## **Lincoln Road Business Improvement District**

Operating Budget

Fiscal Year 2024/2025



## Lincoln Road Business Improvement District

## **Operating Budget**

Fiscal Year 2024/2025

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### **Board of Directors**

Lyle Stern, President
Mindy McIlroy, Vice President
Alan Khoudari, Treasurer
Howard Herring, Secretary
Andrew Rosenberg, Member at Large \*
David Herzberg, Board Member \*
Melvyn Schlesser
Greg Galy
Peter Saliamonas
Maria Stead
Arturo Vinueza

### **Ex-Officio**

Freddie Peterson

### **Executive Director**

**Anabel Llopis** 

## **City of Miami Beach Liaison**

Elizabeth Miro

<sup>\*</sup> Andrew Rosenberg resigned on June 12, 2024. Lyle Stern appointed David Herzberg to the Executive Committee at the LR BID Board meeting on July 18, 2024. One seat on the Board remains vacant, with elections scheduled for November 2024

### Introduction

The Lincoln Road Business Improvement District (BID) is organized and operated as a business league within the meaning of Section 501(c)(6) of the Code. Its purposes are be to stabilize and improve the Lincoln Road retail business district, which is located within a nationally recognized historic district, through promotion, management, marketing, and other similar services, by (i) representing and advocating for the property owners and business owners located within the boundaries of the BID; (ii) promoting and encouraging the continued development of a diverse, vibrant and pedestrian-friendly Lincoln Road mixed-use neighborhood, thereby providing a dynamic setting for businesses, the visiting public, arts and entertainment, as well as area residents; (iii) serving as a cultural and civic hub for the community and fostering a spirit of cooperation and maintenance of high standards of quality among its members; and (iv) bringing transformative projects into the District. In furtherance of this purpose, the BID will work toward creating a favorable environment which will increase commercial and cultural activity within the district. The BID will encourage a spirit of cooperation and maintenance of high standards among its members. This proposed budget will enable the BID to accomplish those goals.

Questions about the Lincoln Road Business Improvement District and its programs may be directed to the Lincoln Road BID at 1620 Drexel Avenue, Suite 100, Miami Beach, Florida 33139.

#### Lincoln Road

Established in 1912 by visionary developer Carl Fisher as the "5th Avenue of the South," Lincoln Road has evolved into a premier pedestrian boulevard, thanks to the creative redesign by iconic architect Morris Lapidus in the early 1960s. Located in the heart of South Beach, Florida, Lincoln Road has achieved global recognition as a vibrant pedestrian district. It boasts over 200 retail shops, cafes, cultural landmarks, restaurants, lush tropical landscapes, and a variety of entertainment options.

To the east of Lincoln Road, visitors can find the stunning blue waters of the Atlantic Ocean, complemented by exceptional hotels and residential high rises. To the west lies Biscayne Bay, home to numerous residential high-rises and boutique hotels. This strategic location makes Lincoln Road a dynamic hub, fueling economic activity for Miami Beach and serving as a magnet for both tourists and locals.

Lincoln Road is renowned for its cultural significance, with several major cultural anchors situated within walking distance or directly on Lincoln Road:

- New World Symphony: America's premier orchestral academy.
- **Historic The Colony Theatre**: Managed by Miami New Drama, known for its innovative and thought-provoking theater.
- Florida International University's Miami Beach Urban Studios (FIU MBUS): A nexus for arts, design, technology, and science.
- Oolite Arts: A collective of studios and gallery spaces for emerging artists.
- **The Fillmore**: A key entertainment venue in the district.

Additionally, Lincoln Road is just a few blocks from the Miami Beach Convention Center (MBCC), a leading convention venue attracting thousands annually. The upcoming Grand Hyatt hotel, an 800-room facility adjacent to MBCC, is set to open in 2026. This development will enhance MBCC's status as a top-tier convention center, capable of accommodating larger groups.

