

Glen Cove Downtown Business Improvement District Annual Report 2020



**A Message from the President
Of the Glen Cove B.I.D.
Board of Directors**



Dear Glen Cove Downtown B.I.D. members,

The past year was one that can only be described as an extremely challenging year. We have been through a pandemic, lost loved ones, and endured months of lockdown. Our downtown businesses had to deal with New York State-mandated closures, and lockdowns of everything that the state did not deem as essential. Businesses were then allowed to reopen at reduced capacities and restaurants were limited to only offering takeout and outdoor dining. As the summer began, Patricia Holman, executive director of the Glen Cove Downtown Business Improvement District, initiated a conversation with Mayor Tenke, who was able to secure street closures in the evenings from Thursday through Sunday to get downtown restaurants expanded outdoor dining space.

Patricia Holman and the Downtown Sounds Committee had to do some creative thinking and introduced a Virtual Downtown Sounds. The long-running free concert series on Friday evenings during July and August was able to continue, thanks to the efforts of the DTS Committee and the cooperation of the bands that participated. The concerts were produced relatively faultlessly, emceed by our own Patricia Holman and hosted by board member Fred Guarino of Tiki Recording Studios.

Unfortunately, the downtown lost some businesses during this time, but we also gained some new businesses like Simpliciti Café, and residents began moving in to the Village Square apartments.

Thank you to all the people who have served on the Board of Directors and the volunteers and sponsors who have made our events possible. Through the sacrifices made by our businesses and community, it appears that there is light at the end of the tunnel. I sincerely hope that we will be able to have Downtown Sounds take place in Village Square this summer and that our lives will start resembling a pre-pandemic normal soon

Sincerely,

Alvin Batista

Alvin Batista

President



Message from the Executive Director

Dear Glen Cove Downtown BID members and friends,

The past year has been hard on local businesses in our downtown area, but the Glen Cove Downtown Business Improvement District has continued to promote support of the local economy and found ways to bring people safely in our downtown throughout the pandemic.

Naturally 2020 looked very different from a typical year . We put more emphasis on advocating for our downtown businesses . This included finding resources for funding , initiating street closures to extend outdoor dining and providing current information regarding CDC business guidelines.

We transformed our Downtown Sounds concert series to a Virtual Downtown Sounds that allowed our restaurant diners to enjoy a live concert safely while dining at our downtown restaurants. In an effort to illuminate the newly created outdoor dining spaces and to increase visibility in our downtown area we lit up school street with string lights that were funded by a PSEG Grant.

When other downtown's across Long Island had a loss of businesses the BID welcomed 7 new businesses in 2020. We witnessed the completion of Village Square and said hello to new neighbors.

I remain proud of our downtown businesses on how they transformed how they conducted business overnight while offering a helping hand to their neighboring business.

We have all been in this together and pulling together has gotten us through. May we all remain safe and healthy so that we may enjoy many of our traditional Special Events in 2021.

Best regards,

Patricia Holman

Executive Director

Glen Cove Downtown BID

What is the Business Improvement District (B.I.D.) ?

A Business Improvement District is a formal organization made up of property owners and commercial tenants who are dedicated to promoting business development and improving an area's quality of life. BIDs deliver supplemental services such as public events , marketing and promotional programs, capital improvements, and beautification for the area – all funded by a special assessment

The B.I.D. provides services beyond those of the local municipality. The main priority of those services is self-determined by the B.I.D. Board of Directors & the B.I.D. membership. The B.I.D. Board prioritizes needs and develops programs, while the Executive Director & staff carry out programs and provide guidance. Goals are accomplished by leveraging assets. The B.I.D. works in partnership with the mayor, city agencies & other community organizations.

The B.I.D. serves as a liaison between its shareholders & City Hall, as an advocate, and an information clearing house. While maintaining information on the downtown, the B.I.D. also maintains information, resources & referrals helpful to its membership.

Furthermore, the B.I.D. helps revitalize neighborhoods & catalyze economic developments by implementing an inviting, dynamic and sustainable community.



Glen Cove Downtown Business Improvement District

Board of Directors 2020

Patricia Holman, Executive Director
Glen Cove Downtown B.I.D.

