



DOWN
TOWN
DC



DowntownDC Business Improvement District

Annual Report 2011



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Executive Director

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The DowntownDC Business Improvement District (BID), a private non-profit organization, provides capital improvements, services, resources and research to help diversify the economy and enhance the Downtown experience for all. As a catalyst, facilitator and thought leader, we promote public/private partnerships to create a remarkable urban environment. The BID area encompasses 138 blocks and provides more than \$5 million annually in direct street services.

The DowntownDC BID is funded through a special district, established under District of Columbia (DC) legislation in 1997, where property owners tax themselves to improve Downtown and promote and retain businesses. In 2002 and 2007, the BID Board of Directors and membership voted in favor of renewing respective five-year terms with final reauthorization granted by the mayor.

Approximately 520 buildings are located in the DowntownDC BID area within the boundaries of the National Mall on the south, Massachusetts Avenue (including the Walter E. Washington Convention Center) on the north, Louisiana Avenue and North Capitol Street on the east and the White House and 16th Street on the west. The DowntownDC BID area encompasses the Penn Quarter, Gallery Place, Chinatown, Federal Triangle, Franklin Square, McPherson Square, and Midtown neighborhoods.

A Board of Directors, consisting of 40 business and civic leaders, governs the organization, which has an annual

\$10 million budget. The majority of the budget is spent on maintenance, beautification, safety and hospitality. The DowntownDC BID employs 130 staff, nearly 90 of whom are Safety/Hospitality and Maintenance personnel, known as SAMs. SAMs keep Downtown streets clean, safe and friendly and assist workers, visitors and residents with a variety of needs.

In addition to Safety/Hospitality and Maintenance services, the DowntownDC BID provides services and planning in the areas of economic development, infrastructure and sustainability, homeless care, marketing and communications, public space management, transportation, and special events. We also provide management services to affiliated organizations: the National Cherry Blossom Festival, the Downtown Events Corporation, the District of Columbia Surface Transit, Inc. (DCST) and the DC BID Council.

Partnerships with the DC and federal governments enable us to provide premier services to our Downtown members. These partnerships include the General Services Administration (GSA), as part of its Good Neighbor Program, which actively supports urban development through community partnerships; the National Park Service (NPS); and the National Capital Planning Commission (NCPC)—as well as a variety of other public agencies and private sector organizations.

Letter from the Chairman & Executive Director

The past year progressed with a flurry of initiatives, activities and campaigns designed to increase our focus on strategic and social communications, sustainability, security and economic growth.

We began 2011 by introducing social media tools, reaching out to and exchanging information with Downtown stakeholders and the public on Twitter and Facebook. In addition to offering a new standard for how we communicate, we explored more expedient ways to conduct property manager outreach and launched an aggressive business retention and recruitment campaign with the city.

We also created and launched a Downtown ecoDistrict framework, with a focus on accelerated neighborhood-scale sustainability that supports reducing energy consumption in BID area commercial buildings. And the BID expanded an outdoor, public recycling program, partnering with PepsiCo and the District Department of Public Works (DPW).

All activities were initiated with a deep understanding of our past and a comprehensive plan for the future. When the BID was created nearly 15 years ago, Downtown was underdeveloped, littered with 105 vacant surface parking lots and empty buildings. Now we're virtually built out. The 10-acre, CityCenterDC project, which broke ground in April 2011 and is scheduled to open in 2013, will provide a pedestrian-friendly addition to Downtown with residences, shops, entertainment and civic/cultural uses. The Washington, DC Marriott Marquis

convention center hotel, currently under construction and scheduled to open in 2014, will enable more visitors to make their way into Downtown and its surrounding neighborhoods.

We continue to support and work with the National Park Service (NPS) on its ambitious National Mall Plan. The Plan acknowledged the need to preserve this national treasure and regard Downtown and the Mall integrally, not separately, as visitors are more apt than ever before to make their way from "America's Front Yard" to DC's transformed Downtown. In 2012, the NPS will institute Capital Bikeshare on the Mall. Plans are also in review to incorporate the DC Circulator bus service in future years, allowing for visitors to easily navigate the Mall and experience BID area institutions and establishments.

The DowntownDC BID exercises leadership in many areas, including advancing the Downtown Developers' Roundtable and the DC BID Council. The DC BID Council, an entity we helped convene, is made up of the DowntownDC BID, the city's six other existing BIDs and its only community improvement district (CID).

Going forward, we will focus on our third renewal effort in 2012. We anticipate our members will approve a new business plan that includes continued commitments to the city and our property owners, businesses and residents. Leadership, partnerships and assuming ownership—this is what sustains us. We hope that you will join our efforts to keep Downtown DC both successful and relevant.



Bradley Edwards

Chairman

Downtown Business Improvement District Corporation



Richard H. Bradley

Executive Director

Downtown Business Improvement District Corporation



Welcome to All


Safety • Hospitality • Maintenance

Safety/Hospitality and Maintenance employees (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.



45.6 tons

of recyclables collected in FY2011



"I just spent a week in DC on business and can't thank you enough for having the SAMs on the street. Congratulations on a great program and employing great people!"

