



## **EPABID Board Meeting**

**February 14, 2023**

**Present:** Pam Zenzola, Adam Leiter, Michael Giangliordano, Nancy Melchioro, Pete Spina, Michelle Gillen-Dooobraj, Steve Lauer, Adam Geer (remote), Amanda Rucker (remote). (Minutes prepared by Elaine Johnson.)

**Absent:** Marlo Dilks, Cara Stipa (resigned 1/27)

**Approval of minutes:** Nancy, Steve

**Approval of financials:** Michael, Steve

### **1. Financial Updates**

\$40k in WF, \$84k in Uninvest

Assessments - \$35k come in since January mailing.

Community Garden property sold and \$2,700 in liens collected.

Samuels – CDC Grant – \$100k for 10-year period confirmed

Lease renewal for the office. \$1,500/mo. 4 years with 3% increase each year. January start date.

### **2. General Updates and Discussion**

#### **a. Business Operations**

- i. Dankbaar – 1911 East Passyunk byob open
- ii. Sawubona – 1935 East Passyunk kids improv/acting/playwriting – team building/public speaking opening March
- iii. Caffè International – for rent sign is up
- iv. 1805 available for rent, lease though MPN, 3,400 sq ft. (2,000 warehouse space)
- v. Beautiful Brides space available, \$850/mo
- vi. Jazmin Rae space will become available, \$2500/mo
- vii. Share available properties with prospects/contacts
- viii. EPA now has 50% Women-Owned businesses
- ix. 1525 S 11<sup>th</sup> St (formerly Redcrest) and 1700 EPA (formerly Doggie Style) both leased for possible convenience/tobacco. Adam reached out to both property owners and one of the known business owners and informed that retail tobacco permits have a 53 person waitlist since 2017. And civic associations have been notified. Board had influence on zoning/use in 2009, but now does not.

#### **b. Sponsorship**

- i. Huntingdon Valley Bank – meeting held with Adam & Pam
- ii. Nestle Waters - meeting
- iii. Capri/REMAX – \$10k
- iv. Penn Beer – \$10K
- v. PT -Ivy Rehab – Pam is reaching out
- vi. Constitution Health may have interested tenants

- c. Long Term Planning
  - i. Meeting w/PARC – Pam, Michael, Pete, and Adam met to discuss status of fountain project. They have a \$50k shortfall in grant for cleaning efforts – will be applying new grant for expansion to West Passyunk ( they currently also handle 7<sup>th</sup> St and Washington Ave). Currently there is enough capital to fix/repair the fountain, but not the full project.
  - ii. Beautification – Committee regrouped mid-January – pushing for Avenue spring cleaning event with emphasis on sweeping, window washing, planting on March 25 in preparation for Flavors on The Ave, April 30.
  - iii. LSA Grant – Adam applied for a \$25k matching fund State grant for safety and security cameras – license plate readers, high definition monitoring, expect to hear in March.

### 3. Upcoming Events/Recaps

- a. Merchant Meeting at Flannel on 2/7. A positive event that made introductions and possible collaborations between businesses. About 40 attendees.
- b. QOTA at Triangle Tavern March 8.
- c. Women Mean Business March 13. Rock Your Revenue guest speakers Amanda from River Twice, Cathy from LeVirtu, Tara from Urban Jungle and Tanya from Sawubona.
- d. Flavors April 30
- e. Summer Music Festival to be outlined/developed
- f. Restaurant Week – menus are live on the website, 24 restaurants participating.
- g. Discussion of possible themed tree for the holidays.

### 4. Public Relations/Social Media Updates (Samples)

- a. Voting coming up for Flavors as Best City Food Festival in USA Today 10Best poll to open soon.
- b. Adam working on fix for newsletter e-blast provider that was dropped through our host company
- c. Website updates – Adam following up and working with web team on updating Instagram live feed pull-in, 404 errors when adding new events, and finishing the “Plan Your Visit” tool.

SINCE FEBRUARY 14TH

**FOX29 Good Day Philadelphia** - Last minute Valentine's Day gift ideas 906,000

**Philadelphia Inquirer** - We need comfort food now | Let's Eat // Restaurant report 8,870,000

**Philadelphia Inquirer** - Chicken liver mousse is Philly's latest restaurant menu hit 8,870,000

**Metro Philadelphia** - East Passyunk Restaurant Week is serving up some enticing treats for 2023 214,000

**South Philly Review** - East Passyunk Restaurant Week is near 11,400

**Philly Grub** - East Passyunk Restaurant Week 15,300

**Philadelphia Inquirer** - Chef Joncarl Lachman returns to the East Passyunk dining scene with Dankbaar 8,870,000

**WHYY** - Things To Do – Restaurant Week 716,700

**Philly Bite** East Passyunk Restaurant Week 18,800

**Visit Philly** - Six Can't-Miss Restaurant Weeks in Greater Philadelphia This Winter & Spring 772,000

**FOX29 Good Day Philadelphia Weekend** – The Dutch – Philadelphia restaurant celebrates Black History Month with soul food experience 906,000

**PHL17 Morning News** – East Passyunk Restaurant Week – Punk Burger and Flannel

**CBS3** – Gabriella's Vietnam - East Passyunk Restaurant Week kicks off with plenty of deals 2,760,000

**6ABC** – East Passyunk Restaurant Week - 197,992

**NBC10** - Come Hungry! It's Restaurant Week Along East Passyunk, on the Main Line 825,599

**FOX 29** – Punk Burger, Barcelona Wine Bar, Flannel, Townsend - East Passyunk Restaurant Week kicks off Monday 906,000

**Philadelphia Magazine** - Fun Events in Philly This Week – East Passyunk Restaurant Week - 1,700,000

**The Philadelphia Citizen** – East Passyunk Restaurant Week - Things to do in Philly this weekend 45,000

**FEBRUARY TOTAL IMPRESSIONS 57,603,321**

### **MARCH**

**Metro Philadelphia** – East Passyunk Restaurant Week - Fun things to do in Philly this weekend 214,000

**Discover PHL** - Celebrate Women's History Month in Philadelphia 56,000

**Philadelphia RowHome Magazine's Blog** East Passyunk Restaurant Week Returns For Its 11th Installment- Now through March 10th 8,133

**Philadelphia Style** – East Passyunk Restaurant Week - The Top 9 Things To Do in Philadelphia in March 60,600

**Philadelphia RowHome Magazine's Blog** - East Passyunk Avenue is Now 50% Women-Owned Small Businesses 8,133

**MARCH IMPRESSIONS TO DATE 11,130,361**

## **5. Space Planning, Health, and Safety Updates**

- a. Trip and Fall at Gateway settled – United Savings \$180K, City of Philadelphia \$10K, EPABID insurance \$10K
- b. Potholes – reported by Steve Lauer and will follow up on progress
- c. Graffiti – large pieces to remove
- d. Streeteries – Cantina, Bing Bing, and Flannel are the only remaining.
- e. SIS Discussion – Adam G to reach out to Amanda to draft letter.

## **6. Board Input**

- a. Board Chair Process – currently on hold until open board seat is filled. Michael Giangiordano and Michelle Gillen-Doobraj are candidates for Board Chair. Cara Stipa resigned since last meeting.
- b. Open Board Seat Process – application process to begin February 10 and close February 24. Applicants will be interviewed by phone by a current board member and then interviewed via full board either in person or via zoom.

- c. United Saving requested a few months of bank statements to discuss possibility of switching BID account to them. Board in agreement to send.

Adjourned 10:20 (Pete, Michelle)

**Next meeting March 14th, 2022**