomez met with Marco Polo and his business partner, Pamela to discuss LI Merchandise. The LIA Agreement with Marco Polo is giving him the licensing rights for the Merchandise and there will be no financial lability to the Association. There will be a Task Force to discuss designs.	4.b. No action taken
c. Little Italy Tours	4.c. Chris Gomez, Marco LiMandri and Steve Galasso met to discuss LI Tours proposal with Anthony Davi regarding the opportunity to work with the Old Town Trolly tours.	4.c. No action taken
5. Streetscape Improvements &		
Venues  a. Piazza Basilone	5.a. Chris Gomez reported that final improvements are going in at Piazza Basilone.	5.a. No action taken
b. Little Italy Park	5.b. Chris Gomez reported that the Dog Park is wrapping up.	5.b. No action taken
c. Amici House	5.c. Chris Gomez and Marco LiMandri met with Tom from Convivio to go over a few things.	5.c No action taken
6. Other	Olivia Connelly reported that the Piazza della Famiglia fountain repairs are currently being worked on.	6. No action taken
7. Adjournment	Meeting Adjourned.	7. No action taken
8. Next Meeting	The Next Meeting will be the First Friday of the month at 9:00 a.m., via Zoom.	8. No action taken

Minutes taken by: Dianne T. Serna De León, Staff.

1:20 PM 01/05/21 Cash Basis

# Little Italy Association of San Diego CHRISTMAS PROGRAMS Profit & Loss

July 2020 through June 2021

	Jul '20 - Jun 21
Income	
PROGRAM INCOME	500.00
NCA Fundraising (Sponsorships) LIA Board Give or Get	9,125.00
Donation	50.00
Sponsors	5,983.18
Total PROGRAM INCOME	15,658.18
Total Income	15,658.18
Gross Profit	15,658.18
Expense	
PROGRAM EXPENSE	
Entertainment	600.00
Equipment Rentals	213.37
Landscaping & Nursery Supplies	4,850.88
Merchant Services	12.08
Meals / Entertainment / Travel	21.23
Program Operations	11,746.19
Program Supplies	2,364.28
Total PROGRAM EXPENSE	19,808.03
Total Expense	19,808.03
Net Income	-4,149.85





# DISI Meeting PR Agenda

Friday, January 8, 2021

#### **PITCHING**

#### Recap

- Little Italy Coming Together Dine, Shop, and Support #LittleItalySD
- Little Italy's Resolution

# **Current/Upcoming Focus**

TBD

#### **BLOGS**

#### Recap

- Wednesday Holiday Market Gift Guide
- The Feast of Seven Fishes

#### **Upcoming**

- How to Celebrate Valentine's Day in Little Italy
- TBD

#### **SECURED COVERAGE**

- 12/31 secured online coverage on Noticias Ya San Diego
  - Article featured interview with Marco regarding Mayor Todd Gloria's new mandates and how they will affect small businesses.
- 12/31 secured broadcast coverage on KBNT 17 (Early News)
  - Segment featured interview with Marco regarding Mayor Todd Gloria's new mandates and how they will affect small businesses.
- 12/31 secured broadcast coverage on CBS 8 (Morning Extra)
  - Segment featured Nolita Hall's bar manager and executive chef creating NYE mocktails/cocktails and small bites. Highlights Little Italy Instagram's JOY! to find more mocktail recipes for NYE.
- 12/31 secured broadcast coverage on KUSI (Good Morning San Diego News at 9 a.m.)
  - Segment featured Dan Plante, live from Little Italy, speaking about Mayor Todd Gloria's new mandates. He highlighted how the Piazzas will continue to stay open, although outdoor dining is closed and interviewed locals that were eating at Piazza della Famiglia.
- 12/30 secured broadcast coverage on KUSI (News at 11 p.m.)
  - Segment featured Dan Plante, live from Little Italy, speaking about Mayor Todd Gloria's new mandates. He highlighted how the Piazzas will continue to stay open, although outdoor dining is closed and interviewed locals that were eating at Piazza della Famiglia.

#### • 12/30 secured broadcast coverage on KUSI (News at 10 p.m.)

 Segment featured Dan Plante, live from Little Italy, speaking about Mayor Todd Gloria's new mandates. He highlighted how the Piazzas will continue to stay open, although outdoor dining is closed and interviewed locals that were eating at Piazza della Famiglia.

