



Little Italy Association of San Diego – Organization Committee
Friday, July 12, 2024 at 9:00am

In-Person: Little Italy Association’s Conference Room (2210 Columbia Street) or via
Zoom (For Non-Voting Members): <https://us02web.zoom.us/j/86463268466>
or call 1-669-900-6833 / Meeting ID: 864 6326 8466 / Password: 3898

1. Zoom Meeting Protocol & Introductions / Steve Galasso, President
2. Next Meeting: _____
3. Non-Agenda: Public Comment & Announcements
4. Review of June 6, 2024 Minutes *Action Item* P. 2-4
5. FY24 Get-or-Give & Attendance Review / Chris Gomez P. 5-6
6. Quarterly Maintenance & Landscaping Walkthrough / Chris P. 7
7. City of San Diego Candidate Board Presentations / Chris *Action Item*
 - a. Mayor: Todd Gloria (I) / Larry Turner
 - b. City Attorney: Heather Ferbert / Brain Maienschein
 - c. Council D3: Stephen Whitburn (I) / Coleen Cusack
8. Community Reports Change on Board Agenda / Chris *Action Item*
9. New City America Leadership Transition / Marco Li Mandri *Action Item* P. 8-16
10. Chief Executive Administrator Report / Marco
11. Old Business – Add or Remove Items *Action Item*
12. Adjournment *Action Item*

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. None

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 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



Little Italy Association of San Diego – Organization Committee
Thursday, June 6, 2024, at 9:00am
Little Italy Association’s Conference Room (2210 Columbia Street)

PRESENT Steve Galasso, Luke Vinci, Annette Casemero

VIRTUALLY Lou Palestini, Marco Li Mandri, Catt Fields White

GUESTS Brijet Myers, Jeri Keiller, David Rodger, Curt Brooker

STAFF Chris Gomez, Dianne T. Serna

MINUTES:

<i>ITEM</i>	<i>DISCUSSION</i>	<i>ACTION TAKEN</i>
1. Zoom Meeting Protocol & Introductions Steve Galasso	The meeting was called to order by Steve Galasso at 9:00am	No Action taken
2. Next Meeting	2. The next Organization Committee meeting will take place on July 12, 2024, at 9:00am	2. No action taken
3. Non-Agenda: Public Comments & Announcements	3. Jeri Keiller stated that she will be on vacation for most of July.	3. No action taken
4. Review of Org Minutes From May 3, 2024, Minutes	4. The minutes from May 3, 2024, were reviewed.	4. Steve Galasso moved to approve the minutes. Annette Casemero seconded the motion. Unanimously approved.
5. FY24 Get-or-Give & Attendance Review/ Chris Gomez	5. Chris Gomez gave an update on the Get-or-Give and Attendance Review on pages 5 & 6.	5. No action taken
6. Quarterly Maintenance	6. Chris gave an update on the Quarterly Maintenance Walkthrough and Work Orders.	6. No action taken