## The Lincoln Road Business Improvement District (LR BID)

The Lincoln Road Business Improvement District (LR BID) is a not-for-profit corporation established under Florida law, designated as a 501(c)6 organization. Operations commenced in October 2015, with district boundaries extending from Alton Road to the west, Washington to the east, 16th Street to the south, and 17th Street to the north.

The LR BID was established to stabilize and enhance the Lincoln Road retail district through engaging programming, promotion, management, marketing, and related services. Its primary objectives include:

- 1. Advocating for property and business owners within the district.
- 2. Promoting a vibrant, pedestrian-friendly, and diverse mixed-use neighborhood, fostering a dynamic environment for businesses, visitors, public art, entertainment, and residents.
- 3. Serving as a cultural and civic hub, maintaining high standards of quality, and fostering community engagement.
- 4. Introducing transformative art and entertainment to further enrich the district.

### **Marketing Lincoln Road**

In FY 2023/2024, the LR BID pursued its mandate to promote Lincoln Road through comprehensive marketing strategies. Initiatives included:

- **Digital and Offline Amplification**: Enhancing Lincoln Road's visibility across various digital channels.
- Placer Al Utilization: Leveraging data for insights beneficial to property owners and brokers.
- **Public Relations:** focus on Lincoln Road's cultural district identity, new store openings, and business opportunities
- Social Media: Increasing focus on Lincoln Road's cultural identity, new store openings, and business opportunities. This included a substantial increase in paid social media and partnerships with key influencers.
- Partnerships: Collaborations with the Greater Miami Convention & Visitors Bureau (GMCVB) to highlight Lincoln Road through their platforms; MBCC; Art & Biz; MB Pride amongst others.

## **Public Relations Recap**

Leveraging Lincoln Road's iconic history, art installations, events, new and existing tenants, new development and cultural anchors, over 2.2 billion impressions were garnered for Lincoln Road district, this translates to over 395 media placements and over \$26M in paid media savings. This represents local, national and international press coverage.

Some of highlights included front page of The Miami Herald, inclusion in Travel & Leisure, Conde Nast Traveler, WSVN, NBC, Forbes, Thrillist to name a few.

For a detailed recap, please request the annual PR report from the Dana Agency through the LR BID staff.

### **Social Media Recap**

Social media is one of the platforms the Lincoln Road BID utilizes to reach locals, national and international audiences. Over the past fiscal year, Lincoln Road gained more than 15,500 followers and engaged with over half a million accounts on Instagram alone.

The budget for paid media and micro-influencer programs has been increased.

For more information on this year's social media efforts, please request the annual social media report from O'Connell & Goldberg through the LR BID staff.

### **Foot Traffic Analysis**

Lincoln Road attracted over 8.1 million visitors in 2023 (this figure does not include traffic from visitors from outside the US). Given Miami Beach's status as a top global tourist destination and Lincoln Road's proximity to the beach, this number is expected to exceed 10 million, reflecting an increase from the previous year. The Lincoln Road BID partners with Placer.ai, a leading technology company, to monitor and analyze foot traffic.

### **Hospitality and Residential Development around the District**

Lincoln Road remains a central player in Miami Beach's luxury hospitality sector. Out of 20,000 hotel rooms in Miami Beach, over 8,000 are within a five-minute walk of Lincoln Road. Active developments include the Ritz Carlton, Citizen M, and Thompson South Beach, adding nearly 2,000 new hotel rooms. Near the Lincoln Road district, luxury residential projects such as Shore Club, Ritz Carlton Residential, Rosewood Resort & Residence, and Bulgari Hotel are set to redefine South Beach's residential landscape.

### 2023/2024 Program Highlights

#### **Public Art Installations**

Programming remains a cornerstone strategy for the LR BID, aimed at driving traffic and engagement among both locals and visitors. The 2023/24 fiscal year featured a variety of events including public art exhibits, botanical festivals, community wellness events, and seasonal celebrations. Key highlights included:

- R-Evolution Sculpture: In November 2023, a 48-foot sculpture by Marco Cochrane was unveiled on the 400 block, generating significant media coverage and attracting thousands of visitors.
- **PRIDE247 Installation**: During the spring 2024 Pride Lights the Night event, local artist team AMLgMATD showcased a vibrant installation inspired by the LGBTQIA+ pride flag, reinforcing the district's commitment to the LGBTQIA+ community.

