



Little Italy Association of San Diego – Finance Committee
Thursday, November 14, 2024 at 9:00am
Little Italy Association Office – Conference Room (2210 Columbia Street)
Zoom (For Non-Voting Members): <https://us02web.zoom.us/j/88970137698>
or call 1-669-900-6833 / Meeting ID: 889 7013 7698 / Password: 3898

AGENDA

1. Introductions / Bryan Thompson, Chair
2. Next Meeting: _____
3. **Non-Agenda Public Comment & Announcements (3-Min. Max Per Person)**
Please keep comments directed to non-agenda items.
4. **Review October 21, 2024 Minutes / Chris Gomez** **Action Item P. 3-5**
5. **Draft YTD Draft Financials / Jeri & Bryan** **Action Item**
6. **Fidelity Investment / Jeri**
7. **Grants Submitted & Donations**
 - a. City Community Project, Programs & Services (Awarded \$2K) / Chris **Action Item**
 - b. Tree Inventory GIS Software Donation (Secured \$2.5K) / Marco
 - c. Engage Reserve Study (NTE \$8K) / Marco **Action Item P. 6-8**
8. **Little Italy Venues / Curt Brooker**
 - a. Dreamers Market **P. 9**
 - b. Punches in Little Italy **Action Item**
9. **Legacy Member Plaque Funding (NTE \$2,500) / Chris** **Action Item**
10. **New City America FY24 Supplemental Compensation / Jeri** **Action Item P. 10-25**
11. **Chief Executive Administrator Report / Marco**
12. **Old Business – Add or Remove Items**
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.
 - a. Grants Submitted
 - i. City of San Diego ACCF (\$5K) – Pending
 - b. Reserve Study
 - c. 2020 & 2021 ERTC Application & Funding Update / Dianne
13. **Adjournment** **Action Item**

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 on 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 or via email at chris@littleitalysd.com at least

LITTLE ITALY ASSOCIATION OF SAN DIEGO

2210 Columbia Street ▪ San Diego, CA 92101 ▪ 619-233-3898 ▪ mail@LittleItalySD.com ▪ LittleItalySD.com
Facebook / Instagram / X / LinkedIn: @LittleItalySD ▪ TikTok: LittleItaly.SD ▪ #LittleItalySD

48-hours prior to the meeting. **VIRTUAL MEETING PARTICIPATION.** Under current guidance by the State of California, meetings can be supported with a virtual option, but the participants attending virtually are only permitted to provide comments regarding items agendized and do not count towards Committee quorum or are allowed to vote.



Little Italy Association of San Diego – Finance Committee

Monday, October 21, 2024 at 2:00pm

Little Italy Association Office – Conference Room (2210 Columbia Street)

Zoom (For Non-Voting Members): <https://us02web.zoom.us/j/84680467426>

or call 1-669-900-6833 / Meeting ID: 846 8046 7426 / Password: 3898

Committee: Steve Galasso, Bryan Thompson, Jeri Keiller, Lou Palestini, David Rodger, Brijet Myers

Staff: Chris Gomez, Rosie DeLuca, Marco Li Mandri, Dianne T. Serna

MINUTES:

Item	Discussion	Action Taken?
1. Introductions-Bryan Thompson, Chair	The meeting was called to order at 02:00pm.	<i>No action taken</i>
2. Next Meeting	2. The next Finance Committee Meeting will be held on Thursday, November 14, 2024, at 9:00am	<i>2. The date and time of the meeting were approved by consensus.</i>
3. Non-Agenda: Public Comments & Announcements	3. Nothing to Report.	<i>3. No action taken</i>
4. Review September 16, 2024, Minutes	4. The minutes from September 16, 2024, were reviewed. Jeri Keiller asked that acronyms be spelled out within the packets moving forward.	<i>4. Jeri Keiller moved to accept the minutes as presented. Brijet Myers seconded the motion. Unanimously approved.</i>
5. Programs Budget Adjustment/ Jeri Keiller	5. Jeri Keiller reviewed the Programs Budget Adjustment.	<i>5. Bryan Thompson moved to accept Programs Budget Adjustment and to review it in 6 months. Steve Galasso seconded the motion.</i>

		<i>Recusals: Jeri Keiller and Brijet Myers due to financial interest as paid LIA staff member. Motion passes.</i>
6. Draft YTD Draft Financials/Jeri & Bryan	6. Jeri gave an update on the YTD Draft Financials on pages 9-21 of the packet.	<i>5. Steve Galasso moved to accept the Draft YTD Financials as presented. Bryan Thompson seconded the motion. Recusals: Jeri Keiller and Brijet Myers due to financial interest as paid LIA staff member. Motion passes.</i>
7. Fidelity Investment – Update / Jeri & Bryan	7. Jeri Keiller gave an update on the Fidelity Investment.	<i>7. No action taken</i>
8. New Xerox Copier Lease/ Chris	8. Chris reported that the Little Italy Association's Xerox lease is almost up, and we have an opportunity to enter into a new lease with a newer machine that will not charge extra for color copies.	<i>8. Jeri Keiller moved to approve leasing a newer Xerox machine. David Rodger seconded the motion. Unanimously approved.</i>
9. NCA Supplemental Compensation Amendment/ Jeri	9. Jeri shared the NCA Supplemental Compensation on pages 24 & 41. This will be presented again at the next meeting and taken to the Board in December.	<i>9. This item was tabled.</i>
10. Draft State of the Neighborhood P&L/ Chris	10. Nick Angulo shared the Draft State of the Neighborhood P&L on pages 42-43. The net to the Association for this event is \$10,560.	<i>10. No action taken.</i>
11. Temporary Suspension of Piazza Basilone Use By Civico 1845/ Chris	11. Chris reported that Civico 1845 asked to suspend the use of Piazza Basilone for the month of November. Their intent is to resume use in December.	<i>11. No action taken.</i>

12. Female Maker's Market Annual Contract/ Curt Brooker	12. Chris shared the Female Makers Calendar on page 44 of the packet.	<i>12. No action taken</i>
13. Grants Submitted/ Chris a. California Natural Resources Agency EEM (\$418K)- Pending b. Cal-Fire (\$427K), over 2 years)- Pending	13.a. Chis gave an update on the pending Grants. 13.a. The California Resources Agency EEM Grant was denied. 13.b. The Cal-Fire Grant was denied.	<i>13.a No action taken</i> <i>13.b. No action taken</i>
14. Chief Executive Administrator Report/ Marco	14. Marco reported that production on two new piazzas is out of his hands for the time being.	<i>14. No action taken</i>
15. Old Business – Add or Remove Items	15.a. City of San Diego CPPS (\$30K) & ACCF (\$5K)- Pending 15. b. Reserve Study 15.c. 2020 & 2021 ERTC Application & Funding Update/ Dianne	<i>15. No action taken</i>
16. Adjournment	16. Meet was adjourned.	<i>16. Meeting was adjourned by consensus.</i>

Minutes taken by: Dianne T. Serna, Staff



January 6, 2023

38855 - 0d

Little Italy Association of San Diego

c/o Chris Gomez
District Manager
2210 Columbia Street
San Diego CA 92101

History with our organization

We have not had the pleasure of
working with your Property yet!

