

Stamford Downtown Special Services District

Operating Budget Funding Request
Fiscal Year 2020/2021

2020/2021 Operating Budget

Total Request \$205,000

The DSSD respectfully requests financial support from the city to contribute partial funding for the following programs in Fiscal Year 2020/2021:

DSSD Ambassador Program

\$105,000

Downtown Environmental Maintenance & Beautification

\$35,000

Wednesday Nite Live

\$50,000

Arts & Crafts on Bedford

\$15,000

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STAMFORD DOWNTOWN SPECIAL SERVICES DISTRICT

VISION

The Vision for Stamford Downtown is to always be the vibrant regional city-center for living, working, shopping, dining, education, culture and entertainment.

MISSION

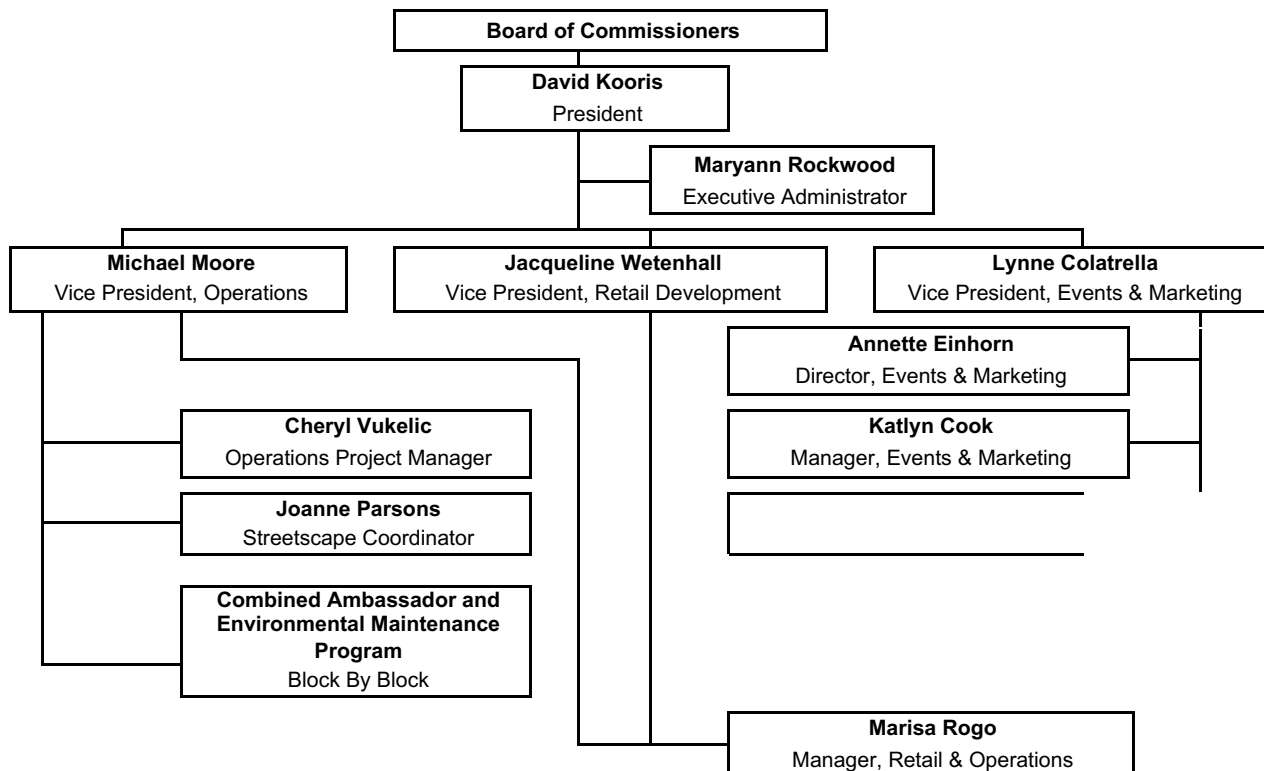
The Stamford Downtown Special Services District manages, enhances and promotes the Downtown experience.

