



FORDHAM ROAD DISTRICT MANAGEMENT ASSOCIATION, INC.

SANITATION · MARKETING & PROMOTION · CAPITAL IMPROVEMENTS

2010/2011 ANNUAL REPORT

### FORDHAM ROAD BID STAFF

### **BOARD OF DIRECTORS**

(as of July 1, 2010)

#### **OFFICERS**

CHAIR

David Rose (Class A)
AUTOMOTIVE REALTY CORPORATION

VICE-CHAIR

Garl Robinson (Class B)
PC RICHARD & SON

TREASURER

Robert Sofia (Class A) EMIGRANT SAVINGS BANK

SECRETARY

Joseph Muriana (Class A) FORDHAM UNIVERSITY

VICE-SECRETARY

Donald Simon (Class A)
MONROE COLLEGE

### **MEMBERS**

### **Class A: Property Owners**

Frank Bagatta SELGA REALTY

Frank DeLeonardis 2477-2487 WEBSTER AVENUE

Michael Hirschhorn
JENEL MANAGEMENT CORPORATION

Alan Jemal JEM REALTY MANAGEMENT

Samuel Jemal FORDHAM ASSOCIATES, LLP

Jose Lopez JP MORGAN CHASE

Carolyn Malinsky ACADIA P.A. EAST FORDHAM ACQUISITIONS, LLC

Jason Mizrahi
ORIGINAL PRODUCT CORP., INC.

Andre Occean CITIBANK

#### **Class B: Commercial Tenants**

Kenneth Conn
GEM FINANCIAL SERVICES

Greg Gonzalez
GG EXPRESS PARKING, LLC

Marzie Jafari CUNY ON THE CONCOURSE

Luz Ortega BANCO POPULAR

#### Class C: Residents

Edward Wahesh FORDHAM UNIVERSITY

### Class D: Government/ Elected Officials

Paul Nelson
Representative
NYC DEPARTMENT OF
SMALL BUSINESS SERVICES

Madeline Marquez

Representative

BRONX BOROUGH PRESIDENT'S OFFICE

Albert Alvarez
Representative
NYC COUNCILMAN JOEL RIVERA'S OFFICE

Nancy Ozeas
Representative
NYC COMPTROLLER'S OFFICE

### **Class E: Non-Voting Members**

Xavier Rodriguez

District Manager

COMMUNITY BOARD 5

Ivine Galarza

District Manager

COMMUNITY BOARD 6

Fernando Tirado District Manager COMMUNITY BOARD 7

### SANITATION

Aminoul Niass, supervisor Malick Boye Basiru Drammeh Matar Gueye Seedia Jabbi Samba Jallow Sall Mouhamed Ousseynam Sow Mamadou Sylla

### **ADMINISTRATION**

Wilma Alonso
Executive Director

Daniel J. Bernstein
DEPUTY EXECUTIVE DIRECTOR

### INTERNS

Nana Brenyah Krystyna Chavez Jonathan Clay Ion Craciun Jedadiah Fix Louis Frangello Raymond Furlong Emily Groene Briyanni Hunter Sean McCollin Brian McElwain Gisel Millan Stephanie Ortiz Jasmin Robertson Annie Yu

### MISSION STATEMENT

The mission of the Fordham **Road Business Improvement** District (BID) is to foster and promote the growth and vitality of its local business community and strengthen its local economic base. We achieve this through a range of effective programs that enhance area maintenance and sanitation conditions, provide business assistance and development services, improve security, facilitate a beautified streetscape and aid in constituent problem-solving; while showcasing the business area's assets through innovative marketing and promotion techniques. These services are provided in a cost-efficient and effective manner by the BID and are enhanced by its strong working partnerships with public agencies, elected officials and local organizations within the context of its neighboring communities.

The BID extends from Third Avenue to Jerome Avenue along Fordham Road and also includes the commercial areas on select side streets. The district is comprised of approximately 80 buildings and almost 300 businesses ranging from nationwide chains to locally owned independent shops.