LITTLE ITALY ASSOCIATION OF SAN DIEGO

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

Walkthrough & Work Orders/ Chris	<p>The next LIA Walkthrough will take place on July 10, 2024, at 9:00am.</p> <p>Dianne Serna will maintain and update the Work Order Spreadsheet.</p>	
7. Marijuana Sponsor Discussion/ Chris	<p>7. Chris asked the committee to discuss the potential for a Marijuana Sponsor for LIA Events, on a case by case basis.</p> <p>Chris stated that he will contact the city to ensure there wouldn't be any issues.</p> <p>This item will be taken to DI & P and then back to Org committee.</p>	7. No action taken
8. State of the Neighborhood Return/ Marco LiMandri	<p>8. Marco LiMandri stated that this year's State of the Neighborhood will be his last one. The date and location are still being discussed.</p>	8. Luke Vinci moved to approve the return of the State of the Neighborhood. Jeri Keiller seconded the motion. Unanimously approved.
9. Potential Conflict Discussion re: Board Members as Staff/ Consultants/ David Roger	<p>9. There was some light discussion regarding this item.</p>	9. This item was tabled
10. NCA FY25 Goals/ Jeri Keiller	<p>10. Jeri presented the NCA FY25 goals on pages 7-8.</p>	10. Annette Casemero moved to accept the amendments on pages 7 & 8. Luke Vinci seconded the motion. Unanimously approved.
11. New City America Leadership Transition/ Marco LiMandri	<p>11. Marco reported that he will be stepping down as the CEA of the Little Italy Association in December.</p> <p>Marco will still be present at meetings and available as an advisor, however, Chris will be taking over the day-to-day tasks.</p> <p>Dominic Li Mandri will also be available as needed.</p>	11. No action taken
12. Chief Executive Administrator	<p>12. Chris gave an update on the US Bank transition. Chris requested that the Officers solidify that he was authorized to</p>	12. Motion approved by consensus.

Report	represent the corporation as an administrator and affirm he could sign corporate documents.	
13. Old Business- Add or Remove Items	13. Nothing to report	13. No action taken
14. Adjournment	14. Meeting Adjourned	14. Luke Vinci moved to adjourn the meeting. Annete Casemero seconded the motion. Unanimously approved.

Minutes taken by Dianne T. Serna, Staff

Little Italy Board of Directors Get-or-Give & Staff Fundraising Summary

Term: 2024-2025

GOALS MET

*FY24 C/F does not carry-forward into the next fiscal year (FY26).

LAST NAME	FIRST NAME	FY24 C/F*	JUL'24	FY25 + C/F	GorG REQ	FY25 RMNG	FY26 C/F
Galasso	Steven	\$1,125		\$1,125	\$1,500	-\$375	-\$1,500
Thompson	Bryan	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Palestini	Lou	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Vinci	Luke	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Casemero	Annette	\$49		\$49	\$1,500	-\$1,451	-\$1,500
Blum	Ryan	\$90		\$90	\$1,500	-\$1,410	-\$1,500
Brooker	Curt	\$3,500		\$3,500	\$1,500	\$2,000	-\$1,500
Brunetto	Domenic	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Busalacchi	Joey	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Cresci	Dino	\$0		\$0	\$1,500	-\$1,500	-\$1,500
DeSpenza	Jim	\$930		\$930	\$1,500	-\$570	-\$1,500
Estevez	Clarissa	\$24,025		\$24,025	\$1,500	\$22,525	-\$1,500
Gerson	Lisa	\$18,300		\$18,300	\$1,500	\$16,800	-\$1,500
Gustafson	Rich	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Hermes	Audrey	\$988		\$988	\$1,500	-\$512	-\$1,500
ioele	Pasquale	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Keiller	Jeri	\$260		\$260	\$1,500	-\$1,240	-\$1,500
Núñez	Juan	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Pecoraro	Jack	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Rodger	David	\$5,175		\$5,175	\$1,500	\$3,675	-\$1,500
Strauss Casey	Diana	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Tabigue	Father Joseph	\$0		\$0	\$1,500	-\$1,500	-\$1,500
Vecchio	Joe	\$124,375		\$124,375	\$1,500	\$122,875	-\$1,500
White	Catt	\$13,858		\$13,858	\$1,500	\$12,358	-\$1,500
Zimmerly	Jon	\$0		\$0	\$1,500	-\$1,500	-\$1,500
		\$192,675	\$0	\$0	\$37,500		

