

The Glen Cove Downtown Business Improvement District's Annual Report 2021



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**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 B.I.D. members and friends,

Amid challenging times, downtown Glen Cove continues to blossom. Last year proved to be another challenging year for local businesses as they navigated continuously changing Covid restrictions in a difficult economy, yet downtown Glen Cove managed to regain a sense of normalcy. The downtown grew with both new businesses and new residents, and thanks to the efforts of the Downtown Business Improvement District, it remained a hub of activity with a variety of festivities.

In 2021, the Glen Cove Downtown BID was able to resume all special events in person, and even added a new event to its lineup – a New Year's Eve concert in Village Square. The ability to bring the community downtown once again for our special events was the highlight of my year, and the fact that we had record-breaking crowds at our concerts and festivals shows that the community missed these events as much as I did. The streets were packed every Friday night in July and August for the Downtown Sounds Concert Series, which attracted the largest crowds in the 25-year history of the concerts. Not only was this encouraging for the Downtown Sounds performers, it also meant good news for downtown restaurants, many of which expanded their outdoor seating areas to accommodate more diners.

The streets also got a facelift of sorts with the addition of string lighting on Glen and Bridge Streets, making the downtown more inviting to residents. The Village Square apartments and the addition of seven new businesses has brought new life to downtown Glen Cove. I look forward to the continued growth expected in 2022.

Best regards,

Patricia Holman

Executive Director

Glen Cove Downtown B.I.D.

What is the Business Improvement District?

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. B.I.D.s deliver supplemental services such as public events, marketing and promotional programs, capital improvements, and beautification for the area – all funded by a special assessment paid by property owners within the district.

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 and the B.I.D. membership. The B.I.D. Board prioritizes needs and works with the Executive Director in developing programs. The Executive Director and 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 and other community organizations.

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

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



Glen Cove Downtown Business Improvement District

Board of Directors 2021

Patricia Holman, Executive Director

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

Avalon Bay 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

Toni Garcia

Garcia Muay Thai

Property Owner Representative

Fred Guarino

Tiki Recording Studio

Commercial Tenant

Representative

Mike Piccirillo

City of Glen Cove Controller

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 B.I.D. felt more than ever it was the time to spend our resources on Capital Improvements to ensure that our downtown remained welcoming and charming in an effort to boost morale and keep our community's spirits lifted. These projects, listed below, include new, ongoing and seasonal capital improvements.

- We purchased string lighting with a grant from PSEG, and with the help of Vinny Martinez and Mario Caldron of DPW, we continued our efforts on Bridge and Glen streets to light up downtown.
- At the suggestion of the B.I.D. and led by former Deputy Mayor Basdavanos, RXR Realty remodeled what is commonly known as the Police Booth.
- During the pandemic the B.I.D. doubled its budget on fall flowers and had over 1,000 mums and cabbages planted by Testa Landscaping.
- We had such a great response to decorating the lamp posts in the downtown with “he” and “she” scarecrows that we added more this year to ensure that each and every lamp post was decorated.
- We purchased over 65 flower baskets of vinca flowers.
- We added additional flower arms to our lamp posts.
- We replaced banner poles and brackets.
- The B.I.D. supplies Downtown Sounds banners that are hung during summer and fall.
- 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 partner with DPW in decorating the streets for the holidays with decorations that the B.I.D. 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 its demographic groups.

Since the pandemic the Glen Cove Downtown B.I.D. has given our restaurants and businesses an opportunity to highlight their businesses for a free commercial that appears on Channel 12 News and Fios 1. This year the B.I.D. produced and purchased 7 commercials that gave 24 commercial spots to businesses that participated. Each commercial aired an average of 124 times on both Channel 12 News and Fios 1.

The B.ID. also produces and purchases commercials to promote Downtown Sounds, inviting visitors to join in on the dancing in the streets.

We recognize that today people learn through visual experience, so in the last year we have used videos on social media to create a fun and inviting feeling to our downtown. These videos have been shared on our social media and many have been viewed close to 10K times.

