

BOARD OF DIRECTORS MEETING

February 8, 2023 By Zoom Webinar AGENDA

Mission Statement: The Five Points Business Improvement District unites businesses and commercial property owners by maintaining the business corridor and catalyzing inclusive economic development and cultural preservation.

10:00 AM	I.	Call to Order	Board
10:05 AM	II.	Video Introductions	Board
10:10 AM	III.	Administrative Items A. Disclosure of Potential Conflicts of Interest B. Board Meeting Minutes – January 11, 2023 C. Treasurer's Report – December 2022	Board Board N. Beal
10:20 AM	IV.	New Business A. Jazz Festival Update B. Popup Denver 2 C. SavATree Contract Renewal	B. Dilling S. Wiebenson V. Martinez
10:50 AM	V.	Old Business A. Stakeholder Meeting Recap B. Capital Expenditures Update 1. Entry Sign 2. Xcel Pole Banners	H. Cowans V. Martinez
11:10 AM	VI.	MarCom Update	L. Sayer
11:20 AM	VII.	Public Comment	
11:30 PM	VIII.	Adjourn	



FIVE POINTS BUSINESS IMPROVEMENT DISTRICT BOARD OF DIRECTORS REGULAR MEETING January 11th, 2023 MINUTES

Meeting Held: Wednesday, January 11th, 20223, at 10:00 AM,

Virtual meeting held on ZOOM.US.

Attendance: The meeting of the Board of Directors of the Five Points Business

Improvement District, City and County of Denver, Colorado was called and held as shown above in accordance with the applicable statutes of the

State of Colorado, with the following directors present and acting:

John Pirkopf Paul Books Haroun Cowans

Excused Absence: Maedella Stiger

Nathan Beal

BID Staff: Vincent Martinez, Downtown Denver Partnership

LaSheita Sayer, ZoZo Group

The meeting was called to order by Board Member Haroun Cowans at 10:03 AM. Mr. Cowans led the meeting the in the absence of the Board Chair or Co-Vice Chairs.

Mr. Books motioned to excuse the absences of Ms. Maedella Stiger and Mr. Nathan Beal. Mr. Pirkopf seconded. Vote: unanimous in favor, motion passed.

Administrative Items

A. Board Resignations.

Mr. Martinez explained that there are two open board seats due to the resignations of Mr. Ryan Cobbins and Ms. LaSheita Sayer. He then explained that only qualified electors are eligible to serve on the Board. In the case of the Five Points BID, both business and commercial property owners are considered eligible electors.

Mr. Martinez then presented the proposed new officers, including Mr. Cowans as Chair, Mr. Books and Ms. Stiger as Co-Vice Chairs and Mr. Beal as Treasurer. Mr. Pirkopf will also continue to serve as a Board Member. Mr. Books added that three additional Board Members will complete their second of three possible terms at the end of June as well. Those Board Members will be asked to confirm their interest in continuing to serve on the Board later this year. Board members are to be appointed by the Mayor and approved

by City Council. Mr. Pirkopf moved to accept the proposed slate of Board Officers Mr. Books seconded. Vote: unanimous in favor, motion passed.

- B. Disclosure of Potential Conflicts of Interest There were no disclosed conflicts of interest.
- C. Board Meeting Minutes October 12th and November 9th, 2022
 Mr. Martinez reminded the board that there was no board meeting in December 2022.
 Mr. Pirkopf moved to approve the October 12th and November 9th board meeting minutes. Mr. Cowans seconded. Vote: unanimous in favor, motion passed.

D. Treasurers Report.

Mr. Martinez presented the September, October, and November 2022 Financial Report to the Board, and briefly broke down each month. There was a reconciliation error in the September financial report that was accepted in November. Mr. Martinez presented the revised September report with a total expenditures in the amount of \$18,669 and final cash balance of \$416,728. The total of expenditures for the month of October was \$22,437 with an end balance of \$399,209. The total of expenditures for the month of November was \$34,515 with and end balance of \$355,068. Mr. Cowans called for a motion to accept the Treasurer's Report. Mr. Pirkopf moved to approve the September, October, and November 2022 Treasurer's Report, Mr. Books seconded the motion. Vote: unanimous in favor, motion passed.