DAVID ROSE



WILMA ALONSO EXECUTIVE DIRECTOR



DANIEL J. BERNSTEIN
DEPUTY EXECUTIVE DIRECTOR

### MESSAGE FROM THE CHAIR & EXECUTIVE STAFF

This past year the BID worked hard to beautify public spaces. Planters and seating at Muller Park have created an urban oasis for people to enjoy. This summer the BID will introduce public art on Fordham Road and construction will begin on our new Bryan Park. Many additional public spaces will be upgraded and greened for visitor enjoyment. We are happy that our major plans are finally coming to fruition.

As always, we would like to thank all the members of the BID for their continued support. The success of our programs and services would not be possible without their active involvement and participation.

Lastly, a special thanks to the volunteers serving on our Board of Directors. Their efforts and leadership make the BID successful now and will continue to in the future.



FORDHAM ROAD DISTRICT MANAGEMENT ASSOCIATION, INC.

2488 Grand Concourse, Room 411 Bronx, New York 10458

Phone 718 562-2104 Hotline 718 562-1269 Fax 718 562-6225

email fordhamroadbid@optimum.net website www.fordhamroadbid.org

# SANITATION SERVICES

The BID sanitation crew is made up of seven full-time employees who sweep the sidewalks, remove stickers and graffiti from street furniture and empty garbage receptacles seven days a week from 8:30AM to 4:30PM. The "clean team" hauls an average of nearly 2,000,000 lbs. of trash per year. During repeated heavy snowfalls and frozen rain / sleet storms this past winter, they managed to keep the curbs, parks, and public spaces on Fordham Road clear and passable.

The BID continued its **GRAFFITI REMOVAL** services from properties and businesses averaging nearly ten locations each month. The BID staff conducts graffiti surveys and coordinates removals with those affected locations.

This past year the BID installed additional BIG-BELLY TRASH AND RECYCLING RECEPTACLES

in the district, bringing the total to four. They

were donated to the BID by Bronx
Borough President
Ruben Diaz, Jr. The
Big-Belly\* Solar
Compactor is a
patented compacting
trash receptacle that
is completely selfpowered using solar
power for 100% of its



energy needs. The BID has been maintaining the compactors and replaced the default signage on the units with advertisements promoting shopping in the BID. The compactors have reduced the total number of man-hours required to change the trash liners, allowing members of the sanitation crew to focus on general sidewalk cleanliness.

It is important that we put a great emphasis on keeping the streets of the Bronx as clean as possible. This is why it is vital that we continue our successful partnership with the Fordham Road BID.

PAUL VISCONTI
BRONX BOROUGH CHIEF
NYC DEPARTMENT OF SANITATION

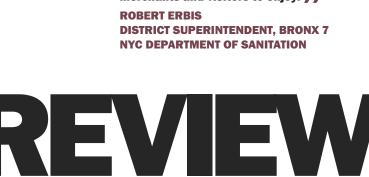
Fordham Road is one of the biggest commercial strips in the Bronx. The partnership that the New York City Department of Sanitation shares with the Fordham Road BID is important in keeping a very clean and attractive environment for the businesses and those who shop there.

MIKE CAROLAN
DISTRICT SUPERINTENDENT, BRONX 5
NYC DEPARTMENT OF SANITATION

The Fordham Road BID and the New York City Department of Sanitation have made great strides in making this a very clean and pleasant environment for all involved. The Fordham Road BID is an asset in maintaining the cleanliness of Fordham Road which is a highly populated area.

KEVIN TOCK
DISTRICT SUPERINTENDENT, BRONX 6
NYC DEPARTMENT OF SANITATION

The Fordham Road shopping district is a shinning example of how the Department of Sanitation and the Fordham Road BID, working in close partnership, provide the highest standards of service and cleanliness for residents, merchants and visitors to enjoy.









advertisements throughout the year promoting Fordham Road businesses and the "OUTDOOR MALL EXPERIENCE". Furthermore, the BID produced its Fifth Edition of the "FORDHAM ROAD SHOPPER'S DIRECTORY". This easy to follow map and shopping guide shows the entire Fordham area and includes a color-coded, categorized listing of all the BID businesses. There is also a parking and transportation legend to familiarize readers with the accessibility of Fordham Road.