#### • 12/30 secured broadcast coverage on Fox 5 (News at 9 a.m.)

 Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall

# • 12/30 secured broadcast coverage on Fox 5 (News at 7 a.m.)

 Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

# 12/30 secured broadcast coverage on Fox 5 (News at 7 a.m.)

Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

#### 12/30 secured broadcast coverage on Fox 5 (News at 6 a.m.)

 Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

#### • 12/30 secured broadcast coverage on Fox 5 (News at 5 a.m.)

 Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

# 12/30 secured broadcast coverage on Fox 5 (News at 5 a.m.)

 Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

# 12/30 secured broadcast coverage on Fox 5 (News at 4:30 a.m.)

 Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

# • 12/29 secured broadcast coverage on Fox 5 (News at 11 p.m.)

 Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

#### 12/30 secured broadcast coverage on Fox 5 (News at 10 p.m.)

Segment featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

#### • 12/29 secured online coverage on News Break

Syndicated Fox 5 article featured interview with PJ from Barbusa discussing how the
extension of the stay-at-home order will impact business for New Year's Eve along with
a statement Marco provided on the financial impact these shutdowns are having on
small businesses overall.

## 12/29 secured online coverage on Fox 5

 Article featured interview with PJ from Barbusa discussing how the extension of the stay-at-home order will impact business for New Year's Eve along with a statement Marco provided on the financial impact these shutdowns are having on small businesses overall.

# • 12/18 secured broadcast coverage on ABC 10 (News at 11 p.m.)

 Segment featured interview with Joey from Barbusa regarding the new order to close restaurants after the reversal.

#### • 12/18 secured broadcast coverage on ABC 10 (News at 11 p.m.)

 Segment featured interview with Joey from Barbusa regarding the new order to close restaurants after the reversal.

# • 12/18 secured broadcast coverage on Fox 5 (News at 11 p.m.)

 Segment featured interviews with Cesar with Cloak & Petal and Joey from Barbusa regarding new order to shut down restaurants

#### • 12/18 secured broadcast coverage on Fox 5 (News at 10 p.m.)

 Segment featured interviews with Cesar with Cloak & Petal and Joey from Barbusa regarding new order to shut down restaurants

# • 12/18 secured online coverage on Fox 5

 Article discussed the order to shut restaurants down again and featured insights from Cesar with Cloak & Petal and Joey from Barbusa

#### • 12/18 secured online coverage in the San Diego Union-Tribune

 Article featured interviews from shoppers during 'Super Saturday' as they stopped at Café Italia and the Little Italy Mercato for their last-minute holiday shopping.

#### 12/17 secured radio coverage in KOGO-AM (Rush Limbaugh)

 Syndicated KOGO segment featured interview with Marco Li Mandri regarding the resolution backed by more than 1,000 business owners

#### 12/17 secured online coverage in Del Mar Times

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/17 secured online coverage in Santa Fe Review

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/17 secured radio coverage in KOGO-AM (Morning news at 7 a.m.)

 Segment featured interview with Marco Li Mandri regarding the resolution backed by more than 1,000 business owners

# • 12/17 secured radio coverage in KOGO-AM (Morning news at 5:30 a.m.)

 Segment featured interview with Marco Li Mandri regarding the resolution backed by more than 1,000 business owners

#### 12/17 secured radio coverage in KOGO-AM (Morning news at 5 a.m.)

 Segment featured interview with Marco Li Mandri regarding the resolution backed by more than 1,000 business owners

#### • 12/17 secured online coverage in SoCal Pulse

 Article included Little Italy Dine, Shop, and Support #LittleItalySD in a holiday weekend roundup.