Subject: Bid Options for 1 units in San Diego, CA

Dear Mr. Gomez,

We haven't heard from you in quite awhile! It would be our privilege to serve as the Reserve Planning partner for your organization. It's vitally important that your Reserve Study is up to date! Your Reserve Study will include answers to the following fundamental questions:

1. What are our major physical assets, what condition are they in, how much will it cost to repair or replace them, and when will these expenses likely occur?
2. How much money should have already been set aside to be prepared for these projects?
3. How much should we contribute to reserves on an annual basis to prepare for the next 30 years?

We recognize that you have a choice of Reserve Study providers and want to make sure you understand the many unique benefits of partnering with our company:

- We've completed [over 45,000 Reserve Studies](#) throughout the USA and internationally
- Your Study will be prepared by a credentialed [Reserve Specialist™](#) (RS) in accordance with [National Reserve Study Standards™](#)
- Your free [Video Explanation of Results](#) will help you better understand the report
- Your free [Funding Analysis Software](#) will allow you to compare various "what-if" scenarios
- Your report will be [completed on time](#) and deliverables will be posted online for easy, [24/7 access](#)

Please take a look at the different levels of service outlined in the following pages. When you're ready for the next step, simply sign and return the Agreement(s). Whether you choose one of our Single Year Engagements, our popular three-year "Loyalty Update Plan", or our economical "Do-it-Yourself" Kit, preparing current, credible Reserve Studies is all we do and we'd love to get started on yours!

Sincerely,

Matthew Swain, RS
President
mswain@reservestudy.com

Single year engagements < Check here and circle fee associated with the desired Level of Service/Turnaround

Level of Service	Economy Fee	Standard Fee	Rush Fee
	8 week	5 week	2 week
Reserve Study FULL (with Site Visit) Component List is developed from a full set of new measurements. Report includes full-color photographic inventory.	\$7,600.00	\$9,500.00	\$14,250.00
Reserve Study Update-WSV (with Site Visit) Component List from a prior professional Reserve Study is updated, based on visual observations, but no re-measuring. Report includes full-color photographic inventory.	\$4,940.00	\$6,180.00	\$9,270.00
Reserve Study Update-NSV (no Site Visit) Component List from a prior professional Reserve Study is updated, based on a series of interviews. Report does not include a photographic inventory.	\$1,600.00	\$2,000.00	\$3,000.00

Note = A "FULL" Reserve Study is not necessary if a credible Reserve Study with measurements (prepared by Association Reserves or another company) is available for updating.

Loyalty Update Plan < Check here to save time & stabilize your budget with this popular "Flat Fee" option
Includes one Full Reserve Study and two No-Site-Visit Reserve Study Updates delivered over three consecutive years with an Economy (8) week turnaround.



Flat Fee \$3,420/year

Do-it-Yourself (DIY) Reserve Study < Check here to receive our " Do-it-Yourself " Reserve Study Kit
\$349 1 - week turnaround

Prices are valid for 90 days

Agreement between Association Reserves & Little Italy Association of San Diego



1. Please, indicate the nature of this agreement

Single Year Engagement Loyalty Update Plan Do-it-Yourself Reserve Study Fee \$ _____
For the FY beginning ___/___/___ Turnaround Time ___ weeks

2. Obtain a Boardmember or Managing Agent signature

We, the undersigned, understand that the Reserve Study being prepared will identify and address the normal deterioration of properly built and installed components with predictable life expectancies, inspecting for construction defects, performing destructive testing to search for hidden issues (such as plumbing or electrical problems), environmental hazards (asbestos, radon, lead, etc.), or unpredictable acts of nature are all outside our scope of work. We understand that the above Fee is based on the accuracy of how the Association was described to Association Reserves in our Request for Proposal. If this is not found to be a true representation of our common area maintenance responsibilities, Association Reserves reserves the right to negotiate an adjusted fee for our services. Association Reserves liability in any matter involving this Reserve Study is limited to our Fee for services rendered. We will respond to a request for revision for up to 60 days following delivery of our Report.

Print Name: _____ Company/Title: _____
Signature: _____ Date: _____



3. Return this Agreement to us, along with a check made payable to Association Reserves

in the amount of \$ _____.*

* All professional Reserve Studies (Single Year Engagement or Loyalty Update Plan) require a 50% deposit, with balance due upon delivery. The "Do-it-Yourself" Reserve Study requires 100% payment upon start-up.

"Loyalty Update Plan" Agreement 38855 - 0d, Little Italy Association of San Diego

Services Provided: Association Reserves [AR] will perform one Full Reserve Study and two No-Site-Visit Reserve Study Updates, in any order, delivered over three consecutive years. The studies will be prepared in accordance with National Reserve Study Standards, pursuant to the schedule and scope of work indicated below:

Year	FY Reporting	Period Ending	Level of Service
1	JUL-31	2024	FULL WSV NSV
2	JUL-31	2025	FULL WSV NSV
3	JUL-31	2026	FULL WSV NSV



Upon each completion, all Reserve Study related files will be posted online for password-protected viewing and printing.

Fees: Client agrees to pay AR an annual fee of \$3,420 for these services. A 50% deposit is due upon start-up of each year's Reserve Study. The final 50% is due and payable upon delivery. Consulting services (i.e., custom analysis, meeting attendance, revisions, etc.) outside the scope of this Reserve Study agreement will be billed on an hourly basis, inclusive of out of pocket costs incurred related to such consulting services, and are due upon receipt of invoice.

Term: The term of this agreement is one year. However, this agreement shall automatically renew for consecutive one-year terms, up to a maximum of three (3) years, unless and until the Client gives AR written notice of non-renewal at least thirty (30) days prior to the expiration of any given one-year term.

Non-Renewal Fee: Client understands and agrees that the annual fee for this agreement is based on the expectation that the agreement shall be renewed for three (3) consecutive one-year terms. Although the Client is entitled not to renew this agreement after any given one-year term, if the Client chooses to do so, the Client agrees to pay AR a non-renewal fee of \$3,420 payable concurrently with the giving of the notice of non-renewal as described above.