Ratification of Email Votes

Mr. Martinez explained that a number of electronic votes were held last month in order to conduct business after the cancelled December regular Board Meeting. that were sent out due to the cancellation of the December 2022 FPBID meeting. The votes that were held included:

- A. Vote to Certify Final Mill Levy Revenue Officially set the Mill Levy rate at 10 mills and confirms a revenue of \$264,943based on current district valuation. Vote Passed 4 - 0 in Favor.
- B. Vote to hold next FPBID Meeting January 11th, 2023

 The full slate of 2023 meeting dates would have been held in December. In order to hold the January meeting the Board needed to set a date and approve the date. The remaining 2023 meeting dates will be voted on at the January meeting. Vote Passed 4 0 in Favor.
- C. Vote to Renew Administration and MarCom Agreements with DDP
 Renews the admin and MarCom services agreements with the DDP through the end of 2023. Includes a 30-day to close out contract once new contractors are hired. Vote Passed 3 0 in Favor.
- D. Vote to Accept DDP's Recommendation to Subcontract with ZoZo Group for MarCom Allows DDP to hire ZoZo Group as the subcontractor to provide MarCom services to the FPBID on a temporary basis until a permanent contractor can be brought hired. Vote Passed 3 0 in Favor.

After the brief explanation of each of the votes, Mr. Books moved to ratify the email votes, and Mr. Pirkopf seconded the motion. Vote unanimous in favor, motion passed.

New Business

A. Set 2023 Meeting Dates and Posting Locations

Mr. Martinez explained that Board Meeting notices are posted through the BID's constant contact email account, its Facebook public site and closed group, posting on the BID's website, and physical postings in front of Coffee at the Point. Mr. Martinez then shared the list of dates for the 2nd Wednesday of every month, the current meeting cadence.

Mr. Books noted that the Board stay open to changing if feedback warrants at the upcoming stakeholder meeting that will be discussed later. Mr. Pirkopf agreed and also suggested offering variable meeting times to accommodate those that can't always make daytime meetings.

Mr. Pirkopf motioned to accept the proposed dates. Mr. Books seconded. Vote: unanimous in favor, motion passed.

B. Viva Streets Denver

Mr. Martinez introduced Andrew Iltis, Vice President of Planning and Community Impact with the Downtown Denver Partnership. Mr. Iltis presented statistics concerning pedestrian and bicycle traffic, and how the pandemic impacted those numbers. He went on to describe Ciclovia, an idea popularized in Columbia and Mexico, where streets are closed to auto traffic in order to promote pedestrian and bicycle traffic on specific days of the year. He presented this as an opportunity to promote and benefit local businesses. He then introduced ¡Viva! Streets Denver, a free and open to the public event that he estimated could attract 100,000 participants. The proposed route of the event would connect and engage local ground-floor businesses, and educate on history, culture, and urbanism. He then went on to discuss specifics of the recurring event, including the route from Broadway and Alemeda to Welton and Downing, a 3.5-mile corridor. He also discussed possible dates, ranging from May to August. Mr. Cowans thanked Mr. Iltis for his presentation, and Mr. Books suggests that it also be presented to the Marketing Committee.

C. Stakeholder Meeting and Property Survey Discussion to Prioritize

Mr. Cowans discussed feedback he has received from stakeholders noting the need for an open meeting to discuss priorities especially with the closing of several storefronts in the recent weeks and months.

Because of this rapid changing environment, Mr. Cowans noted that the BID Board needs to hear from the area businesses and property owners as to how priorities in business recruitment, neighborhood beautification, corridor marketing and activation, and security have shifted and determine how to best adjust the 2023 work plan to most efficiently and effectively meet constituents' concerns.

Mr. Books noted other ongoing issues the BID also needs to address with its limited resources. Mr. Cowans informed the audience that a meeting date and location is being worked out now and that the goal is to have a stakeholder input meeting before March. The FPBID will be sending out more information as the plans develop.