# • 12/16 secured online coverage in News Bug

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in Cherokee Tribune & Ledger News

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Finger Lakes Times

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in The Register-Guard

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Union-Bulletin

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Herald Mail Media

Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Bakersfield.com

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Myrtle Beach Online

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in Fort Worth Star-Telegram

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in The News and Observer

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# 12/16 secured online coverage in Merced Sun-Star

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# 12/16 secured online coverage in Lexington Herald Leader

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in Idaho Statesman

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in The Island Packet

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Sun Herald

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in The Herald Sun

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in The Herald

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in Miami Herald

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Bradenton Herald

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in Belleville News-Democrat

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in The Olympian

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### 12/16 secured online coverage in News Press Now

Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in The Charlotte Observer

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Ledger-Enquirer

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### 12/16 secured online coverage in The Telegraph

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in The News Tribune

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# 12/16 secured online coverage in San Luis Obispo Tribune

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# 12/16 secured online coverage in The Bellingham Herald

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### 12/16 secured online coverage in The Wichita Eagle

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# 12/16 secured online coverage in Centre Daily Times

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in Lancaster Online

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# 12/16 secured online coverage in Gazette Extra

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured online coverage in Los Angeles Times

 Syndicated San Diego Union Tribune article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

#### • 12/16 secured online coverage in San Diego Union Tribune

 Article on judge's decision to cease enforcing restrictions against restaurants included a quote from Marco Li Mandri

# • 12/16 secured broadcast coverage on Fox 5 (News at 10 p.m.)

 Segment from Little Italy discussing the county's decision on suspending enforcement of outdoor dining.

#### 12/16 secured online coverage on Fox 5

 Article featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

# • 12/16 secured broadcast coverage on Fox 5 (News at 7 p.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

# • 12/16 secured broadcast coverage on Fox 5 (News at 6 p.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

# • 12/16 secured broadcast coverage on Fox 5 (News at 5 p.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

#### • 12/16 secured broadcast coverage on Fox 5 (News at 4 p.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

# • 12/16 secured broadcast coverage on Fox 5 (News at 1 p.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

#### • 12/16 secured broadcast coverage on CBS 8 (News at 9 a.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

# 12/16 secured broadcast coverage on CBS 8 (News at 5 a.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

#### 12/16 secured broadcast coverage on CBS 8 (News at 4:30 a.m.)

Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

# 12/16 secured broadcast coverage on CBS 8 (News at 4:30 a.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

# • 12/15 secured broadcast coverage on CBS 8 (News at 11 p.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

## • 12/15 secured broadcast coverage on CBS 8 (News at 10 p.m.)

 Segment featured interview with Marco Li Mandri on the resolution and business owners supporting the petition to allow outdoor dining and consider restaurants essential

# • 12/14 secured online coverage in Times of San Diego

 Article included Little Italy's resolution in piece on state senators urging Gov. Gavin Newson to deem restaurants essential.

#### • 12/14 secured online coverage in News Break

Syndicated San Diego Food Finds article included what Little Italy is doing to come together and support their community as well as Shop, Dine, and Support #LittleItalySD.

# • 12/14 secured online coverage in San Diego Food Finds

 Article included what Little Italy is doing to come together and support their community as well as Shop, Dine, and Support #LittleItalySD.

# • 12/14 secured print coverage in Presidio Sentinel

Article included Little Italy events in holiday roundup.

# • 12/14 secured online coverage in Presidio Sentinel

o Article included Little Italy events in holiday roundup.

#### • 12/14 secured online coverage in the San Diego Union Tribune

Article included JOY! in New Year's Eve virtual event Roundup

#### 12/14 secured online coverage in Pacific Magazine

o Article included JOY! in New Year's Eve virtual event Roundup

#### • 12/12 secured online coverage in ABC 10

 Article included the Little Italy Toy Drive in roundup of San Diego toy drives you can still donate to

#### 12/9 secured online coverage in LOCALE

 Article included Little Italy shops for a Shop Small roundup. They also included how to support with Dine, Shop, and Support #LittleItalySD

#### • 12/9 secured online coverage in Oside News

 Article discussed the expansion of Small Business Saturday to Small Business Season and the Small Business Season Holiday Gift Guide

# • 12/9 secured broadcast coverage on KUSI (News at 6 p.m.)

 Segment featured an interview with Marco on how businesses are coping during the stay-at-home order, as well as hope for the future in light of LA County Superior Court's prohibition on ban of outdoor restaurants past the 3-week mandate.

# • 12/9 secured broadcast coverage on KUSI (News at 4 p.m.)

 Segment featured an interview with Marco on how businesses are coping during the stay-at-home order, as well as hope for the future in light of LA County Superior Court's prohibition on ban of outdoor restaurants past the 3 week mandate.