### **Programming:**

- **Living Art Installation**: Featuring five local landscape architects reimagining garden spaces with new plants and artwork, from November 2023 to April 2024.
- **Wind Chime Installation**: One of the country's largest wind chime installations, featuring over 40 chimes across several blocks.
- **Harmonics Placemaking**: The Harmony Block on the 400 block, featuring six public musical instruments for interactive play.
- **Pumpkin Patch Installation**: A festive pumpkin patch in October 2023, including family activities and free pumpkin decorating activation for families.
- **Halloween Block Party**: A highly successful event with seven blocks of musical entertainment, live performances, and trick-or-treating.

### Programming (continued):

- South Beach Jazz Festival: A two-day festival featuring local and national jazz musicians, benefiting individuals with disabilities.
- **Smorgasburg Miami Food Festival**: Weekly Friday night activation featuring street food, live music, and dog-friendly programming.
- Holidays on Lincoln Road: The annual tree lighting, Santa's arrival parade, photos with Santa and the Miami Beach holiday festival of lights, a two-day festival with projection mapping on buildings and live orchestra performance.

### **Additional Highlights:**

- **South Beach Slam Pickleball Event**: In November 2023, Lincoln Road hosted SOBE Pickleball with 10 courts and an awards ceremony.
- **Pickleball Slam Tournament**: Held in February 2024, featuring a \$25K prize pool and appearances by tennis legends.
- **Orange Bowl Fan Fest**: an evening of celebration with the national championship teams highlighting cheerleading and marching band performances with fan activities.
- Family Game Day: Monthly events featuring oversized games and activities for families.
- **Summer Jazz Series**: A collaboration with SOBE Jazz for a series of four performances between June and July 2024.
- Tango Classes and Milongas: Monthly tango classes and social dances continuing to engage the local tango community and guests on Lincoln Road.
- Weekly Farmers Market a year-round Sunday staple on Lincoln Road.
- Antique & Collectible Market held bi-monthly from October through May.

## **Ongoing Cultural and Wellness Initiatives**

Lincoln Road actively participates in Miami Beach's Cultural Crawl, partnering with New World Symphony Fellows for monthly performances. The LR BID also sponsors ongoing wellness programs including weekly yoga and boot camp classes, quarterly wellness sessions, and cycling pop-ups—all free to the community.

## Leasing

### **New Openings:**

- Miniso
- Majorica
- Pizzeria Romana
- Oakberry
- Osteria Da Fortunata
- Turkish Delights
- Luli Fama
- It'Sugar

### New Openings (continued):

- Salt & Straw
- IT Italian Trattoria

### Expansions & Relocations:

- Crocs
- Oakley

### **Under Development:**

- Andres Carne de Res
- Oro
- Taco Bell Cantina
- Negroni
- Meduza Mediterrania
- Prince St. Pizza
- Hollister
- Sebastian Beauty Ink
- White Ginger
- Na Lei Boho Clothier
- Captain Candy
- Nice Guy

### **Brand Activations and Pop-Ups**

Lincoln Road saw a significant increase in brand activations, thanks to collaborations with experiential agencies and a strong partnership with CMB. Notable brand activations included:

- Zorro Streaming Release
- Miami Dolphins Fan Appreciation
- Orange Bowl and Capital One Fan Fest
- Skinceuticals
- Publix Cafecito Con Corazon Pride Activation
- Supergoop
- Jo Malone
- Emerge Americas Corporate Event
- Racing Miami's Formula 1 Teams Outdoor Experience during F1
- Nike Shoe Release and Paris Olympic Celebration
- Laneige Branding Activation
- Sol De Janeiro Activations
- OnStar Activation during the Car Show
- Pickleball Slam

## **Brand Activations (continued):**

- Creole Food Festival
- Smorgasburg Miami Food Activation

## Pop-Ups (interior):

- Robert Fontaine Gallery
- Bel Air Fine Art Gallery
- · Williams Racing
- IKEA
- The Halloween Store
- Jewish Community Center
- Muses by Future Commerce, sponsored by Adobe

## **Clean and Welcoming**

The LR BID manages the Block by Block ambassador program, providing 240 hours of services including light cleaning, power washing, leaf blowing, and hospitality support, ensuring Lincoln Road remains inviting and well-maintained.