Modification & Waiver: This agreement cannot be modified or waived except by a writing signed by both parties.

Assignment: This agreement shall not be assignable by either party, without the written consent of the other.

Indemnity: Client agrees to indemnify AR and to hold AR harmless from and against any and all liability, loss, damage, claim and expense, including reasonable attorney's fees and expenses, that may be incurred by AR arising out of or related to Client's breach of this agreement, Client's violation of any law or regulation, and/or Client's intentional misconduct or gross negligence.

Execution: By signing below, Client is indicating Client's agreement to all of the terms & conditions of this agreement. Client has the full right, power, and authority to enter into and be bound by the terms and conditions of this agreement and to perform Client's obligations under this agreement without the approval or consent of any other party. The person signing this agreement on behalf of Client represents and warrants that he/she has the authority to do so.

Agreement dated _____ between:

Client: Little Italy Association of San Diego

Represented by _____

Title _____ Company _____

Signature _____

-and- Association Reserves
San Diego Regional Office

Matthew Swain, RS
President

Return to:

mswain@reservestudy.com

Dreamers Market - 2025

Feb 2nd

May 4th

Sep 7th

Nov 30th (May push for Nov 23rd to put one week between the tree lighting)

\$5,000 per Market

Gross \$20,000



October 11, 2024

To: Little Italy Association (LIA) Finance Committee

SUBJECT: Proposed FY24 Supplemental Compensation for New City America, Inc. (NCA)

As requested, we have drafted the below proposal for Section 2 and 3 of the Supplemental Compensation portions of the NCA contract pertaining to the percentage compensation for cash programs/projects and the NCA annual performance review.

Below is a proposal of supplemental compensation for your consideration based on the revised contract Addendum C amended on October 12, 2024.

NCA Contract Section 2 – Supplemental Compensation on Cash Programs/Projects

Please review Addendum 1 (Estimate of Potential Supplemental Compensation for 2023-2024) that was prepared by Jeri Keiller, LIA Financial Advisor.

Based on this document, NCA is requesting the Committee consider the Supplemental Compensation, for FY24, in the amount of \$57,555.

NCA Contract Section 3 – Performance Review

Please review Addendum 2 (NCA FY24 District Management Evaluation) that was prepared by NCA staff and survey responses from Little Italy Board Members and the public to support the request for Performance Review Supplemental Compensation Consideration.

Section 2 – Cash Projects/Programs SuppComp Consideration:	\$57,555
Section 3 – Performance Review Bonus SuppComp Consideration:	\$10,000-\$13,000
Total Supplemental Compensations for Consideration:	\$67,555-70,555

***Addendum 1:** Estimate of Potential Supplemental Compensation for 2023-2024 (Prepared by Jeri Keiller, LIA Financial Advisor)*

***Addendum 2:** New City America, Inc.'s FY24 Performance Self Evaluation*

***Addendum 3:** New City America, Inc.'s Supplemental Compensation Amendment to NCA Contract – Adopted October 12, 2024.*

LITTLE ITALY ASSOCIATION OF SAN DIEGO

Little Italy Association of San Diego Transaction Detail For Bonus Calculation July 2023 through June 2024

Type	Date	Num	Name	Memo	Amount	Contract %	Bonus calculation
Sponsors	Sponsors						
Invoice	08/01/2023	M-5535	Batta Fulkerson	Sponsorship for Little Italy Dog Waste Bags	3,000.00		
Invoice	11/06/2023	M-5562	Batta Fulkerson	Sponsorship for Little Italy Dog Waste Bags	3,000.00		
Invoice	02/05/2024	M-5589	Batta Fulkerson	Sponsorship for Little Italy Dog Waste Bags	3,000.00		
Invoice	05/01/2024	M-5615	Batta Fulkerson	Sponsorship for Little Italy Dog Waste Bags	3,000.00		
					12,000.00	10%	\$1,200
Rent income	Rent Income		Convivio		6,550.00	10%	\$655
	Total Rent income-reserves Convivio		Convivio		2,500.00	10%	\$250
	Total Advertising				9,100.00	10%	\$910
	State grant						
Invoice	12/31/2023	P-5162	Piazza Costanza:State Grant	Grant for Piazza Costanza (TSG 23-09)	55,000.00	10%	\$5,500
	County Grant						
Deposit	09/27/2023	3517182	County Grants:FY 23 CEP Grant #2	FY 23 Community Enhancement ARPA Program	5,000.00		
Deposit	10/31/2023	3528910	County Grants:FY 24 NRG	FY 24 NRP Grant	30,000.00		
General Journal	03/01/2024		County Grants:FY 24 CEP Grant (Rent)	FY 24 CEP GRANT RENT	25,000.00		RECOGNIZE FOR BONUS 23-24 (DEFERRED INCOME TO 24-25)
	Total County Grant				60,000.00	10%	\$6,000
	Donation						
Deposit	07/20/2023	6286	General & Administration	Little Italy Signs sold	60.00		
Invoice	09/06/2023	P-5094	General & Administration	Stella Artois Donation	10,000.00		
Deposit	09/18/2023	371	General & Administration	Little Italy Signs	30.00		
Deposit	11/14/2023	391	General & Administration	Merchandise Sales	60.00		
Deposit	11/22/2023	8066	General & Administration	Little Italy Boxing Event	0.00		\$3000 INCLUDED IN EVENT CALC
Deposit	12/26/2023	2467	General & Administration	Small Axe Donation - LIA Sign Sales	30.00		
Deposit	12/26/2023	307	General & Administration	Sale of Little Italy Sign to Small Axe Ent	120.00		
Deposit	01/23/2024	527	General & Administration	Sale of Little Italy signs	30.00		
Deposit	02/16/2024	210	General & Administration	Marco Polo - donation for Little Italy merchandise sole	2,500.00		
Deposit	03/22/2024	549	General & Administration	Merchandise Sale	30.00		