# • 12/9 secured broadcast coverage on KUSI (Good Morning San Diego at 5 a.m.)

Segment with Chef Moira from Nolita Hall on how they pivoted with the new Covid-19 closures

#### 12/8 secured broadcast coverage on KUSI (News at 10 p.m.)

 Segment with Chef Moira from Nolita Hall on how they pivoted with the new Covid-19 closures

# • 12/8 secured broadcast coverage on KUSI (Good Morning San Diego at 6 a.m.)

 Segment with Chef Moira from Nolita Hall on how they pivoted with the new Covid-19 closures

#### 12/8 secured broadcast coverage on KUSI (Good Morning San Diego at 5 a.m.)

 Segment with Chef Moira from Nolita Hall on how they pivoted with the new Covid-19 closures

# 12/7 secured online coverage on ABC 10

• Article featured insight from Little Italy business owners regarding their frustration with the new reststrictions.

#### 12/7 secured online coverage on KUSI

 Article featured how Little Italy handled the newest restrictions, how businesses are coping and encouraging the community to support local.

# 12/7 secured broadcast coverage on KUSI (News at 5 p.m.)

• Segment with Dan Plante spending time in Little Italy discussing the newest restrictions, how businesses are coping and encouraging the community to support local.

## 12/7 secured broadcast coverage on KUSI (News at 6 p.m.)

 Segment with Dan Plante spending time in Little Italy discussing the newest restrictions, how businesses are coping and encouraging the community to support local.

#### • 12/7 secured broadcast coverage on KUSI (News at 5 p.m.)

 Segment with Dan Plante spending time in Little Italy discussing the newest restrictions, how businesses are coping and encouraging the community to support local.

#### 12/7 secured broadcast coverage on KSDY (50 en 50)

 Segment included an interview with Chris Gomez on what to expect in Little Italy during the holidays.

# • 12/7 secured broadcast coverage on FOX 5 (News at 6 a.m.)

Segment on new Covid-19 closures and the impact on businesses

#### 12/6 secured broadcast coverage on KUSI (Good Evening San Diego at 11 p.m.)

Segment on the airing of the Little Italy Holiday Special

#### 12/6 secured broadcast coverage on KUSI (Good Evening San Diego at 10 p.m.)

Segment on the airing of the Little Italy Holiday Special

#### • 12/6 secured broadcast coverage on ABC 10 (News at 8 a.m.)

 Segment on how businesses and the community and bracing for another shutdown, as well as how it impacts business.

## • 12/6 secured broadcast coverage on ABC 10 (News at 6 a.m.)

 Segment on how businesses and the community and bracing for another shutdown, as well as how it impacts business.

# • 12/6 secured broadcast coverage on ABC 10 (News at 5 a.m.)

 Segment on how businesses and the community and bracing for another shutdown, as well as how it impacts business.

#### • 12/6 secured online coverage on SanDiegoVille

Streamed the Little Italy Holiday Special on their platform for a higher viewership.

# • 12/5 secured broadcast coverage on FOX 5 (News at 10 p.m.)

 Segment on how businesses and the community and bracing for another shutdown, as well as how it impacts business.

#### 12/5 secured broadcast coverage on FOX 5 (News at 4 p.m.)

 Segment on how businesses and the community and bracing for another shutdown, as well as how it impacts business.

# • 12/5 secured broadcast coverage on KUSI (Good Morning San Diego Weekend at 9 a.m.)

• Segment included interview with Chris Gomez on how businesses are preparing for the stay-at-home order and how to continue to support small businesses all season long.

## • 12/5 secured broadcast coverage on KUSI (Good Morning San Diego at 6 a.m.)

 Segment included interview with Chris Gomez on how businesses are preparing for the stay-at-home order and how to continue to support small businesses all season long.

# • 12/4 secured radio coverage on La Poderosa 860AM (Al Dia con Paola Hernandez)

o Included the Little Italy Holiday Special in weekend roundup.