— Melanie Wood, Seattle, WA

Fiscal Year 2011 Accomplishments

1. Serviced 363 new recycling cans effectively
2. Removed graffiti from 570 locations, stickers from 1,784 sites and illegal posters from 84 places
3. Participated in information lobby fairs beyond office buildings, at farmers' markets and Verizon Center games

In fiscal year 2011, a comprehensive crime prevention program focused on enhanced safety awareness, shared problem solving and targeted actions in response to incidents. Through periodic Lobby Safety Fairs and monthly Property Manager Council and Downtown Safety Alliance meetings (the latter two merged to become the DowntownDC Safety Alliance), the DowntownDC BID shared timely information and developed far-reaching responses to issues concerning Downtown tenants and patrons.

The Safety/Hospitality SAMs assisted 317,644 citizens by offering directions and handing out maps. They engaged in 11,355 homeless assists; escorted

122 workers to their vehicles or public transportation in the evening; and intervened or reported 1,876 incidents of aggressive panhandling to the police.

Maintenance SAMs collected 188,007 bags of litter and trash and hung 187 flower baskets as part of an annual beautification campaign. They assumed responsibility for maintaining new recycling bins and, along with the Safety/Hospitality SAMs, served as on-the-street liaisons to educate people about public recycling and the BID's partnership with PepsiCo's Dream Machine recycling initiative.

Fiscal Year 2012 Goals

1. Automate defect reporting to reduce flaws in public space, and establish a specialized defect reporting team
2. Create a new Safety/Hospitality deployment strategy and training program
3. Develop a Maintenance team tree box management program



The SAM-of-the-Month meeting recognizes SAMs who excel and informs all SAMs of new BID developments.

Fiscal Year 2011 Accomplishments

1. Reduced percentage of homeless persons living on the streets by 16.4%
2. Addressed the surge in mobile food trucks by working with city agencies on new regulations
3. Completed GIS field data collection and mapping of sidewalk cafés

Fiscal Year 2012 Goals

1. Create a comprehensive homeland security initiative, including surveillance cameras and preparedness
2. Identify and target high density homeless population areas, address random park feeding programs, and daytime transportation into Downtown
3. Implement a Field Asset Management Program to enhance reporting, tracking and coordinated responses to conditions that impact public space

"As we focus more on public space management, security is a top priority, as it is far more complex than it was a decade ago and needs to be carefully coordinated with key Downtown partners and stakeholders."

— Richard Bradley, Executive Director, DowntownDC BID

With an aggressive agenda devoted to investment in public space management, the BID created a director position to focus on physical improvements that help produce an exceptional environment, capitalize on Downtown's potential and valuable community assets, and oversee security and emergency management initiatives.

Planning began to establish a Public Space Working Group, which would include nearly a dozen agencies, organizations and companies with a vested interest in public space and/or responsibility for some public space assets such as sidewalks and streetlights. The working group focuses on reviewing existing conditions and targeted hot spots as well as identifies problems more quickly, establishes criteria, standards and priorities, improves communication among participants, and creates and implements practical and effective solutions.

The results of a homeless enumeration showed 61 homeless individuals were living on Downtown streets at night, compared to 73 a year ago, a 16.4% decline. The count, in conjunction with the Metropolitan Washington Council

of Governments' (MWCOG) annual enumeration, was taken on the day of the region's first seasonal snowstorm. This seasonal assessment gave a true picture of the hardcore, chronic homeless, the most challenged people who would not get off the streets in the worst of conditions. To accurately track and count unsheltered homeless individuals throughout the year, the BID began quarterly enumerations to better coordinate outreach opportunities during seasonal fluctuations.



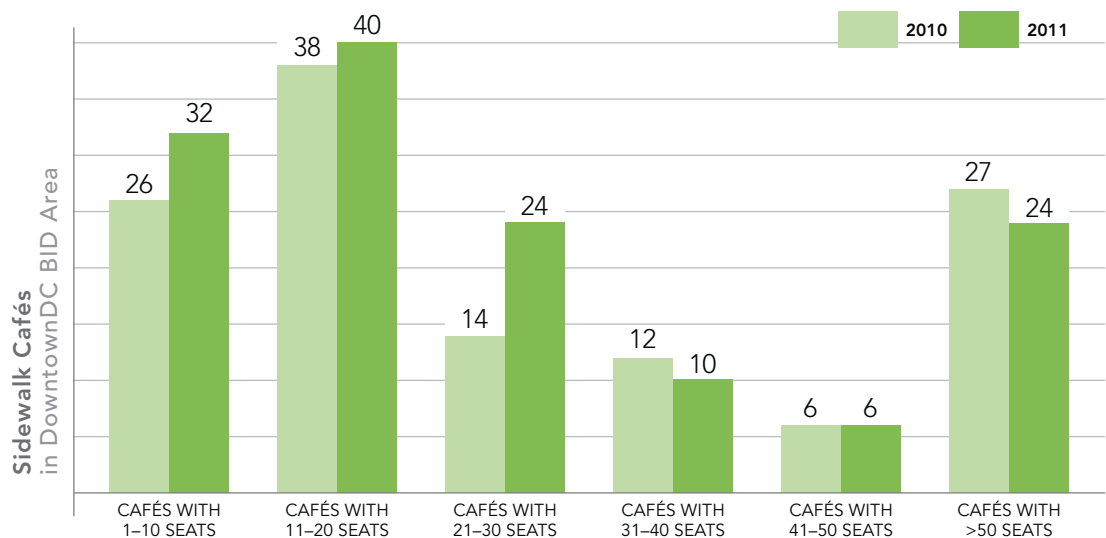
SAM supervisor Dion Simmons patrols DowntownDC in a new and branded Safety/Hospitality and Maintenance vehicle.