Alvin Batista, President
Glen Cove Fitness
Property Owner Representative

Lou Ann Thompson, Vice President
Glen Floors
Property Owner Representative

Leonard Gleicher, Treasurer
LMG Management
Property Owner Representative

James O'Grady, Secretary
Archangels Inc.
Property Owner Representative

Charles E. Parisi
Charles E. Parisi PC,
Property Owner Representative

Maureen Basdavanos, *Deputy Mayor*,
City of Glen Cove

Ann Fangmann
Glen Cove CDA/IDA

Lisa Dutra
AvalonBay Communities,
Property Owner Representative

John Zozzaro
The Downtown Café
Commercial Tenant
Representative

Mary Cooper
Residential Tenant
Representative

Danielle Fugazy-Scagliola
DFS Communications
Commercial Tenant
Representative

Yliza Kunze
RXR Realty/RXR Development Services
Property Owner Representative

Joe LaPadula
JH Coles House/First City Project
Property Owner Representative

Fred Guarino
Tiki Recording Studio
Commercial Tenant
Representative

Mike Piccorillo
City of Glen Cove Controller

Advocating for businesses during the

The Glen Cove Downtown BID has always advocated for our small businesses in downtown Glen Cove but in this unprecedented year it was our top priority

- As Governor Cuomo issued his first directive ordering bars and restaurants to only offer take out and delivery services the BID visited every eatery to make sure they had a full understanding of the directive and discussed how they may do business differently by using 3rd party delivery services . This would allow eateries that did not offer delivery services to now have a means to do so while giving them a marketing tool.
- Not knowing what would be next the BID also compiled the businesses personal contact information so that the BID was able to stay in contact with their members to check up on them and to make sure they received valuable information pertaining to any funding available.
- When Governor Cuomo ordered all non-essential businesses to close. The BID personally visited all businesses to make sure they understood if they were ones that had to open or close and if they were allowed to remain open how they had to do business.
- The BID compiled a list of businesses and eateries that were opened or temporarily closed . These list were updated on a daily basis and sent out through EBlast and social media .
- The BID actively joined every webinar , zoom meeting and conference call to learn about the SBA Loans and continuously shared this information with their small businesses.
- The BID's outreach efforts also served as a measure of moral support and comfort to business owners.
- The BID initiated street closures to allow our downtown eateries to extend out door dining.
- The BID advocated for control over outrageous charges by third party delivery services
- As New York businesses were allowed to reopen the BID once again personally went out to their members to make sure upon opening they were in compliance with New York States Rules and Regulations regarding COVID-19.
- As the Mayor of Glen Cove approved street closures for extended outdoor dining the BID went to each eatery to make sure they had the correct information to apply for outdoor dining and to participate in the extension of outdoor dining street closures. This included getting the appropriate documents regarding their SLA license.
- The BID also created a map to insure that each participating Eatery had a spot for their outdoor dining during the street closures.
- The BID applied and received a grant from PSEG designed to help small businesses successfully adapt to changes caused by the pandemic so that they will continue to thrive.
- Through the PSEG grant the BID purchased string lights that were strung up on school street in an effort to illuminate the outdoor dining space and to draw attention to our downtown.

Capital Improvements

In accordance with the Downtown Business Improvement District plan, the Capital Improvements Committee implements many visual improvements to the downtown area. During the Coronavirus Pandemic the Glen Cove Downtown BID felt more than ever it was the time to spend our resources in Capital Improvements to insure that our downtown remained welcoming and charming in an effort to boost moral and keep our communities spirits lifted. These many projects listed below include new, ongoing and seasonal capital improvements:

- Purchased over 65 Flower Baskets of Rose Begonias and hanging Mezoo.
- We added additional flower arms to our lamp post.
- Replace banner poles and brackets
- Supply Downtown Sounds Banners that are hung summer and fall
- During the pandemic the B.I.D. doubled their budget on fall flowers and had over 1000 mums and cabbages planted by Testa Landscaping.
- The B.I.D. provides access to seasonal autumn flowers and decorations at wholesale prices for our members.
- We provide American Flags and Nautical Flags that greet us as we enter downtown and are proudly raised by DPW.
- We had such a great response to decorating the lamp post in the downtown with he and she scarecrows the we added more this year to ensure that each and every lamppost was decorated.
- We purchased string lighting with a grant from PSEG and with the help of Vinny Martinez and Mario Caldron of DPW we lit up School Street.
- We partner with DPW and Beautification in decorating the streets for the Holiday's with decorations that the BID provides.
- Through sponsorship from American Paving and masonry we converted the Police Booth into a Holiday Cottage..
- We make sure litter, leaves and weeds are removed from downtown walkways.
- We hold a contract with Testa Landscaping to maintain the majority of the landscapes in the downtown area that include horticultural and mulching maintenance
- The Downtown Business Improvement District partners with the Glen Cove Community Development Agency to encourage businesses to participate in its Façade & Sign Programs.