FY25 Board Attendance

Last Name	First Name	Position	Member Since	Jul. 23
Galasso	Steve	1 - PRESIDENT	1996	
Vinci	Luke	2 - VICE PRESIDENT	2011	
Palestini	Lou	3 - V.P. OF CULT. AFF.	2000	
Thompson	Bryan	4 - TREASURER	2018	
Casemero	Annette	5 - SECRETARY	2021	
Blum	Ryan	Property Director	2020	
Brooker	Curt	Business Director	2022	
Brunetto	Domenic	Property Director	1997	
Busalacchi	Joey	Business Director	2020	
Cresci	Dino	Property Director	2023	
DeSpensa	Jim	Property Director	2011	
Estevez	Clarissa	Property Director	2022	
Gerson	Lisa	Property Director	2022	
Gustafson	Rich	Property Director	2011	
Hermes	Audrey	Business Director	2023	
Ioele	Pasquale	Property Director	2013	
Keiller	Jeri	Property Director	2020	
Núñez	Juan	Property Director	2019	X
Paladino	Robert	Property Director	2024	
Pecoraro	Jack	Property Director	2011	
Rodger	David	Property Director	2022	
Strauss Casey	Diana	Property Director	2019	
Tabigue	Father Joe	Property Director	2011	A
Vecchio	Joe	Community at Large	2024	
White	Catt	Community at Large	2009	
Zimmerly	Jon	Residential Tenant	2023	X

- X - Excused
- U - Unexcused
- L - Leave
- A - Alternate

Bylaws: Attendance

3 Unexcused or 6 Total (Excused & Unexcused)

Alternates are not permitted to stand in for more than 6 times in a calendar year.