Remarkable

Quality Assurance • Homeland Security • Homeless Services • Property Management

Enhancing the physical environment and the pedestrian experience contributes greatly to the quality of life in Downtown. 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.





Sustainable

ecoDistrict • Infrastructure • Transportation • Capital Projects

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.



BID Executive Director Richard Bradley joins Mayor Vincent C. Gray and other area leaders to accept the Green Power Partnership.

In 2011, the DowntownDC BID partnered with the public and private sectors to move the Downtown eco-District forward. We committed to the Clinton Climate Initiative and pledged to conduct outreach and training for businesses within the DowntownDC BID area to achieve greater sustainability in building operations and management. The BID also contributed to DC's No. 1 ranking as the first US Environmental Protection Agency (EPA) Green Power Community Challenge winner, for purchasing more green power annually than any other city. Starting in 2011, all energy for the DowntownDC BID's SAMs headquarters' building, located on New York Avenue, now comes from wind power.

The BID's capital projects program advanced sustainability by holding its first seminar on stormwater management in conjunction with the Apartment and Office Building Association of Metropolitan Washington (AOBA), the Anacostia Watershed Society, and Hines. The seminar reviewed state-of-the-art stormwater technology being used in the developing CenterCityDC project and informed property owners and managers of opportunities to leverage tax credits or rebates to install green roofs and make stormwater management improvements.

In addition to efforts to make Downtown's built environment more sustainable, the BID improved its stewardship of Downtown's 2,692 tree boxes, instituting a

"In our pursuit of a sustainable Downtown, we are addressing the BID's core function of promoting its economic vitality in an increasingly competitive 21st Century marketplace."

— Steven Jumper, Chairman, DowntownDC BID

Fiscal Year 2011 Accomplishments

1. Created a Downtown ecoDistrict



2. Completed a K Street corridor metered parking census
3. Established a Public Space Recycling Program with 360 new blue receptacles

Fiscal Year 2012 Goals

1. Refurbish Chinatown Park
2. Integrate DowntownDC ecoDistrict efforts with the mayor's Sustainable DC initiative
3. Collaborate with the city to make the median on K Street business transit stops ADA compliant

systematic approach to evaluating and communicating tree conditions and tree boxes in public space with the DC Urban Forestry Administration (UFA). Because of this enhanced collaboration, the UFA removed 38%, or 134, of existing steel grates from area tree boxes, thus prolonging trees' lives. This work was completed along with annual tree removal and planting activities, leading to living trees in 92% of DowntownDC BID area tree boxes.

Congestion is an ongoing challenge to Downtown's economic and environmental sustainability, and on-street parking is one of its underpinnings. In 2011, the

DowntownDC BID transportation program conducted an on-street parking study of Downtown DC, from Washington Circle to Mount Vernon Square, in cooperation with the Golden Triangle BID. The study's goal was to determine the amount and condition of metered parking spaces, assess the availability of metered parking spaces, and formulate recommendations to increase availability and ease of use. The study results and recommendations were presented to the District Department of Transportation's (DDOT) director and senior staff to help them develop a phased, multi-year implementation plan, which will begin with upgrading meter technology in 2012.

2011 DowntownDC BID On-Street Parking Space Study

	DowntownDC BID Area Sample			K Street Area Sample		
	Total Spaces	Occupied Spaces	Utilization Level	Total Spaces	Occupied Spaces	Utilization Level
All Sample Spaces	1,468	1,344	92%	1,828	1,703	93%
Multi-Space Meters	1,084	982	91%	604	557	92%
Standard Meters	328	309	94%	987	927	94%
IPS Meters	13	13	100%	48	44	92%
Unmetered	43	40	93%	189	175	93%

Fiscal Year 2011 Accomplishments

1. Introduced social media to communicate more efficiently and effectively with stakeholders and the public
2. Successfully promoted the new Downtown ecoDistrict framework and citywide sustainability efforts
3. Positioned Arts on Foot as a full weekend event

Fiscal Year 2012 Goals

1. Revamp the BID website
2. Develop and implement a property manager outreach program
3. Execute the five-week expansion of the National Cherry Blossom Festival's Centennial Celebration

"The DowntownDC BID's partnership with the National Cherry Blossom Festival provides a wonderful opportunity to showcase Downtown DC to the world and bring millions of people to our city."

— Mayor Vincent C. Gray



In 2011, the DowntownDC BID joined the social media revolution, introducing Twitter and Facebook. These social networking tools enable us to more quickly, conveniently and effectively keep the Downtown community and other stakeholders informed of breaking news and engaged in issues of relevance to the organization while promoting and positioning Downtown as the economic and cultural heart of DC.

Besides these new communication tools, the Downtown DC BID's website (www.downtowndc.org), events calendar and redesigned e-newsletter, also kept stakeholders informed about new restaurants and retail, commercial and residential development and cultural and entertainment activities. Furthermore, to collectively promote sustainability in DC and the region, the BID also formed the ecoMarCom marketers' group, and expanded and modified its safety and information lobby fairs to educate the Downtown public about the multifaceted work of our SAMs.