GOALS

To attain the vision the following goals have been set:

- To ensure appropriate economic development as it impacts Stamford Downtown through comprehensive strategic urban planning and advocacy.
- To continue the trends of residential population growth within the District.
- To recruit and retain appropriate retailers.
- To improve the quality of the Downtown experience.
- To attract people to the Downtown.

Organizational Chart



Stamford Downtown Special Services District

Operating Budget Funding Request Fiscal Year 2020/2021

Exhibit A
Proj. Op.
Results
FY2019

	OPERATING RESULTS 7/1/18-6/30/19	ANNUAL BUDGET 19/20	Projected OPERATING RESULTS 19/20
REVENUES-OPERATING			
Assessment Income	2,445,344	2,652,380	2,652,380
Contingency for Uncollectibles	-	(50,000)	(50,000)
Interest Income	29,991	15,000	15,000
TOTAL Assessment Income	2,475,336	2,617,380	2,617,380
Contributions			
Events-(Fall,Winter,Summer,Bedford Street))	1,566,003	1,655,700	1,600,100
Office	120,000	120,000	120,000
District Directory	50,653	50,000	50,000
Annual Meeting	71,908	30,000	30,000
State/City Grants	95,250	234,350	240,850
Security	85,000	85,000	85,000
TOTAL Contributions	1,988,813	2,175,050	2,125,950
TOTAL REVENUE	4,464,149	4,792,430	4,743,330
EXPENSES			
ADMINISTRATION			
Personnel & Employee Payroll Taxes	664,634	678,694	704,751
Employee Benefits-(Health Ins./Workers Comp.)	85,802	87,922	87,922
Retirement Plan Benefit	56,267	64,882	64,882
Office Space	120,012	120,012	120,012
Insurance-(Director's/General Liab.)	59,740	58,000	58,000
Meeting Exp./Conf./Subscript.	7,484	9,000	9,000
Tel./Off. Supplies/Equip. Exp./Postage	48,186	47,200	51,670
Professional Fees	80,317	90,500	90,500
Annual Meeting/Annual Report	43,375	40,000	40,000
Various Admin. Misc./Depreciation	4,161	4,000	4,000
TOTAL ADMINISTRATION	1,169,980	1,200,210	1,230,737
ENVIRONMENT-OPERATIONS			
Administration/Streetscape/Operations	325,715	373,650	387,907
Design Review /Banners	168	-	-
Cleaning/Security	401,095	400,000	400,000
Snow Removal	6,051	15,000	15,000
Outdoor Holiday Lights	155,047	150,000	150,000
TOTAL ENVIRONMENT	888,076	938,650	952,907
MARKETING/PROMOTIONS/SPECIAL EVENTS			
Special Events -Admin.	360,510	363,071	382,573
Holiday Events-(Parade/Tree Lighting)	382,853	376,000	422,418
Summer Events-(Sculp./Alive/POPS/Bedford St.)	1,199,599	1,505,000	1,544,964
Fall Events-Crafts	30,820	30,000	25,452
Farmers Market	1,042	2,000	2,442
Seasonal Initiatives/District Directory	47,310	46,000	46,000
Marketing	45,068	42,000	46,625
Progressive Dinner	37,605	37,000	34,126
TOTAL MARKETING/PROMO/SPECIAL EVENTS	2,104,807	2,401,071	2,504,600
RETAIL DEPARTMENT			
Retail Administration	176,949	174,301	192,831
Retail / New Initiatives	48,903	4,200	4,200
ECONOMIC DEVELOPMENT			
Consultants			
Strategic Planning			
TOTAL OPERATING EXPENSES	4,388,716	4,718,432	4,885,275
RETAIL GRANTS	8,750	12,000	12,000
Net Income	66,683	61,998	(153,945)