Little Italy Association of San Diego
Maintenance & Landscaping Work Order Log

Date	Issued By	Department	Issue / Repair	Location	Get It Done?	Date Issued / Repo	Assigned To	Date Compl	Comments
4/15/24	Dianne	City	Meter vault lowered - Trip hazard	India & W. Date (In front of Pub)	Yes	4/16/24			
4/15/24	Dianne	Landscaping	Tree needs to be filled in	Cedar-Avis		4/16/24	Scott		
4/15/24	Dianne	Landscaping	Tree needs to be cut back	Cedar-Jack in the Box		4/16/24	Scott		
4/15/24	Dianne	landscaping	Tree needs to be cut back	Cedar & Kettner		4/16/24	Scott		
4/15/24	Dianne	Landscaping	Tree needs to be filled in	Cedar		4/16/24	Scott		
4/15/24	Dianne	City	Trip Hazard	Kettner & Date	Yes	4/16/24			
4/15/24	Dianne	City	Trip Hazard	Kettner & Date	Yes	4/16/24			
4/15/24	Dianne	City	Trip Hazard	Kettner & Date	Yes	4/16/24			
4/15/24	Dianne	Landscaping	Tree needs to be filled in	Kettner		4/16/24	Scott		
4/15/24	Dianne	Landscaping	Tree Grate	Burger Lounge		4/16/24	Scott	5/3/24	
4/15/24	Dianne	City	Trip Hazard	OLR-State Street	Yes	4/16/24			
4/15/24	Dianne	Landscaping	Tree needs to be filled in	OLR-State Street		4/16/24	Scott		
4/15/24	Dianne	City	Broken Meter	OLR-State Street	Yes	4/16/24			
4/15/24	Dianne	Landscaping	Tree needs to be filled in	Cedar & State St.		4/16/24	Scott		
4/15/24	Dianne	City	Trip Hazard	Cedar & State St.		4/16/24			
4/15/24	Dianne	City	Trip Hazard	1654 Union Street	Yes	4/16/24			
4/15/24	Dianne	Landscaping	Tree needs to be filled in	1660 Union Street		4/16/24	Scott		
4/15/24	Dianne	Landscaping	Tree grate	Union & Date		4/16/24	Scott		
4/15/24	Dianne	City	Damaged Curb	Date & Union	Yes	4/16/24			
4/15/24	Dianne	City	Exposed Wires	1665 Union	Yes	4/16/24			
4/15/24	Dianne	City	Exposed Wires	Union & Cedar	Yes	4/16/24			
4/15/24	Dianne	City	Trip Hazard	1605 Cedar	Yes	4/16/24			
4/15/24	Dianne	Landscaping	Tree grate	Date Street		4/16/24	Scott		
4/15/24	Dianne	Landscaping	Weeding	Amici Park (Bocce Court)		4/16/24	Scott	5/9/24	
4/15/24	Dianne	Landscaping	Weeding	Amici Park		4/16/24	Scott	5/9/24	
4/15/24	Dianne	Landscaping	Tree needs to be filled in	India St. (Landini's)		4/16/24	Scott		
4/15/24	Dianne	City	Trip Hazard	India St. (Landini's)	Yes	4/16/24	test		
4/15/24	Dianne	City	Trip Hazard	India St. (Mr. Moto's)	Yes	4/16/24			
4/15/24	Dianne	City	Trip Hazard	India St. (Across from AlSCO)	Yes	4/16/24			
5/6/24	Chris	Maintenance	Remove trash and dead plant material under bushes	Amici Park		5/6/24	Daniel		
5/7/24	Chris	Maintenance	Remove graffiti on fence by Dog Park	SE Corner of Dog Park (W. Date side)		5/7/24	Daniel		
5/8/24	Chris	Maintenance	Remove graffiti on freeway wall	State/Columbia between all overpasses		5/8/24	Daniel	5/15/24	
5/9/24	Chris	Maintenance	Number dog bag stations	Throughout Little Italy		5/8/24	Richard	5/15/24	
5/10/24	Chris	Admin	Get estimate for light bollards	Piazza Basitone		5/10/24	Daniel		
5/10/24	Chris	Admin	Replace missing bollard	Piazza della Famiglia		5/10/24	Daniel	Pending	
5/10/24	Chris	Admin	Repair damaged/missing bell light	Piazza della Famiglia		5/10/24	Daniel		
5/13/24	Chris	Admin	Cost to repair dog park fence and Amici Park fence	Amici Park		5/13/24	Daniel		DP: \$3,678 (6 Sections) & \$7,000 (All Sections)
5/20/24	Dianne	Maintenance	Amici Restroom-Water was off, Restroom cleaned	Amici Park		5/20/24	Daniel	5/20/24	
5/29/24	Chris	Admin	Get estimate for bollards and chain for ALSCO	ALSCO		5/29/24	Daniel		
6/4/24	Chris	Pressure Washing	Stain/Feces on sidewalk	801 W. Hathorn on the left of the entrance		6/4/24	Daniel	6/5/24	
6/4/24	Chris	Landscaping	Overgrown weeds and debris	Cul-de-sac of W. Date and Ketter		6/4/24	Scott	6/4/24	
6/4/24	Chris	Maintenance	Overgrown weeds and graffiti	Vacant lot on PCH & W. Grape		6/4/24	Daniel & Dianne	6/10/24	Owner had it cleaned last week.
6/4/24	Chris	SDRM	Homeless person sleeping on sidewalk	India and W. Date (by Vincenzo's)		6/4/24	Daniel	6/4/24	
6/10/24	Dianne	Maintenance	Amici Restroom-Clean fans	Amici House		6/10/24	Daniel	6/10/24	
6/11/24	Dianne	Landscaping	Tree Grate (Allegro Towers)	1411 Kettner Ave.		6/11/24	Scott		
6/17/24	Dianne	Maintenance	Feces	825 W.Beech		6/17/24	Daniel	6/17/24	
6/17/24	Dianne	Maintenance	Homeless Encampment	1665 Union		6/17/24	Daniel	6/17/24	
6/18/24	Dianne	Pressure Washing	Feces Clean up	825 W Beech		6/18/24	Franc	6/18/24	
6/21/24	Dianne	Landscaping	Flies in planters	Piazza Costanza		6/21/24	Scott	6/24/24	
6/21/24	Dianne	Maintenance	Feces, Trash	D3		6/21/24	Franc	6/21/24	Owner was not satisfied with clean up
6/21/24	Dianne	Maintenance	Amici Park Light Switches	Amici House		6/21/24	Raymond	6/24/24	
6/21/24	Dianne	Maintenance	Exposed pipe	Amici Park		6/21/24	Raymond	6/24/24	
7/1/24	Dianne	City	Clogged Drain	Date Street Culdesac	Yes	7/1/24			
7/2/24	Dianne	Maintenance	Graffiti	2235 Pacific Hwy		7/2/24	Daniel	7/2/24	