Events also permeated downtown as the annual Arts on Foot Festival returned for the first time as a full weekend event. The Downtown Holiday Market continued in its annual tradition bringing more visitors to participate in holiday shopping and celebrations. The National Cherry Blossom Festival, the nation's greatest springtime celebration, survived threats of a government shutdown and went on to generate more than \$126 million in direct spending for the city. Preparations for the 2012 Centennial Celebration of Tokyo's gift of 3,000 trees to DC continued. Plans for the unprecedented five-week extravaganza were unveiled, including engulfing the city in pink lighting and blossom images, holding the Opening Ceremony at the Walter E. Washington Convention Center for the first time, displaying the official centennial poster by world renowned artist Peter Max, and announcing a new Cherry Blossom Centennial Forever Stamp by the US Postal Service.



Communications • Marketing • Special Events

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.

DowntownDC BID Social Media Efforts (As of September 30, 2011)

Twitter



696 twitter followers

2000+ tweets sent

The DowntownDC BID began tweeting in January 2011. We use Twitter to communicate with businesses and individuals in real-time.

twitter.com/DowntownDCBID

Facebook



3,349 monthly active users

13,939 page views

The DowntownDC BID created a Facebook page in July 2011 as an efficient and convenient means to keep the Downtown community and others engaged and informed.

facebook.com/DowntownDCBID



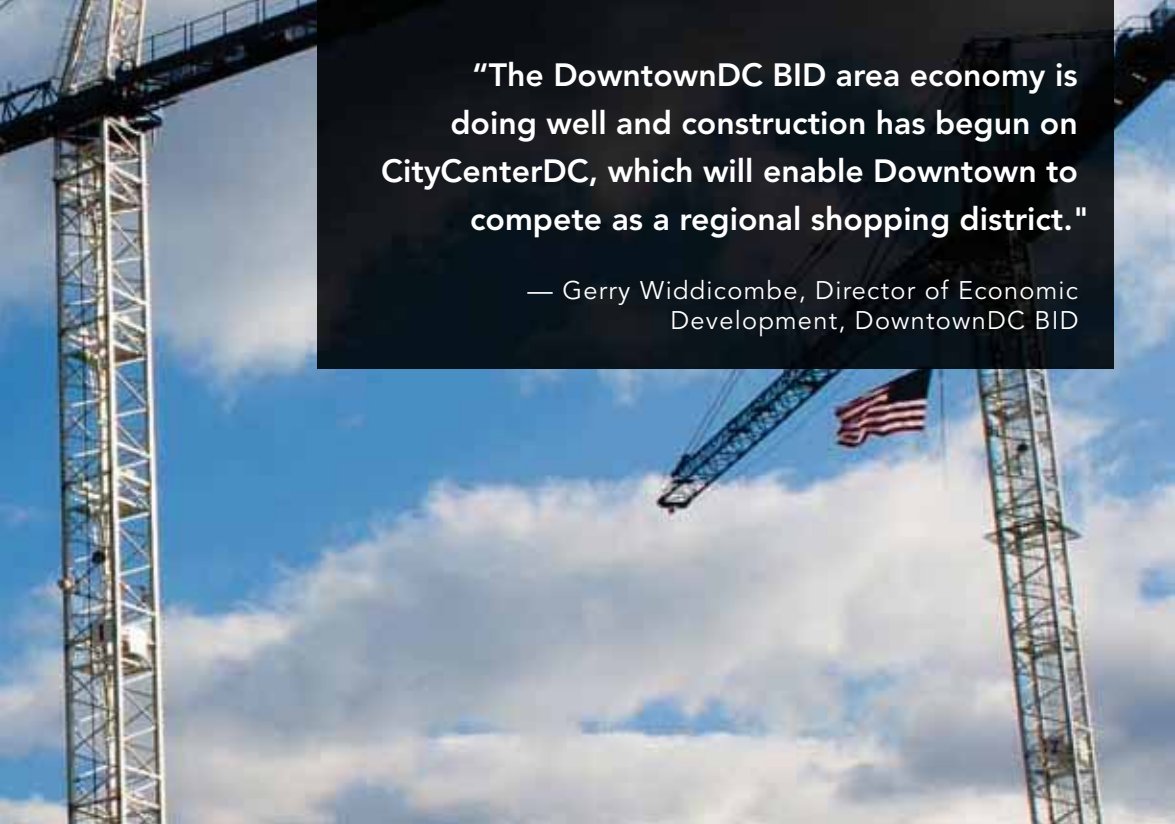
Robust Core

Economic Development • Research • Business Retention

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 strong economic and fiscal performance.

2011 Association of Foreign Investors in Real Estate Rankings

Top Five Global Cities	2011	2010	2009	2008	2007	2006	2005	2004	2003
New York City	1	1	3	3	1	2	3	4	4
London	2	3	1	2	2	1	1	2	2
Washington DC	3	2	2	1	2	4	2	1	1
Sao Paulo	4	–	–	–	–	–	–	–	–
San Francisco	5	–	–	–	–	–	–	–	–
Paris	–	4	4	–	4	3	4	5	3
Shanghai	–	5	–	5	5	–	–	–	–
Tokyo	–	–	5	4	–	5	5	3	–



"The DowntownDC BID area economy is doing well and construction has begun on CityCenterDC, which will enable Downtown to compete as a regional shopping district."