Stamford Downtown Special Services District

Operating Budget Funding Request Fiscal Year 2020/2021

Exhibit B

FY20 Op.
Budget
as of
10/31/19

DSSD
Treasurer's Report
10 31 19

Current Month's Cash Balance- \$ 1,937,656
Prior Yr 10/31/18- \$ 2,268,020

	Oct-19		Year-To-Date		ANNUAL BUDGET
	ACTUAL	BUDGET	ACTUAL	BUDGET	
INCOME-Assessment	-	-	1,125,372	1,125,372	
INCOME-Contributions/Special Events	78,657	64,750	1,226,507	1,304,450	(77,943)
INCOME-Other	91	-	249,026	241,600	7,426
Total Income	78,748	64,750	2,600,905	2,671,422	(70,517)
EXPENSES					
60. Administration	60,577	61,070	262,745	245,278	(17,467)
70. Operation/Environment	58,342	59,011	293,820	289,633	(4,187)
80. Marketing/Promotions	7,536	6,983	15,749	13,583	(2,165)
85. Special Events	100,405	107,352	1,589,691	1,541,406	(48,284)
90. Retail/Econ. Dev.	11,606	11,196	52,887	44,785	(8,102)
Total Operating Expense	238,466	245,612	2,214,891	2,134,685	(80,206)
Net Operating Income	(159,718)	(180,862)	386,014	536,737	(150,723)
Less: New/Initiative Programs/Exec Search	(1,517)	-	(29,013)	(4,200)	(24,813)
Less: DSSD Grants					(12,000)
P&L	(161,235)	(180,862)	357,001	532,537	(175,536)
Acct Rec-Other	10,250				
Prepaid Insurance/PPD Other Expenses-17/18	1,751				
PPD Exp/Der Rev	(280)				
Deferred Rev Events-16/17/16	1,500				
Accounts Payable/Accrued Expenses/Ct Ent With	2,922				
Agency assets/Liabilities	(22,239)				
Def Grants					
ACTUAL CASH BALANCE	1,937,656				

Stamford Downtown Special Services District

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Proposed Operating Budget for Fiscal Year 2020/2021

The 2020/2021 Operating Budget has not yet been created; however, based on a comprehensive program review, no substantial changes are anticipated at this time. Stamford Downtown's current projection is for the 2020/2021 budget to be funded at a level of increase between 3% and 6%, compared to the 2019/2020 Operating Budget included herein.

Stamford Downtown Special Services District

Operating Budget Funding Request
Fiscal Year 2020/2021

Exhibit C

Audited Financial Statement

The results of the 2017/2018 Audit are included below. The 2018/2019 Audit is underway during the compilation of this report and a draft version will be available by the end of February 2019.

STAMFORD DOWNTOWN
SPECIAL SERVICES DISTRICT

Financial Statements
(with Independent Auditor's Report thereon)

YEARS ENDED JUNE 30, 2018 and 2017

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changes in fund balances - actual and budget Exhibit B

Notes to financial statements

SUPPLEMENTARY SCHEDULES

Schedule of sponsorships, grants and events revenue Schedule 1

Schedule of special events and promotions expense Schedule 2

Stamford Downtown Special Services District

Operating Budget Funding Request
Fiscal Year 2020/2021

Exhibit C



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Independent Auditor's Report

The Board of Commissioners
Stamford Downtown Special Services District
Stamford, Connecticut

Report on the General-Purpose Financial Statements

We have audited the accompanying general-purpose financial statements of Stamford Downtown Special Services District which comprise the balance sheets as of June 30, 2018 and 2017 and the related statements of revenues, expenditures and changes in fund balances - actual and budget for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the General-Purpose Financial Statements

Management is responsible for the preparation and fair presentation of these general-purpose financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the general-purpose financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these general-purpose financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the general-purpose financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the general-purpose financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the general-purpose financial statements whether due to fraud or error. In making those risk assessments, the auditor considers internal control appropriate to the entity's preparation and fair presentation of the general-purpose financial statements in order to design audit procedures that are relevant in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the general-purpose financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Stamford Downtown Special Services District