**New City America, Inc.
Leadership Transition Strategic Plan
Little Italy Association of San Diego - 2025**

In preparation for the reorganization of our staff and the reduction of time by Marco Li Mandri, Chief Executive Administrator (CEA) for the Little Italy Association of San Diego (LIA), and Laura Li Mandri, as Financial Advisor and Grant Administrator for the LIA from New City America, Inc. (NCA) management team has prepared this transition of leadership strategic plan for the LIA's Board to review.

Effective January 1, 2025, the following transition will take place.

- Marco and Laura Li Mandri will step back from day-to-day activities and operations of the LIA.
- Marco will transition into an ongoing advisory role to support the new CEA with historical organizational information and policy recommendations.
- Laura will transition into an advisory role to support the new CEA on new grant opportunities and policy recommendations.
- Christ Gomez will transition as the new CEA for the LIA.
- NCA's Personnel Structure will change, as it referenced on page 15 of the NCA contract, to the new structure on Addendum A.

This leadership transition has no impact on the NCA contract with the LIA that was approved by the Board of Directors on September 1, 2020. The contract and addendums adopted by the Board of Directors prior to this transition will remain in effect.

In Addendum B, the NCA management team has reformatted the LIA Administrative Org Chart that would go into effect January 1, 2025.

With the transition planned by the end of the year, Chris will be shadowing Marco on meetings that are pertinent to the LIA.

Creating Better Communities for Today & Tomorrow

ADDENDUM A

[Page 15 in NCA's Little Italy Contract (Signed September 1, 2020)]

New City America Administrators Included in the Proposal to Provide Administrative Services for the Little Italy Association of San Diego

Titles and duties reflected below are those assigned to the NCA Administrators as it pertains to the service on the LIA contract.

Primary Administrators Assigned to Contract

Christopher Gomez

Chief Executive Administrator

- Oversee and ensure compliance on all governmental contracts, including City's MAD, BID, and CPD contracts
- Oversees all LIA operations, particularly maintenance and landscaping staff
- Designated liaison to government offices
- Directs Board and organizational development
- Facilitator of Board and committee meetings that are not facilitated by the DM
- Work with the Finance Committee and Board to establish operational budgets and monitor organization's finances
- Oversee media relations and acts as official spokesperson of the LIA
- Facilitator of conflict resolution
- Develops organizational policies and procedures
- Meets with stakeholders
- Leads fundraising efforts
- Facilitator for DIP and NAC Committees and applicable task forces
- Liaison to BID members
- Supervises Corporation Office and field operations
- Sends out meeting reminders for all meetings
- Direct report for office administrators and LIA staff
- Monitor website content and updates
- Post Board and committee packets in compliance with the Brown Act
- Direct report for public relations firm
- Acts as an official spokesperson of the LIA for media relations
- Oversees all projects, programs, and initiatives of LIA
- Serves as LIA representative on all appropriate committees and councils
- Research and apply for grant opportunities
- Support Events Manager with event management and day-of activities as needed

Dominic Li Mandri and Marco Li Mandri

Operations Manager & Advisor

- Provide recommendations to CEA on maintenance and landscaping service plans
- Create and implement efficiency programs to streamline maintenance and landscaping operations
- Work with Office Administrator on vendor pricing review and ordering
- Oversee best management practices for maintenance and landscaping operations
- Support Events Manager with event management and day-of activities as needed

