DOWNTOWN COLORADO SPRINGS









2021 ANNUAL REPORT TO THE COMMUNITY

Downtown Partnership

Downtown Ventures

Downtown Development Authority

Greater Downtown Colorado Springs Business Improvement District



To our Downtown Stakeholders,

If 2021 proved anything, it's that spirit, tenacity and vision can overcome the mightiest of challenges. The year began with businesses reeling in Level Red from yet another COVID surge, yet the year ended with a record-breaking pace of new business openings and a successful holiday shopping season.

It was a year when many of the goals in our Experience Downtown Master Plan came to fruition or made significant progress. The pace of change was equal parts exhilarating, exhausting and extraordinary. Alongside every project, existing or new business, or future endeavor, Downtown Partnership and its family of organizations play key roles as leaders, partners, supporters, advocates and operators.

Place-based economic development is comprehensive: fostering a safe, connected and walkable urban environment; providing an exceptional experience for shoppers, diners and cultural patrons; welcoming new residents, businesses and entrepreneurs; telling our story through robust marketing and social media channels; fostering an environment attractive to investment and innovation; and championing a city center that's the heartbeat to a thriving region.

To operate at maximum efficiency, Downtown Partnership serves as the management company for the Greater Downtown Colorado Springs Business Improvement District and Downtown Development Authority, and we leverage our charitable nonprofit arm, Downtown Ventures, for our urban engagement programs. Our innovative structure allows us to address the complexity of Downtown needs and services with deft and experienced leadership aligned by a clear vision.

We are your voice for a Downtown that is welcoming, economically competitive and inspiring. Your membership, sponsorship and individual donations fuel our success. While Partnership staff provides the services of our four organizations, half the revenue powering our collective work comes from our members and investors – *not* from tax district dollars.

With you alongside us, our future has never looked brighter as we strive to ensure that Downtown Colorado Springs continues to serve as the economic, civic and cultural heart of the Pikes Peak Region. Thank you for your support and investment.



Davin Neubacher 2021 Downtown Partnership Chair



Susan Edmondson President & CEO







Who we are

Downtown Partnership is a 501c4 nonprofit organization made up of hundreds of business and individual members from across Colorado Springs who understand the value of a thriving city center. Our members represent the diversity of industries Downtown and citywide.

What we do

Downtown Partnership serves as an advocate and strategist for Downtown Colorado Springs. The Partnership serves as the management company for two Downtown tax districts with defined boundaries: the Greater Downtown Colorado Springs Business Improvement District and the Downtown Development Authority, as well as that of Downtown Ventures, our 501c3 charitable nonprofit arm.

Downtown Partnership Staff

Susan Edmondson President & CEO

Laurel Prud'homme
Vice President of Marketing & Communications

Tim Archer Public Space Manager

Katie Frank Economic Development Manager

Chelsea Gondeck
Director of Planning & Mobility

Katy Houston
Digital Communications Manager

Claire Swinford Executive Director, Downtown Ventures

Ana Valdez Finance Officer

Victoria Webb Administrative & Member Relations Specialist

Photos: Top, middle, by Stephen Martin. Bottom: Stellar Propeller Studio. Opposite page top, Dreamstime.

2021 DOWNTOWN HIGHLIGHTS

Restaurants throughout El Paso County are allowed to resume operating at full capacity; with vaccines becoming more available, more diners begin enjoying their favorite Downtown spots.

Springs Rescue Mission officially opens its Welcome Center, marking the completion of a six-year, \$18 million campaign to create a homeless resource campus just south of Downtown.

The Fountain Creek Vision and Implementation Plan is announced, helmed by the Greenway Foundation and N.E.S. Landscape Architects, and funded by Lyda Hill

Philanthropies.



The 23rd annual Art on the Streets exhibit opens, and the purchases of two works for permanent display are announced: "Iscariot" by Trace O'Connor and Anthony Garcia Sr.'s "New Horizons" (pictured).