#### • 12/4 secured online coverage in Patch West Hollywood

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Venice-Mar Vista

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Westwood-Century City

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Encino-Tarzana

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch La Jolla

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

## • 12/4 secured online coverage in Patch La Mesa-Mt. Helix

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Montrose-La Crescenta

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Imperial Beach

Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Arcadia

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Echo Park-Silver Lake

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Fountain Valley

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Glendora

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Monrovia

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Banning-Beamont

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Santa Monica

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Highland Park-Mount Washington

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Moorpark

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch La Cañada Flintridge

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### 12/4 secured online coverage in Patch Marina del Rey

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Lemon Grove

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Murrietta

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch North Hollywood-Toluca Lake

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Coronado

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# 12/4 secured online coverage in Patch Carlsbad

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Mission Viejo

• Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### 12/4 secured online coverage in Patch Beverly Hills

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Belmont Shores-Naples

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Newport Beach-Corona del Mar

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Lake Elsinore-Wildomar

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Northridge-Chatsworth

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Hollywood

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

## • 12/4 secured online coverage in Patch Hermosa Beach

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Culver City

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Cerritos-Artesia

Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Oceanside-Camp Pendelton

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Diamond-Bar Walnut

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Eagle Rock

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### 12/4 secured online coverage in Patch Malibu

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch Long Beach

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Laguna Niguel

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Calabasas

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

## • 12/4 secured online coverage in Patch Brentwood

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured online coverage in Patch Laguna Beach

 Syndicated Patch San Diego article including the Little Italy virtual tree lighting in a SoCal weekend roundup.

#### • 12/4 secured online coverage in Patch San Diego

o Article included the Little Italy virtual tree lighting in a SoCal weekend roundup.

# • 12/4 secured radio coverage on Channel 93.3 (Geena the Latina and Frankie V Morning Show)

 Segment mentioned the Little Italy Holiday Special as a way to safely celebrate the holidays this month, as well as everything else Little Italy has planned for the holidays.

#### • 12/4 secured broadcast coverage on Fox 5 (San Diego Morning News)

Segment with Geena the Latina from Channel 93.3 mentioning the Little Italy Holiday
 Special as a way to safely celebrate the holidays this month.

#### • 12/4 secured broadcast coverage on KUSI (News 5 p.m.)

• Segment included interview with Chris Gomez on how businesses are preparing for the stay-at-home order and how to continue to support small businesses all season long.

# • 12/4 secured broadcast coverage on CBS 8 (News at 6 p.m.)

 Segment included interview with Chris Gomez on what Little Italy has planned for the holidays – Little Italy Holiday Special, JOY!, Letters to Santa, Gio the Elf and the Wednesday Holiday Market, as well as shop small business season.

# • 12/4 secured broadcast coverage on CBS 8 (The Four at 4 p.m.)

 Segment included interview with Chris Gomez on what Little Italy has planned for the holidays – Little Italy Holiday Special, JOY!, Letters to Santa, Gio the Elf and the Wednesday Holiday Market, as well as shop small business season.

# • 12/4 secured online coverage in Del Mar Times

 Article included all of the events Little Italy has planned for the holidays – Little Italy Holiday Special, JOY!, Letters to Santa, Gio the Elf and the Wednesday Holiday Market

# • 12/4 secured online coverage in Times of San Diego

Article discussed the holiday events in Little Italy and the Little Italy Holiday Special.

#### 12/3 secured online coverage in Family Entourage

 Article included Letters to Santa in interview with Together SD for the San Diego Union-Tribune, as a way for kids to practice their writing this holiday season.

#### • 12/3 secured online coverage in San Diego Downtown News

 Ghost-written article by Chris around what to expect from Little Italy this holiday season. The article included the Little Italy Holiday Special, JOY!, Gio the Elf, and Letters to Santa.

#### 12/3 secured print coverage in San Diego Downtown News

 Ghost-written article by Chris around what to expect from Little Italy this holiday season. The article included the Little Italy Holiday Special, JOY!, Gio the Elf, and Letters to Santa.

#### • 12/3 secured online coverage in Thrillist

o Article included the Little Italy Holiday Special in a weekend roundup.

# • 12/3 secured online coverage in San Diego Food Finds

 Article included the Little Italy Shop Small Business Shopping Guide and Dine, Shop, and Support #LittleItalySD

# • 12/2 secured broadcast coverage on KUSI (Good Evening San Diego at 10 p.m.)

 Segment included an interview with Chris Gomez on what to expect in Little Italy during the holidays this year.