Rosie DeLuca*Financial Manager*

- Prepares all financial, reimbursement, and reconciliation reports for governmental contract and grants, including City's MAD, BID, and CPD contracts
- Monitors budgets and prepares reports for CEA, Maintenance, and Landscaping Supervisors to review
- Process all AR and AP for all revenue centers
- Maintain records of insurances and licenses
- Provide support to Board and committees as requested by the CEA
- Work with auditor to prepare annual audit and returns
- Oversee Workers' Comp reporting
- Support Events Manager with event management and day-of activities as needed

Nick Angulo*Events Manager*

- Work with DIP Committee and Board to create event master calendar
- Conceptualize, develop, and implement LIA events
- Research, secure, and steward sponsors
- Prepare event P&Ls
- Secure all permitting required by governmental agencies
- Secure operational vendors for events
- Reviews and released monthly eNewsletters
- Makes website updates as needed
- Provide support to Board and committees as requested by the CEA

Dianne Serna*Office Administrator*

- Provide HR support
- Take and prepare minutes for all Board, committee and task force meetings
- Provide support to Board and committees as requested by the CEA
- Support Events Manager with event management and day-of activities as needed

Michelle Mercado*Asst. Office Administrator*

- Prepares monthly eNewsletters
- Support Office Administrator with tasks when he/she/they are unable
- Support Events Manager with event management and day-of activities as needed

Supportive Administrators**Marco Li Mandri***Executive Advisor*

- Provide historical institutional information to CEA
- Provide recommendations on new policies and procedures to the CEA
- Support the CEA in specialized projects requiring additional advocacy

Laura Li Mandri

Grant & Policy Advisor

- Supply CEA and DM with grant opportunities
- Provide recommendations on new policies and procedures to the CEA

Shirley Zawadzki

Administrative Manager

- Interacts with the City of San Diego's Economic Development Dept. on policy issues as needed.
- Updates and maintains LIA databases
- Oversees NCA administrators as it pertains to the NCA corporation
- Support Events Manager with event management and day-of activities as needed

Monica Montes

Project Manager

- Supports on LIA mailings
- Supports on special projects and programs
- Support Events Manager with event management and day-of activities as needed