APPENDUM 1

Little Italy Association of San Diego Transaction Detail For Bonus Calculation

July 2023 through June 2024

Type	Date	Num	Name	Memo	Amount	Contract %	Bonus calculation
Deposit	04/22/2024	555	General & Administration	Small Axe sale of LI Sign	15.00		
Deposit	05/16/2024	485	General & Administration	(1) Little Italy sign sold	15.00		
Invoice	07/07/2023	P-5072	Venue Rentals:Piazza Basilone (Civico)	June '23 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	08/01/2023	P-5065	Venue Rentals:Piazza Basilone (Civico)	July '23 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	09/05/2023	P-5087	Venue Rentals:Piazza Basilone (Civico)	August '23 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	10/02/2023	P-5106	Venue Rentals:Piazza Basilone (Civico)	September '23 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	11/06/2023	P-5126	Venue Rentals:Piazza Basilone (Civico)	October '23 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	12/05/2023	P-5144	Venue Rentals:Piazza Basilone (Civico)	November '23 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	01/03/2024	P-5156	Venue Rentals:Piazza Basilone (Civico)	December '23 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	02/05/2024	P-5169	Venue Rentals:Piazza Basilone (Civico)	January '24 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	03/04/2024	P-5183	Venue Rentals:Piazza Basilone (Civico)	February '24 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	04/01/2024	P-5201	Venue Rentals:Piazza Basilone (Civico)	March '24 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	05/01/2024	P-5216	Venue Rentals:Piazza Basilone (Civico)	April '24 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	06/03/2024	P-5224	Venue Rentals:Piazza Basilone (Civico)	May '24 use of Piazza Basilone space for dining tables	3,000.00		
Invoice	07/10/2023	P-5076	Venue Rentals:Piazza della Famiglia (G&G)	June '23 use of Piazza della Famiglia space for dining tables for Graze	3,666.67		
Invoice	08/01/2023	P-5066	Venue Rentals:Piazza della Famiglia (G&G)	July '23 use of Piazza della Famiglia space for dining tables for Graze	5,000.00		
Invoice	09/05/2023	P-5089	Venue Rentals:Piazza della Famiglia (G&G)	August '23 use of Piazza della Famiglia space for dining tables for Graze	5,000.00		
Invoice	09/05/2023	P-5089	Venue Rentals:Piazza della Famiglia (G&G)	Sept 1st - 6th use of Piazza della Famiglia space for dining tables for Graze	1,000.00		
Deposit	06/27/2024	495		Sale of LIA Neon Signs	15.00		
					63,571.67	10%	\$6,357
Merchandise							
Deposit	10/31/2023		Trick or Treat	Sold (6) Light-up Foam Sticks	30.00		
Deposit	10/31/2023		Trick or Treat	Sale of (27) Foam Light-up Sticks	135.00		
					165.00	10%	\$17
Sponsors - TILE SALES							
Invoice	07/01/2023	P-5098	Piazza Costanza	Laurie Black 6"x12" Piazza Costanza Donor Tile	5,000.00		
Invoice	07/14/2023	P-5079	Piazza Costanza	Irwin & Joan Jacobs1'x1' Donor Plaque	35,000.00		

Little Italy Association of San Diego Transaction Detail For Bonus Calculation

July 2023 through June 2024

Type	Date	Num	Name	Memo	Amount	Contract %	Bonus calculation
Invoice	09/05/2023	P-5090	Piazza Costanza	Phil Blair (2) 6' x 12' Donor Plaques for Piazza Costanza @ \$10,000 / each	20,000.00		
Invoice	09/05/2023	P-5091	Piazza Basilone	Piazza Basilone 1' x 6" Donor Plaque	1,000.00		
Invoice	08/31/2023	P-5092	Piazza Basilone	Piazza Basilone 1' x 6" Donor Plaque	1,000.00		
					62,000.00	15%	\$9,300
Sponsors							
General Journal	07/01/2023	jkR	Piazza Costanza	Reverse of GJE jk -- unrecognized sponsorship income	30,989.85		
Invoice	07/07/2023	P-5074	Venue Rentals:Amici Park (Rental)	Use of Restrooms at Amici Park July, August & Sept 2023	75.00		
Invoice	07/07/2023	P-5075	Venue Rentals	Use of Restrooms at Amici Park July, August & Sept 2023	75.00		
Invoice	07/20/2023	P-5077	Piazza Costanza	Vince Hall Piazza Costanza donation	500.00		
Invoice	08/07/2023	P-5114	Venue Rentals:Amici Park (Rental)	Little Italy Small Dog Park Venue Rental 8/25/23	100.00		
Invoice	08/16/2023	P-5070	Seasonal Displays	Little Italy 2023 Fall Display Sponsorship	350.00		
Invoice	08/21/2023	P-5072	Venue Rentals:Amici Park (Rental)	Little Italy Dog Park Venue Rental 7/29/23	1,000.00		
Invoice	08/22/2023	P-5075	Seasonal Displays	Little Italy 2023 Fall Display Sponsorship	350.00		
Invoice	08/24/2023	P-5074	Seasonal Displays	Little Italy 2023 Fall Display Sponsorship	350.00		
Invoice	08/28/2023	P-5076	Seasonal Displays	Little Italy 2023 Fall Display Sponsorship	350.00		
Invoice	08/29/2023	P-5078	Seasonal Displays	Little Italy 2023 Fall Display Sponsorship	350.00		
Invoice	08/31/2023	P-5083	Seasonal Displays	Little Italy 2023 Fall Display Sponsorship	350.00		
Invoice	09/26/2023	P-5097	Casino de Piazza	2023 Casino di Piazza - Gold Level Sponsorship	2,500.00		
Invoice	10/02/2023	P-5107	Venue Rentals:Amici Park (Rental)	Use of Restrooms at Amici Park October, November & December 2023	75.00		
Invoice	10/10/2023	P-5110	Christmas Programs	2023 Little Italy Tree Lighting & Christmas Village - Gold Sponsorship	5,000.00		
Invoice	10/12/2023	P-5113	Trick or Treat	Little Italy's Trick-or-Treat on India Street - Gold Level Sponsorship	2,000.00		
Invoice	10/30/2023	P-5117	Christmas Programs	2023 Little Italy Tree Lighting & Christmas Village - Silver Sponsorship	2,500.00		
Invoice	10/30/2023	P-5118	Trick or Treat	Little Italy's Trick-or-Treat on India Street - Bronze Level Sponsorship	500.00		
Invoice	11/12/2023	P-5136	Christmas Programs	2023 Little Italy Tree Lighting & Christmas Village - Gold Sponsorship	5,000.00		
Invoice	12/01/2023	P-5142	Seasonal Displays	Little Italy 2023 Winter Display Sponsorship	350.00		
General Journal	12/31/2023	11-14	Venue Rentals:Amici Park (Rental)	write off Amici Bocce Club	-75.00		
Invoice	01/03/2024	P-5158	Venue Rentals:Amici Park (Rental)	Use of Restrooms at Amici Park January, February & March 2024	75.00		
Deposit	09/18/2023	3053	Venue Rentals:Amici Park (Rental)	Bocce Court Rentals: Anthony Davi 9/21/23	150.00		
Invoice	02/23/2024	P-5175	Piazza della Famiglia	Piazza della Famiglia recording fee	1,000.00		
Invoice	03/11/2024	P-5189	Misc Events	Donation for 2024 Washington Elementary School Planter Fundraising Program	50.00		