JAN FEB MAR APR MAY JUN



Kinship Landing, a stylish boutique hotel, opens to wide acclaim, garnering national plaudits and quickly becoming a happening hangout for locals as well.



In partnership with El Paso County Public Health, Downtown Partnership quickly coordinates a vaccine clinic, with 1,000 restaurant workers inoculated in one day.



Weidner Field opens with a sold-out crowd for the first Switchbacks FC game in the heart of the city, quickly followed by concerts, graduation ceremonies and other community events.

Downtown Partnership holds three ribbon cuttings for new storefront businesses in just one day – a daily record indicating strong retail rebound with nearly 40 storefront businesses opening through the year. The July 31 Colorado Springs sesquicentennial parade, festival and Olympics celebration becomes one of the top 10 busiest days Downtown all year.

The Park Union Bridge opens, providing a vital link for pedestrians and cyclists from America the Beautiful Park to Downtown.



Skate in the Park opens its ninth season in Acacia Park with the ice rink slightly relocated, making way for improvements to the playground that will come in the new year.

Three Holiday Pop Up Shops launch for the season, indicating continued strong interest in brick-and-mortar shopping experiences.





History is made as the Drake Power Plant burns coal for the last time, moving the city toward a cleaner energy future.

The Colorado College campus is enlivened as vaccinated students return for in-person learning, and the college welcomes new president L. Song Richardson.



The 3,400-seat Ed Robson Arena opens, bringing Tiger Hockey games to the Colorado College campus for the first time in the program's history.



Getting around Downtown becomes easier with the launch of a new micromobility option: Scooter companies Lime and VEO begin service throughout the greater central part of the city.

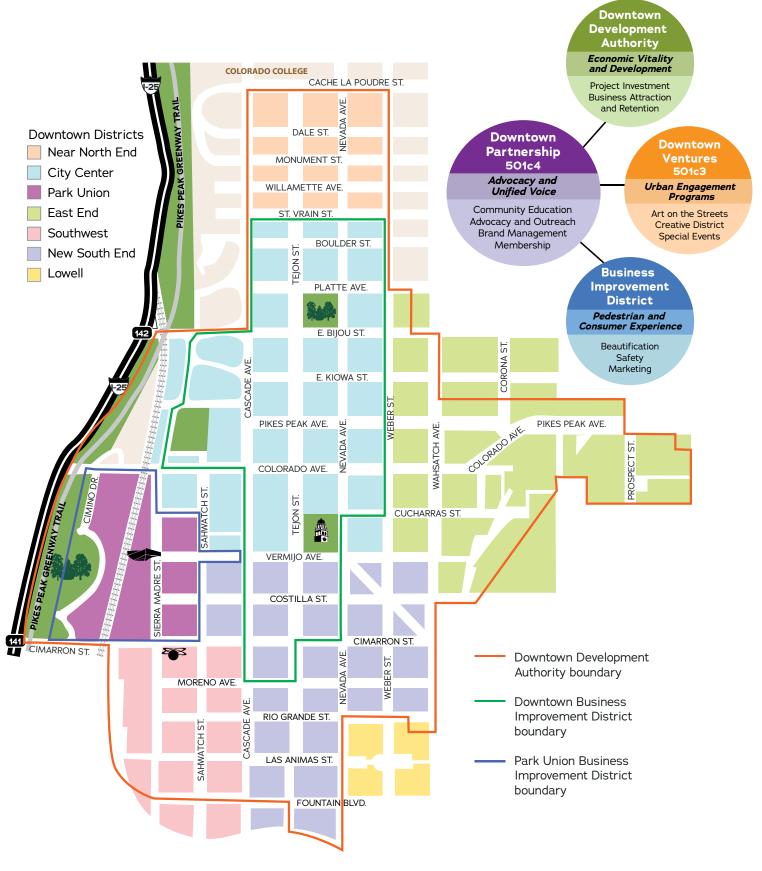
The 120-room Hyatt Place hotel opens, bringing the total Downtown hotel room count to 859.

Acclaimed independent bookseller Tattered Cover announces plans to open an 8,000-square-foot store on Tejon Street in the new year.