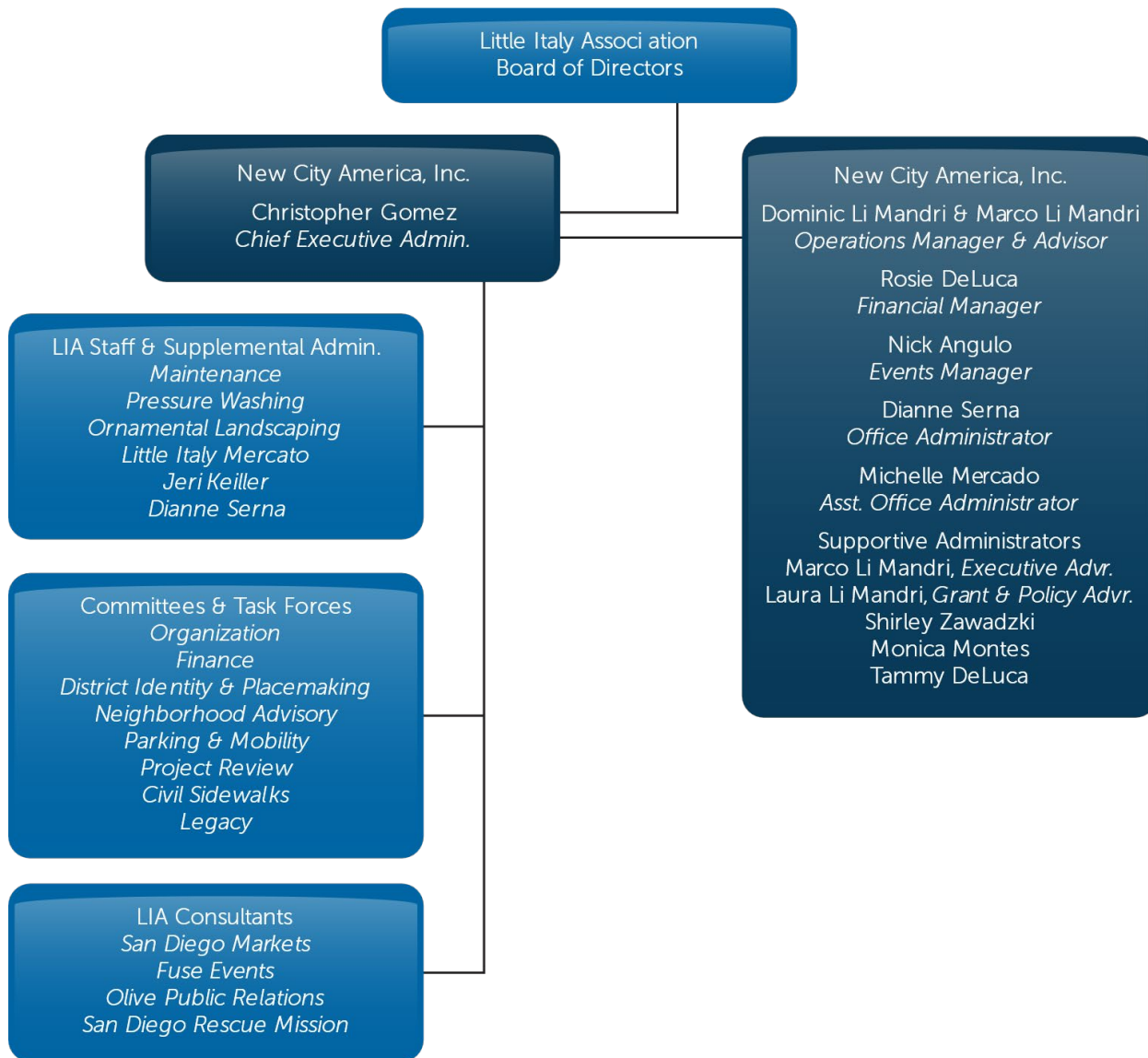
Tammy DeLuca

Asst. Financial Manager

- Supports on Financial Manager with tasks when he/she/they are unable
- Support Events Manager with event management and day-of activities as needed

ADDENDUM B

New City America, Inc.
 Little Italy Association of San Diego Administrative Organization Chart
 January 1, 2025



contained in the City of San Diego’s attached budget and show a comparison to the budget amounts, and a Statement of Compliance with the terms of this Agreement signed by the LIA.

F. Additional Events and Activities Organized or Coordinated by Contractor that are Included in Contractor’s Scope of Services

Event or Activity	Time Per Year
Public Art Displays	Throughout the Year
Banner Program and Decorations	Throughout the Year
Marine Band	August
State of the Neighborhood	September
October Event	In Planning
Trick or Treat on India Street	October
Seasonal Decorations	Fall/Winter
Christmas Tree Lighting and Village	December
Little Italy Mercato	Throughout the Year

Contractor shall comply with all applicable laws, rules, regulations, ordinances, resolutions, and policies of the federal, state, and local governments as they pertain to this Agreement. Contractor shall comply immediately with any and all directives issued by the City of San Diego or its authorized representatives under authority of any laws, rules, regulations, ordinances, or regulations.

In addition to the foregoing, Contractor shall comply with all private contracts, memoranda of understanding, and resolutions duly approved by the LIA Board of Directors.