## **BUDGET SUMMARY**



## Lincoln Road BID Budget Summary: 2024/2025 Operating Budget Summary

#### BUDGET SUMMARY - FY 2024/2025 LINCOLN ROAD BUSINESS IMPROVEMENT DISTRICT

	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	BUDGET
Revenue	]												
Assessment Fees	1,425,000.00	-	-	-	-	-	-	-	-	-	-	-	1,425,000.00
Ambassador Service Income	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	159,999.96
Other Income				20,000.00		2,500.00		2,500.00	2,500.00	2,500.00			30,000.00
Total Revenues	1,438,333.33	13,333.33	13,333.33	33,333.33	13,333.33	15,833.33	13,333.33	15,833.33	15,833.33	15,833.33	13,333.33	13,333.33	\$1,614,999.96
Expenses													
Total BID Services & Programs	213,650.00	178,850.00	154,650.00	154,150.00	59,150.00	47,150.00	94,150.00	42,950.00	40,450.00	45,450.00	37,950.00	37,950.00	1,106,500.00
Total Marketing & Advertising	43,580.00	25,080.00	25,080.00	25,080.00	25,080.00	25,080.00	25,080.00	25,080.00	25,080.00	25,080.00	25,080.00	25,080.00	319,460.00
Total Professional Services	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	204,076.92
Total Professional Accounting Fees	7,400.00	7,400.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	21,300.00
Total Communications Services	386.00	386.00	386.00	386.00	386.00	386.00	386.00	386.00	386.00	386.00	386.00	386.00	4,632.00
Total Meeting Expenses	300.00	4,200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	6,500.00
Total Office Expenses	25,092.41	28,992.41 25.542.08	18,242.41 25,542.08	18,242.41 25,542.08	18,242.41 25,542.08	18,242.41 25,542.08	18,242.41 25,542.08	18,242.41 25,542.08	18,242.41 25.542.08	18,242.41 25,542.08	18,242.41 25,542.08	18,242.41 25,542.12	236,508.92 306,505.00
Total Payroll Expenses Total Rentals & Leases	25,542.08 4,822.00	3,883.00	3,527.00	3,577.00	4,027.00	3,783.00	3,527.00	4,079.00	4,635.00	3,755.00	3,983.00	3,483.00	47,081.00
Total Insurance Expense	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	11,604.00
Total Other Expenses	1,230.00	2,590.00	940.00	850.00	740.00	1.440.00	1,965.00	740.00	1.413.00	785.00	740.00	1.440.00	14,873.00
Total Travel & Entertainment	1,200.00	_,000.00	-	-	-	-,	-,000.00	2,500.00	-,	- 30.00	- 40.00	-, . 40.00	2,500.00
Total Expenses	314,883.49	265,904.49	228,948.49	228,408.49	133,748.49	122,204.49	169,473.49	120,100.49	116,329.49	119,821.49	112,504.49	112,704.53	\$2,045,031.92

# **OPERATING BUDGET**



### Lincoln Road BID: Notes to Proposed 2024/2025 Operating Budget

### Revenue

REVENUE DETAIL - FY 2024/2025 LINCOLN ROAD BUSINESS IMPROVEMENT DISTRICT														
	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Budget	Totals
Revenue	1													
3160.00 Assessment Fees	1,425,000.00	-	-	-	-	-	-	-	-	-	-	-	1,425,000.00	
3161.00 Ambassador Service Income	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	159,999.96	
3162.00 Other Income	•			20,000.00		2,500.00		2,500.00	2,500.00	2,500.00			30,000.00	
Total Revenues	1,438,333.33	13,333.33	13,333.33	33,333.33	13,333.33	15,833.33	13,333.33	15,833.33	15,833.33	15,833.33	13,333.33	13,333.33	\$ 1,614,999.96	1,614,999.96

<u>3160 Assessments:</u> \$1,425,000. The amount approved pursuant to Chapter 170, Florida Statutes, and approved by majority vote of affected property owners in the special mail ballot election held pursuant to City of Miami Beach Resolution No. 2015-29026.

