

DOWN
TOWN
DC

2012

annual report



Downtown Business Improvement District

table of contents

Letter from the Chairman and Executive Director

3

Operations

4

Public Space Management

6

Infrastructure and Sustainability

8

Communications and Special Events

10

Economic Development

12

Finance and Administration

14

Letter from the Treasurer

16

Financial Statement

17

Board of Directors

18

Staff

19



about the bid

The Downtown Business Improvement District is a private, non-profit organization that works to create remarkable urban experiences. With an annual budget of \$10.6 million, the DowntownDC BID provides services and programs to property owners in a 138-block area who pay a self-imposed property tax to enhance economic vitality. The BID consists of a 40-member Board of Directors and has 135 employees, 85 of whom are Safety/Hospitality and Maintenance personnel, known as SAMs.

The BID is funded through a special tax district where property owners tax themselves to improve Downtown and promote and retain businesses. Established under District of Columbia legislation in 1997, the BID was reauthorized by the mayor for additional five-year terms in 2002, 2007 and 2012, after property owners and tenants voted in favor of reauthorization.

Approximately 550 buildings are located in the BID area, the boundaries of which are Massachusetts Avenue (including the Walter E. Washington Convention Center) on the north, Constitution Avenue and the National Mall on the south, Louisiana Avenue and North Capitol Street on the east, and 16th Street on the west. The area encompasses the Chinatown, Federal Triangle, Midtown, and Penn Quarter neighborhoods and is surrounded by national landmarks such as the White House, U.S. Capitol, Smithsonian museums and Union Station, a major East Coast transportation hub.

The BID's Board of Directors comprises business and civic leaders who govern the organization. The SAMs, who keep Downtown streets clean, safe and friendly, are the face of Downtown. They assist workers, visitors and residents with a variety of needs. The majority of the BID's budget is spent on maintenance, beautification, safety and hospitality.

Besides safety/hospitality and maintenance services, the BID provides services in the areas of economic development, infrastructure and sustainability, homeless services, marketing and communications, public space management, planning, transportation and special events. The BID also provides management services to affiliated non-profit organizations: the National Cherry Blossom Festival, the District of Columbia Surface Transit, Inc. and the DC BID Council.

Partnerships with District of Columbia and federal government agencies enable the BID to provide premier services to the organization's Downtown members. These partnerships include the District Department of Transportation; the Office of the Deputy Mayor for Planning and Economic Development; the Metropolitan Police Department; the General Services Administration; the National Park Service; and the National Capital Planning Commission—as well as a variety of other public agencies and private sector organizations.

letter from the chairman and executive director

To Stakeholders:

In 2012, Downtown property owners and Mayor Vincent C. Gray reauthorized the Downtown Business Improvement District for a third five-year term (October 2013 through September 2017), reaffirming the organization's role in Downtown's continuous growth and evolution. Equipped with a new, five-year business plan, our focus is centered on making further enhancements to Downtown's public infrastructure, economy and sense of place.

Although approaching physical build out, Downtown's revitalization and evolution continues at an exciting pace. Phase I of the City-CenterDC mixed-use complex is scheduled to open in the 4th Quarter of 2013/1st Quarter of 2014. The Washington, DC Marriott Marquis convention center hotel is scheduled to come online in April/May 2014. Together, these additions will boost the number of people coming to Downtown to convene, shop and be entertained.

Downtown continued its role as the employment, cultural and entertainment center of D.C. Despite a small decline in office space absorption, economic sectors were stable and compared favorably to regional and national competitors. D.C. real estate attained top global ratings. The city raised its commitment to more than \$350 million of \$1.5 billion needed for streetcar development, which includes rebuilding K Street and driving new development projects in the Center City and other neighborhoods throughout the city.

During the fiscal year, the BID continued to find more ways for people to travel into Downtown that put less stress on overtaxed parking systems and promoted sustainability. The BID supported the city's bicycling program as a way to mitigate congestion, worked with the city to develop the L Street cycle track, and sponsored Bike to Work Day at Woodrow Wilson Plaza. Through the DowntownDC ecoDistrict program, the BID also championed the DC Smarter Business Challenge and held its first Building Energy Summit to provide a forum in which to educate building owners and

managers on the various ways to reduce energy, cut costs and collaborate with others for maximum efficiency.

With homeland security at top of mind, the BID continued to develop new security initiatives with a focus on expanded surveillance technologies and emergency preparedness. We engaged property managers at every step in the process and also made a concerted effort to reach out to them holistically by launching a communication portal which increased shared information and dialogue.

Recognizing that creating a strong physical identity is critical to maintaining Downtown's vitality and economic competitiveness, the BID developed a field asset management mobile app and management desktop tool to better identify, assess and track activity and conditions—from broken pavers to missing meters—in public space. A new quality assurance program now monitors 13,000 permanent assets.