Old Business

A. Renewal of Maintenance Agreement with CSG

Mr. Martinez explained that this will be the 2nd of 4 possible contract years in the annual amount of \$68,270. Mr. Cowans called for a motion to approve the contract renewal. Mr. Pirkopf motions to approve the contract renewal. Mr. Books seconded. Motion for renewal passed.

B. Updates: Entry Signage, Xcel Banners, Historical Markers

Mr. Martinez reported that his team and the designers of the entry sign (Desibl) have been working with the City's permitting office to meet requirements to place the entry sign at the Northeast corner of the intersection at 20th and Welton Street, the entry point to the Five Points BID Corridor. Desibl is working on updating specs and plans to submit to the permittiong office for official review.

Mr. Martinez noted that the Xcel and the City have given preliminary approval to place banners on the 77 Xcel streetlight poles in the BID. While an initial mockup has been done, ZoZo Group will need to size and make actual docs for printing. They will also need to get pricing so that they can confirm they are still within budget and then move forward to order all harderware and banners and have CSG install.

Lastly, he reported that he will be connecting ZoZo Group with the original designer of the graphics of the historical markers and self-guided walking tour plaques so that the BID can have access to these files and reprint and replace as necessary since the BID has agreed to manage their upkeep.

MarCom Update

A. ZoZo Group Introduction and Role

Ms. Sayer explained some immediate priorities of the group, including a new website, local media, and email logins and updates. She then discussed the upcoming activations and their importance in supporting local businesses and cultural preservation.

She then presented a few upcoming planned activations, including the Black Jazz History Experience, 2/18 and 2/25 during Black History Month, though a name change of this event is pending.

She then presented survey results, which indicated that the community is demanding things like live music, poetry slams, and community events like a scavenger hunt during Black History month. She also presented a proposed plan to provide for an outdoor speaker system, and requested BID funds.

Public Comments

In response to a question regarding security on the Welton corridor, Mr. Cowans explained that security issues will be discussed at the upcoming community outreach meeting.

There were no further public comments.

With no further business, Mr. Cowans called for a motion to adjourn. Mr. Pirkopf made a motion to adjourn. Mr. Books seconded the motion. Vote: Unanimous in favor. Motion passed.

The meeting adjourned at 11:21AM.

The forgoing minutes constitutes a true and correct copy of the Five Points Business Improvement District. Approved this 8th Day of February 2023.

FPBID Board Chair	
Attest:	

Management Report

Five Points Business Improvement District For the period ended December 31, 2022

Prepared by Joseph Tosello - 02.02.23

For management use only

Five Points Business Improvement District Balance Sheet

	Beginning Balance					Ending Balance December 31, 2022		
ASSETS	Janua	ary 1, 2022		YTD Changes	Decem	ber 31, 2022		
Current Assets								
Bank Accounts								
	¢	242 110	¢	01 702	¢	224022		
USbank Checking	\$	243,119	\	91,703	\$	334,822		
Total Bank Accounts		243,119		91,703		334,822		
Other Current Assets								
Accounts Receivable		947		-		947		
Prepaid /Deposits		-		3,561		3,561		
Total Other Current Assets		947		3,561		4,508		
Total Current Assets		244,066		95,264		339,330		
TOTAL ASSETS	\$	244,066	\$	95,264	\$	339,330		
LIABILITIES AND EQUITY								
Total Liabilities	\$	7,971	\$	3,262	\$	11,233		
Equity / Fund Balance								
Beginning Fund Balance		236,095		-		236,095		
Net Operating Income (Loss)		-		92,002		92,002		
Total Equity / Fund Balance		236,095		92,002		328,097		
TOTAL LIABILITIES AND EQUITY	\$	244,066	\$	95,264	\$	339,330		