Additionally, the BID produces and distributes a bi-annual newsletter to all of its members. The newsletter, "FORDHAM FLASH" helps to keep everyone up to date with all of the ongoing BID programs and activities. This past year, the BID implemented a new design for the newsletter and increased the amount of sponsored ad spaces.

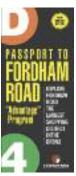
The BID's website **fordhamroadbid.org** has seen a substantial increase in traffic, averaging 4,000 hits a day. Our website provides vital information on the Fordham commercial corridor which includes business listings, programs and events, access to all BID publications, member services, and future improvements in the area. Many visitors sign the guestbook and request assistance or information about the shopping district and its merchants.

Additionally, the BID continued its **FORDHAM ROAD MEMBERSHIP INCENTIVE PROGRAM**. The program encourages our members to take advantage of the special "perks" they are entitled to through their membership by utilizing a BID membership wallet card.

The BID also organized and participated in several successful programs and events throughout the year.







Our annual FORDHAM
ROAD "ADVANTAGE"
PROGRAM continued
with over one hundred
businesses offering
specified discounts to
students, faculty, and
staff members of local
participating colleges,
institutions, medical
facilities and healthcare
training centers. The

program is now in effect through July 2011 and boasts over 400,000 people that are eligible for access to the discounts. The BID distributed the second edition of its American Business Award nominated "PASSPORT TO FORDHAM ROAD" brochure, a 24-page color booklet which includes remarkable information on the past, present and future of the area as well as vintage photos of Fordham Road. It also includes

business participants of the program.
The FIFTEENTH ANNUAL FORDHAM
ROAD RENAISSANCE FESTIVAL took

a comprehensive listing of the premier

place on Sunday, September 12, 2010 from 11AM-6PM on East Fordham Road between Morris Avenue and East Kingsbridge Road. The BID coorganized this year's event and sponsored the stage at East Kingsbridge Road. Over 15,000 people attended this event, in spite of the rain and cold weather, and the BID had its own booth space set up where thousands of giveaway bags were distributed with promotional materials including gift certificates, coupons, flyers, literature on sales/discount information and assorted free gifts supplied by participating BID businesses. Furthermore, BID shopping guides and other relevant publications were disseminated among the attendees to promote shopping at the largest commercial corridor in the borough.

The BID also decorated the area throughout the year with **SEASONAL STREET BANNERS** to promote shopping, events and other activities on Fordham Road. These banners are sponsored by many local BID businesses and other community partners.







Awareness Month in October by partnering with the American Cancer Society (ACS) to raise funds for the 7th Annual Making Strides Against Breast Cancer Event in Orchard Beach on Sunday, October 17, 2010. The BID set up a team for the event, **FORDHAM ROAD BID GOES PINK!**, and encouraged participation and donations from the community. Our website was changed to a pink theme in observance of Breast Cancer Awareness Month.

The BID celebrated Breast Cancer

The BID hosted two seasonal **FORDHAM ROAD SIDEWALK SALES** on October 14-16, 2010 and April 28-30, 2011 from 12pm-6pm daily. Over 90 businesses participated in these events, and customers took advantage of the great offers. The Sidewalk Sales give merchants the opportunity to showcase their seasonal and discounted items.

The BID kicked off the holidays Friday, December 3, 2010 with our SIXTH **ANNUAL SPARKLING THE HEART OF FORDHAM** Holiday Event in Bryan Park. Over 1,000 people attended and enjoyed a visit from Santa Claus with free gifts and books for over 400 children, holiday music and live performances, raffles and prizes. The event also kicked off a two and a half week long 10% public discount program in which nearly 80 BID businesses participated. Additionally, the BID ran television commercials promoting our businesses during December 2010 on various stations throughout the Bronx on Cablevision.