Our Safety/Hospitality and Maintenance employees (SAMs) remain the core of our programs. Once again, because of the dedicated work of SAMs, other BID staff, partner organizations and agencies, 2012 was a year of many accomplishments. We look to the future with optimism and enthusiasm, maintaining the BID's focus on priorities that produce both stellar results and creative solutions.



Steven Jumper
Chairman
Downtown Business Improvement District Corporation



Richard H. Bradley
Executive Director
Downtown Business Improvement District Corporation



SAM of the Year 2012 recipients best represent what the BID's clean and safe program is all about.



All walks of life enjoy the FRESHFARM Market at Penn Quarter.



A Victoria BID delegation from London, England, arrived for a three-day visit.

clean
and safefiscal year 2012
accomplishments

- Instituted automated defect reporting to reduce flaws in public space and established a Quality Assurance Team comprised of 16 Safety/Hospitality personnel
- Increased maintenance collection efforts while decreasing maintenance equipment repair costs
- Enhanced in-service training—including homeland security awareness, Capital Bikeshare usage, the Community Emergency Response Team Program class, and various supervisor and management seminars

fiscal year 2013
goals

- Develop improved deployment for SAMs commensurate with Downtown's expanding nighttime economy, residential housing and emergency management focus
- Implement a capital improvement plan for all vehicles, machines and communication devices
- Continue to expand a comprehensive training program for SAMs to enhance employee satisfaction and deliver a higher level of service

Safety/Hospitality and Maintenance employees, known as SAMs, make the Downtown experience welcoming, inviting and easily accessible for all. They greet and assist Downtown workers, residents and visitors and maintain contact with emergency services and law enforcement officers should trouble arise. SAMs provide vital services to maintain Downtown's welcoming image by picking up litter and trash, sweeping sidewalks, removing gum and graffiti, planting flowers, hanging banners and painting public fixtures.

The SAM Program, established upon the foundational principle of "clean, safe and friendly," is evolving to a new level and standard of service that reflects the world-class character of D.C.'s revitalized Downtown. To augment this new sense of place, the program is ratcheting up services, entering new partnerships and leveraging technology to deliver an enhanced and transformative experience for people in Downtown.

In March, a new Quality Assurance Team comprised of specially-trained SAMs began using iPhones and a mobile app to assist with improving public space asset and condition tracking

by the numbers



8,984
homeless people assisted



316,402
citizens assisted



131
citizen escorts provided



1,115
aggressive panhandling incidents



180,955
bags of litter removed



496
instances of graffiti removed



1,909
vandal stickers removed



234
blocks cleaned of gum

and reporting. The new reporting methods convey everything from loose sidewalk pavers to faulty street signs located on Downtown streets that can be corrected either by the BID or appropriate city agencies or utilities.

The SAM Program discourages street disorder every day by providing customized services that complement the work of city agencies. In fiscal year 2012, Maintenance SAMs collected 180,955 bags of litter and trash and helped divert 98.55 tons of recyclable materials from landfills. They removed graffiti from 496 locations, stickers from 1,909 sites and gum from 234 blockfaces. [A blockface represents one

side of a city block between two intersections.]

The Safety/Hospitality SAMs, who serve as roving concierges and much more, create a safe and welcoming environment by their mere presence. During the year, they assisted 316,402 citizens by offering directions and handing out maps. They engaged in 8,984 homeless assists; escorted 131 workers to their vehicles or public transportation in the evenings; and intervened or reported 1,115 incidents of aggressive panhandling to the police.

"I just want to compliment you on your friendly, helpful staff."

- John Torrisi, George Washington University employee



A Safety/Hospitality SAM helps a patron in need of assistance.



Maintenance SAMs regularly remove trash from Downtown streets.



A Safety/Hospitality SAM helps a busy visitor.



A Maintenance SAM stands by a freshly branded BID vehicle as he uses a hose to water plants and tree boxes.



Safety/Hospitality SAMs line up during a daily roll call.



Maintenance SAMs water and care for Downtown's numerous hanging plants.

remarkable spaces



fiscal year 2012 accomplishments

- Developed a field asset management mobile app and management desktop tool to better identify, assess and track conditions and activity in public space, and added about 2,500 new GIS assets
- Developed the Downtown Security Initiative that integrates surveillance solutions and emergency preparedness
- Established contact with 409 people experiencing homelessness in Downtown; many were engaged several times—an average of 4.5 visits per person

fiscal year 2013 goals

- Collaborate with Pathways to Housing DC to transition homeless individuals, particularly veterans, into housing through targeted outreach
- Continue to enhance the physical environment and pedestrian experience with GIS mapping assistance
- Ensure investments continue to produce revenue for the city by creating a bustling, designated zone within Downtown's core area and establish a mechanism for deploying dedicated resources

Enhancing the physical environment and the pedestrian experience contributes greatly to the quality of life in Downtown D.C. From the built realm to the aesthetics of urban gathering places, the DowntownDC BID works to create safe and remarkable public places where people want to congregate, explore and be inspired. Concurrently, DowntownDC BID partnerships help bring outreach, services, housing and dignity to homeless people while improving comfort and security for workers, residents and visitors.