— Gerry Widdicombe, Director of Economic Development, DowntownDC BID

Fiscal Year 2011 Accomplishments

1. Produced the annual State of Downtown report, which tracked 100 data sets in 12 sectors of the Downtown economy
2. Continued to partner with the city on its business retention and attraction efforts, including hiring a dedicated BID staff person
3. Began promoting an economic development investment strategy for the BID and DC

Research from the 2010 State of Downtown report shows that all areas of the DowntownDC BID area economy are doing well, making it one of the best markets nationally for the office, hotel, apartment, condominium, restaurant, entertainment and cultural sectors in 2011. Population growth helped to fuel favorable market trends, particularly growth in restaurants and cultural/entertainment attendance.

The DowntownDC BID continued to work with the city to build its business/employment retention and attraction capacity and develop the broad outlines of a financing plan for the streetcar system now underway. We continue to study the impact of DC's high commercial property and income tax rates on Downtown's ability to attract and retain businesses and organizations. We are pleased to report that the DowntownDC BID area lost only one 3,000 square foot tenant to our regional competitors while continuing to attract new tenants from around the nation.

We participated in many public/private task forces, projects and groups—including the DC BID Council, the Center City Action Agenda, and the Downtown Developers' Roundtable—convened to discuss important economic and development issues such as transportation infrastructure needs and financing, cultural capital needs, mandatory inclusionary zoning, tax revenue information and retail attraction. Work to create retail materials to assist in retail attraction efforts for CityCenterDC and to create a Downtown shopping district continued to be high priorities once again.

The DowntownDC BID will continue to highlight the Downtown as a stable, diverse, resilient and attractive investment market and, along with other submarkets of DC's Center City, as the city's economic and fiscal engine, while competing against strong regional, national and global challengers. We also will continue basic research and new fiscal impact studies and highlight key investments to protect and grow the Downtown economy.

Fiscal Year 2012 Goals

1. Update the Downtown Fiscal Impact Study
2. Continue business retention, retail and investment strategy partnerships
3. Produce Leadership Papers on regional competition and Downtown DC investment strategy

Fiscal Year 2011 Accomplishments

1. Collected more than 100% of assessment revenues and 99.9% of other contractual income
2. Defined roles and recruited key leadership staff in line with the BID's evolving initiatives
3. Established a Capital Equipment Financing Plan

Fiscal Year 2012 Goals

1. With the Board of Directors and membership, complete the process of renewing the BID for another five-year term
2. Identify and expand the accounting system allowing for check writing capabilities
3. Review and update contractual arrangements in financial and administrative areas where necessary

"We have a stellar operation, consisting of hardworking and dedicated employees who give 100% and more to ensure that the BID enlivens and enhances the Downtown experience."

— Richard Bradley, Executive Director, DowntownDC BID

Downtown property owners agree to pay a special tax that enables the DowntownDC BID to provide premier business services and benefits to the community. In 2011, our special tax rate remained unchanged for the sixth consecutive year, while the assessment collection rate rose to more than 100% due to some delinquent payment receipts.

All of the organization's projects and activities were managed in a way that ensured operations were in accordance with regulatory compliance as well as generally accepted accounting principles. This once again earned the DowntownDC BID an unqualified audit opinion, the industry's top rating.

During fiscal year 2011, several key leadership positions were redefined and experienced professionals recruited to head new initiatives. Employment and benefit functions were administered effectively and within budget parameters to retain highly qualified and motivated staff; and compliance matters were

handled pro-actively to best protect the interests of employees and the organization. Our headquarters office underwent renovations to provide a more professional, productive and attractive setting for both employees and guests.

The BID's service contract with the General Services Administration (GSA) was renewed for the fourth of five option years. The BID continued to work cooperatively with the District Department of Employment Services (DOES), including active participation in the DC Summer Youth Program, to offer meaningful employment to local residents.

The planning effort began to renew the DowntownDC BID's legislative charter for fiscal years 2013 through 2017. With input from the Board of Directors, we identified key initiatives for the new five-year business plan and developed a draft which will be finalized and submitted for the mayor's approval early in 2012.