Five Points Business Improvement District Budget vs Actual - By Program/Activity

	Actual YTD		Amended Budget YTD		Variance Favorable (Unfavorable)		Amended Budget Annual		Fa	/ariance avorable favorable)
Beginning Fund Balance	\$	236,095	\$	236,095	\$	-	\$	236,095	\$	-
Income and Other Sources										
Mill Levy Income-FPBID		335,653		294,000		41,653		294,000		41,653
DURA Payments		-		30,138		(30,138)		30,138		(30,138)
Donations		-		10,000		(10,000)		10,000		(10,000)
Other Revenue		-		9,999		-		9,999		-
Jazz Activation Grant		-		24,000		(24,000)		24,000		(24,000)
Transfer of funds from 14th Street LMD		9,999		30,654		(30,654)		30,654		(30,654)
Total Income and Other Sources of Funds		345,652		398,791		(53,139)		398,791		(53,139)
Total Available Resources	\$	581,747	\$	634,886	\$	(53,139)	\$	634,886	\$	(53,139)
Expenditures										
Maintenance		128,304		121,472		(6,832)		127,766		(537)
Marketing/Branding		79,932		95,853		15,921		125,091		45,159
Administrative		36,566		24,615		(11,951)		36,053		(513)
Contingency Funds		-		12,500		12,500		15,000		15,000
Total Ongoing Expenditures		244,802		254,439		9,637		303,910		59,109
Capital Purchases		8,848		101,132		92,284		121,358		112,510
Small Business Relief Grants		-		-		-		-		-
Total Expenditures	\$	253,650	\$	355,571	\$	101,921	\$	425,268	\$	171,619
Ending Fund Balance	\$	328,097	\$	279,316	\$	48,782	\$	209,618	\$	118,479

Five Points Business Improvement District Budget vs Actual - By Account December 2022

		Actual YTD		mended Budget YTD	Variance Favorable (Unfavorable)	lmended Budget Annual	Variance Favorable (Unfavorable)		
Beginning Fund Balance	\$	236,095	\$	236,095	\$ -	\$ 236,095	\$	-	
Income and Other Sources of Funds									
Mill Levy Income-FPBID		335,653		294,000	41,653	294,000		41,653	
DURA Payments		-		30,138	(30,138)	30,138		(30,138)	
Donations		-		10,000	(10,000)	10,000		(10,000)	
Other Revenue		9,999		9,999	-	9,999		-	
Jazz Activation Grant		-		24,000	(24,000)	24,000		(24,000)	
Transfer of funds from 14th Street LMD		-		30,654	(30,654)	30,654		(30,654)	
Total Income and Sources of Funds		345,652		398,791	(53,139)	398,791		(53,139)	
Total Available Resources	\$	581,747	\$	634,886	\$ (53,139)	\$ 634,886	\$	(53,139)	
Expenditures									
Maintenance									
General Maintenance Contract		63,519		56,472	(7,047)	67,766		4,247	
Other Maintenance		23,212		10,833	(12,379)	13,000		(10,212)	
Plaza Maintenance		-		8,333	8,333	10,000		10,000	
Snow Removal		22,514		30,000	7,486	18,000		(4,514)	
Utilities & Water		3,028		3,333	305	4,000		972	
Irrigation Repairs		-		1,667	1,667	2,000		2,000	
Tree & Landscape Maintenance		16,030		10,833	(5,197)	13,000		(3,030)	
Total Maintenance		128,303		121,472	(6,831)	127,766		(537)	
Marketing/Branding									
Banners		1,029		2,917	1,888	3,500		2,471	
Events/Activation									
Grants		15,029		15,337	308	18,404		3,375	
First Friday Jazz Hop		-		-	-	400		400	
FP History Stroll		-		833	833	1,000		1,000	
FP Jazz Festival Sponsorship		-		-	-	8,000		8,000	
FP Atlas Advertising		-		-	-	1,668		1,668	
Juneteenth		-		3,917	3,917	4,700		4,700	
Trick or Treat		-		833	833	1,000		1,000	
Holiday Stroll 2022		-		8,333	8,333	10,000		10,000	
Holiday Sound System		-		3,333	3,333	4,000		4,000	
Other		-		-	-	-		-	
Holiday Lighting		6,000		12,500	6,500	15,000		9,000	
Constant Contact - Email Service		-		450	450	540		540	
Website Map & Listings (My City Bikes)		-		455	455	546		546	
Marketing Administration		46,647		42,778	(3,870)	51,333		4,686	
Marketing Programs		11,228		4,167	(7,061)	5,000		(6,228)	
Total Marketing/Branding		79,932		95,853	15,920	125,091		45,159	
Administrative									
General Administration		22,083		18,333	(3,750)	22,000		(83)	
Bank Charges & Fees		96		108	12	130		34	
Dues & Memberships		673		673	1	673		1	
Insurance		2,802		3,000	198	3,000		198	
Legal Fees		3,662		2,500	(1,162)	3,000		(662)	
Board Planning Retreat		7,250		-	-	7,250		-	
Total Administrative		36,566		24,615	(4,701)	36,053		(513)	
Contingency Funds		-		12,500	12,500	15,000		15,000	
Total Ongoing Expenditures		244,801		254,439	16,888	303,910		59,109	
Capital Expenditures and Reserve Spending									
Capital Purchases		8,848		101,132	92,284	121,358		112,510	
Total Capital Expenditures and Reserve		8,848		101,132	92,284	121,358		112,510	
Total Expenditures	\$	253,649	\$	355,571	\$ 109,172	\$ 425,268	\$	171,619	
Net Income	\$	92,003	\$	43,221	\$ 48,783	\$ (26,477)	\$	118,480	
Ending Fund Balance	\$	328,098	\$	279,316	\$ 48,783	\$ 209,618	\$	118,480	