A new mobile app allows the BID to have a visual of public space and conditions being reported

A major expansion of the BID's public safety focus centered on homeland security. The BID hired a new homeland security and emergency preparedness manager to support emergency preparedness and manage comprehensive public-private partnerships, including assisting property owners with developing emergency operations plans, employee preparedness and continuity of operations planning. The staff addition enables the BID to develop and coordinate drills, provide training and facilitate tabletop exercises to create a safer Downtown experience.

Working with the Office of the Deputy Mayor for Public Safety, the D.C. Homeland Security and Emergency Management Agency, the Met-

ropolitan Police Department and other public agencies and private property owners, the BID began developing a comprehensive program known as the DowntownDC BID Security Initiative. Its mission is to enhance Downtown property owners, managers and businesses' ability to respond efficiently and effectively to natural and man-made security events through electronic surveillance and emergency preparedness.

In June, the BID hosted its first Homeless Summit, which explored the future of the organization's Homeless Services program and facilitated a far-reaching panel discussion about homelessness in America. As part of an ongoing communications program with BID-based

property and facility managers, the Summit brought together several dozen of these professionals as well as city officials, leading service providers, and representatives from non-profit organizations. An updated DowntownDC Outreach Services Information Card, which connects homeless individuals to the services they need, was distributed at the meeting.

Earlier in the year, the BID began conducting quarterly homeless counts to more closely monitor Downtown's homeless situation.



Property managers attend one of the BID's many Property Managers' meetings.



A member of the Quality Assurance Team documents a broken paver in public space.



Representatives from Pathways to Housing DC discuss the BID's homeless services with a participant at a Property Managers' meeting.



Property managers sign up to receive BID email notifications at a Property Managers' meeting.



A member of the SAM Homeless Outreach Service Team (HOST) works with an individual experiencing homelessness.



Former Homeless Services Director Chet Grey was honored at the 2012 SAM of the Year awards.

sustainable

fiscal year 2012 accomplishments

- Held the first Building Energy Summit, which attracted more than 300 attendees and provided property managers and owners with the tools to significantly reduce energy consumption and costs
- Completed Chinatown Park renovations, which included new sidewalks, an upgraded irrigation system, new sod, trash cans and benches
- Sponsored the Bike to Work Day pit stop at Woodrow Wilson Plaza and the four-day Rail-Volution Conference, the premier conference on transit and livable communities



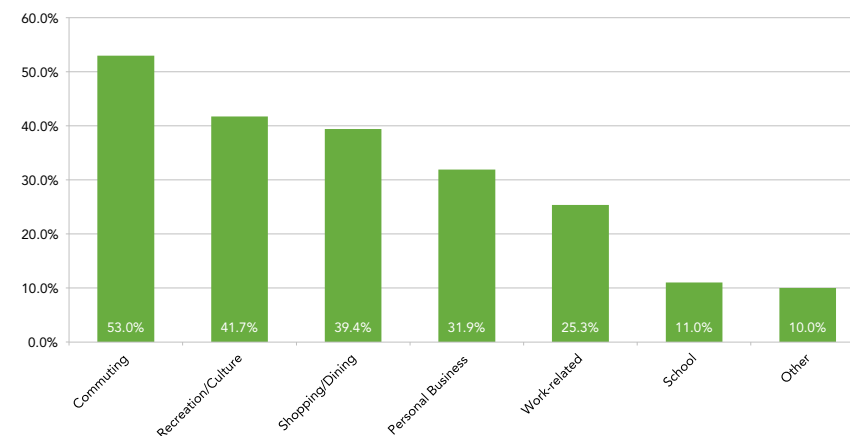
Infrastructure and Sustainability partners with all levels of government and non-governmental organizations to plan Downtown transportation, parks and public spaces and enables sustainability in the built and natural environments.

fiscal year 2013 goals

- Complete Franklin Park reconstruction plan, including financing and management strategies
- Complete DC Smarter Business Challenge to include 55 BID businesses that share and commit to smart, sustainable business practices
- Develop action plan to mitigate congestion in Chinatown

In 2012, the BID received a Mayor's Sustainability Award for outstanding achievements that support the city's Sustainable DC initiative, a strategic citywide sustainability plan. As part of that effort, the BID's ecoDistrict explored the potential for energy demand-side management with several property executives. The BID also collaborated with the District Department of the Environment throughout the year to design the Smarter Business Challenge. The Challenge will be based on best practices for encouraging commercial building sustainability throughout the U.S. and will be launched in fiscal year 2013.

dc circulator usage



The BID studied traffic impacts of new development in the Mount Vernon Square area. The results indicated an 11 percent increase in transportation demand during peak hours by 2015. To meet this demand, high capacity transportation modes such as transit, walking and bicycling must be prioritized in managing the public rights of way in Downtown's most congested areas.