Downtown shops are packed with holiday shoppers and revelers – a promising rebound following the pandemic-challenged year.

Photos provided by individual businesses except: June, by Mike Pach; March, October and November by staff.

OUR FAMILY OF ORGANIZATIONS





DOWNTOWN PARTNERSHIP

Downtown Partnership stewards the vision for our city center – providing a powerful, collective voice of our membership to ensure our Downtown prospers. We work closely with property owners, business leaders, city and county elected leaders, municipal staff, and nonprofit and civic leaders to guide policy and investment choices. Much of the Partnership's work is not visible in the form of traditional programming. Rather our success is measured when businesses choose to locate or expand Downtown; when clean and well-designed streetscapes enhance connectivity, walkability and cycling; and when entrepreneurs and visionaries find a creative and supportive environment in which to thrive.

As the pandemic entered its second year, Partnership support for small business never waned. Just some examples of this pandemic support:

- The Partnership held the permit for parklets that expanded outdoor dining opportunities.
- In a joint effort with El Paso County Public Health Department,
 1,000 restaurant workers were vaccinated in a one-day
 Downtown clinic.
- A new jobs listing page on the DowntownCS website helped restaurants and retailers find employees in a tight labor market.

Our mission

Downtown Partnership ensures that Downtown Colorado Springs serves as the economic, civic and cultural heart of the Pikes Peak Region.





Downtown Partnership highlights at a glance

- More than 180 businesses and organizations were provided technical assistance, marketing support and custom orientations to the wide variety of supportive services offered through the Downtown family of organizations.
- The Partnership joined with the Legacy Institute to create the
 Drake Vision Task Force, a diverse group of people reaching broadly across the community to form the recommended vision, values
 and guiding principles for redevelopment of the Drake Power Plant
 site.
- Downtown Partnership received **two awards from the International Downtown Association**: Virtual First Friday, a program that aided galleries and creative venues during the pandemic, received an Award of Excellence; and our Gateways Initiative was one of just seven projects nationwide honored with the coveted Pinnacle Award.
- Partnership advocacy, involvement and market data was essential to several new initiatives such as the launch of e-scooters; the Utilities Reliability Program upgrades to the southeast quadrant of Downtown; preparing for the Downtown Shuttle coming in 2022; joining with the City to secure a \$1.6 million grant for Phase 1 of the Tejon Street reconfiguration; and much more.
- A capacity crowd of **700 attendees enjoyed** a lively and information-packed Annual Breakfast.
- Partnership members made new connections and explored new venues at one online event and three in-person exclusive Members Only Mixers.
- High-level Partnership members were treated to behind-the-scenes preview tours of exciting new properties including Kinship Landing and Ed Robson Arena.









A voice for Downtown

Downtown Partnership staff are actively engaged on many boards and committees intersecting with Downtown concerns, including:

- Arts Vision 2030 Steering Committee
- Avenue Creative Circuit Team
- City Agencies Advancing Small Business Task Force
- City Business Climate Task Force
- City Downtown Shuttle Stop Team
- City EPA Brownfield Grant Advisory Committee
- City Scooter Pilot Program Team
- City Special Events Committee
- Colorado Springs Chamber & EDC Board
- Colorado Springs Pioneers Museum Advisory Board and Programs Committee
- · Community Housing Affordability Task Force
- Connect COS Community Advisory Committee
- Olympic City USA Task Force
- Parking Enterprise Advisory Committee
- Platte Avenue Corridor Task Force
- · Regional Tourism Act Advisory Board
- Southwest Downtown Redevelopment Committee
- U.S. Olympic & Paralympic Museum Board
- · Visit COS Marketing Committee
- World Arena / Pikes Peak Center for the Performing Arts Board

Downtown Partnership Board of Directors

Chair Davin Neubacher, Navakai

Vice Chair Warren Epstein, Pikes Peak Community College

Secretary-Treasurer Tammy Shuminsky, Insurance Technologies

Ingrid Richter, ISR Strategies (DDA representative)