For every event and program the B.I.D. produces or initiates, a press release is written and sent to the press, and the B.I.D. often makes headlines.

Commercials that appeared on Channel 12 News and Fios TV One can be viewed on the Glen Cove Downtown BID YouTube and Facebook pages.

Economic Development

While other communities lost many businesses during the pandemic, downtown Glen Cove welcomed 8 new businesses in 2020 and 7 new businesses in 2021

Tokyo Steak and Ramen

Royal Discount Wine & Liquor

Tava Fine Indian Cuisine

DS Bridal

Joshua Goldshlager, Attorney at Law

The Metropolitan Restaurant & Bar

Rainbow Restaurant

Special Events

Creating and producing special events is a specialty of the Glen Cove Downtown Business Improvement District. The public events offered 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.

Fitness In Village Square

From April through July 2021, we continued Fitness in Village Square. This event was designed to get our community moving while highlighting our downtown fitness businesses.

Downtown Sounds Committee

Patricia Holman

Fred Guarino

Toni Kessel

Keith Way

Maureen Basdavanos

Francine Koehler

Fred DiMenna

Michael “Eppy” Epstein

Pat McLaughlin

Mary Cooper

Tony Garcia

Sujayliz Alfred

Downtown Sounds Concert Series Returns

Live to Downtown

The Glen Cove Downtown B.I.D. and the Downtown Sounds Committee were more than thrilled to have the Downtown Sounds live concerts return to our downtown.

Downtown Sounds was the perfect event to bring our community and visitors together, after two years of the pandemic kept us from having our live concert series.

Downtown Sounds 2021 proved to have the largest crowds in the history of Downtown Sounds, attracting an audience from all over to see our incredible lineup.

Downtown Sounds Marketing

In addition to driving additional revenue for the area, events can bring in publicity that piques the interest of those outside the community and improves tourism.

In an effort to welcome our community and visitors near and far, we advertise Downtown Sounds from the end of June until the last concert in August on Channel 12 News. We also advertise through social media; press releases are written every week and published in our local papers; and we also use flyers, posters and highway signs to have a well-rounded marketing campaign.

For the first time, Downtown Sounds was recorded live

Watch these videos and more by visiting the Glen Cove Downtown B.I.D.
website or YouTube and Facebook pages

Our Downtown Sounds Video Team

David Merrill

Fred Guarino, Tiki Recording Studios

Peter Ippolito & Michael Epstein, Dare Studios

Ava Solange, Ava Solange Productions

We thank our Downtown Sounds sponsors

Bethpage Federal Credit Union

Village Square

WCWP.org

Glen Cove Hospital Northwell Health

Men On The Move

Phillips Lytle, LLP

American Paving & Masonry

Kimco Realty

Downtown Café

Glen Cove Fitness

Royal Discount Wine & Liquor

Glen Cove Eye Care

The Glen Cove Printery

We thank our Downtown Sounds Restaurant Sponsors

La Bussola Ristorante

American Café

Chef Moris Café

The Downtown Café

Glen Cove Deli

Rainbow Restaurant

Vito's Ristorante & Pizzeria

The View Grill

La Pala

We thank our young Downtown Sounds volunteers

Lauren Babich

Kate Houghton

Ze Machaca

Sophia Mazzella

Ava Solange

Manda You

Halloween Parade and Festival

The Halloween Parade and Festival is a free event for children ages 12 and under, escorted by their parents. This event has become a tradition in Glen Cove. The Halloween Parade and Festival allows all participants to march through the streets in downtown. Many elected officials including, the mayor of the City of Glen Cove, join in this fun-filled event. After the parade, children are invited to trick-or-treat at the small businesses and then congregate in the center of downtown for cotton candy, dancing to a D.J., fun in the bouncy house, and pie eating contest.