In 2012, the BID, in its management role for DC Surface Transit, managed the implementation planning for Phase I of the DC Circulator 10-Year Plan. The scope of this planning effort was to bring Circulator service to the National

Mall that includes connectivity to Downtown and SW Waterfront destinations. If funded, this expanded service will commence in fiscal year 2015.

The Capital Projects program completed and began to implement a maintenance, repair and replacement plan for the BID's 650 trash cans. Many cans were nearing the end of their useful lives. Damages to some cans reduced their functionality and degraded their appearance. Two hundred trash cans were put in good working order, and additional improvements will occur in fiscal year 2013.



Kevin Kampschroer, a GSA director, speaks at the BID's 2012 Building Energy Summit.

Hundreds of bicyclists attended a Bike to Work Day pit stop sponsored by the BID.



The BID worked with government and local partners to add new trees and landscaping to Burke Park.

On behalf of the BID, Chairman Steven Jumper received the Mayor's 2012 Sustainability Award from D.C. Mayor Vincent C. Gray.



Chinatown Park was refurbished in partnership with the National Park Service.



The BID is studying solutions to an anticipated increase in traffic congestion along Massachusetts Avenue.

innovative



fiscal year 2012
accomplishments

- Developed and implemented a property manager outreach program
- Introduced in-house video production into the BID's suite of social media tools
- Welcomed more than 1.5 million people to the National Cherry Blossom Festival, celebrating the 100-year anniversary of the gift of trees from Japan

Strategic communications position Downtown's commercial, cultural and civic assets competitively across the region, the nation and the world. Public relations tools and products help enhance the DowntownDC BID's institutional image as a premier services provider, innovative program developer and leadership organization. Fostering high-quality event programming also positions the Downtown area as the region's premier cultural and entertainment destination.

promoting dc beyond
the blossoms



1.5M 1.5 million people attended
estimated attendance—National Cherry Blossom in 2012 (0.5 million more than 2011)

fiscal year 2013
goals

- Launch a new, interactive and responsive website
- Launch a year-long, 15th Anniversary celebration of the BID, which started operations in November 1997
- Develop and implement a new database system and protocol for communications and outreach

The DowntownDC BID continued to develop and expand its communications platform, including growing its social media presence by introducing YouTube and videography. Videos highlighting Downtown's dramatic transformation, current perspectives on the Downtown economy and the BID's Homeless Services Program were produced and made available online. A new mobile website for smartphones and other mobile devices was launched, and the BID overhauled and redesigned its e-newsletter. The new, modern design prominently features BID accomplishments and activities using vibrant photos and storied content, making it easier for readers to chronologically find articles of specific interest.

Bus shelter maps were redesigned and updated and placed in more than 80 locations. In addition, 100,000 new Visitors Maps were produced. The BID also marketed and hosted its first Building Energy and Homeless Outreach Summits. With a renewed focus on outreach and communication to property managers, the BID created a property manager web portal, introduced a property manager blog and hosted special, subject-specific property manager meetings. As part of an expanded marketing effort, the BID produced and updated collateral, such as pop-up banners for monthly lobby fairs, signage and correspondence. In addition, the logo's bold colors are now prominently displayed on newly branded SAM service vehicles.

The National Cherry Blossom Festival was the biggest event of the year, expanding to an unprecedented five-weeks to celebrate the 100-year anniversary of the gift of trees to D.C. from Tokyo. More than 1.5 million people attended the Festival, which generated \$126 million in direct spending for the city. The Downtown Holiday Market continued in its annual tradition, bringing visitors and more than 150 local artisans and exhibitors to the BID area. The BID began preparations for its 15th Anniversary celebration, which will kick off in November 2012 to celebrate the organization's founding and the evolution and transformation of Downtown D.C. into a remarkable urban experience.



The 2012 National Cherry Blossom Festival celebrated the centennial of the gift of trees to D.C. from Tokyo.

Communications team members and SAMs regularly staff BID information tables at local farmers' markets, events and lobby fairs.

New bus shelter and Visitors Maps were produced this year.

The BID brand was placed on additional SAM vehicles in 2012.

The BID collaborated on designing the front-end of the Smarter Business Challenge website.