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Stamford Downtown Special Services District
Page Two

Exhibit C

Opinion

In our opinion, the general-purpose financial statements referred to above present fairly, in all material respects, the financial position of Stamford Downtown Special Services District as of June 30, 2018 and 2017, and the results of its operations and the changes in its fund balances for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying supplementary schedules for the years ended June 30, 2018 and 2017, as indicated in the Contents to the financial statements, are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Cirone Friedberg, LLP

January 26, 2019
Bridgeport, Connecticut

Stamford Downtown Special Services District

Operating Budget Funding Request
Fiscal Year 2020/2021

Exhibit C

STAMFORD DOWNTOWN SPECIAL SERVICES DISTRICT

BALANCE SHEETS JUNE 30, 2018 AND 2017

<u>ASSETS</u>	<u>2018</u>	<u>2017</u>
Cash	\$ 879,575	\$ 838,769
Cash Available in STIF Account	<u>559,680</u>	<u>634,967</u>
Total Cash	1,439,255	1,473,736
Receivable - Property Taxes	51,601	4,391
Receivable - Sponsorships and Other	93,693	101,841
Prepaid Expenses	414,959	484,227
Agency Assets	<u>91,362</u>	<u>405,531</u>
TOTAL ASSETS	<u>\$ 2,090,870</u>	<u>\$ 2,469,726</u>
 <u>LIABILITIES, DEFERRED INFLOWS OF RESOURCES, AND FUND BALANCE</u>		
<u>Liabilities</u>		
Accounts Payable and Accrued Expenses	\$ 160,400	\$ 92,465
Agency Liabilities	<u>91,362</u>	<u>405,531</u>
Total Liabilities	<u>251,762</u>	<u>497,996</u>
 <u>Deferred Inflows of Resources</u>		
Unearned Revenues	246,020	266,454
Unavailable Revenues	<u>51,601</u>	<u>1,857</u>
Total Deferred Inflows of Resources	<u>297,621</u>	<u>268,311</u>
 <u>Fund Balance</u>		
Fund Balance - Available for Operations	<u>1,541,487</u>	<u>1,703,419</u>
TOTAL LIABILITIES, DEFERRED INFLOWS OF RESOURCES, AND FUND BALANCE	<u>\$ 2,090,870</u>	<u>\$ 2,469,726</u>

Stamford Downtown Special Services District

Operating Budget Funding Request Fiscal Year 2020/2021

Exhibit C

EXHIBIT B

STAMFORD DOWNTOWN SPECIAL SERVICES DISTRICT

STATEMENTS OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES ACTUAL AND BUDGET

YEARS ENDED JUNE 30, 2018 AND 2017

	2018		2017		Variance
	Actual	Budget	Actual	Budget	
Revenues:					
Taxation	\$ 2,280,294	\$ 2,315,504	\$ 2,320,162	\$ 2,221,659	\$ 98,503
Sponsorships, Grants and Events					
Local Business and Individuals	1,875,049	1,696,000	2,066,641	1,739,660	327,251
State of Connecticut Grants	153,750	10,000	10,000	16,000	(6,000)
Security Programs	2,028,739	1,696,000	2,076,941	1,755,660	321,251
City	85,000	85,000	85,000	80,000	5,000
City Reaffirmation Programs					
City	37,900	30,000	32,100	24,000	8,100
Interest					
In-kind Contributions	21,112	12,000	20,931	12,000	8,931
Rent	120,000	120,000	120,000	120,000	-
Services	100,000	-	100,000	-	100,000
Other	220,000	120,000	220,000	120,000	100,000
	12,197	30,000	28,683	20,000	8,683
Total Revenues	4,685,302	4,288,504	4,783,817	4,233,349	550,468
Expenditures					
Administrative	1,002,276	972,201	960,655	966,148	(15,293)
Environmental Improvements, Service Management and Security Program	898,892	858,503	850,256	803,181	47,075
Special Events and Promotions	2,555,892	2,069,693	2,269,346	2,082,781	186,465
Retail Administration, Recruitment and Economic Development	168,396	178,136	184,220	211,227	(27,007)
Retail Initiatives					
New Initiatives	3,977	40,000	2,447	10,000	(7,553)
Total Expenditures Before In-kind	4,627,234	4,168,492	4,288,684	4,113,337	175,247
In-kind					
Rent	120,000	120,012	120,000	120,012	(12)
Services	100,000	-	100,000	-	100,000
Total In-kind	220,000	120,012	220,000	120,012	99,988
Total Expenditures	4,847,234	4,288,504	4,508,684	4,233,349	275,235
Excess of Revenues Over Expenditures	(161,932)	-	275,233	-	\$ 275,233
Fund Balance - July 1	1,703,419		1,429,186		
Fund Balance - June 30	\$ 1,541,487		\$ 1,703,419		