In an effort to help keep Fordham Road safe for the Holidays, the BID

continued its **HOLIDAY SECURITY PATROLS** on Fordham Road. Patrols began on Black Friday (Nov 26th) and continued through New Year's Eve.
Coverage this year took place from 12pm-8pm Tuesday through Sunday, with some heightened patrol days including the full week of Christmas. This year security officers had BID Logo patches on their uniforms in order to identify them as official BID representatives. Our patrols were complimented by an increased presence of the NYPD during the holiday season.

The BID continued to promote the Fordham area through its membership with tourism councils and agencies. Copies of the "Fordham Road Shopper's Directory" are always available and distributed in the NYC & COMPANY VISITOR'S INFORMATION CENTER in Manhattan as well as their international media and trade offices. Additionally, BID information is available to riders of the BRONX TOURISM COUNCIL'S BRONX TROLLEY.

All of our marketing events, programs and efforts are aimed at boosting pedestrian traffic and generating customer interest to help maintain our status as a premier shopping destination in the city.









# COMMUNITY RELATIONS AND CAPITAL IMPROVEMENT PROJECTS



The Fordham Road BID hosted, organized and participated in various **NETWORKING EVENTS**, business assistance programs and community workshops. Through partnerships with other organizations, these events were extremely successful with increased attendance, sponsorships and participation, etc.

The BID, along with Affinity Health Plan, Bronx Lebanon Hospital, Columbia University, Healthplus, Morris Heights Health Center, and St. Barnabas Hospital hosted over 25 **FREE HEALTH SCREENINGS** (Glaucoma, HIV, Mammography, Hypertension, etc.) at Bryan Park and Muller Plaza from April through November 2010.

In July 2010, the BID unveiled new evergreen shrubs, flowers, and ground covers in outdoor containers at MULLER PARK & PLAZA on East Fordham Road and Creston Avenue at 190th Street. Sustainable South Bronx assisted with the plantings and with pruning as needed. The BID provides ongoing care and maintenance of the planters.

In an effort to provide additional programming for local families, the BID has introduced outdoor tables and seating for use in Muller Plaza. The tables and chairs will be available for daily public use and will be maintained by the BID Sanitation Crew. The BID has partnered with the Bronx Library Center to offer programming in the Plaza, offering "BRING IT TO THE STREETS" Saturday in the Park events with storytelling activities for families and children.

On April 21, 2011, the BID saluted Earth Day and green awareness by hosting its **THIRD ANNUAL "PICK-UP LITTER DAY"** with children from 1199 SEIU Child Care Corp. assisting the BID's sanitation crew with the clean up of Fordham Road. This was the prelude







to the **FOURTH ANNUAL FORDHAM GO GREEN WALK** which took place on May 14, 2011. Over one thousand people in attendance walked on Fordham Road from Jerome Avenue to Kingsbridge Road and into Poe Park where a free community fair was held featuring healthy food, music, health screenings and children's activities.

Additionally the BID continued its **FREE TOTE BAG** promotion to shoppers who make purchases

of \$20 or more at any Fordham Road store. Over 3,000 bags have been distributed since the program's launch in 2009.

The Fordham Road BID is proud to act as an advocate for the business owners it serves. The

**"BID HOTLINE"** is a telephone line dedicated to requests for assistance and for reporting complaints. All BID members are provided with informational stickers listing the BID hotline telephone number for quick reference.

telephone number for quick reference. Throughout the year, the BID receives numerous inquiries from our members. These issues, in addition to conditions surveyed by the BID staff, are submitted to all relevant NYC agencies and utilities and a log of such activities is maintained. The BID complaint log shows that from July 1, 2010 through March 31, 2011 there were thirty-seven complaints with an additional forty-six follow up calls. The BID continues to boast that from the time a specific request is reported it takes an average of forty-eight hours to generate a response and subsequently address concerns.

As a foundation of the partnership between local businesses, residents and the police, the Fordham Road BID continues to improve the quality of life of those who do business and live in the area. We look forward to the continued success of the Fordham Road BID, its businesses and the surrounding community.