The Downtown Holiday Market returned in December for another successful month of seasonal shopping.

solid core



fiscal year 2012 accomplishments

- Updated the Downtown Fiscal Impact Study and developed a Commercial Taxes Competitiveness Proposal
- Partnered with the D.C. government on multiple planning/strategy initiatives: the Five-Year Economic Development Strategy, DC Streetcar Financing, the Comprehensive Housing Strategy Task Force and the D.C. Tax Revision Commission
- Interviewed 40 Downtown tenants through the BID's Business Retention Program to discuss their views of Downtown and D.C.'s regional competitiveness

fiscal year 2013 goals

- Help implement the city's Five-Year Economic Development Strategy and work with the D.C. Tax Revision Commission and city government to ensure the District of Columbia has a competitive tax system
- Partner with the city to develop a financing structure for the DC Streetcar
- Continue business retention in Downtown and D.C. and begin targeted business recruitment in partnership with the city government

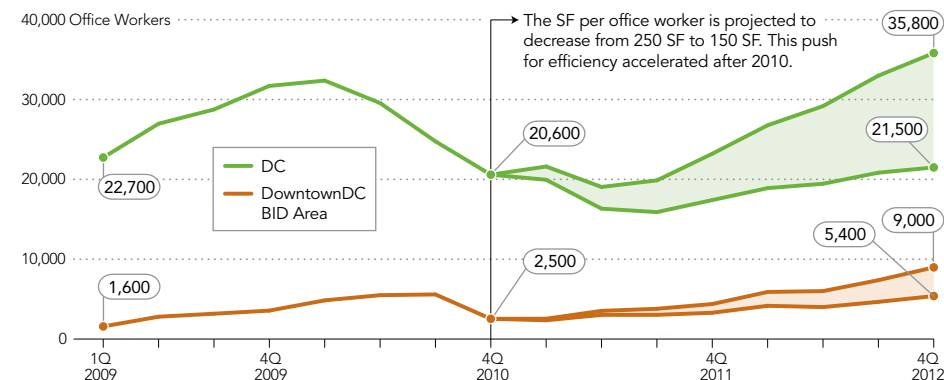
Growing and diversifying the Downtown economy is the goal of the DowntownDC BID's economic development efforts. This is accomplished through monitoring, collecting and distributing information about the Downtown economy and public/private collaboration. Together, these efforts assist investors, developers and stakeholders in their decision-making and help educate policymakers about Downtown's economic conditions and fiscal performance.

D.C. is pleased to be ranked in 2012 as the number three city in the U.S. and number four global city by the Association of Foreign Investors in Real Estate. This should assure continued access to very low-cost global capital for Downtown and D.C. to fund continued development.

The Downtown office market, the mainstay of the area's economy, had a difficult year, with annual office absorption of negative 300,000 square feet (SF). A large law firm bankruptcy and several tenants moving to lower cost D.C. sub-markets contributed to Downtown's negative absorption. The BID, recognizing the need to attract new office space users to Downtown, partnered with the D.C. government to pro-

by the numbers

New Office Workers Needed to Re-establish Office Market Equilibrium



duce the city's first economic development strategy to diversify the city's economy. The BID also worked with the D.C. government on identifying operating and capital investments to maintain and grow a mixed-use economy and physical place making Downtown attractive to local, national and global tenants and capital. The BID also worked with the D.C. government to lower business costs, such as the commercial property tax rate and the commercial income tax rate.

Business retention efforts with existing tenants continued, as did efforts to support Downtown amenities that are attractive to office workers. In addition, the BID publicized the increase in new Downtown office users, such as the Basis

DC Charter School, the Georgetown University School of Continuing Studies (branded as Georgetown Downtown) and medical offices.

About 200 people attended the fifth annual State of Downtown Forum, where the BID released its 2011 State of Downtown report. The panel featured four distinguished Downtown stakeholders, including Cathleen Kronopolus with the General Service Administration; Darian LeBlanc of Cassidy Turley; Lisa Mayr with LivingSocial; and Jonathan O'Connell of the Washington Post and Capital Business.



Attendees of the 2012 State of Downtown Forum reviewed the 2011 report, which included 120 easy-to-read graphics.

The BID supported retail and residential marketing for CityCenterDC by producing and presenting detailed research data.

New York University opened the 75,000 SF Constance Milstein and Family Global Academic Center at 1307 L Street in the BID.

440 First Street is undergoing a gut renovation and the addition of three floors to create a 140,000 SF Class A Office space.

The DC Public Library system presented an exciting proposal for redeveloping the MLK central library while preserving its historic status.

Georgetown University's School of Continuing Studies, leased 90,000 SF at 650 Massachusetts Ave.

firm foundation



fiscal year 2012 accomplishments

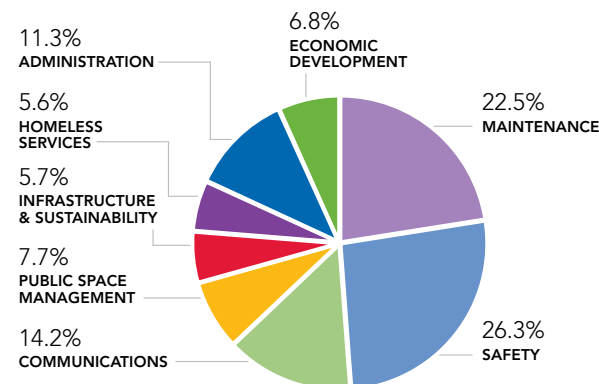
- Successfully renewed the BID's legislative charter for another five years and adopted a five-year strategic plan that includes an increased revenue stream
- Implemented a capital equipment replacement plan and purchased 60 new radios for the SAMs and additional equipment, including four vehicles and three new street sweepers
- Completed an in-depth technology audit and began implementing changes to maximize operations