Five Points Business Improvement District Expenditures by Vendor Summary

	January	February		April	May	June	July	August	September	October	November		
	2022	2022	March 2022	2022	2022	2022	2022	2022	2022	2022	2022	Dec-22	YTD 2022
2 Keys Asset Management Corp	\$ -	\$ -	\$ - \$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,000	\$	6,000
BackFlow Tech	-	-	-	-	-	-	-	-	-	190	-	\$	190
Big Onion Partnerships, LLC	-	-	-	-	-	-	-	3,625	-	-	3,625	\$	7,250
Colorado Barricade	-	2,610	-	-	-	-	-	-	-	-	-	\$	2,610
Colorado Lighting Inc	-	-	-	2,964	-	4,257	-	-	534	-	409	\$	8,164
Colorado Special Districts Property and Liability**	-	2,802	-	-	-	-	-	-	-	-	-	\$	2,802
Consolidated Services Group 2, LLC	9,688	14,646	7,171	922	1,247	5,767	15,609	6,065	8,845	5,252	10,154	13,273 \$	98,637
Constant Contact	45	-	90	-	90	45	-	90	45	45	45	45 \$	540
Denver Permits Online	-	-	50	-	-	50	-	-	-	-	-	\$	100
Denver Water	121	98	74	148	23	-	113	101	131	146	122	145 \$	1,222
Denver Weekly News	-	-	-	-	-	-	-	-	-	83	-	\$	83
Diversified Underground Inc	-	340	-	-	-	-	-	-	-	-	-	\$	340
Downtown Denver Partnership Inc	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	1,833 \$	67,833
Five Points Marketing Group	-	-	-	-	-	-	-	-	-	450	-	\$	450
Five Points Atlas	-	-	-	-	-	-	-	-	1,668	-	-	\$	1,668
GoDADDY.com	-	-	-	-	-	-	-	-	-	-	-	20 \$	20
Mile High Festivals	-	-		-	-	8,000	-	-	-	-	-	\$	8,000
Maxwell Printing	-	-	-	-	-	-	-	-	-	-	804	\$	804
My City Bikes	-	-	-	-	273	-	-	-	-	-	-	\$	273
Outfront Media	-	-	-	-	-	-	-	-	-	9,523	-	\$	9,523
Savatree	-	-	2,205	-	-	120	-	2,610	-	-	7,222	\$	12,157
Sin Jac Electrict	-	878	972	878	-	1,350	-	-	1,350	618	-	\$	6,045
Special District Association	-	-	-	673	-	-	-	-	-	-	-	\$	673
Spencer Fane LLP	-	-										3,662 \$	3,662
US Bank	-	-	-	-	24	24	24	24	-	-	-	\$	96
XCEL ENERGY	248	219	229	223	57	134	88	97	96	131	135	148 \$	1,805
Zozo Group LLC	-	-										5,099 \$	5,099
Total Expenditures by Vendor	\$ 16,102	\$ 27,593	\$ 16,791	11,807	\$ 7,713	\$ 25,747	\$ 21,834	\$ 18,612	\$ 18,669	\$ 22,437	\$ 34,515	\$ 24,225 \$	246,045