Little Italy Association of San Diego Transaction Detail For Bonus Calculation

July 2023 through June 2024

Type	Date	Num	Name	Memo	Amount	Contract %	Bonus calculation
Invoice	04/01/2024	P-5202	Venue Rentals:Amici Park (Rental)	Use of Restrooms at Amici Park April, May & June 2024	75.00		
Invoice	05/01/2024	P-5212	Venue Rentals:Amici Park (Rental)	Use of Restrooms at Amici Park May & June 2024	50.00		
					54,089.85	10%	\$5,409
EVENTS							
Total Venue policy income							
Invoice	05/07/2024	P-5218	Misc Customer	Rent 360 linear feet of White Vinyl Fencing for San Diego FC Chrome Ball Tour – Chula Vista Event	1,500.00	20%	\$300
Invoice	02/22/2024	P-5173	Bulls of St Agata	Sponsorship for "Bulls of Sant Agata Charge Little Italy" event - net	1,437.00	20%	\$287
LITTLE ITALY BOXING EVENT							
	8066		Little Italy Boxing Event		3,000.00	20%	\$600
TASTE OF LITTLE ITALY							
					37,852.00	20%	\$7,570
3rd Party events							
Invoice	02/29/2024	P-5176	Bella Vita	Bella Vita event 10/21 & 10/22/23	5,000.00		
Invoice	09/28/2023	P-5115	Venue Rentals:Corporate Events (Fuse)	Zevio Piazza Activation: 10 days between 7/15 & 8/20/23	7,000.00		
Invoice	10/16/2023	P-5119	Venue Rentals:Corporate Events (Fuse)	Stella Artois Donations	24,555.00		
Invoice	12/01/2023	P-5161	Venue Rentals:Corporate Events (Fuse)	Female Maker's Market Dec '23	5,351.00		
Invoice	04/01/2024	P-5205	Venue Rentals:Corporate Events (Fuse)	Mutti Piazza Activation: 3/23/24	2,800.00		
Invoice	04/01/2024	P-5208	Venue Rentals:Corporate Events (Fuse)	Female Maker's Market May '24	5,000.00		
Invoice	05/19/2024	P-5245	Venue Rentals:Corporate Events (Fuse)	Dreamer's Market May 19, 2024	5,140.00		
Deposit	10/31/2023	5780	Venue Rentals:Corporate Events (Fuse)	SD Bar Association- Bocce Court Rental	175.00		
Invoice	07/27/2023	P-5078	Venue Rentals:Corporate Events (Fuse)	Use of the Piazza della Famiglia 9/3/23	5,162.00		
Invoice	04/01/2024	P-5205	Venue Rentals:Corporate Events (Fuse)	Mutti Piazza Activation: 3/23/24	2,800.00		
Invoice	04/01/2024	P-5208	Venue Rentals:Corporate Events (Fuse)	Female Maker's Market May '24	5,000.00		
			Venue Rentals:Corporate Events (Fuse)	commission paid to Fuse	-5,073.00		
					62,910.00	20%	\$12,582
				Padres game - net	1,321.00	20%	\$264
				El Grito event - net	1,766.00	20%	\$353
TOTAL							\$57,555



**FY24 New City America, Inc. (NCA) Performance Review
NCA, BOARD OF DIRECTORS' & PUBLIC RESPONSES
October 11, 2024**

Summarized by Jeri Keiller, Little Italy Financial Advisor & Board Member

Rating Values 1-5: 1 being unsuccessful and 5 being very successful.

<u>Board Members</u>	<u>11 / 100%</u>	<u>Public</u>	<u>24 / 100%</u>
Property Owners	4 / 36.4%	Property Owners	13 / 54.2%
Business Owner	1 / 9.1%	Business Owner	8 / 33.3%
Resident	1 / 9.1%	Resident	8 / 33.3%
No Response	5 / 45.4%	Other	2 / 8.4%

1. Stay in Little Italy 6 times a year...go to the lighting of the Christmas Tree for the last 22 years
2. Visitor

BOARD RESPONSES ONLY

FY24 GOAL 1: Improve understanding of operations and accomplishments quarterly with the Officers of the Corporation and the Board.

Rating Totals: 5-5 • 4-1 • 3.5-1 • 1-1 • N/A-3

Rating Average: 4.2

- Add'l Comments:
1. What Quarterly updates that never happened?
 2. I feel thoroughly informed and updated.
 3. Would like to see a meeting (semiannually with total NCA staff) have an open discussion on operations, appearance, and general concerns.
 4. Good.

NCA's Response: NCA worked closely with the Organization Committee to establish a new quarterly maintenance, landscaping & operations walkthrough. Also, NCA reports regularly to the Organization Committee and Board about projects in development, items accomplished or status reports.

NCA is constantly evolving with the Board directive of Goal 1 on the improvement of communication of the Association's operations and accomplishments to the Organization Members/Board.

FY24 GOAL 2: Schedule an orientation with all Board Members to improve their understanding of LIA operations.

LITTLE ITALY ASSOCIATION OF SAN DIEGO

Rating Totals: 5-5 • 4-3 • 3-1 • 2-1 • N/A-1

Rating Average: 4.2

Add'l Comments: 1. Yes, we had an orientation that was beneficial.
2. In my experience, NCA does this.
3. I really don't know how beneficial that is.
4. I received a filled out the Committee form with some follow-up questions regarding committees and did not receive a follow-up.

NCA's Response: As requested by the Board, NCA worked with Steve Galasso, President, and Jeri Keiller, Financial Advisor and Board Member, on developing a comprehensive Board Binder to support the in-person Board Orientation. Both new and existing Board members were invited to the orientation that was held at Our Lady of the Rosary Church Hall (Downstairs) on November 9, 2023.

NCA met and completed Goal 2 based on the Board's directive.

FY24 GOAL 3: Start on the FY24-25 budget four months before the end of the current FY.

Rating Totals: 5-4 • 4-2 • 2-2 • N/A-3

Rating Average: 4

Add'l Comments: 1. The budget wasn't completed in 4 months.
2. In my experience, NCA does this.
3. Timing is good, yet amendments are generally required.