fiscal year 2013 goals

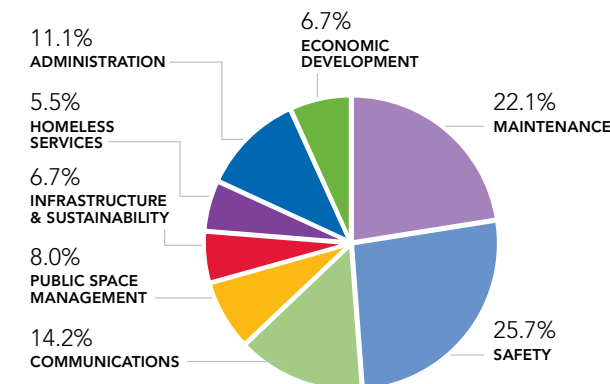
- Plan and implement office space improvements to enhance productivity
- Continue to improve staff training opportunities and performance plans tied to program goals and based upon measurable outcomes
- Implement ongoing aspects of the newly-completed executive succession plan, which will guide the organization's future

departmental allocations

FISCAL YEAR 2012



FISCAL YEAR 2013



To operate the organization effectively, a centralized professional financial and administrative staff has primary responsibility for budget and financial matters, human resources management, Board relations, business and contract management and policy implementation.

The DowntownDC BID successfully renewed its legislative charter this year for a new, five-year term. A well-coordinated review, application and hearing process led to the successful renewal of the BID by the Board of Directors and Mayor Vincent Gray for fiscal years 2013 through 2017. Both the Board and BID mem-

bership also approved a five-year business plan along with a new public realm investment plan to dramatically enhance Downtown's public infrastructure.

The BID collected more than 100 percent of projected assessment revenues and 99.9 percent of other income based on contractual arrangements. The organization earned the highest audit rating for the 15th consecutive year, and established a security enhancement plan for its accounting system.

The Human Resources department continued successful recruitment and retention of highly skilled staff. Low turnover rates in both the SAM Program and in managerial and administrative positions were supported by attrac-

tive benefit programs and a positive work environment. The BID's comprehensive compensation administration plan was reviewed and updated to ensure a competitive position in the local marketplace. In-service training and updating the performance evaluation system were focal points.

With the Board's guidance, an executive succession study was conducted on all leadership positions and a comprehensive plan developed for continuity and long-range planning. The BID also focused on its comprehensive systems approach to program development and management to improve internal program coordination.



BID Executive Director Richard H. Bradley has led the organization since its inception in 1997.



As part of the Finance Department's capital equipment replacement plan, the BID continued to purchase new vehicles.



The BID runs all of its events, including the Downtown Holiday Market, in a cost-effective way.



Several BID staff members pose for a photo at a team-building luncheon.



Several tax-exempt organizations in Downtown, such as the Verizon Center, make voluntary contributions to the BID.



The SAMs, who are the ears, eyes and caretakers of Downtown, receive periodic in-house training to hone their skills.



The SAMs, whether in costume or uniform, help promote a festive atmosphere at the Downtown Holiday Market.



Workers take a break at the FreshFarm farmers' market at 8th and D streets.



Thousands of people pass through the busy 7th and H streets corridor each day in the Chinatown neighborhood.

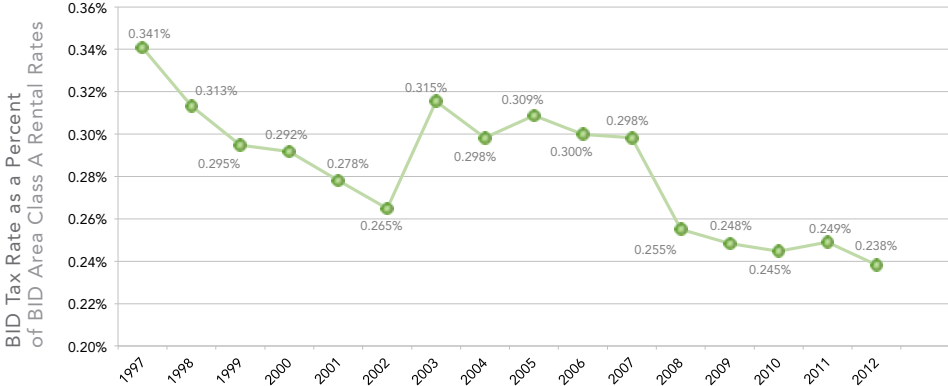
letter from the treasurer

On the facing page, we are pleased to present the Downtown Business Improvement District Corporation's audited consolidated financial statements for FY 2012, which covers the period from October 1, 2011 through September 30, 2012.