We thank our Halloween Parade and Festival sponsors

American Paving & Masonry

The Regency Assisted Living

Glen Floors

Gill Associates Photography

ClayNation

Glen Cove Fitness

RXR Realty

2021 Halloween Parade and Festival Volunteers

Emma Briones, Lexi Briones, Jonathon Briones, Eve Lupenko Ferrante,
John Ferrante, Kate Houghton, Bob Koehler, Francine Koehler,
Ava Solange, Keith Way

Glen Cove Downtown B.I.D.'s Holiday Festival

For over 20 years the Glen Cove Downtown Business Improvement District has been celebrating the holidays with Glen Cove residents and our visitors. In 2021, the lines were endless as our guests waited to greet and take a photo with Santa in his magical den, decorated by Anthony Lisena from Take It Away. Our volunteers poured over 1,000 cups of hot cocoa, and guests chose all sorts of toppings from our Hot Cocoa Bar. Santa received hundreds of letters that were written at our “Write a Letter to Santa” station. The long line for the Horse and Carriage rides went by quickly as the crowd was entertained by our long list of performers.

We thank our Holiday Festival sponsors

American Paving & Masonry

Take It Away

Henry's Confectionery

Glen Floors

The Glen Cove Printery

Gill Associates Photography

Our Downtown Glen Cove Santa

Tony Tripp

Our Holiday Festival Performers

Glen Cove High School Select Chorale, Glen Cove High School Jazz Band, Glen Cove High School Orchestra, Our Lady of Mercy Select Choir, Mercy Dance Company, Jazz Hands Children's Theatre, Michael Renga, Gracie Donaldson, Steven Dahlke, Christopher Moll, The Slayer Players and The Sleigh Bells

Our Volunteers

Danielle Fugazy Scagliola, Tom Scagliola, Ylisa Kunze, Keith Way, Sasha Brennan, Olivia Bifone, Lexi Briones, Taylor Enrile, Kate Houghton, Caleb Jain, Maddy Kaffl, Sophia Ladeairous, Sophia Mazzella, Lola Milanese, Ella Nossa, Zoe Nossa, Ava Scagliola, Victoria Scagliola, Ava Solange, and Paula Valle

Downtown Sounds New Year's Eve

Our community asked for it, and we were happy to give our community the first ever
Downtown Sounds New Year's Eve free concert



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 and to make the area more attractive and accessible. Support for the Glen Cove Downtown Business Improvement District comes from a variety of public and 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 and ends on December 31st.

Many individuals volunteer their time and 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 and 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	150,000.00
Seasonal Décor	1,000.00
Phylon Highway Signs	2,000.00
City Of Glen Cove Downtown Sounds Partnership	25,000.00
Nassau County Hotel/Motel Grant	10,000.00
Downtown Sounds Sponsorship	20,250.00
Downtown Sounds Advertisement	2,850.00
Halloween Parade & Festival	2,450.00
Holiday Festival	2,300.00
Total Revenue	215,850.00

Expenditures

Capital Improvements

Landscaping/walkway maintenance	13,000.00	
Additional mulch & flowers	7,424.00	
Flower Baskets	3,048.50	
Flower Arms	491.02	
Banner Brackets & Poles	729.87	
Labor Holiday Cottage	600.00	
		25,293.39

Veterans Initiative	225.00
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225.00

Marketing

Channel 12 News advertising	2,699.68
Restaurant Guides	345.00
Website	2,229.28
Constant Contact	260.40

5,534.36

Special Events

Downtown Sounds	70,000.00	
Halloween Parade & Festival	3,216.88	
Holiday Festival	4,300.00	
Holiday Board Dinner	1,160.00	
Annual Meeting 2021 reporting 2020	584.00	
Fitness in Village Square	0	
		79,260.88

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 Expenses

Management	73,678.00	
Operating Expense	17,339.93	
Insurance	2,927.94	
Gifts/Bonus/Appreciations	1,875.00	
		95,820.87
Total Expenditures		206,584.50

We Honor Our Veterans

Our military and veterans are very important to us. In honor of our veterans, the Glen Cove Downtown B.I.D. initiated the “We Honor Our Veterans” campaign that allows our veterans and members of the military to recognize that a participating business offers a discount when they see the “We Honor Our Veterans” decal. Currently, there are over 40 businesses in downtown Glen Cove that are participating in this program.