Stamford Downtown Special Services District

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Fiscal Year 2020/2021

Narrative: Introduction

The twenty-seven (27) year financial relationship between the City of Stamford and the Downtown Special Services District (Stamford Downtown) can be defined in two words, “**Value Added**”.

In 1992, Downtown property owners determined that the best way to jumpstart the revitalization of a then-depressed city center was to create a business improvement district (BID). Twenty-seven (27) years later, there is no question that a thorough transformation has occurred, due in no small part to the efforts of Stamford Downtown. A full calendar of award winning, world-class annual events; initiatives for the recruitment and retention of commercial development; year-round cleaning, security, landscaping and holiday décor services; efforts to ensure smart growth citywide; have all played a significant role in the successful economic development renaissance of our city.

But, what was the return on the City’s direct investment in Stamford Downtown’s operations and activations?

Over the course of 27 years Stamford Downtown property owners have paid over **\$33.8 million** in special assessments and Stamford Downtown public and private supporters have nearly doubled that number by contributing an additional **\$27.9 million**.

- 27-year total spent by Stamford Downtown = **\$61.7 million**
- 27-year total direct investment by City in our efforts = **\$3.1 million**. The city’s contribution is only **5.0%** of the funds **Stamford Downtown has poured into our effort to revitalize this neighborhood, bringing our city successfully into the 21st century.**

That translates into **\$19.90 in results** for every **\$1.00** the City of Stamford invested in Stamford Downtown since 1992! Truly “**Value Added**”.

In past difficult economic times, the city reduced funding to Stamford Downtown; yet Stamford Downtown has been able to maintain and even increase its services through careful management of funds and an aggressive fundraising initiative.

For the current ‘19/20 budget year alone, we project revenue from property owner special assessments at 55.7% of total, contributions at 44.3% of total, and city funding at 3.9%. This puts the current year “**Value Added**” ratio at **\$25.59 of return for every \$1 of city investment.**

When the district was established, the city committed to **no reduction of its provision of services and the support of added services through the BID.** Over the ensuing years, public sector services were reduced; where necessary, these functions were taken over by Stamford Downtown. The assumption of these responsibilities requires an offsetting level of city financial support. Through this partnership, the city is able to achieve outcomes at a fraction of the cost given that it would otherwise have to provide these essential services completely within the public budget. Despite modest increases over the last several years, city support for these programs remains approximately 15% below that which it provided prior to the period of municipal austerity. Despite these budget reductions, Stamford Downtown has continued to provide these services at the highest-level quality through the generosity of its members and supporters. We respectfully request that the city fulfill its obligation to the Downtown community and continue to play a meaningful role in ensuring the delivery of these services with a restoration of funding to the pre-austerity levels outlined below.

Stamford Downtown Special Services District

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Fiscal Year 2020/2021

Narrative: Ambassador Program

City Funding Request <u>\$105,000</u> 38.0%	DSSD Funding \$171,000 62.0%	Total Program Cost \$276,000
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Ambassador Mission:

To improve the perception of safety in the downtown and ultimately aid in the improvement of the quality of life in the downtown.