The DowntownDC BID continued another year of strong fiscal performance because of the leadership and support of our Board of Directors and the Executive Committee. I am truly grateful for their support, along with the sustained dedication of the BID staff and the vision of Executive Director Richard H. Bradley.

On the financial front, the BID again successfully operated within set budgets that remained in balance throughout the year. The organization met its monetary obligations in a timely manner and is committed to working through a strict system of checks and balances to ensure all financial matters are handled with the utmost care and propriety. The BID credits some of its success to the District of Columbia's Office of Finance and Revenue. We continue to work closely with D.C. officials to share new information about property changes, and this has led to more timely receipts of assessment payments as well as a higher collection of delinquent payments.

In 2012, the BID continued its commercial tax rate at 14.9835 cents per square foot and the hotel rate at \$74.215 per room, the rates since the 2007-2008 fiscal year.



The past year was a successful milestone for the BID as we successfully renewed our legislative charter for another five-year term leading up to our 15th Anniversary. As we look to the 15th Anniversary of the BID in 2013, we will embark on a new set of values and attributes to help shape and sustain the future of Downtown DC.

Our audit firm, Baker Tilly (formerly Beers & Cutler), oversees the financial reporting for the BID and issued an unqualified opinion on the financial statements—the rating earned since the organization's inception.

Thank you, again, for entrusting me with this position of treasurer over the past several years. As I enter my final year, I am committed to working with staff to manage the financial affairs of the organization both ethically and responsibly.

Michael McCarthy
Treasurer

Downtown Business Improvement District Corporation

financial statement

Consolidated Statements of Financial Position

	2012	2011
ASSETS		
Cash and cash equivalents	\$ 1,075,682	\$ 883,127
Accounts receivable, net	225,257	325,691
Deposits and other	26,801	26,801
Property and equipment, net	210,905	262,728
TOTAL ASSETS	\$ 1,538,645	\$ 1,498,347
LIABILITIES AND NET ASSETS		
Accounts payable and other liabilities	\$ 738,996	\$ 647,578
UNRESTRICTED NET ASSETS:		
Unrestricted	523,744	555,206
Property and equipment, net	210,905	262,728
Board designated	65,000	32,835
TOTAL UNRESTRICTED NET ASSETS	799,649	850,769
TOTAL LIABILITIES AND NET ASSETS	\$ 1,538,645	\$ 1,498,347

Consolidated Statements of Activities

SUPPORT AND REVENUES	\$ 10,590,030	\$ 10,384,523
EXPENSES:		
Administration	1,105,885	1,007,347
Marketing	1,402,648	1,336,918
Public Space Management	876,709	796,165
Safety	2,809,095	2,978,100
Maintenance	2,473,362	2,502,031
Homelessness	537,085	592,855
Infrastructure and Sustainability	595,642	443,864
Economic Development	716,110	680,335
TOTAL EXPENSES	10,516,536	10,337,615
Net increase in unrestricted net assets before board designated expenses and other	73,494	46,908
Board designated expenses and other	124,614	43,258
NET (DECREASE) INCREASE IN UNRESTRICTED NET ASSETS	\$ (51,120)	\$ 3,650
UNRESTRICTED NET ASSETS, BEGINNING OF PERIOD	\$ 850,769	\$ 847,119
UNRESTRICTED NET ASSETS, END OF PERIOD	\$ 799,649	\$ 850,769

Consolidated Statements of Cash Flows

Net cash provided by operating activities	\$ 224,224	\$ 309,726
Net cash used in investing activities	(31,669)	(53,894)
NET INCREASE IN CASH AND CASH EQUIVALENTS	192,555	255,832
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	883,127	627,295
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 1,075,682	\$ 883,127

This information has been derived from the financial statements audited by Baker Tilly Virchow Krause, LLP. The complete set of audited financial statements is available upon request from Bertha Gaymon of the Downtown Business Improvement District Corporation.

board
of directors

(October 1, 2011 - September 30, 2012)

Executive Committee

Mr. Steven Jumper, Chairman
Director, Corporate Public Policy
WGL Holdings, Inc

Mr. Peter Johnston, 1st Vice Chair
SVP, Regional Manager
Boston Properties

Mr. Robert H. Braunohler, 2nd Vice Chair
Vice President of Operations & Development
Property Group Partners

Mr. Michael McCarthy, Treasurer
Vice President/Director of Acquisitions
Quadrangle Development Corporation

Ms. Virginia Laytham, Secretary
Sr. Exec. Off. to the Pres., CEO and Chairman
Clyde's Restaurant Group

Mr. Bradley Edwards, Past Chair
General Manager
Renaissance Washington D.C. Hotel

