



**2020-2021 Annual Report
Zaferia Parking and Business
Improvement Area**

SUBMITTED BY ZAFERIA BUSINESS ASSOCIATION
JUNE 30, 2020

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DISTRICT OVERVIEW

District Background

Conceived by a coalition of business owners located along Anaheim Street, the Zaferia Parking and Business Improvement Area (formerly known as the East Anaheim Street Parking and Business Improvement Area) (the "District") is a benefit assessment district whose goal is to provide a more attractive and vibrant business environment in the Zaferia business area, including a sidewalk cleanliness program, marketing and promotions of our members and the general Zaferia area, and support of local programs.

The organization overseeing the management of the District is the Zaferia Business Association (ZBA), an IRS 501 C-6, tax-exempt organization.

The mission of the Zaferia Business Association is to promote, enhance, and represent the business members of the Zaferia district.

Zaferia Parking and Business Improvement Area Boundary

The District is bounded by Junipero Avenue to the west, Pacific Coast Highway to the east, 11th Street to the south, and 14th Street to the north. Historically, this area is known as Zaferia.



Proposed Changes

The ZBA Board of Directors proposes no changes to the district boundary for 2020-2021.

District Advisory Board

OFFICERS		TERMS
President Madison Mooney	Executive Director – Long Beach Playhouse Theatres	2019 – 2021
Vice President Zain Ramjan	Owner – Sani-Tec Janitorial Supplies and Coastline Car Wash	2019 – 2021
Secretary Jonathan Han	Vice President, Branch Manager – Farmers & Merchants Bank	2020 – 2022
Treasurer Scott Bristol	Controller – Brascia Builders	2020 – 2022
DIRECTORS		
Cameron Crockett	Principal Architect - Ultra-Unit Architectural Studio	2020 – 2022

Alan Gomez	Owner – Commodity	2019 - 2021
Dean Lockwood	Director of Development & Community Outreach - Su Casa – Ending Domestic Violence	2020-2022

District Personnel

Director
 Kristine Hammond
Part-Time, Independent Contractor

director@zaferia.org
 (562) 305-7102

METHOD OF ASSESSMENT

Assessments are calculated as follows:

- **Type 1 Businesses:** Retail, recreation and entertainment, unique businesses, and banking institutions, shall pay annual assessment fees of:
 - Base fee: \$300 per year except that secondary licensees in these classes are exempt;
 - Employee Fee: \$15 per employee up to \$300 maximum.
- **Type 2 Businesses:** Service, vending, professional, wholesale, contractor, manufacturing and miscellaneous mobile, shall pay annual assessment fees of:
 - Base Fee: \$200 per year except that secondary licensees in these classes shall pay a base fee of \$120;
 - Employee Fee: \$15 per employee up to \$300 maximum.
- **Type 3 Businesses:** Non-residential space rental businesses shall pay an annual assessment fee of:
 - Base Fee: \$120 per year;
 - Employee Fee: not applicable.
- **Type 4 Businesses:** Non-profit businesses shall pay an annual assessment fee of:
 - Base Fee: \$100 per year;
 - Employee Fee: not applicable.
- **Type 5 Businesses:** Home-based businesses that voluntarily choose to be a member of the organization shall pay an annual assessment fee of:
 - Base Fee: \$100 per year;
 - Employee Fee: not applicable.

Residential property rental is exempt from the assessment.

Proposed Changes

The ZBA Board of Directors proposes no changes to the method and basis of levying the assessment.

Consumer Price Index Adjustment

The ZBA Board of Directors is not requesting a Consumer Price Index adjustment for the 2020-2021 contract year.

BUDGET

Projected Budget

The ZBA Board of Directors is conservatively anticipating a 20% decrease in assessment revenue from the previous year due to the negative economic effects of the 2020 Stay-at-Home Order relating to COVID-19.

ZBA	
Budget Overview: ZBA FY 2020-2021 Budget - FY21 P&L	
October 2020 - September 2021	
	<u>Total</u>
Income	
Member Assessments	113,804.00
Total Income	\$ 113,804.00
Gross Profit	\$ 113,804.00
Expenses	
Administrative Expense	
Accounting	3,060.00
Annual Mailing	1,250.00
Cell Phone	780.00
Dues & Memberships	4.00
Franchise Tax Board	10.00
Hardware Purchases	500.00
Insurance	2,100.00
Management Fee	37,100.00
Member Appreciation	250.00
Office Supplies	430.00
Postage	112.00
Professional Services	500.00
Rent & Parking	
Rent	1,272.00
Total Rent & Parking	\$ 1,272.00
Software Fees	2,250.00
Total Administrative Expense	\$ 49,618.00

Program Expense	
Food & Drinks	
BOD Meetings	650.00
Member Meetings	1,600.00
Member Socials	1,500.00
Total Food & Drinks	\$ 3,750.00
Marketing	
Advertising Merchandise	1,000.00
Social Media Marketing	11,100.00
Total Marketing	\$ 12,100.00
Pole Banners & Maintenance	8,000.00
Sponsorship	1,000.00
Streetscape and Cleanliness	37,516.00
Water	420.00
Total Streetscape and Cleanliness	\$ 37,936.00
Website	1,400.00
Total Program Expense	\$ 64,186.00
Total Expenses	\$ 113,804.00
Net Operating Income	\$ 0.00
Net Income	\$ 0.00

Surplus or Deficit Carryover

The ZBA has set aside \$45,000 of surplus funds from prior years for area improvements relating to the Pedestrian Safety Grant Work by the City of Long Beach that is currently pending.

Contributions from Other Sources

The ZBA is not anticipating any monetary contributions from any other sources for the coming fiscal year.

ZAFERIA BUSINESS ASSOCIATION PROGRAM

2020 – 2021 Program

Cleanliness

The ZBA will continue to manage our cleanliness program. Weeds, trash, gum, and stickers continue to be an ongoing issue in the district. Compounded with an increase in the homeless population in our area, the ZBA is making attempts to keep ahead of this issue by working closely with our cleaning contractor, our members, and the City.

Support of Area Events

Due to the anticipated assessment revenue decrease from the prior year, the ZBA Board of Directors has not budgeted funds for area events for the 2020-2021 fiscal year. However, should

the anticipated decrease not come to fruition, the ZBA Board of Directors intends to utilize any additional net revenue toward supporting area events.

In prior years, the ZBA supported with funding and promotion the Happy Sundays event on the last Sunday of August. This event includes multiple venues with multiple musical and comedy acts that is free and open to the public.

The ZBA has also previously supported with funding and promotion of the Open Art Studio Tour in October. This event includes several artists' studios on the city-wide tour. It is free and open to the public.

The ZBA has also previously supported with funding and promotion the annual Orizaba Park Halloween Party for area children, providing games and candy in a safe environment. It is free and open to the public.

The ZBA Board of Directors will continue to review all requests for support on an individual basis.

Member & Area Marketing & Promotion

The ZBA will continue with our robust social media program with our monthly contract with Creative Marketing Services (CMS). CMS creates posts for the ZBA Facebook, Instagram, Twitter, and Pinterest pages that highlight ZBA members, our events, the events that we support, and the general Zaferia area. The ZBA budget incorporates boosting of some of the posts.

The ZBA will continue to provide a district website, www.zaferia.org, which includes a directory of members and provides the opportunity for members to share promotions, events, and be highlighted.

The ZBA will additionally support members by providing advertising on Google Search for a variety of business categories.

Member Representation & Communication

The ZBA will continue to support and participate in the Council of Business Associations (COBA) and relay information about City programs and topics of interest to ZBA members by way of email communications and the Member Resources page on our website.