NCA's Response: NCA worked closely with Jeri Keiller, Financial Advisory, Bryan Thompson, Finance Chair, and the Finance Committee for months to prepare the FY25 Association operation budget starting the process in January 2024. The Business Improvement District (BID) was prepared first since that budget has limited assessments. Following the BID, the preliminary Maintenance Assessment District (MAD), Maintenance Non-Assessment (MNA), and Programs budgets were prepared. Unfortunately, since the City of San Diego's Sustainability & Mobility (SuMo) Department's communication issues with the Community Parking District's (CPD) Parking Meter Revenue (PMR) allocations, 2024-25 budgets were completed and approved by the Finance Committee and Board of Directors later than usual.

NCA met and completed Goal 3 based on the Board's directive.

FY24 GOAL 4: Completion of the reserve study and inventory of assets. Develop a schedule of maintenance, repairs, and replacements. Communicate the schedule with the Organization Committee.

Rating Totals: 5-3 • 4-2 • 3-1 • 1-1 • N/A-4

Rating Average: 3.9

Add'l Comments: 1. Never saw any schedule.
2. In my experience, NCA does this.

3. Yes, all of the above. We have been talking about, let's get it done. It's important.

NCA's Response: NCA had researched firms to prepare a reserve study for the Association's assets and presented funding opportunities to support the ongoing maintenance and repairs through special events revenues. In FY24, NCA requested updated reserve study proposals to complete the study and prepare a report for the Finance Committees on the life expectancy of the Association's assets. NCA presented the proposal from Association Reserves in the amount of \$7,500 to the Finance Committee on March 26, 2024, the item was postponed due to lack of funding and was scheduled to be considered for FY25. With the decreased FY25 budget due to CPD budget reduction, the reserve study was not funded for FY25.

NCA partially met the Board's directive for Goal 4 but was unable to complete the goal as the Finance Committee requested to table the item until funding was available.

FY24 GOAL 5: Create a process for reporting repairs and maintenance in the community that creates accountability and follow-up by staff. [Similar to the process available from the Downtown Partnership.]

Rating Totals: 5-6 • 3-1 • N/A-4

Rating Average: 4.7

Add'l Comments:

1. Yes the reporting is working but the reporting to the board happened only once.
2. In my experience, NCA does this.
3. Not familiar with Downtown Partnership - but accountability is important (not to criticize, but to improve).
4. I can put NA on most of these because we do not get reports from NCA or our committees on these specific items at board meetings.

NCA's Response: In January 2019, NCA created a web portal on the website LittleItalySD.com which allows users to submit maintenance issues. It has been collecting and responding to requests submitted. In tandem with FY24's Goal 6, NCA created an online workorder system, hosted by Google Sheets, which allows the Org Committee, and Board Members with the link, to see workorder reporting and status updates in real time. After Org Committee's Quarterly Maintenance Walkthroughs, Dianne Serna, Office Administrator, updates the items called out during the walkthrough along with additional requests received via www.ReportIssueLISD.com.

NCA met Goal 5 and is constantly improving the system to be more efficient.

FY24 GOAL 6: Schedule ongoing neighborhood walk-throughs with Organization Committee members and interested Board Members.

Rating Totals: 5-5 • 3-3 • N/A-3

Rating Average: 4.3

- Add'l Comments:
1. Yes 2 happened.
 2. I have not experienced this yet.
 3. Scheduled neighborhood walkthrough is most beneficial and telling. Needs to be continued.
 4. Need feedback and report outs at board meetings.

NCA's Response: NCA has historically conducted maintenance and enhanced landscaping walkthroughs with the Org Committee. Towards the end of FY24, NCA established a standing item on the Org Committee agenda as a reminder to set quarterly dates. NCA and the Org Committee have walked the entire district, separated into three (3) quadrants, on April 15, 2024, July 16, 2024, and October 11, 2024. Additional dates and times will be set to continue the walkthrough program.

NCA met Goal 6 and is continuing to schedule additional walk-throughs as an ongoing initiative.

FY24 GOAL 7: Resolution of the following or update progress on the following items to the Organization Committee and Board of Directors: Amici Park Remodel, Piazza Natale (Columbia & W. Date), Piazza Tomaso (Location TBD), Bollards (Phase I: W. Date), and Implementation of SB43.

Rating Totals: 5-4 • 4-2 • 3-1 • 1-1 • N/A-3

Rating Average: 4

- Add'l Comments:
1. No resolution happened.
 2. They are pending
 3. A 3 rating - Good job of updating but no progress. Let's focus on Amici Park Remodel, and Piazza Tomaso (Ask for ideas for Board / other about location).
 4. Need feedback and report outs at board meetings.

NCA's Response: NCA is focused on completing tasks and directives issued by the Board, but there are times when items are either out of their hands or there is an item/project that can be accomplished easier, which would take priority. Please find a recap of the items from Goal 7 below.

Amici Park Remodel

In FY24, NCA worked closely with the Councilmember Whitburn's Office and Brian Schoenfisch, Deputy Director of Urban Innovation Division at the City of San Diego, to secure \$5M in Developer Impact Fees (DIF) for the renovation of Amici Park consistent with the revised construction estimate the Association received from Civic Communities. Unfortunately, the City was unable to set aside the funds for immediate use and stated that there were other projects that would receive funds before the Amici Park renovation. NCA pivoted the discussion and focused on securing \$1M in funding to at least be able to fence the park in to mitigate any issues of public nuisance.

NCA is still working with the City and Mayor to potentially fund the project through another source specific to park development that is not connected to DIFs. NCA anticipates the release of funds for the fencing by the end of 2024 or early 2025.

Piazza Natale

This is a long-standing conceptual project that would require funds from historically PMRs, to cover the cost of a popout at the corner of Columbia and W. Date Street. The concept project would be like Piazza Giannini which cost \$250K in PMRs.

NCA has put this as a “pending” project until additional funds can cover the proposed capital improvements.

Piazza Tomaso

This is another long-standing project that’s primary focus, outside of fundraising for improvements, is to secure a location to retrofit and install the “Fat City Steakhouse” neon sign. NCA had historically looked at the intersection of India and W. Ivy Street but is now considering another site that might have the Piazza’s amenities already established. NCA has a request to the property owner to determine feasibility.

NCA is currently working on this and hopes to see movement in late FY25, if not beginning FY26.

Piazza Grancini

The Piazza Grancini is connected to the Amici Park Remodel. A donation for the commissioning of Father Grancini’s life-size statue was made but has been temporarily suspended until there is advancement on the remodel.

NCA is still working on the Piazza, but is on hold until the larger capital project, Amici Park Remodel, is funded.