# • 12/2 secured broadcast coverage on KUSI (Good Evening San Diego at 4 p.m.)

 Segment included an interview with Chris Gomez on what to expect in Little Italy during the holidays this year.

#### 12/2 secured broadcast coverage on KUSI (Good Morning San Diego at 7 a.m.)

 Segment included an interview with Chris Gomez on what to expect in Little Italy during the holidays this year.

# • 12/2 secured broadcast coverage on KUSI (Good Morning San Diego at 6 a.m.)

 Segment included an interview with Chris Gomez on what to expect in Little Italy during the holidays this year.

# • 12/2 secured online coverage in SoCal Pulse

 Included Little Italy Wednesday Holiday Market as part of small business season roundup.

#### • 12/1 secured print coverage in Los Angeles Magazine

 Article listed Little Italy as where to go eat, while in San Diego with specific mentions to Civico and Ironside.

# • 11/30 secured online coverage in Oside News

o Article on the Little Italy Holiday Special and when to watch it.

#### • 11/30 secured online coverage in News Break

 Syndicated THERE San Diego article included all of the events Little Italy has planned for the holidays – Little Italy Holiday Special, JOY!, Letters to Santa, Gio the Elf and the Wednesday Holiday Market

# • 11/30 secured online coverage in THERE San Diego

 Article included all of the events Little Italy has planned for the holidays – Little Italy Holiday Special, JOY!, Letters to Santa, Gio the Elf and the Wednesday Holiday Market

#### 11/29 secured print coverage in San Diego Family Magazine

• Article included the Little Italy virtual tree lighting in a holiday roundup.

# • 11/29 secured broadcast coverage in ABC 10

Segment on Little Italy's virtual tree lighting.

#### **SECURED OPPORTUNITIES**

#### Secured San Diego Downtown News

 Ghost-written article by Chris around the virtual events taking place this year including the Little Italy Holiday Special, JOY!, Giuseppe the Elf and Letters to Santa

#### Secured Crown City Magazine

o Including article on Little Italy in January issue. Sent images for inclusion.

#### Secured New York Times

Featuring Little Italy in "Living in California" column. Interviewed Marco and will
interview several local homeowners and realtors once the stay-at-home order has been
lifted.

#### SECURED INTEREST

# Secured NBC 7

 Interested in speaking with business owner and the association on the impact of the new restaurant closures.

#### **Social Media Statistics: December 1-22**

# Facebook

Fans: 83,889 (+372)
 Impressions: 1,066,673
 Engagements: 38,244

#### Twitter

Followers: 8,515 (+44)Impressions: 28,012Engagements: 844

#### Instagram

Followers: 73,669 (+945)Impressions: 627,455

o Engagements: 20,358

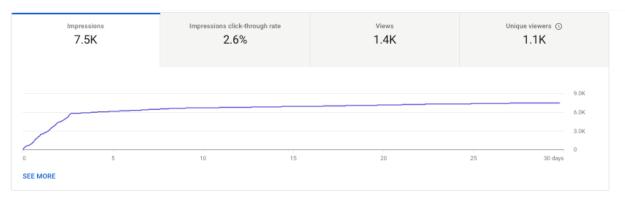
# Highlights

- Garnered more than 1.7M impressions across all platforms
- Earned over 59K engagements across all platforms
- Garnered 1,361 new followers across all platforms up 30%
- Total ad spend of \$252.37
- Total paid impressions at 76,713 at CPM of \$3.29
- Total paid engagements at 15,981 at CPE 2 cents
- Total paid clicks 3,245 at CPC 8 cents
- Little Italy Holiday Special Premiered 12/5 YouTube views: 1.4K, 3 comments Facebook views: 22.6k views, 1.8k post clicks, 1.1K engagements (see more below)
- Shared & put together weekly Joy! Little Italy Mixologists' Holiday Cocktail and Mocktail video tutorials
- Shared daily Gio the Elf posts highlighting Little Italy businesses in Instagram + Facebook stories through the 24<sup>th</sup>
- Created Shop, Dine & Support #LittleItalySD group on Facebook to create a community where business owners can share their offerings. 272 members