Jamie Brown Thompson (Downtown Ventures representative)

Simon Penner, Miramont Commercial (BID representative)

Terrell Brown, Hillside Connection

Mike Edmonds, Colorado College

Seth Harvey, Bluestag

Jon Khoury, Cottonwood Center for the Arts

Peter Maiurro, U.S. Olympic & Paralympic Museum

Laura Neumann, LN Business Consulting

Amber Ptak, Pikes Peak Community Health Partnership

Peter Scoville, Colorado Springs Commercial John Spears, Pikes Peak Library District

Advisory Council

Dani Barger, Colorado Springs Chamber & EDC

Whitley Crow, Southwest Downtown BID

Jeff Greene, City of Colorado Springs

Brian Cortez, School District 11

Kenny Hodges, El Paso County

Bobby Mikulas, Downtown Review Board

Cindy Newsome, Colorado Springs Utilities

Doug Price, Visit Colorado Springs

Jariah Walker, Urban Renewal Authority

Photos: Opposite page by staff except wayfinding image by TOSC and bottom image by Stellar Propeller Studio. This page, Stellar Propeller Studio.



DOWNTOWN VENTURES

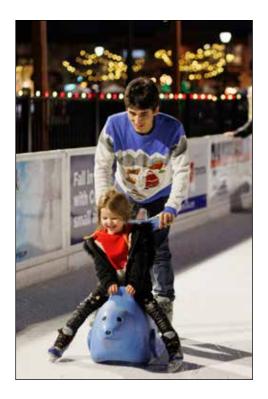
Downtown Ventures, the charitable nonprofit arm of Downtown Partnership, addresses the needs of Colorado Springs' city center through creative placemaking initiatives funded solely by grants, donations and sponsorships. Programs such as Art on the Streets, First Friday and Skate in the Park are beloved community fixtures, serving tens of thousands of residents and visitors each year.

With 166 days of programming annually, Downtown Ventures continues to grow a more creative, active and informed community in the heart of the city. The City Center Speaker Series highlighted diverse thinkers in the fields of workforce development, adaptive reuse, transit, and public space design; Art on the Streets enhanced walls, parks and sidewalks throughout the district; and First Fridays Downtown included more venues than ever and more diverse types of businesses. While pandemic safety precautions and capacity limitations impacted program participation levels early in the year, by midyear many programs were able to resume full engagement.

Downtown Ventures highlights at a glance

- 12 First Friday art walks attracted 26,660 patrons to more than 40 Downtown creative businesses. Nineteen new venues offered First Friday events for the first time.
- 37 Downtown Walking Tours engaged over 1,600 city leaders, schoolchildren, soldiers, tourists and residents an 18 percent decrease from 2019, but an 86 percent increase over 2020.
- The 23rd annual Art on the Streets exhibit featured seven sculptures and five murals, including a combination mural-performance piece utilizing light and dance choreography.
- New in 2021, four exhibiting artists from demographics typically underrepresented in public art were awarded \$500 Artist Opportunity Grants.
- Just over 2,000 square feet of Downtown walls received painted or vinyl mural treatments.







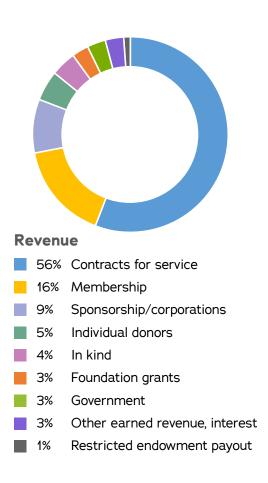
- Downtown Ventures partnered with UCCS GOCA for the permanent installation of the 90-foot mural New Horizons by Anthony Garcia Sr. at the eastern gateway to Downtown, accomplished in three days with help from over 50 volunteers.
- More than 22,000 ice skaters enjoyed Skate in the Park (2021-2022), which was extended into February 2022 with ice bumper cars.
- The beloved scrap-metal sculpture Iscariot
 by Trace O'Connor was purchased for permanent display on the roof of 214 W. Colorado Ave.
 thanks to gifts to the Judy Noyes Memorial
 Purchase Fund.
- More than 300 guests and 30 volunteers
 took part in the fourth annual Urban Living Tour
 of new multifamily properties. The day included a
 preview fair of residential projects anticipated in
 the next few years.
- Nearly 800 people took in four virtual City Center Series events—a compelling mix of thought leaders in the realm of city-building and design, with a strong focus on equity.
- The Downtown Ventures executive director provided support and consultation on more than
 25 independent public art endeavors taking part throughout the city by neighborhoods, city government, businesses and civic organizations.