MARKETING & ECONOMIC DEVELOPMENT

The Glen Cove Downtown Business Improvement District promotes and markets our businesses through social media reaching up to 10,0000 people in their demographic group.

In the last few years we offered our businesses co-op advertising that allowed them to market their businesses at an affordable price. This year the BID produced and purchased 2 commercials that aired for 6 weeks each on channel 12 news on FIOS for a total of 650 aired commercials highlighting our businesses and restaurants reaching over 150K people each time it aired.

The BID also created commercials for our downtown businesses free of charge for our businesses to have for their own marketing. We also shared these commercials on social media and had an opportunity to include them in our Virtual Downtown Concerts which was viewed over 3800 times per concert.

Each and every event and program the BID produces or initiates a press release is written and is sent to the press and the BID often makes headlines.

Economic Development

Where other communities lost many businesses the Glen Cove Downtown Business Improvement District welcomed 8 new businesses to our downtown

Safe Harbor at the Regency

Village Square

Bleu Clarinet

Chef Moris

Soca Brazilian Jiu-Jitsu Glen Cove

Simpliciti Café

SouthDown Coffee

Cricket

Special Events

Creating and producing special events is a specialty of the Glen Cove Downtown Business Improvement District. The public events in a downtown district serve several purposes. They bring people in the Glen Cove community together and invite newcomers to participate in the events.

The public events of the downtown area create a sense of vitality and positive energy. Most importantly, the events offer the downtown businesses a chance to market their businesses to the public as well as offer them the opportunity to showcase the area and entice new potential investors.

In 2020 during the pandemic the Glen Cove Downtown BID had to reinvent different ways to producing these events while keeping our community safe.

Downtown Sounds Committee



Patricia Holman

Fred Guarino

Toni Kessel

Keith Way

Maureen Basdavanos

Francine Koehler

Fred Dimenna

Michael “ Eppy “ Epstein

Pat McLaughlin

Mary Cooper

Virtual Downtown Sounds

We never want our downtown to be without music on Friday nights during the summer. So our Downtown Sounds Committee introduced Virtual Downtown Sounds with this we were able to keep music in our downtown area while keeping our community safe. We purchased three large flat screen TV's and sound bars that were rolled out every Friday evening during July and August and placed around the downtown restaurants so that their customers could enjoy a COVID safe live concert.

Fred Guarino of Tiki Recording Studios and the Downtown Sounds Chairperson formed a production team for our virtual Downtown Sounds. The host was at Tiki Recording Studio and the artist were at Dare Studios. The hostess was able to interact with the artist and with viewers on Facebook.

Each concert had about 3800 viewers from around the world. One of the best parts about this virtual concert was we were able to highlight our local businesses with commercials that we created all free of charge to our businesses.

We thank our Virtual Downtown Sounds

Bethpage Federal Credit Union

Men On the Move

Phillips Lytle LLP

We give special thanks to our
Virtual Downtown Sounds Team

Patricia Holman , Fred Guarino , Ray Lambiase,
David Merrill , Toni Kessel and Keith Way

And to our young Downtown Sounds
Volunteers

Ava Beaulieu, Dominick DeChira,
Alyssa DeChira and
Juan Pablo Pinilla Hernandez

Fitness In Village

2020 was the start of our new event Fitness in Village Square . This event was designed to get our community moving while highlighting our downtown Fitness Businesses. It was a great success and we look forward to continuing Fitness in Village Square this Spring.

Santa came to Downtown Glen Cove

As our downtown streets and businesses were preparing for the Holidays we were uncertain if we would be able to celebrate the Holidays with our community but when our COVID safe plan to have Santa come to town was approved we could not have been happier. Our Downtown Santa Tony Tripp built a gilded frame that held Plexi-glas. This allowed our community to visit Santa safely.

Safavieh did an incredible job decorating Santa's Den and Candy Canes, popcorn balls, Christmas ornaments were gifted to all who visited Santa courtesy of American Paving and Masonry.