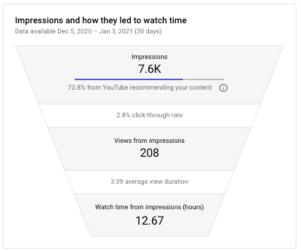
# Upcoming

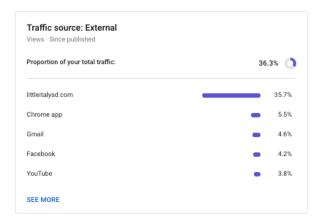
- Continue to promote take-out and Small Business Season, shopping local through the new year
- Continue to share new state and county mandates
- Continue to post on safety measures
- Continue engaging with our online communities
- Continue to share blogs & media hits on social media

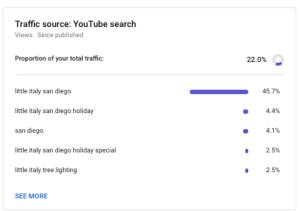
**Little Italy Holiday Special YouTube:** 



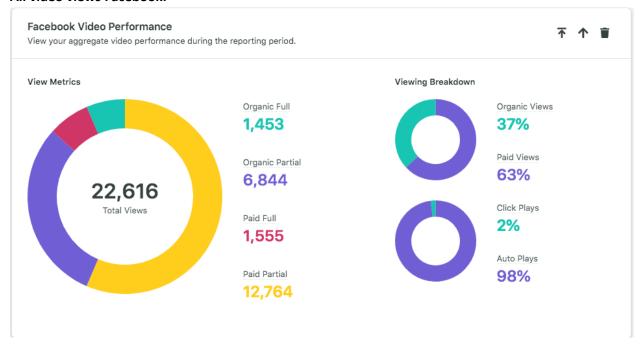








#### All video views Facebook:





1.6K

1-Minute Video Views

▲ 26683% from previous 31 days

22.2K
3-Second Video Views
1521% from previous 31 days

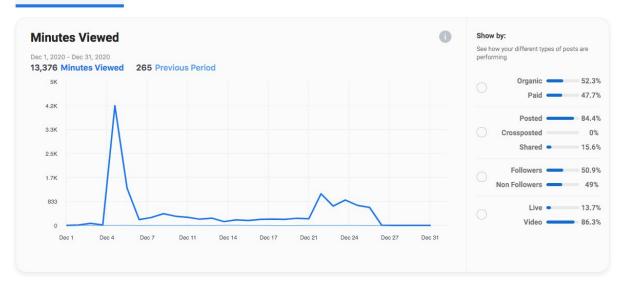
1.1K

Video Engagement

▲ 28425% from previous 31 days

403
Net Followers

3.36% from previous 31 days



# **FACEBOOK: Top Performing Posts:**





Sat 12/5/2020 5:30 pm PST

This year, we bring you an evening of music, cheer, storytelling and more with the Little Italy Holiday Special, a



Total Engagements	2,460
Reactions	478
Comments	129
Shares	101
Post Link Clicks	17
Other Post Clicks	1,735



# G Little Italy

Sun 12/13/2020 5:05 pm PST

We are resilient. We are in this together and we are so grateful for our community that continues to show up for each othe



Total Engagements	2,087
Reactions	809
Comments	36
Shares	46
Post Link Clicks	109
Other Post Clicks	1,087



# () Little Italy

Sat 12/5/2020 9:45 am PST

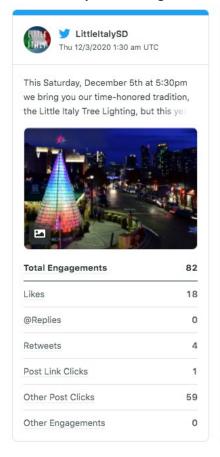
It's beginning to look a lot like Christmas!

Tonight is the night. At 5:30pm tune into the Little Italy Holiday Special, a

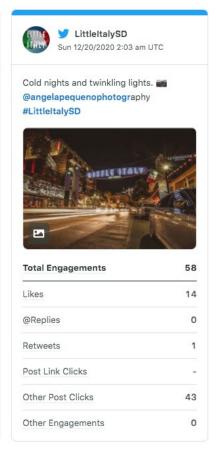


Total Engagements	415
Reactions	179
Comments	22
Shares	15
Post Link Clicks	60
Other Post Clicks	139

# **TWITTER: Top Performing Tweets:**







# **INSTAGRAM: Top Performing Posts:**