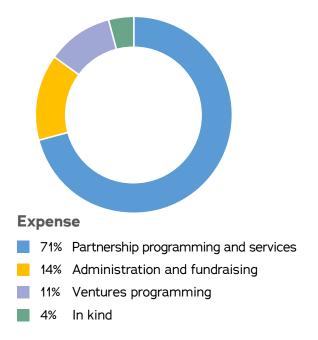
Downtown Ventures Board of Directors

Chair Jamie Brown Thompson
Vice Chair Colin Christie, Neon Pig Creative
Secretary-Treasurer David Lord
Renee Behr, Behr & Behr Platinum Group Realtors
Sam Eppley, Sparrow Hawk Cookware
Harrison Hunter, Northwestern Mutual
Jen Furda, UCCS
James Proby, The Men's Xchange
Andrea Slattery, Nunn Construction
Lou Valencia, Digital Marketer

Downtown Partnership and Downtown Ventures Financials

Financial Position		
	Partnership	Ventures
Assets Current assets	\$851,969	\$734,837
Fixed assets	\$59,550	\$266,067
Other assets	\$0	\$2,292
Total	\$911,519	\$1,003,196
Liabilities Current liabilities and deferred income	¢479.502	\$49.400
deferred income	\$178,592	\$18,499
Equity		
Retained earnings	\$126,204	\$88,208
Temporarily restricted Board restricted endowment	\$101,200 \$0	\$222,087 \$379,340
Designated operating reserve	\$340,281	\$379,340 \$0
Capital assets/artwork	\$61,593	\$244,994
Net income	\$103,649	\$50,068
Total	\$732,927	\$984,697
Total liabilities and equity	\$911,519	\$1,003,196
Statement of Activities		
	Partnership	Ventures
Revenue	•	
Revenue Contracts for service	\$742,839	\$9,500
Revenue Contracts for service Membership	\$742,839 \$222,875	
Revenue Contracts for service	\$742,839	\$9,500 \$0
Revenue Contracts for service Membership Sponsorship/corporations	\$742,839 \$222,875 \$46,375 \$0 \$30,000	\$9,500 \$0 \$73,550 \$41,530 \$11,450
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind Total Expense	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind Total Expense Administration and	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393 \$1,114,301	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0 \$232,712
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind Total Expense Administration and fundraising	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind Total Expense Administration and	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393 \$1,114,301	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0 \$232,712
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind Total Expense Administration and fundraising Partnership programming	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393 \$1,114,301	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0 \$232,712
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind Total Expense Administration and fundraising Partnership programming and services Downtown Ventures programmin	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393 \$1,114,301 \$96,012 \$863,247 ing \$0 \$51,393	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0 \$232,712 \$37,952 \$0 \$171,397 \$0
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind Total Expense Administration and fundraising Partnership programming and services Downtown Ventures programming In kind Total	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393 \$1,114,301 \$96,012 \$863,247 ting \$0 \$51,393 \$1,010,652	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0 \$232,712 \$0 \$171,397 \$0 \$209,349
Revenue Contracts for service Membership Sponsorship/corporations Foundation grants Government Individual donors Restricted endowment payout Other earned revenue, interest In kind Total Expense Administration and fundraising Partnership programming and services Downtown Ventures programmin	\$742,839 \$222,875 \$46,375 \$0 \$30,000 \$0 \$0 \$20,819 \$51,393 \$1,114,301 \$96,012 \$863,247 ing \$0 \$51,393	\$9,500 \$0 \$73,550 \$41,530 \$11,450 \$68,770 \$12,100 \$15,812 \$0 \$232,712 \$37,952 \$0 \$171,397 \$0