In honor of Veterans Day this year we premiered a video on social media starring four of our Glen Cove veterans who demonstrated how easy it is to use the “We Honor Our Veterans” discount. We thank Tony Jimenez, Chad Ryals, Evelyn Kandel and Howard Stillwagon for participating in this video.

This video can be seen on the Glen Cove Downtown BID website (www.glencovedowntown.org) and on our YouTube and Facebook pages.



Working with the Building Department and the Community Development Agency (CDA)

The Glen Cove Downtown B.I.D. works closely with the building department and the CDA to ensure that all our current businesses and potential businesses have a wonderful introduction to our downtown area 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 the sign and façade grant.

The City of Glen Cove and Glen Cove Community Development Agency

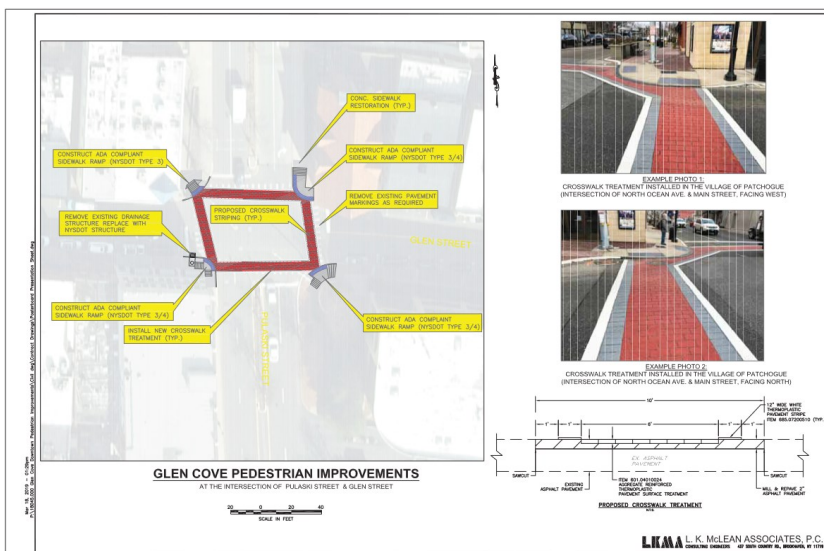
Pedestrian Improvement Project

The City of Glen Cove and Glen Cove Community Development Agency completed a pedestrian improvement project in the Downtown Business Improvement District (BID). The project included planning, design, and construction of pedestrian improvements in downtown Glen Cove, specifically the replacement of 28 curb ramps and upgrades to 16 crosswalks on Bridge, Glen, and School Streets. The project also included the addition of a new crosswalk and curb ramps on School Street in a location where there was not previously a crosswalk and curb ramps.

The project has enhanced the visibility and durability of crosswalks, brought curb ramps into compliance with Americans with Disabilities Act (ADA) standards, fixed ramps that had been in a state of disrepair, and improved pedestrian safety in downtown Glen Cove.

The Federal Highway Administration (FHWA) awarded funding for the project to the City of Glen Cove, with funding administered by the New York State Department of Transportation (NYSDOT). CDBG funding was also used toward project costs.

Construction of the project occurred in spring and summer 2021.



**The Glen Cove Downtown B.I.D. Congratulates
La Famiglia Pizzeria & Restaurant
For
The Best Outdoor Dining Space in Downtown Glen Cove**

Outdoor seating has always been a draw for some diners, but during the course of the pandemic, it became a necessity. While many downtown businesses provided lovely spaces for customers to dine al fresco, La Famiglia's outdoor dining space stood out. With the Italian music playing and the large plants offering a barrier from the bustling sidewalks, La Famiglia's outdoor patio offers a transformative dining experience, a refreshing escape that allows customers to forget they are just steps away from the Staples parking lot. The new awnings, bright yellow umbrellas and lights further offer a sleek and inviting look to the storefront, making La Famiglia the top choice for this award.