Bollards

The Phase I Special Event Bollard Program for W. Date Street between Front and Kettner cul-de-sac is on hold. Since the inception of the concept to now, NCA has worked diligently to get the project through Development Services and ready for construction, while working to re-secure funding that SuMo staff did not encumber from the initial project funding that was allocated by then Mayor, Kevin Faulconer. NCA met with Mayor Gloria’s Office recently to transfer the project from one managed by the Association during construction to a City Capital Improvement Project (CIP), like the Gaslamp Promenade Bollards. The Mayor’s team is looking into this as a possible project for FY25.

NCA is still working on the funding for construction and implementation of the Phase I Bollard Program. NCA is anticipating having more information by the end of 2024.

Implementation of SB43 in Little Italy

NCA has been advocating for the adoption and implementation of Senate Bill (SB) 43 since signed into law by Governor Newsom. Once SB43 went into effect on January 1, 2024, NCA immediately reached out to their contacts in the County of San Diego’s Supervisors Office to encourage them to adopt and start preparing for the implementation. The County Supervisors delayed the adoptions until January 1, 2025, so the County could prepare to

implement with services and programming when it became official. NCA advocated that the SB could be adopted now, as it would take a year to develop the programming and services anyway. Unfortunately, the Association will not see progress in Little Italy until FY25.

NCA is still working to ensure that Little Italy Association is considered for a pilot program ensuring Little Italy's ability to maintain public order and manage those that are unfit to care for themselves.

BOARD & PUBLIC RESPONSES

How would you rate the overall performance of NCA for the FY23-24?

BOARD RESPONSES

Rating Totals: 5-5 • 4.8-1 • 4-4 • 3-1

Rating Average: 4.4

Add'l Comments:

1. Over all I say 3.
2. Met acceptable Standards. It seems there is more and more time being spent on the political scene and other districts. Realizing today's problem of homeless people / vendors etc. requires more attention and monitoring of our streets. We still need a major yearly event representing the Italian culture. The Festa was a great representation of the Italian way. Little Italy is an historic neighborhood, and we must keep up traditions.

PUBLIC RESPONSES

Rating Totals: 5*-9 • 4.5-1 • 4-4 • 3-7 • 2-2 • N/A-1

Rating Average: 3.9

Add'l Comments:

1. 3, but I do not believe that is the fault of NCA. There is so much human defecation that it must be very hard to keep up with. I manage our properties in LI and in EV- I have to clean up more in LI than EV.
2. 3, there's always overflowing trash cans along the 1600 Kettner Blvd with only 1 can along Lusso Lofts side.
3. Streets are clean.

** One respondent gave a 7 but was registered as a 5 since that is the max rating option.*

What are the specific areas that you would like to see NCA focus on in the coming 12-18 months? These recommendations will be considered by the LIA Board of Directors for the upcoming FY.

BOARD RESPONSES

1. The same goal but they need to be completed successfully.
2. Actually, I'm not even sure how NCA and LIA work together.
3. Continue to make board meetings more efficient, already much better than a few years ago.
4. Inventory and schedule for trash cans, light posts, etc.
5. Repairs to the Piazza fountain (!!)
6. The maintenance of the community. Emptying more often the trash bins.

7. A piazza on every corner - maybe? Work on some of the issues we have discussed for years. Completion of Tom Fat project. Let's have some fun and spice things up. Board luncheons, Neighborhood events.
8. Focus on a seamless transition between current CEA and newly appointed CEA.
9. Continued focus on transient issues in Little Italy.
10. Try to get committees to report out on goals being hit or missed by NCA.

PUBLIC RESPONSES

1. Better response to homelessness and sanitation of sidewalks.
2. Homeless people in Little Italy. Dirty sidewalks in residential blocks of Little Italy. Broken or burned-out sidewalk lights in Little Italy.
3. The sidewalks need to be cleaned regularly...the smell of urine is not pleasant. Music in the piazza should be regulated...we were there a couple weeks ago for 3 nights and there was this horrible singer, singing up till 11 pm.
4. Additional cleanliness of the neighborhood. Cleanliness of public spaces (piazzas) seem to be deteriorating since COVID.
5. Homeless. Noise at night. Streetlights.
6. Homeless population. High rise construction and density allowed in Little Italy. Specifically new construction at Kettner and Beech with a proposed 29 story building on property that has a 6-story height limit.
7. Working on solutions to reduce the homeless population in Little Italy.
8. More Italian cultural events. Increased activation/events in north LI.
9. Better outreach and cooperation with LI residents.
10. Better quality of life for the actual people who live here. Too much focus on tourism and businesses, yet we have so many people living here now we need to make sure we have the right services and security for us. We pay a percentage of property tax to the association.
11. Locking the trash and recycling receptacles.
12. Noise pollution (citing the illegal use of gas-powered leaf blowers & citing non-compliance car & motorcycle exhausts/"mufflers".) Ensuring that once establishments close, people do not hang out on their outdoor seating and that patrons don't yell. Relocate homeless encampments and discourage loitering for drug use, etc. Respect the city's noise ordinance of 7am - 11pm.
13. Upgrading trash and recycling bins to non-accessible bins to deter feeding the vagrants.
14. Homeless
15. Activation Partnership
16. Eliminate unsafe crosswalk pavements like W. Beech and India
17. Bocce Ball Courts need repaired
18. You do a great job - it would be nice to get a state of the other businesses in the area to see how they are performing (although I'm sure it would be difficult to compile).
19. Trash receptacle changes (sealed), increased power washing and more community events (vs. for pay events)
20. homeless issues
21. Outreach to the homeless and cleanliness of sidewalks. Thank you for your work!
22. Power wash the sidewalks more often around residential areas along Kettner Blvd. Especially after the Jacarandas have bloomed and their pedals have fallen.
23. Recycling.

<u>Topic Mentions</u>	<u>35 / 100%</u>
1. Homelessness	9 / 26%
2. Cleanliness & Pressure Washing	7 / 20%
3. Trash & Recycling Receptacles	4 / 11%
4. Streetlights	2 / 6%
5. Public Spaces	2 / 6%
6. Noise Issues	2 / 6%
7. Cultural Activities & Events	2 / 6%
8. Safety	2 / 6%
9. Buskers	1 / 3%
10. New Development Concerns	1 / 3%
11. Resident Outreach	1 / 3%
12. Traffic & Transition	1 / 3%
13. Other	1 / 3%

ADDITIONAL COMMENTS FROM NCA:

Outside of the eight (8) Goals adopted by the Little Italy Association Board of Directors, NCA also worked, investigated, managed, and completed the following items. Here is a recap of items discussed in FY24 at LIA Board and committee meetings.