DOWNTOWN DEVELOPMENT AUTHORITY

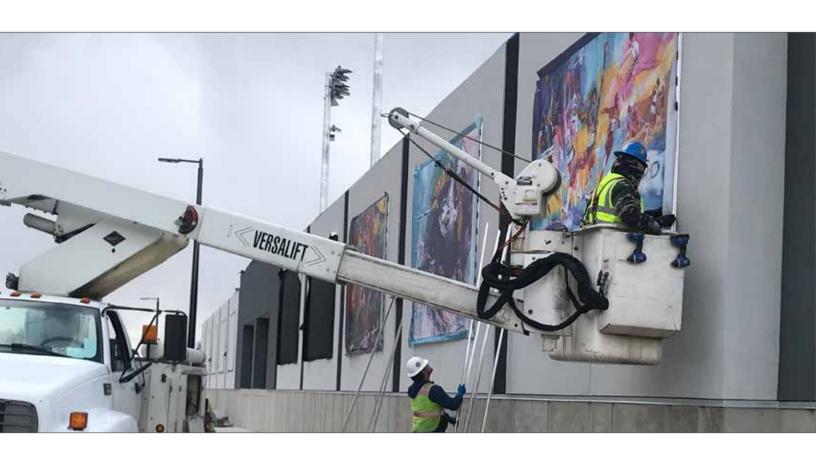
The Colorado Springs Downtown Development Authority (DDA) builds public and private investment partner-ships that promote the physical and economic growth of Downtown. The work of the DDA is guided by the Experience Downtown Plan of Development and Master Plan, approved by City Council in 2016. The DDA provides a range of services, from assisting small business in maneuvering the hurdles of site location and due diligence to helping property owners identify tenant prospects. The DDA also provides the data and market research to help business prospects make sound decisions about locating and expanding within Downtown. And the DDA works closely with key city staff on urban planning initiatives, ensuring that streets, streets-capes, transit, parks, alleys, public spaces and the built environment function in a manner best suited for a compact, bustling urban center.



Photos by staff.

Building Enhancement & Special Project grants

112 N Tejon St.	\$50,000
Stadium Authority / Weidner Field	\$50,000
Hotel Equities	\$50,000
Southern Colorado Center for Public Media	\$25,000
The Garden	\$10,000
White Pie	\$10,000
Red Swing Brewhouse	\$7,500
Fritzy's	\$5,000
Yobel	\$1,500
ELKE	\$750



DDA highlights at a glance

- Nearly \$210,000 in Building Enhancement and Special Project grants were awarded to a wide variety of projects – from conversion of spaces to pizza patios and a beer garden, to installation of reproductions of works by famed artist LeRoy Neiman on the façade of Weidner Field.
- Four TIF Reimbursement Agreements approved in 2021 will help bring an additional 450 residential units to Downtown. The DDA now stewards a total of 15 TIF Reimbursement Agreements – projects that are either completed, under construction or soon to break ground.
- Kinship Landing, a boutique hotel, opened in the first quarter of the year, bringing to seven the total number of projects actively receiving TIF reimbursements.
- A record 37 storefront businesses opened, nearly all of which were provided technical support, press release announcements, ribbon cuttings, an overview of Downtown services, and more.
- New location intelligence software now helps the DDA better understand visitor patterns and provides valuable data on returnto-work trends.
- The DDA partners with the BID to financially support all consumer marketing initiatives. See more in the section on the BID about these efforts.





Photos by staff.





- A new loan program supports three businesses facing unique challenges due to opening in the midst of the pandemic.
- A record 22 written opinions were submitted on projects before the Downtown Review Board – another indicator of the rapid pace of development activity.
- More than 750 copies of the State of Downtown Report and its virtual release event informed current and prospective investors. The biannually updated Development Map and new Residential Map proved especially helpful to developers.
- Three Holiday Pop Up Shops filled vacant spaces during the busy shopping season, with two of the shops extending their leases into the new year.