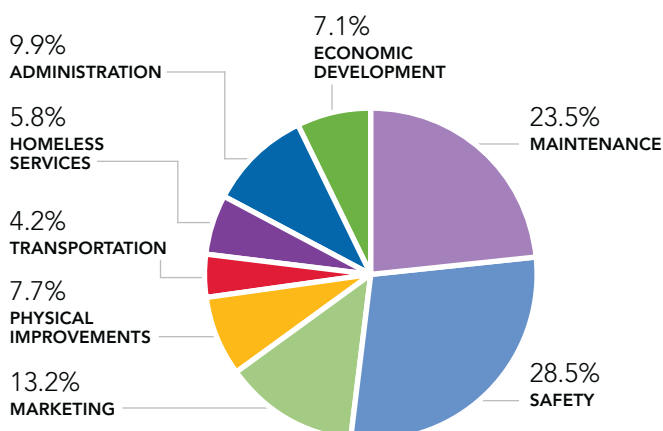


Administration • Human Resources • Finance

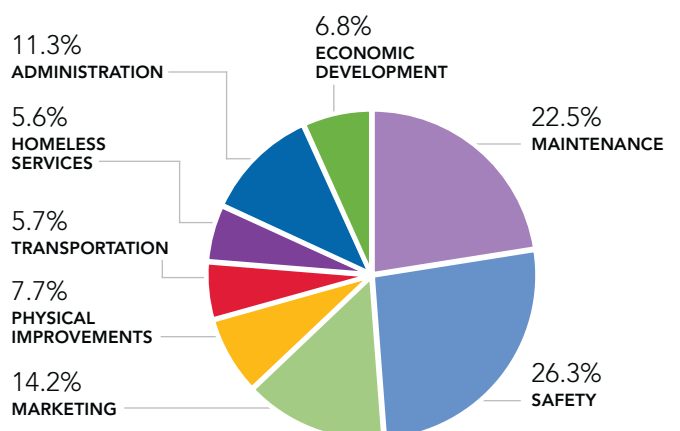
To operate the organization effectively, a centralized professional financial and administrative staff has primary responsibility for budget and financial matters, human resources management, Board relations, business and contract management and policy implementation.

DowntownDC BID Departmental Allocations

FISCAL YEAR 2011



FISCAL YEAR 2012





Letter from the Treasurer

On the facing page, you will find the Downtown Business Improvement District Corporation's audited, consolidated Financial Statements for FY 2011, which ran from October 1, 2010 through September 30, 2011.

I would like to once again thank Executive Director Richard H. Bradley and BID staff members for their hard work and commitment during the past year. In addition to ongoing efforts to make Downtown Washington, DC, cleaner, safer, and more vibrant, the BID continued to place major emphasis on ensuring sound financial planning, spending and accountability.

On the financial front, the BID operated within set budgets and met its monetary obligations in a timely manner. We continued to work through a strict system of checks and balances to ensure all financial matters were handled with the utmost

care and propriety. New this year is the Capital Equipment Financing Plan, where equipment replacement schedules were established and leasing arrangements were secured for future equipment needs.

Additionally, the DowntownDC BID continues to enjoy great cooperation and communication with the District of Columbia's Office of Finance and Revenue. We worked closely with DC officials to share new information about property changes, including renovations, sales and mergers, and this has resulted in more timely receipts of assessment payments as well as a higher collection of delinquent payments. The DowntownDC BID maintained the commercial tax rate at 14.9835 cents per square foot and the hotel rate at \$74.215, the rates since 2007 and 2008, respectively.

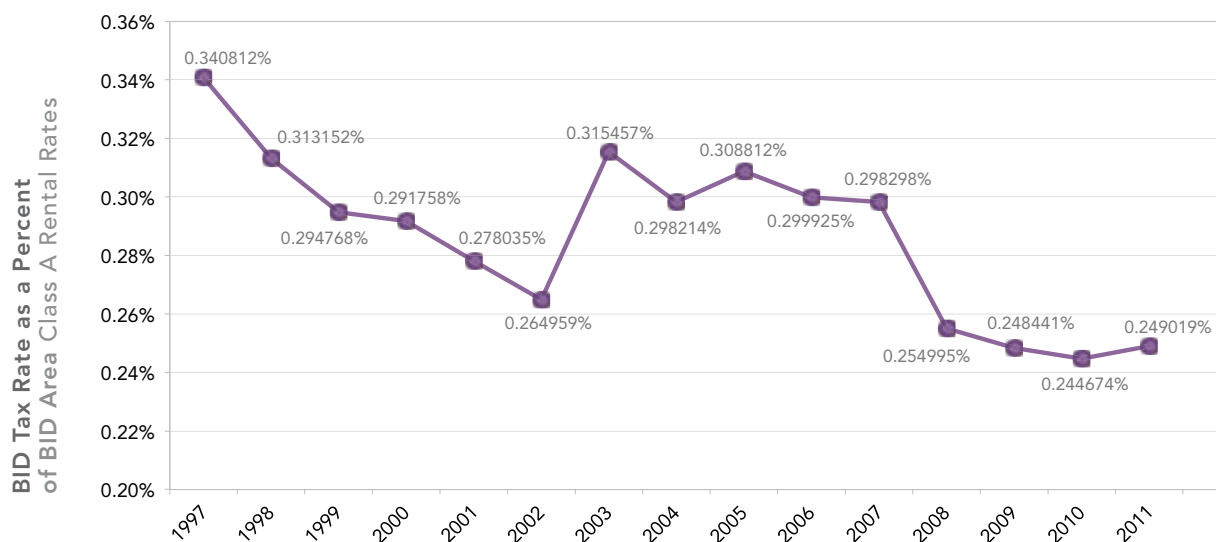
Thank you for entrusting me with this position of treasurer for the past two years. As I enter my third

consecutive year as treasurer, I am committed to working with staff to manage the financial affairs of the organization. Our financial solvency is the result of the hard work and dedication of our Board of Directors, the executive committee and staff.

Our audit firm, Baker Tilly (formerly Beers and Cutler) oversees financial reporting for the DowntownDC BID and issued an unqualified opinion on the financial statements.

Because of this year's strong fiscal performance, I am pleased to present these statements for public review. If you have any questions, please feel free to contact the BID directly.