Mr. Kingdon Gould III, Past Chair
Vice President
Gould Property Company

Mr. Matthew Klein, Past Chair
President
Akridge

Mr. Richard H. Bradley, President
Executive Director
Downtown BID Corporation

Mr. Rob Wilder
CEO
Think Food Group

Ms. Yeni Wong
President
Riverdale International

Members

Mr. Jeffrey Bank
Chief Executive Officer
The Alicart Restaurant Group (Carmine's)

Mr. David Bender
President
Blake Real Estate, Inc

Ms. Joan Berman
Senior Vice President of Management Services
Vornado/Charles E. Smith

Mr. Randall Boe
Executive Vice President & General Counsel
Monumental Sports & Entertainment

Mr. Donald Borut
Executive Director
National League of Cities

Mr. Philip Carr
Senior Vice President, Development
Carr Workplaces

Mr. Dean Cinkala
Chief Development Officer (Partner)
JBG Companies

Ms. Donna Cooper
Region Vice President
PEPCO

Mr. Charles A. Docter
President
Penn Quarter Neighborhood Association

Ms. Jackie S. Duke
Regional Vice President of Operations
Brookfield Office Properties

Ms. Lisa Mayr
Treasurer
LivingSocial

Mr. Elliott Ferguson
President/CEO
Destination DC

Mr. Thomas E. Finan
Managing Director
Trammell Crow Company

Mr. Thor C. Headley
Vice President
Hines

Mr. Douglas Jemal
CEO/President
Douglas Development

Mr. Christopher Jennings
Managing Director
Shakespeare Theatre Company

Mr. Tom Knoll
Pastor
First Trinity Lutheran Church

Ms. Cathy Kronopolus
Regional Commissioner
US General Services Administration, NCR

Mr. John Kyle
Senior Vice President
Cresa Partners

Ms. Barbara Lang
President & CEO
DC Chamber of Commerce

Ms. Carol M. Lascaris
President Emeritus
National Museum of Women in the Arts

Mr. Arturo V. Lawson
Director, Policy and Intergov. Relations
Wash. Area Metropolitan Transit Authority

Mr. Wallace J. Mlyniec
Director, Juvenile Justice Clinic
Georgetown University Law Center

Mr. Gregory A. O'Dell
President and Chief Executive Officer
Events DC

Mr. Chase Rynd
President and Executive Director
National Building Museum

Mr. Kenneth Schwartz
Partner
Arnold & Porter

Mr. Paul R. Tetreault
Producing Director
Ford's Theatre

bid
staff

(As of September 30, 2012)

Executive Office

Richard H. Bradley
Executive Director

Richard T. Reinhard
Deputy Executive Director

DeLores M. Dickens
Executive Assistant/Office Manager

Operations

Everett D. E. Scruggs
Director of Operations

David Pollard
Deputy Director of Operations

Ronald E. Jones
Maintenance Services Manager

Jalal Chaoui
Business Manager, Operations

Safety/Hospitality and Maintenance employees (SAMs)
85 Dedicated Individuals

Public Space Management

David K. Kamperin
Director of Public Space Management

David Riedman
Homeland Security and Emergency
Preparedness Manager

Blake Holub
Quality Control Manager

Brian Gober
Program Associate, GIS

Infrastructure and Sustainability

Ellen Jones
Director of Infrastructure and Sustainability

Scott Pomeroy
Sustainability Manager

Megan Kanagy
Capital Projects Manager

Alex Block
Transportation Management Analyst

Kathleen O'Keefe
Program Coordinator

Economic Development

Gerry Widdicombe
Director of Economic Development

Matthew Watkins
Economic Development Manager

Jeannette Chapman
Research Analyst

Communications

Karyn G. Le Blanc
Director of Communications

Desiree French
Communications Manager

Adrian Saunders
Digital and Social Media Manager

Ebony P. Walton
Project Coordinator

Jerone Dinkins
Social Media and Web Specialist

Special Events / National Cherry Blossom Festival

Diana Mayhew
Director of Special Events/President NCBF

Lillian Iversen
Director of Programming, NCBF

Danielle Piacente
Events Communications Manager

Kirsten Poole
Business Manager

Roz Moore
Sponsorship Manager

Alissa Greer
Special Events Manager

Elissa Staley
Program Coordinator, NCBF

Harold McKelvin
Administrative Assistant

Finance

Bertha A. Gaymon
Chief Financial Officer

Lulu Liu
Senior Staff Accountant

Jackie Jones
Accounts Receivable Specialist

Charles McFadden
Finance Assistant

Administration

Eileen O. Andary
Chief Administrative Officer

Dennis McCarthy
Information Systems and Facilities Manager

Parker Roach
Human Resources Generalist

Rebecca Cantrell
Human Resources Specialist

Angela T. Jones
Receptionist/Office Assistant

Thelma Resper
Receptionist (part-time)

Credits

Photography
Kevin Koski
Bernard Chen
Ron Engle
Adrian Saunders

Printing
Stephenson Printing Inc.

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