3160.01 Sponsorships/Grants: \$0

3160.02 Deferred Revenue: proposed \$0.

<u>3161.00 City of Miami Beach contribution to Block by Block:</u> proposed \$160,000. The annual amount the City of Miami Beach contributes for the Block by Block Ambassador services on Lincoln Road.

<u>3162.00 Other Income</u>: proposed \$30,000. The annual amount projected for sponsorships, CMB reimbursable (deposits) and management fees for activations held within the LR BID.

### Lincoln Road BID: Notes to Proposed 2024/2025 Operating Budget

### **Expenses**

	BUDGET DETAIL - FY 2024/2025 LINCOLN ROAD BUSINESS IMPROVEMENT DISTRICT														
		Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Budget	Totals
	Revenue	]											_		
3160.00 3161.00	Assessment Fees Ambassador Service Income	1,425,000.00	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	13,333.33	1,425,000.00 159,999.96	
3162.00	Other Income				20,000.00		2,500.00		2,500.00	2,500.00	2,500.00			30,000.00	
	Total Revenues	1,438,333.33	13,333.33	13,333.33	33,333.33	13,333.33	15,833.33	13,333.33	15,833.33	15,833.33	15,833.33	13,333.33	13,333.33	\$1,614,999.96	\$1,614,999.96
	Exepnses BID Services & Programs	-													
5134.12	Block by Block	30,950.00	30,950.00	30,950.00	30,950.00	30,950.00	30,950.00	30,950.00	30,950.00	30,950.00	30,950.00	30,950.00	30,950.00	371,400.00	
5134.10 5134.07	Event Production Grounds - Holiday	157,700.00	142,900.00	118,700.00	118,200.00	23,200.00	8,200.00	58,200.00	7,000.00	4,500.00	9,500.00	2,000.00	2,000.00	652,100.00	
5134.06 5134.15	Grounds - Signage/Banners	5 000 00	5.000.00	5.000.00	5.000.00	5.000.00	3,000.00 5,000.00	5,000.00	5.000.00	5.000.00	5,000.00	5.000.00	5.000.00	3,000.00	
5148.02	Contingency Sonsorships	20,000.00	-,	-,	-,	-,			-,	-,		-,	.,	60,000.00 20,000.00	
	Total BID Services & Programs	213,650.00	178,850.00	154,650.00	154,150.00	59,150.00	47,150.00	94,150.00	42,950.00	40,450.00	45,450.00	37,950.00	37,950.00	1,106,500.00	\$1,106,500.00
5148.03	Marketing & Advertising Public Relations Agency Retainer	8,500.00	8,500.00	8,500.00	8,500.00	8,500.00	8,500.00	8,500.00	8,500.00	8,500.00	8,500.00	8,500.00	8,500.00	102.000.00	
5148.14 5148.09	Social Media Agency Retainer	6,000.00 3,500.00	6,000.00 3.500.00	6,000.00 3,500.00	6,000.00 3,500.00	6,000.00 3.500.00	6,000.00 3,500.00	6,000.00 3,500.00	6,000.00 3.500.00	6,000.00 3,500.00	6,000.00 3.500.00	6,000.00 3,500.00	6,000.00 3.500.00	72,000.00	
5148.09	Digital Agency Retainer Pedestrian Data	18,500.00	-,	-,	-,	-,	-,	-,	-,	-,	-,	-,	.,	42,000.00 18,500.00	
5148.11 5148.15	Advertising Online Photography	4,080.00 1,000.00	48,960.00 12,000.00												
5148.12	Print Media	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00	
5148.06	Printing - Graphic Design Total Marketing & Advertising	1,000.00 43,580.00	1,000.00 25,080.00	12,000.00 319,460.00	\$ 319,460.00										
	Office Expenses														