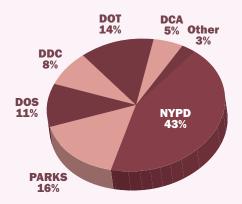
INSPECTOR
TIMOTHY J. BUGGE
Commanding Officer,
NYPD 46th Precinct

DEPUTY INSPECTOR WILLIAM J. McSORLEY Commanding Officer, NYPD 48th Precinct

DEPUTY INSPECTOR
JOSEPH V. DOWLING
Commanding Officer,
NYPD 52nd Precinct

### COMPLAINT LOG BREAKDOWN

37 Total Complaints (46 follow up calls)
July 1, 2010 through March 31, 2011



**DCA** NYC Department of Consumer Affairs

**DEP NYC Department of Environmental Protection** 

**DOS** NYC Department of Sanitation

MTA NYC Metropolitan Transportation Authority

**NYPD** NYC Police Department

PARKS NYC Department of Parks and Recreation

Other\* Local Community Boards, Elected Officials, etc.

# LOOKING AHEAD

# 2011-2012 & Beyond

## CAPITAL IMPROVEMENTS

The BID continues to look for ways to beautify public spaces in the area. Construction for the **BRYAN PARK RESTORATION PROJECT**was delayed and is currently projected to start the summer of 2011.

The BID will also continue implementation of its STREETSCAPE MASTER PLAN with upgrades to Fordham Road's outdoor street furniture including the installation of new trash cans, street benches and way-finding directories.

# RETAIL DEVELOPMENT AND ATTRACTION

Even during the recent troubled economic times, businesses have remained interested in coming to Fordham Road. This past year has seen the openings of many new restaurants and retailers. The future remains bright with ongoing recruitment efforts to attract new businesses to come to Fordham Road. Many of the BID's capital improvement projects will help with these efforts.

The BID will continue to assist all real estate and retail

professionals to increase their general awareness of the Fordham Road area through INFORMATION SHARING. The BID compiles data such as monthly pedestrian counts and maintains a database on available retail space in the area and notifies existing BID members as well as outside interested parties of this information in hopes of attracting additional businesses and developers.

# MARKETING AND PROMOTION

The BID will continue to

develop and build upon its existing successful programs and events. Due to the success of seasonal FORDHAM ROAD **SIDEWALK SALE** events and the positive reactions of the business owners, the BID will continue to organize these events. The ongoing PASSPORT TO FORDHAM ADVANTAGE **PROGRAM** will be expanded and modified in the coming year to offer ongoing enrollments to BID businesses. In addition. the FORDHAM ROAD SHOPPER'S **DIRECTORY** will undergo a

opportunities to its members. With the success of our

other promotional

significant redesign. The BID

will continue to offer these and

FORDHAM GOES PINK! promotion and partnership with the American Cancer Society, plans are in the works for the BID to expand its fundraising efforts through PARTNERSHIPS WITH CHARITABLE ORGANIZATIONS that will join forces with Fordham Road businesses to make donations to worthy causes.

The BID will also remain committed to merchant relationships and **VISITOR/TOURISM ATTRACTION** efforts by hosting various

efforts by hosting various networking events, community fairs, trolley rides and walking tours. These types of promotions educate visitors, shoppers and BID members alike.

### COMMUNITY RELATIONS AND OUTREACH

In March 2011, the BID hosted a meeting for the Bronx BIDs and the NYPD at the Bronx Library Center. The meeting offered BID representatives an opportunity to voice common concerns and discuss issues with NYPD officers. Representatives from 7 other Bronx BIDs were in attendance.



### 2010-2011 FISCAL REPORT

The Fordham Road BID Finance Committee, which was designated by the Board of Directors, meets quarterly to review, plan and oversee the activities and expenses of the BID. The NYC Department of Small Business Services sets standards for our procurement and fiscal management procedures. If you would like a copy of the BID's audit report, or additional information on our procurement policies and existing contracts, please feel free to contact the BID office.



ROBERT SOFIA Treasurer and Finance Committee Chair



### Skody Scot & Company, CPAs, P.C.

352 Seventh Avenue, 9th Floor, New York, NY 10001
(T) 212-967-1100 • (F) 212-967-2002 www.skodyscot.com

### INDEPENDENT AUDITORS' REPORT

To: The Board of Directors of Fordham Road District Management Association, Inc.