The Glen Cove Downtown B.I.D. congratulates Glenn Optics
For
The Best Display Windows In Downtown Glen Cove

Window displays are one of the most effective marketing tools that a retailer has at hand. A quality, eye-catching retail window display can turn a passer-by into a paying customer. Glenn Optics' open-backed window display attracts passersby with a visual snapshot into what the shop is about; not only what is sold there, but also the general style and atmosphere.



The Glen Cove Downtown B.I.D. congratulates

Glen Floors

On its 90th Anniversary

The Glen Cove Downtown B.I.D. congratulates Glen Floors on celebrating 90 years in business. The business started in 1932 at a small storefront at 68 Glen St., Glen Cove by Fred Capobianco. Originally he worked with his father at Antonio's own appliance & furniture store in the Orchard installing floor covering before opening his own store.

Glen Floors has always been a family owned and operated enterprise. The reins have passed from Antonio's small business to his son Fred and now to some of his 17 children. Carol (Capobianco) Nelson, Jerome Capobianco, William Capobianco and Fred's son-in-law Michael Capobianco and Jane (Capobianco) Rodier. Under their guidance the business continues to grow. Their sales staff, store manager Lou-Ann Thompson and installers are considered part of the Capobianco family.



The first store opened in 1932 at 68 Glen Street as Glen Cove Floor Covering Co.

Now located at 30 Glen Street, Glen Floors has been a staple of the Glen Cove community for 90 years.



The Downtown B.I.D. partners with other organizations

The Glen Cove Downtown B.I.D. often partners up with or lends a hand to other organizations. Among many of these organizations is the Sustainable Transportation –USGBC-LI. The Glen Cove Downtown B.I.D. was asked by this organization to present a walkable/bikeable downtown Glen Cove.

While I happily presented a verbal presentation with images of our downtown, it was the video that made the biggest impact.

This video was also shared on social media and received over 7k views from our community.

The 2021 Long Island Smart Growth Summit by Vision Long Island

The Glen Cove Downtown B.I.D. has also been asked to present all the good things that the B.I.D. does for downtown Glen Cove at its Smart Growth Summit

Downtown Plans for 2022

- We will continue lighting up downtown with additional string lights to be purchased by the B.I.D. and installed with the help of DPW.
- We will start investing in new holiday decorations.
- We will continue our traditional Glen Cove Downtown B.I.D. events, which include Downtown Sounds, Halloween Parade and Festival, the Holiday Festival and now, Downtown Sounds New Year's Eve .
- This year we will be bringing a few more special events to our downtown. We will have a Halloween event for the over 18 crowd.
- We will have the first Downtown Sounds Teen Idol contest.
- Downtown Sounds will be celebrating 25 years of bringing music to downtown Glen Cove. In celebration of this milestone, we will be having a 25th Anniversary Party, Downtown Sounds Studio 25. This will be held at the Metropolitan on June 16th.
- Economic Development will be a top priority for the B.I.D. in 2022.
- We will be expanding the B.I.D.'s well-received marketing campaign that currently appears on Channel 12 News and Fios to other networks.
- 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 on 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.

The Glen Cove Downtown Business Improvement District cannot accomplish all that it does alone. It is with great appreciation that

we give thanks to:

Mayor Timothy Tenke

Glen Cove City Council

Legislator Delia DeRiggi–Whitton

Department of Public works

Glen Cove Police Department

Auxiliary Police Department

Glen Cove EMS

Glen Cove Volunteer 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

Glen Cove Downtown Business Improvement District

Board of Directors 2022

Patricia Holman

Executive Director
Glen Cove Downtown B.I.D.

Alvin Batista, President

Glen Cove Fitness
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Donna McNaughton

Deputy Mayor
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Ann Fangmann

Glen Cove CDA/IDA

Angelo DiMaggio

1 School Street Professional Condo Assoc.
Property Owner Representative

John Zozzaro

The Downtown Café
Commercial Tenant
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Mary Cooper

Residential Tenant
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Danielle Fugazy Scagliola

DFS Communications
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