Ambassador Goals:

- To act as good will Ambassadors to downtown visitors, employees and residents.
- To serve as the eyes and ears of the community and emergency services.
- To identify and report incidents and conditions in need of remedial action.

Ambassador Hours of operation:

- Total of 210 personnel hours per week
- Mon. – Wed. 7AM – 10PM, Thur. & Fri. 7AM – 10PM, Sat. 11:30AM – 10PM

Ambassador General duties:

- Frequently help downtown visitors with:
 - General directions in the downtown and beyond
 - Flat tires or other automotive breakdowns
 - Lost children or lost parents
 - Vehicles lost in parking lots
 - Taxi calls
 - Parking Information
 - Keys locked in vehicles
 - Safe escort
- Monitor quality of life issues:
 - suspicious activities
 - traffic or other accidents
 - illegal or improper dumping
 - streetlight outages
 - fire
 - loitering
 - graffiti
 - street & sidewalk hazards
 - vandalism
 - pest infestations
- First on-scene response:
 - Trained observers, equipped to rapidly contact emergency services in fire, safety and health emergencies
 - Trained in first aid, CPR and AED use

Cost Drivers for the Coming Fiscal Year

Because of the importance of the Ambassadors to the downtown, Stamford Downtown has more than doubled its financial commitment to this program. Concurrently, the city's financial participation remains below its pre-2009 levels. Costs continue to increase due to:

- Anticipated basic salary increases of 2% to 3% by our contractor as well as increases of equipment and facility costs,
- A shifting of 20 % of Ambassador hours to programmed patrols of multiple municipal parks including Latham, Columbus and Heritage Park at Old Town Hall. The reallocation has proven fruitful in these locations, but will require backfilling of coverage in the more visible sections of the downtown, and
- Any further reduction of staff would diminish service level below minimum acceptable standards. The public now expects and relies upon the Downtown Ambassadors and considers them to be a community asset.

Stamford Downtown Special Services District

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Fiscal Year 2020/2021

Narrative: Downtown Maintenance & Beautification

City Funding Request <u>\$35,000</u> 16.0%	DSSD Funding \$194,000 84.0%	Total Cost of Maintenance & Beautification \$224,000
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I. Maintenance (Park Cleaning)

The **Mission** of the Stamford Downtown Cleaning Program is to ensure consistently clean, well-maintained downtown sidewalks, curbsides and parks, each day of the year.

Since 1994, the DSSD has provided a downtown sidewalk cleaning crew to supplement city services. The Stamford Downtown Clean Team vacuums and sweeps downtown city sidewalks to remove litter and debris and also removes graffiti and flyers from public property. The Clean Team, on duty 7 days a week, covers 9 ½ miles of downtown sidewalks daily and removes upwards of 23 tons of garbage annually! In 2003 the DSSD took on the added responsibility to clean six downtown city parks and six parklets in return for remuneration from the city. In 2008 a portion of garden maintenance was added the Clean Team role.

The projected cost of the entire '20/'21 Downtown Cleaning program is **\$124,000** with nearly half (**\$60,000**) devoted to city-owned parks.

II. Beautification

The **Mission** of the Downtown Beautification program is to create a sense of place that is vibrant and pedestrian oriented through an enhanced program of planting and green space management.

The Downtown Streetscape Program, established in 1994, has flourished and grown throughout the years. The initial program consisted of one seasonal planting in a few old concrete planters. In the ensuing eleven years, the program has expanded to include multiple seasonal plantings in new street planters, downtown parks, parklets and sidewalk gardens. In 2002, in an effort to bring flowers to the few remaining areas where neither planters nor gardens are practical, a program of hanging flower baskets was initiated.