We have audited the accompanying statements of financial position of Fordham Road District Management Association, Inc. as of June 30, 2010, and the related statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audits

We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Fordham Road District Management Association, Inc. at June 30, 2010, and the results of its activities and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

Skody Scot & Company, CPAs, P.C.

October 18, 2010

Skody Scot & Company, CPAs, PC

### FORDHAM ROAD DISTRICT MANAGEMENT ASSOCIATION, INC.

## STATEMENT OF FINANCIAL POSITION June 30, 2010

### **ASSETS**

Cash	\$21,900
Grants	20,000
Contributions receivable	-
Prepaid expenses	230
Property and equipment, net	-
Security deposits, other assets	9,345
Total assets	\$51,475

### LIABILITIES AND NET ASSETS

	ities:	Liabi
_		A a.

Accrued expenses	\$53,667
Total liabilities	53,667
Net Assets:	
Unrestricted	(2,192)
Temporarily restricted	-
Permanently restricted	-
Total net assets	(2,192)
Total liabilities and net assets	\$51,475

### STATEMENT OF ACTIVITIES

### Year ended June 30, 2010

Support and Revenues:	
Unrestricted:	
Assessment revenue	\$500,000
Contributions	32,150
In Kind	12,000
Grants	45,000
Interest income	950
Total support and revenues	590,100
Expenses:	
Program Expenses:	
Marketing and promotion	245,093
Sanitation	253,296
Public Safety	12,956
Total program expenses	511,345
Management and general	114,672
Total expenses	626,017
Increase/(decrease) in net assets:	
Unrestricted	(35,917)
Temporarily restricted	-
Permanently restricted	-
Increase/(decrease) in net assets	(35,917)
Net assets, beginning of year	33,725
Net assets, end of year	(2,192)

### **OPERATING BUDGET FISCAL YEAR 2011**

	BUDGET 07/01/10- 06/30/11	ACTUAL 07/01/10- 03/31/11
REVENUE AND SUPPORT		
Assessments	\$500,000	\$500,000
Interest	3,500	313
Contributions	200,000	32,330
Total Revenue and Support	703,500	532,643
EXPENSES		
Program Services:		
Cleaning and sweeping	218,000	163,920
Promotional Supplies	35,000	23,280
Promotional Projects	35,000	23,513
Capital Improvement Projects	125,000	12,149
Total Program	413,000	222,862
General and Administrative:		
Administrative Staff	163,000	128,591
Fringe Benefit	42,925	32,352
Total Salaries	205,925	160,943
Rent	28,000	19,905
Telephone/Utilities	3,500	(38)
Printing/Postage	3,000	1,358
Office Supplies	750	565
Insurance	12,000	10,469
Audit/Legal	12,000	9,829
Other:		
Office Equipment	3,000	370
Office Expenses	1,125	835
Meetings/Local Travel	1,200	621
Total General & Admin.	270,500	204,857
Total Expenses	683,500	427,719
Surplus or (Deficit)		
Current Year	20,000	104,924
Contingency	(10,000)	_
Surplus available for future use	10,000	_

### PROJECTED BUDGET FISCAL YEAR 2012

(adopted by the Board of Directors 3/3/11)

REVENUES	
Assessment	625,000
Interest	3,500
Other:	15,000
Contributions/Fundraising	60,000
Total Revenue	703,500
EXPENSES	
Program Services:	
Cleaning and sweeping	220,000
Promotional Supplies	40,000
Promotional Projects	40,000
Capital Improvement Projects	25,000
Total Program	325,000
General and Administrative:	
Staff	173,000
Fringe Benefit	44,800
Rent	29,000
Telephone/Utilities	3,750
Printing/Postage	3,600
Office Supplies	800
Insurance	12,500
Audit/Legal	12,500
Other:	
Office Equipment	3,150
Office Expense	1,175
Meetings/Local Travel	1,300
Total Administrative	285,575
Total Expense	610,575
Net (Revenue Over Expenses)	90,425
Contingencies	(12,500)