Administrative

- Staff Oversight / 30 Employees
 - 2 Admin
 - 12 Maintenance
 - 3 Pressure Washing
 - 4 Ornamental Landscaping
 - 3 Urban Foresters
 - 6 Mercato
- Funds Raised / ~\$386K
 - Supplemental Services \$96K
 - Donors \$75K
 - Grants \$90K
 - Tile Sales \$62K
 - Third Party Support \$63K
- Continued Relationships with Elected Officials and Community Organization
 - Amendment of MAD Contract
 - Language Removing Liability
 - Unauthorized Camping Ban Ordinance
 - Sidewalk Vending & Busker Ordinance
 - Pedicab Ordinance Amendment
 - Scooter Municode Update
 - Homekey Program Support Letter
 - Consortium Holdings Appeal re: Project on Kettner
 - Quiet Zone Reinstated
 - H Barracks Shelter Plan
- Civil Restraining Orders
- Closed Session Items
 - City Contract Compliance

Board

- Annual Board Training
- Board Orientation
- Advocacy:

Organization Committee

- Annual Bylaw Amendments
- Annual Board Elections
- Engage Potential New Board Members
- Get-or-Give & Attendance Oversight
- Development of Legacy Member

Finance Committee

- YTD Financial Oversight
 - Investment Oversight
 - Engage & Prepare Annual Audit
 - MAD 5% Assessment Increase
 - FY25 Budget Preparation
 - FY25 Budget Issues:
 - FRED Funding
 - Loss of Fund Balance
 - Splitting Reduced PMRs
 - US Bank Transition & Sponsorship
 - Grants:
 - County NRP \$30K
 - County CEG ARPA \$25K
 - State Special Events Grant FY25 & 26 \$35K+/Year
 - 2020 & 2021 ERTC Funding Oversight
- Advocacy:
- FY25 SBEP Funding

District Identity & Placemaking Committee

- Olive PR Media & Social Oversight
- Crisis Management Communication
 - Joe Dreams
 - SD Neighborhood Coalition
- Little Italy Sponsor Guide Developed
- Events:
 - Little Italy Mercatos (Saturdays & Wednesdays)
 - Marine Band San Diego Summer Concert
 - San Diego Padres Italian Heritage Night
 - Our Lady of the Rosary Centennial Events
 - Labor Day Stickball Tournament
 - Punches in the Piazza
 - Casino di Piazza
 - El Grito de Mexico
 - Bella Vita Fest
 - Trick-or-Treat on India Street
 - Small Business Season
 - Little Italy Tree Lighting & Christmas Village

- The Bulls of St. A'gata Charge Little Italy
- Mission Federal ArtWalk
- ArtWalk Summer Series
- Taste of Little Italy
- Public Spaces:
 - Piazza Costanza Fundraising, Development & Dedication
- Little Italy Venues:
 - Stella Artois Activation
 - Stella Artois Sponsorships
- Little Italy Tours x So Diego Negotiations
- Little Italy Merchandise Closeout & Star-Up

Parking & Mobility Committee

- W. Grape Street Vacation of East Pedestrian Crossing
- W. Hawthorn & W. Grape Street Conversions
 - Presentation by Airport Authority on W. Grape
 - Request Presentation from City on W. Hawthorn
- Advocacy:
 - SD Rescue Mission Advocacy & Secured Funds
 - Amend Council Policy 100-18
 - Secure Exclusive Use Fees from Streetaries
 - Secure Funds from Parking Garages

Neighborhood Advisory Committee

- CUP Review
 - Fisher's Live Music
- SD Neighborhood Coalition Monitoring
- Reengage Committee to Develop
 - Establish Co-Chairs, Cynthia Adkins & Jeri Keiller
 - Communication Campaign
 - Residents' Night in the Piazza
 - Establishing Monthly Meetings
 - Establish Meeting Format

ADDENDUM 3

New City America, Inc. Supplemental Compensation Summary and Disbursement Policy Contract Amendment – October 2, 2024

New City America, Inc. (NCA) will present a list of secured donors and/or net funds, based on the below policy, to the Finance Committee on a quarterly basis. The Finance Committee, after review and consideration, may approve all or some of NCA's requests for supplemental compensation.

AUDITED NET @ 10%

After the annual audit is completed, the Financial Advisor will review with the Finance Committee Chair and the Committee members. Based on the NCA contract, NCA will be eligible for 10% of audited net of the City contracts and Maintenance Non-Assessment; Programs account will be excluded. NCA is dedicated to increasing the non-assessment or government funding for LIA's activities and operations as part of its overall management of the City contracts under this agreement.

CASH PROGRAMS

- 1) Tile Sales and Cash Donations:
NCA may be eligible to receive 15% of any tile sale, as well as 10% of any cash donation that NCA staff initiated and secured.
- 2) Major Capital Projects:
For major capital projects, NCA supplemental compensation will be wrapped into the overall project budget and will be submitted, considered and pre-approved by the Finance Committee before major capital improvement project has approval to move forward.
- 3) Grants & Oversight:
NCA would be eligible to receive up to 15% of the total grant awarded if the grantor allows for an administrative oversight fee to be added to the grant and the Little Italy Association receives a majority of the grant funds for projects, assets, or offset.
- 4) Reduction of City Overhead Costs:
NCA may be eligible for a percentage of any cost savings that NCA staff initiates that will lower operational costs of the Association. These costs shall include, but not be limited, to general liability insurance annual costs, water and lighting costs, trash removal costs, sidewalk repair and tree trimming, etc.
- 5) NCA Managed Events:
NCA may be eligible to receive up to 40% of net income based upon the activities that it initiates and/or manages that generates additional net income to the Association.

6) Third-Party Managed Events:

NCA may be eligible to receive up to 20% of net income based on their efforts to support third-party event planners who generates additional net income to the Association.

Calculations on any bonus allocated for supplemental compensation to NCA, based upon the Finance Committee's final approval, shall be determined after the end of the fiscal year and paid out quarterly in the following fiscal year.

PERFORMANCE REVIEW

After NCA presents annual self-review to the Organization Committee, the Committee will submit final evaluation to the Finance Committee and NCA. NCA will then submit a supplemental compensation proposal based on annual evaluation to the Finance Committee. The proposal will be a range for the Finance Committee to consider.

** Traditionally grants allow for up to 15% to cover admin. If grant does not allow for 15% to cover admin, funds may be covered by non-assessment funds.*