We thank our Santa is coming to town
sponsors

American Paving and Masonry
and
Safavieh

Our Downtown Glen Cove Santa
Tony Tripp

Our Christmas Carolers

Ava Beaulieu , Lexi Briones
and
Kate Houghton

With much appreciation to our volunteers
The Briones Family and Sue Alfred

Financial Overview

The Glen Cove District Management Association, Inc., d/b/a the Glen Cove Downtown Business Improvement District (B.I.D.) is a non-profit organization incorporated on Nov. 18, 1996, under the Not-For-Profit Corporation Law of New York State. The primary purpose of the association is to promote the preservation & development of the downtown commercial district of the City of Glen Cove & to make the area more attractive & accessible. Support for the Glen Cove Downtown Business Improvement District comes from a variety of public & private sources.

The association has entered into a baseline services agreement with the City of Glen Cove whereby the city levies a special real estate assessment on taxable commercial & residential properties within a geographic area, collects the funds & disperses them to the association. The assessment levied by the city is recorded by the association. The city remits funds to the association as per Article 19-A of NYS Municipal Law. The association uses the funds to provide services not provided by the city.

The fiscal year for the Business Improvement District starts January 1st & ends on December 31st.

Many individuals volunteer their time & perform a variety of tasks that assist the association.

The association is exempt from income taxes under Section 501 © (3) of the Internal Revenue Code, therefore no provision for income taxes is reflected.

At this time, the association holds no funds for others.

At this time, the association has no notes payable. The association has monthly office rental, phone service & ISP obligations. The association maintains insurance as per standard practice: Directors & Officers Liability, General Liability, Workers Compensation, Unemployment Insurance & event insurance. It has no other financial commitments.

The preparations of financial statements in conformity with generally accepted accounting principles requires management to make estimates & assumptions that affect certain reported amounts & disclosures. Accordingly, actual results could differ from those estimates.

Financial Overview

Glen Cove Downtown B.I.D Assessment	144,499.85	
Seasonal Décor	1,000.00	
City Of Glen Cove Downtown Sounds Partnership	12,500.00	
Nassau County Hotel/Motel Grant	10,000.00	
Downtown Sounds Sponsorship	6,600.00	
Holiday Festival	450.00	
PSEG Grant	5,000.00	
Avalon contribution to meal train initiative program	300.00	
Total Revenue	180,349.85	
Expenditures		
Capital Improvements		
Landscaping/walkway maintenance	15,080.00	
Additional mulch & flowers	2,562.00	
Flower Baskets	3,075.00	
Flower Arms	238.87	
Flags	557.82	
Holiday Lights	200.00	
Labor Holiday Cottage	400.00	
String Lights	6,486.05	
		28,599.74
Veterans Initiative	91.05	
		91.05
Marketing		
Channel 12 News advertising	817.50	
Restaurant Guides	345.00	
Website	2,109.44	
Constant Contact	260.40	
		3,532.34

Meal Train / Participation

Give to frontline employees & help restaurants	828.00	
		828.00

Outdoor Dining

Marketing	200.00	
Applications Forms provided	60.00	
Friday /Saturday solo music	200.00	
		420.00

Special Events

Equipment for special events	1,521.86	
Downtown Sounds	19,651.57	
Holiday Festival	1,636.56	
Holiday Luncheon Virtual	175.00	
Annual Meeting 2020 reporting 2019	1,533.04	
Fitness in Village Square	583.90	
		24,518.04

Supporting other important organizations

North Shore Historical Museum Journal	250.00	
Interagency Council	100.00	
Chamber of Commerce	100.00	
		450.00

Management and office Expense

Management	65,844.52	
Operating Expense	14,327.00	
Insurance	2532.43	
Gifts/Bonus/appreciations	2370.59	
		85,074.11

Total Expenditures		143,513.28
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Our Military and Veterans are very important to us at the Glen Cove Downtown BID. Last year we started the we honor our veteran's an initiative that we will continue to build on , at present over 35 downtown businesses exhibit this decal in their windows signifying to military and veterans that the business offers a discount. There is a list of businesses that participate in this program on the Glen Cove Downtown BID website .



The B.I.D. works closely with the Building Department and the Community Development Agency (CDA)

The Glen Cove Downtown BID works closely with the building department and the CDA to ensure that all our current businesses and potential businesses have a wonderful introduction and are able to take advantage of many grants that are offered by the CDA. (below are a few businesses that the CDA has helped with their sign and façade grant) .