Data, reports and resources



For a detailed look at real estate, development and market trend data, see our State of Downtown Report, released annually in April.

DowntownCS.com/reports

For development resources, check our online Development Toolkit at DowntownCSDevelopment.com

DDA Board of Directors

Chair Ingrid Richter, ISR Strategies
Vice Chair Tony Rosendo, Spur Philanthropy
Secretary-Treasurer Carrie Bartow, CliftonLarsonAllen
Aaron Briggs, HB&A Architects
Jordan Empey, Stockman Kast Ryan + Co.
Jeff Finn, Norwood Development Group
City Councilwoman Jill Gaebler**
City Councilwoman Nancy Henjum*
Stella Hodgkins, GE Johnson Construction
Christian Lieber, N.E.S. Landscape Architects
David Lux, Concept Restaurants
Darsey Nicklasson, DHN Development

^{*}Term began summer 2021

^{**}Term ended summer 2021

Downtown Development Authority Financials

Financial Position

Expense

Grants

Administration

Net change in fund balance

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Assets Cash and investments Cash and investments - restricted Misc. receivables Prepaid expense Property taxes receivable Incremental taxes receivable Notes receivable Accrued interest Net capital assets Total assets	\$893,255 \$859,890 \$64,724 \$12,700 \$916,324 \$1,659,284 \$760,677 \$121,409 \$2,064,188 \$7,352,451
Liabilities Accounts payable Tax escrow Noncurrent liabilities Total liabilities	\$21,242 \$1,596 \$1,350,000 \$1,372,838
Deferred inflows of resources Property tax revenue Tax increment revenue Total deferred inflows of resources	\$916,324 \$1,659,284 \$2,575,608
Net position Net investment in capital assets Emergency reserve TIF Unrestricted Total net position	\$714,188 \$63,400 \$796,490 \$1,829,927 \$3,404,005
Statement of Activities Revenue Mill levy and specific ownership tax TIF Interest, fees, misc. income Total	\$917,343 \$1,048,568 \$144,776 \$2,110,687

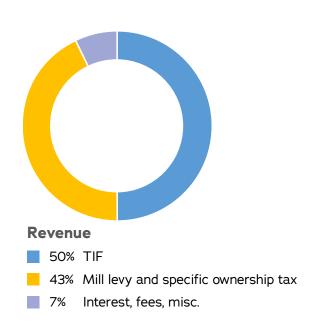
Business development and services,

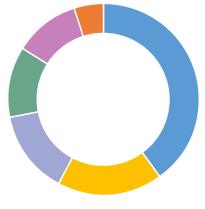
programming, projects

School District 11 obligation

TIF reimbursement agreements

Marketing services, data, research





Expense

	40%	Business development and services, programming, projects
	18%	Grants
	14%	School District 11 obligation
	12%	TIF reimbursement agreements

11% Marketing services, data, research5% Administration

Note: Financial figures shown are prior to annual audit.

\$612,228

\$277,884

\$211,975

\$177,682

\$188,962

\$559,965

\$81,991 **\$1,550,722**



GREATER DOWNTOWN BUSINESS IMPROVEMENT DISTRICT



Photos top by Stephen Martin; bottom by staff.

When you stroll through Downtown, admiring the blooming flowers or sparkling holiday décor, enjoying an environment that is clean and welcoming, that's a sign the BID has been hard at work. The Greater Downtown Business Improvement District (BID) ensures that Downtown is clean, engaging, welcoming and walkable. Through our public space management services, we tend to the myriad of needs that occur in a pedestrian-oriented environment – services above and beyond those provided by city government. Through our consumer marketing efforts, we invite patrons to enjoy the variety of shopping, dining, cultural and recreational experiences for which our Downtown is renowned. Property owners realize an immediate and tangible return on investment through all of these services.