Five Points Business Improvement District Statement of Cash Flows

	Dec	ember 2022
OPERATING ACTIVITIES		
Net Income	\$	(21,807)
Adjustments to reconcile Net Income to Net Cash provided by operations		
Accounts Receivable		-
Prepaid / Deposits		(568)
Accounts Payable		7,879
Total Adjustments to reconcile Net Income to Net Cash provided by operations:		7,311
Net cash provided by operating activities	\$	(14,496)
NET CASH INCREASE (DECREASE) FOR PERIOD	\$	(14,496)
Cash at beginning of period		243,119
CASH AT END OF PERIOD	\$	228,623



FOR VINCE

For Service At: Downtown Denver BID Five Points BID 21st St & Welton Denver, CO 80202 Account Key: 3568672

Prepared For:

Downtown Denver BID Ryan Butcher 1515 Arapahoe St Tower 3 #100 Denver, CO 80202

2023 Plant Health Care Renewal

IPM - Late Spring Foliar Treatment	 \$1,030.00
IPM - Early Summer Foliar Treatment	 \$1,030.00
IPM - Mid Summer Foliar Treatment	 \$1,030.00
IPM - Late Summer Foliar Treatment	 \$1,030.00
ArborHealth Fertilization + Mycorrhizae - Mid Season	\$1,486.00
all trees	,
Organic Soil Enhancer Treatment	 \$1,360.00
all trees	-,
ReCharge Supplemental Watering - Jan/Feb	 \$130.00
9 newly planted trees	
ReCharge Supplemental Watering - Jan/Feb (WD)	 \$1,030.00
all trees	
ReCharge Supplemental Watering - Feb/Mar	 \$130.00
9 newly planted trees	
ReCharge Supplemental Watering - Mar/Apr	 \$130.00
9 newly planted trees	
ReCharge Supplemental Watering - May/Jun	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Jun/Jul	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Jun/Jul	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Jul/Aug	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Jul/Aug	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Jul/Aug	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Aug/Sep	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Aug/Sep	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Aug/Sep	 \$132.00
13 newly planted trees; see map for locations	
ReCharge Supplemental Watering - Aug/Sep	 \$132.00
13 newly planted trees; see map for locations	

ReCharge Supplemental Watering - Sep/Oct		\$132.00
13 newly planted trees; see map for locations		
ReCharge Supplemental Watering - Sep/Oct		\$132.00
13 newly planted trees; see map for locations		
ReCharge Supplemental Watering - Sep/Oct		\$108.00
10 trees in above ground planters		
ReCharge Supplemental Watering - Oct/Nov		\$132.00
13 newly planted trees; see map for locations		
ReCharge Supplemental Watering - Oct/Nov		\$401.00
Newly planted trees (23)		
ReCharge Supplemental Watering - Oct/Nov		\$401.00
Newly planted trees (23)		
ReCharge Supplemental Watering - Oct/Nov		\$401.00
Newly planted trees (23)		
ReCharge Supplemental Watering - Oct/Nov		\$1,030.00
all trees		
ReCharge Supplemental Watering - Nov/Dec		\$142.00
9 newly planted trees		
ReCharge Supplemental Watering - Dec		\$142.00
9 newly planted trees		
ReCharge Supplemental Watering - Dec		\$382.00
Newly planted trees (23)		
ReCharge Supplemental Watering - Dec (WD)		\$382.00
Newly planted trees (23)		
Soil Remediation Treatment		\$1,030.00
all trees		
Soil Remediation Treatment		\$1,190.00
Locus, Hackberry, Ash, Pear, American Elm		
	Total for 34 services	\$15,711.00
	Tax	\$0.00
$A \sim 10^{-1}$	Total	\$15,711.00
Prepared By: Budget for pruning, rem	ovals, planting	

Date:

Authorization

I authorize the work described above and agree to the terms and conditions on back.

Authorized By:___ Downtown Denver BID Five Points BID

21st St & Welton Denver, CO 80202

Account Key: 3568672