2020 was an unprecedented year and it gave the Glen Cove Downtown BID great pride to see our downtown businesses help one another and change how they conducted business overnight and how proud we are to be apart of a community that has supported our businesses in such an incredible way. In saying this there are a few citizens that have stood out in helping our businesses and we feel it is only fitting to celebrate them.

The Glen Cove Downtown Business Improvement District honors the following people for their extraordinary vision, compassion and dedication for the betterment of our downtown



Fred Guarino , Tiki Recording Studios . When the Downtown Sounds Committee discussed doing some sort of a Virtual Downtown Sounds we turned to Fred Guarino for his knowledge and support . It started off being a one act performance on facetime and swiftly turned into something much larger. Fred, put together a world renowned crew to work with us on Virtual Downtown Sounds with this it was a big success.



Matt Nartowicz ,American Community Bank . Matt Nartowicz came to the rescue of many of our downtown business. Helping 38 businesses with the PPP loans bringing about 1.4 million dollars of funding to our downtown. Matt not only helped these businesses but sometimes helped these businesses within hours .



Councilwoman Danielle Fugazy-Scagliola, Councilwoman and business owner Fugazy Scagliola went right into gear during the start of the pandemic by helping families of our community at the Glen Cove High School Food Pantry. She stayed in constant contact with the BID offering her assistants to our downtown businesses in anyway needed. Councilwoman Fugazy –Scagliola was instrumental in seeing the BID’s proposals of the Street closures for out door dining, lighting up School Street, Fitness in Village Square and Santa to Downtown come to fruition . During this pandemic Fugazy-Scagliola has shown that she understands the difference between community service and self service and there is no task too small or too large that she is not willing to take on for the love of her community.



John Zozzaro , Downtown Café . John Zozzaro was always one step ahead with his creative visions of doing business and how to stay in business during this pandemic. John evaluated the situation and thought outside of the box to ensure that his restaurant survived. Each and every time he did something for his restaurant he shared his knowledge with neighboring restaurants. It was through John’s insightfulness that he and I met with Legislator Delia DeRiggi-Whitton regarding the exorbitant fees that third party delivery service charges to restaurants struggling during the pandemic. John has made himself available and helpful with the Street closures , lighting up School Street , the Parking Garage on Brewster street to name a few.

We thank our guest speakers at our Annual meeting

U.S. Congressman Tom Suozzi

Senator James Gaughran

Legislator Delia DeRiggi– Whitton

Mayor Timothy Tenke

If you would like to watch a recording of the Glen Cove Downtown BID’s Annual Meeting presenting an overview of 2020 you may do so by going to :

WWW.glencovedowntown.org on facebook : glen cove downtown BID youtube: glen cove downtown BID

The Glen Cove Downtown Business Improvement District cannot
accomplish all that they do alone . It is with great appreciation that we
give thanks to :

Mayor Timothy Tenke

City Council

Legislator Delia DeRiggi– Whitton

Department of Public works

Beautification Commission

Police Department

Auxiliary Police Department

EMS

Fire Department

Glen Cove Downtown B.I.D. Affiliations

Glen Cove S.A.F.E.

North Shore Historical Museum

New York State Urban Council

Glen Cove Interagency Council

Vision Long Island

Long Island Business Council

Long Island Lobby Day Coalition

Glen Cove Chamber of Commerce

Glen Cove Youth Bureau

Age Friendly Glen Cove Advisory

Glen Cove Senior Center

Some Downtown Plans for 2021

- We will continue lighting up Downtown with String lights that the BID purchased and the help of DPW
- Using CDC guidelines we are hopeful to continue our traditional Glen Cove Downtown B.I.D. events which include Downtown Sounds, Halloween Parade and Festival, Fitness In Village and the Holiday Festival
- We look forward to celebrating New Year's Eve with a New Year's Eve Downtown Sounds Concert at Village Square
- Economic Development will be a top priority for the BID in 2021
- We will continue the B.I.D.'s well received marketing campaign that appear on Channel 12 News and Social Media
- We look forward to making many more feel good videos that highlight our downtown businesses
- We will continue to add flower arms to hang additional flower baskets to our downtown streets
- The Visual Arts are important to the Glen Cove Downtown B.I.D. and we will continue to work with organizations to have urban art represented in Downtown Glen Cove
- We will have additional lighting , a new pergola and additional benches this spring in the downtown area

Glen Cove Downtown Business Improvement District

Board of Directors 2021

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www.GlenCoveDowntown.org

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