Consumer marketing

The expansive marketing services for Downtown, jointly funded by the BID and the DDA, position Downtown as the top destination for dining, shopping, arts and culture. Enhancing Downtown's digital presence continued in 2021 with the launch of a digital app and dedicated online campaigns. The return of favored holiday promotions included a robust Small Business Saturday, the Holiday Stroll with a free hot chocolate station, plus a new character stroll engaging children and adults alike.

continued next page

2021 consumer marketing by the numbers

- Summer and holiday digital marketing campaigns delivered nearly two
 million online impressions, resulting in a 178% increase in subscribers
 to the Discover Downtown Pass.
- 2,463 **Downtown Gift Cards** were sold, bringing in more than \$117,000 in sales to Downtown businesses.
- More than \$100,000 of value in broadcast media was generated for street-level businesses through targeted outreach to TV stations and print publications.
- Our twice-monthly enewsletter was delivered to 10,000 recipients, a 70% percent increase bolstered by new subscribers to the Discover Downtown Pass.
- Social media followers doubled to more than 43,000 on Facebook, Instagram and Twitter, in part due to the success of the digital campaigns.

Pedestrian experience

Our Clean Team patrols 32 blocks seven days a week: picking up trash, powerwashing sidewalks, tending to spills, mitigating graffiti, and making minor repairs. Each day, our public space manager patrols Downtown, keeping an eye out for every possible need.

Improvements in 2021 included the addition of sparkly tree lights to the 400 block of North Tejon Street and installation of stylish new banners promoting the unique attributes of Downtown.

By the numbers

- 2,037 instances of graffiti/sticker abatement
- 349 spills/stains removed from sidewalks
- 7,944 cigarette butts and gum removed
- 17 snow incident days
- 132 banners displayed for nonprofit or civic organizations
- 128 trees lighted throughout the year
- 137 flowerbeds and 48 flowerpots tended
- 1,213 miles walked by our public space manager
- 29 flowerpots filled with sparkly holiday trees in partnership with Pikes Peak Hospice & Palliative Care

Supplemental security

A team of two officers patrol the district seven days a week, responding to merchant calls, providing resolution in conflictual situations, connecting people experiencing homelessness to resources and assisting the general public with a variety of needs and questions. In 2021, the BID also held a training in de-escalation techniques, attended by about 30 merchants and restaurateurs.

By the numbers

- 5,740 miles patrolled by foot or bike
- 629 incident responses, including 88 direct merchant requests for assistance
- 2,692 instances assisting general public with questions
- 599 disturbances managed









Photos top and bottom by Stellar Propeller Studio; others by staff.

Business Improvement District Financials

Financial Position

Financial Position		
Assets	<i>ф</i> 455 770	
Current assets	\$455,772	
Property tax revenue receivable	\$558,909 \$44,454	
Other receivables	\$11,451	
Fixed assets	\$14,698	
Other assets Total assets	\$24,113 \$1,064,943	
lotal assets	\$1,064,945	
Liabilities		
Current liabilities	\$13,000	
Deferred property tax revenue	\$558,909	Revenue
Total liabilities	\$571,909	78% Mill levy and ownership tax
Emilia		22% Fees, grants and interest
Equity Reserves	\$381,263	
Capital	\$35,178	
Unrestricted fund balance	\$76,593	
Total equity	\$ 493,034	
. Osa. equ.oy	7 100,00 1	
Total liabilities and equity	\$1,064,943	
Statement of Activities		
BID Revenue		
Mill levy and ownership tax	\$589,493	
Fees, grants, interest, misc.	\$164,342	
Total	\$753,835	
		Expense
BID Expense		_ '
Public space management	\$447,098	58% Public space management
Supplemental security	\$127,863	17% Supplemental security
Marketing services	\$115,144	15% Marketing services
Administration	\$50,272	•
Depreciation	\$8,016	7 % Administration
Capital purchase	\$20,000 \$768 393	2% Depreciation

\$768,393

(\$14,558)

Note: Financial figures shown are prior to annual audit.

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Total

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