In 2020/2021 the Streetscape Program will encompass:

- Gardens in Five (5) downtown parks
- Three (3) gardens at street level
- Thirty-Nine (39) planters
- Approx. 200 hanging flower baskets

The DSSD provides all of the **labor** and **materials** necessary for:

- Spring preparation
- 4seasonal plantings
- Watering
- Fertilizing
- Pruning
- Weeding
- Fall clean-up

The projected cost of the entire '20/'21 Downtown Beautification program is **\$100,000**

Stamford Downtown Special Services District

Operating Budget Funding Request
Fiscal Year 2020/2021

Narrative: Wednesday Nite Live

City Funding Request <u>\$50,000</u> 18.0%	DSSD Funding \$223,400 82.0%	Total Cost of Wednesday Night Live \$273,400
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Wednesday Night Live is a wonderful summer series whose audience is a more mature upscale demographic than its counterpart Alive@Five. In the Summer of 2019, headliners included Andy Grammar, Southside Johnny and the Asbury Jukes, WAR, Chubby Checker and Jon Secada. Previous headliners have included: The Guess Who, Kool & the Gang and The Four Tops. The Temptations, George Benson, Pat Benatar, BB King, Boz Skaggs, Bernie Williams, Roberta Flack, and Gloria Gaynor. This year the program will run 4 weeks.

In terms of economic development, Wednesday Nite Live is extremely consequential. In the short term, Wednesday Nite Live draws thousands of people to the downtown, substantially increasing business for all downtown restaurants. A secondary impact is derived from the customers who discover downtown restaurants and other businesses while attending a concert and subsequently return. And a long-term impact comes from the residential and commercial developers and tenants who make decisions to come to Stamford Downtown based on the “quality of life” such events represent. These results are very real, documentable and far from frivolous.

We believe this format appeals to patrons who do not ordinarily come to Alive@Five but prefer a different music genre. In 2020 we anticipate a line-up that will equal or surpass the 2019 success and continue to build upon the economic and cultural development of our downtown. But talent that drives attendance comes at a cost as is evidenced by the budget below.

Item	2019 Projected
Banner and Sign Production	\$ 2,100.00
Graphic Design & Production	\$ 2,000.00
Hospitality	\$ 3,200.00
Miscellaneous	\$ 100.00
Photography	\$ 1,100.00
Police	\$ 1,300.00
Postage	\$ 2,800.00
Print Advertising/Marketing	\$ 2,600.00
Printing	\$ 5,000.00
Rentals	\$ 7,300.00
Supplies	\$ 900.00
Talent	\$ 158,000.00
Technical Production	\$ 69,000.00
Temporary Staff	\$ 5,000.00
Total Expenses	\$ 260,400.00
Contingency	\$ 13,000.00
Total	\$ 273,400.00

Stamford Downtown Special Services District

Operating Budget Funding Request
Fiscal Year 2020/2021

Narrative: Arts & Crafts on Bedford

City Funding Request <u>\$15,000</u> 21.0%	DSSD Funding \$56,000 79.0%	Total Cost of Arts & Crafts on Bedford \$71,000
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The mission of Stamford Downtown’s Arts & Crafts on Bedford event is to be a regional magnet and continue to position the neighborhood in the arts and cultural tourism niche so important to attracting visitation and economic development. Based on past experience, a 150% boost in economic activity is anticipated for the weekend.

The Arts and Craft show has matured during its nineteen-year existence and has become a regional craft show. The event began with 24 crafters in Columbus Park and has grown to more than 100 crafters on Bedford Street. One hundred exhibitors are expected again this year. The event also includes a special Artists Workshops, “Farm to Table” Farmers Market, and “The Imagination Station”, a children’s creative area that Stamford Downtown partners with the Stamford Museum and Nature Center and the Bartlett Arboretum to deliver to the city’s and the area’s youth. All have become very popular supportive components of the event.

The 2019 event garnered its largest audience to date with an estimated 40,000 attendees over the course of the weekend. The show has become a regional destination for shoppers as well as the crafters themselves. Many of the arts & crafts vendors who exhibit rank the show as their best for sales volume and one of the best organized shows in the region. Reports from Bedford Street merchants indicated a 150% increase in restaurant business during the show. We project similar economic benefits for the 2019 show.

\$15,000 City Funding Request: The current request is to continue to grow and expand the event to a regional scale.