Michael McCarthy
Treasurer
Downtown Business Improvement District Corporation





Financial Statement

Consolidated Statements of Financial Position

	2011	2010
ASSETS		
Cash and cash equivalents	\$ 883,127	\$ 627,295
Accounts receivable, net	325,691	247,982
Deposits and other	26,801	27,861
Property and equipment, net	262,728	295,358
TOTAL ASSETS	\$ 1,498,347	\$ 1,198,496
LIABILITIES AND NET ASSETS		
Accounts payable and other liabilities	\$ 647,578	\$ 351,377
UNRESTRICTED NET ASSETS:		
Unrestricted	555,206	484,173
Property and equipment, net	262,728	295,358
Board designated	32,835	67,588
TOTAL UNRESTRICTED NET ASSETS	850,769	847,119
TOTAL LIABILITIES AND NET ASSETS	\$ 1,498,347	\$ 1,198,496

Consolidated Statements of Activities

SUPPORT AND REVENUES	\$ 10,384,523	\$ 10,351,018
EXPENSES:		
Administration	1,007,347	988,108
Marketing	1,336,918	1,316,415
Physical Improvements	796,165	630,168
Safety	2,978,100	3,265,985
Maintenance	2,502,031	2,662,933
Homelessness	592,855	582,479
Transportation	443,864	379,678
Economic Development	680,335	576,316
TOTAL EXPENSES	10,337,615	10,402,082
Net increase (decrease) in unrestricted net assets before board designated expenses and other	46,908	(51,064)
Board designated expenses and other	43,258	234,955
NET INCREASE (DECREASE) IN UNRESTRICTED NET ASSETS	\$ 3,650	\$ (286,019)
UNRESTRICTED NET ASSETS, BEGINNING OF PERIOD	\$ 847,119	\$ 1,133,138
UNRESTRICTED NET ASSETS, END OF PERIOD	\$ 850,769	\$ 847,119

Consolidated Statements of Cash Flows

Net cash provided by operating activities	\$ 309,726	\$ 83,264
Net cash used in investing activities	(53,894)	(40,522)
NET INCREASE IN CASH AND CASH EQUIVALENTS	255,832	42,742
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	627,295	584,553
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 883,127	\$ 627,295

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, 2010 – September 30, 2011)

Executive Committee

Bradley Edwards
Chairman
General Manager
Renaissance Washington
DC Hotel

Peter Johnston
First Vice Chair
Senior Vice President/
Regional Manager
Boston Properties

Robert H. Braunohler
Second Vice Chair
Vice President,
Operations &
Development
Louis Dreyfus Property
Group

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

Jane Taylor
Secretary
Chief Marketing Officer
Washington Sports &
Entertainment

Matthew Klein
Past Chair
President
Akridge

Kingdon Gould III
Past Chair
Vice President
Gould Property Company

Richard H. Bradley
President
Executive Director
Downtown BID
Corporation

Steven Jumper
Regional Public Policy
Director
Washington Gas

Rob Wilder
CEO
Think Food Group

Yeni Wong
President
Riverdale International

Members

Joseph L. Askew, Jr.
Vice President
Government Relations
Verizon

David Bender
President
Blake Real Estate, Inc

Donald Borut
Executive Director
National League of Cities

Bart Bush
Regional Commissioner
Public Buildings Service
US General Services
Administration, NCR

Philip Carr
Senior Vice President
Development
Preferred Offices

Dean Cinkala
Chief Development
Officer (Partner)
JBG Companies

Robert Cohen
President
Perseus Realty, LLC

Charles A. Docter
President
Penn Quarter
Neighborhood
Association

Elliott Ferguson
President/CEO
Destination DC

Thomas E. Finan
Managing Director
Trammell Crow Company

Thor C. Headley
Vice President
Hines

Douglas Jemal
CEO/President
Douglas Development

Christopher Jennings
Managing Director
Shakespeare Theatre
Company

Helen Kelly
Director of
Administrative Services
Howrey

John Kyle
Senior Vice President
Cresa Partners

Barbara Lang
President & CEO
DC Chamber of
Commerce

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

Arturo V. Lawson
Director
Policy and Intergov-
ernmental Relations
Washington Metropolitan
Area Transit Authority

Ron M. Linton
Representative
Downtown Cluster of
Congregations

Merrick T. Malone
Principal
Metropolis Development
Company, LLC

Joel Manion
Managing Director
Washington Court Hotel

Tom Meyer
Executive Vice President
Clyde's Restaurant Group

Wallace J. Mlyniec
Lupo-Rici Professor of
Clinical Legal Justice
Director, Juvenile Justice
Clinic
Georgetown University
Law Center

Gregory A. O'Dell
CEO and General
Manager
Washington Convention
Center Authority

Amy Rifkind
Counsel
Arnold & Porter

Chase Rynd
President and Executive
Director
National Building
Museum

Stanley W. Slotter
President
Paradigm

Paul R. Tetreault
Producing Director
Ford's Theatre

Patrick J. Tyrrell
Chief Operating Officer
Vornado/Charles E. Smith



Staff

(As of September 30, 2011)