**NEW CITY AMERICA PERSONNEL/STAFF INCLUDED IN THE PROPOSAL TO PROVIDE STAFF
ADMINISTRATIVE SERVICES FOR THE LITTLE ITALY ASSOCIATION FY 2020 - 21**

<p align="center"><i>New City America Staff Member</i> <i>Function for the LIA contract</i> Staff members that are allocated for working on the multiple Little Italy Association contracts include the following, with estimated hours per week:</p>	<p align="center"><i>Estimated time spent for week on Little Italy programs and activities</i></p>
<p align="center">Marco Li Mandri, Co-Owner of NCA Oversees all operations, particularly maintenance staff; is the designated liaison to government offices; directs board and organizational development; chairs committees; handles public relations & media; facilitates conflict resolution; develops policies & procedures; meets with stakeholders; leads fundraising efforts.</p>	<p align="center">24 - 30</p>
<p align="center">Laura Li Mandri, Co-Owner of NCA Oversees day-to-day landscape operations; directs staff; provides input on budget preparation & monitoring; provides HR support, develops and amends policies & procedures; oversees insurance & financial management, contributes to special project development and management; researches and submits grants.</p>	<p align="center">32</p>
<p align="center">Shirley Zawadzki, Chief Administrative Officer Maintains property database, handles all communications with City on MAD/CBD, helps prepare financial reports to the City & County, oversees all staff performance.</p>	<p align="center">14</p>
<p align="center">Rosie De Luca, LIA Business Manager Prepares all financial & reimbursement reports for the City of San Diego, monitors budgets, processes all AR & AP for multiple revenue centers; maintains records of insurances and licenses; provides support for board and committee meetings; works with auditor to prepare annual returns; oversees workers comp reporting.</p>	<p align="center">24</p>
<p align="center">Chris Gomez, LIA District Manager Provides BID oversight & Parking District oversight including budget development and monitoring, designs all logos, banners, and marketing material, helps permit and coordinate special events, chairs or co-chairs DISI, Org & Finance Committees, chairs or co-chairs Hotel</p>	<p align="center">40</p>

Council & Restaurant Council, serves as LIA contact to local businesses; supervises office and field operations; provides HR support; is liaison to City & County offices, monitors website content and PR messaging.	
Monica Montes, Executive Assistant Performs parking-related services, oversees purchasing of supplies for valet and field operations; coordinates meetings and special events; assists with community outreach and mailings; prepares board packets; researches property database and records of land use.	24
John Li Mandri, Public Space Design & Development Designs public spaces and amenities, creates conceptual maps, consults with landscape operations; monitors use/abuse of public areas.	10
Joey Li Mandri, Outreach and Community Liaison Produces regular newsletter; assists with special events coordination; facilitates public art & fall display projects, co-manages Hotel & Restaurant Councils; collects outreach & marketing data; participates in developing new marketing strategies; is liaison to local businesses & residents; monitors new business activity; provides administrative support.	18
Total hours per week (Average of \$ 42.96 per hour per employee)	188 average per week 9,776 hours per year

EXHIBIT B: BASE COMPENSATION

1. The Contractor shall be entitled to an increase in the base payment commencing on July 1st, 2020 Fiscal Year 2020-21. The base salary, commencing with this year, shall be as follows:

<i>Fiscal Year</i>	<i>Base Contract Amount</i>	<i>Difference in Base Contract</i>
2019-2020	\$400,000	--
2020-2021	\$ 420,000	\$20,000

2. Unless amended by a written agreement signed by both parties, or unless this agreement is terminated by either party, Contractor's base compensation shall remain at the rate of \$420,000 for each consecutive term of the agreement following fiscal year 2020-2021. Such base compensation shall be payable at the rate of \$35,000 per month, payable in two installments of \$17,500 between the 1st and the 5th, and between the 15th and the 20th, days of each month.
3. During the fourth year of this agreement, Fiscal year 2024-2025, the agreement may be subject to re-negotiation based upon additional revenues from the base year, not including the provisions listed in Exhibit C of this agreement.
4. In connection with Contractor's base compensation, Contractor agrees to participate in an annual performance review with the LIA Board of Directors, and semi-annual performance reviews with the LIA Organization Committee. All such performance reviews will be scheduled at a mutually agreeable date and time by the LIA Board of Directors and Organization Committee, respectfully.