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

Public Space Management

David K. Kamperin
Director of Public Space
Management

Chet Grey
Director of Homeless
Services

Blake Holub
Quality Control Manager

Kenneth Gregory
Program Specialist

Infrastructure and Sustainability

Ellen Jones
Director of Infrastructure
and Sustainability

Scott Pomeroy
Sustainability Manager

Megan Kanagy
Capital Projects Manager

Alex Block
Transportation
Management Analyst

Brian Gober
Program Associate, GIS

Matt Pearson
Project Coordinator

Economic Development

Gerry Widdicombe
Director of Economic
Development

Matthew Watkins
Economic Development
Manager

Jeannette Chapman
Research Assistant

Marketing and Communications

Karyn G. Le Blanc
Director of
Communications

Desiree French
Communications
Manager

Wayne S. Nicolosi
Information Resource
Manager

Jerone Dinkins
Social Media and Web
Specialist

Ebony P. Walton
Project Coordinator

Special Events / National Cherry Blossom Festival

Diana Mayhew
Director of Special
Events/President NCBF

Lillian Iversen
Director of Programming,
NCBF

Danielle Piacente
Events Communication
Manager

Kirsten Poole
Business Manager

Alissa Greer
Special Events Manager

Elissa Staley
Program Coordinator,
NCBF

Jackie Jones
Administrative Assistant,
Events

Finance

Bertha A. Gaymon
Chief Financial Officer

Lulu Liu
Staff Accountant

Richard Bricker
Staff Accountant

Charles McFadden
Finance Assistant

Administration

Eileen O. Andary
Director of Administration

Dennis McCarthy
Information Systems
Manager

Rebecca Igwe
Human Resources
Assistant

Angela T. Jones
Receptionist/Office
Assistant

Thelma Resper
Receptionist (part-time)

Credits

Photography
Kevin Koski
Ron Engle
Ron Blunt

Cover Photo
Douglas Development

Graphic Design
Adrian Saunders

Printing
Senoda

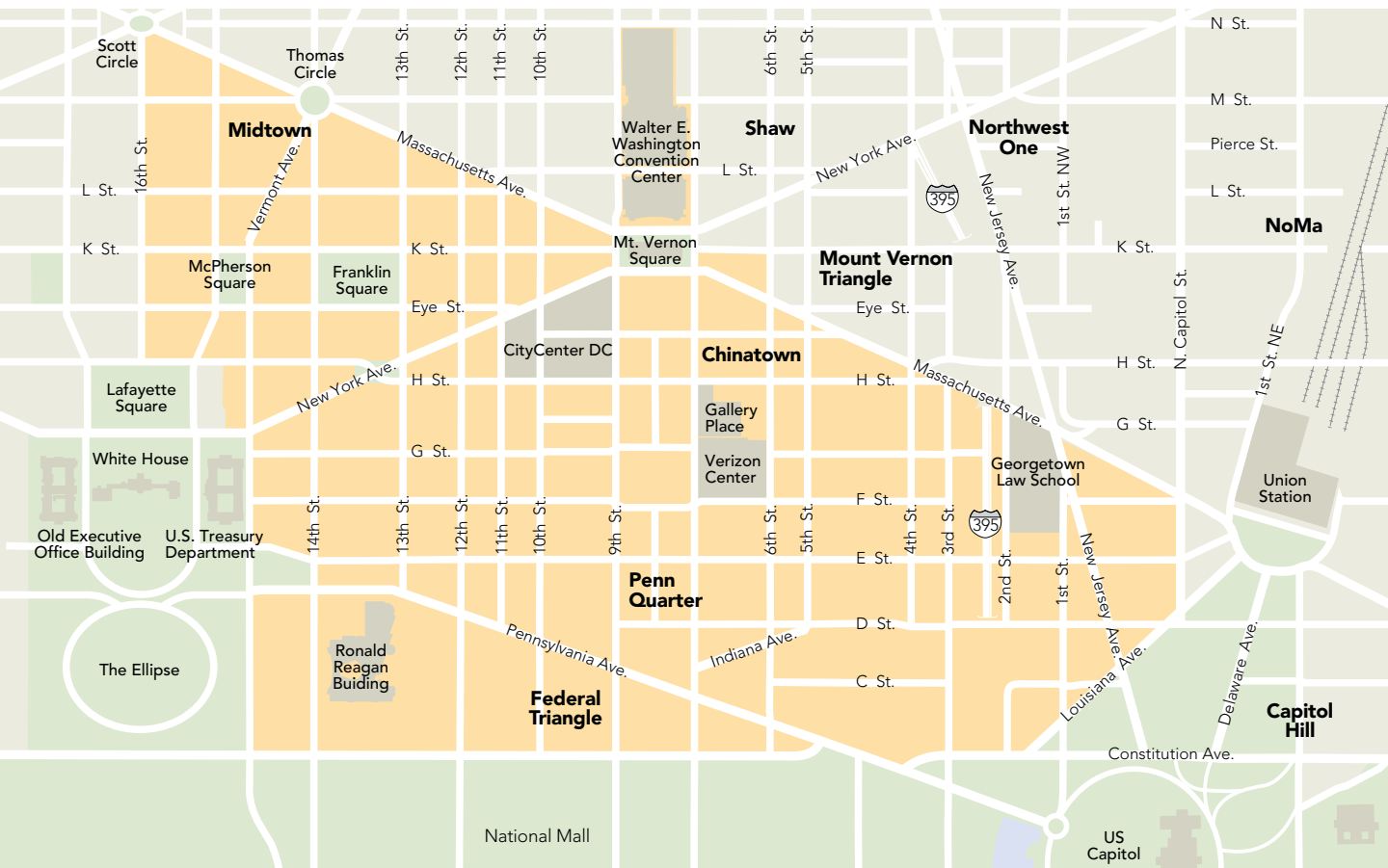
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