5131.02	Professional Services Legal Fees & Govt Affairs	3.000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	36.000.00	
5131.02	Consulting	14,006.41	14,006.41	14,006.41	14,006.41	14,006.41	14,006.41	14,006.41	14,006.41	14,006.41	14,006.41	14,006.41	14,006.41	168,076.92	
	Total Professional Services	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	17,006.41	204,076.92	\$ 204,076.92
5132.02	Professional Accounting Fees Audit & Tax Prep Fees	6,750.00	6,750.00										[	13.500.00	
5132.03	Accounting/Consulting Fees	650.00 7.400.00	650.00 7.400.00	650.00 650.00	7,800.00 21,300.00	\$ 21,300,00									
	Total Professional Accounting Fees	7,400.00	7,400.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	21,300.00	\$ 21,300.00
5141.04	Communication Services Telephone/Internet Service	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00 [	4,200.00	
5141.01	Email/Fax Service Total Communication Services	36.00 386.00	432.00 4,632.00	\$ 4,632.00											
	Meeting Expenses	555.55	000,00				000,00	000.00		000.00	000,00			1,002.00	1,002.00
5130.20	Annual Meeting	300.00	4,000.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	4,000.00	
5130.01	Meeting Expenses Total Meeting Expenses	300.00	4,200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,500.00 <b>6,500.00</b>	\$ 6,500.00
	Total Office Expenses	25,092.41	28,992.41	18,242.41	18,242.41	18,242.41	18,242.41	18,242.41	18,242.41	18,242.41	18,242.41	18,242.41	18,242.41	236,508.92	\$ 236,508.92
	Payroll Expenses														
5111.00 5112.00	Executive Director Payroll Staff Payroll	14,162.50 7,585.83	14,162.50 7,585.83	14,162.50 7,585.83	14,162.50 7,585.83	14,162.50 7,585.83	14,162.50 7.585.83	14,162.50 7.585.83	14,162.50 7,585.83	14,162.50 7.585.83	14,162.50 7.585.83	14,162.50 7,585.83	14,162.50 7,585.87	169,950.00 91.030.00	
5123.00	Health Insurance	1,780.00	1,780.00	1,780.00	1,780.00	1,780.00	1,780.00	1,780.00	1,780.00	1,780.00	1,780.00	1,780.00	1,780.00	21,360.00	
5121.00 5110.01	Payroll Taxes Payroll Fees & Expenses	_ 1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	1,663.75 275.00	19,965.00 3,300.00	
5124.00	Workers Comp Expenses Total Payroll Expenses	75.00 25.542.08	75.00 25,542.08	75.00 25.542.08	75.00 25.542.08	75.00 25.542.12	900.00	\$ 306,505.00							
	Rentals & Leases	20,042.00	20,042.00	20,042.00	20,042.00	20,042.00	20,042.00	20,042.00	20,042.00	20,042.00	20,042.00	20,042.00	20,042.12	555,555.55	000,000.00
5144.02	Rent Expense	3,000.00	3,000.00	3,100.00	3,100.00	3,100.00	3,100.00	3,100.00	3,100.00	3,100.00	3,100.00	3,100.00	3,100.00	37,000.00	
5144.03	Equipment, Software, & Subscriptions Total Rentals & Leases	1,822.00 4,822.00	883.00 3,883.00	427.00 3,527.00	477.00 3,577.00	927.00 4,027.00	683.00 3,783.00	427.00 3,527.00	979.00 4,079.00	1,535.00 4,635.00	655.00 3,755.00	883.00 3,983.00	383.00 3,483.00	10,081.00 47,081.00	\$ 47,081.00
	Insurnace Expense														
5145.02 5145.03	Liabiblity Insurance Premises Insurance	783.33 42.00	9,400.00 504.00												
5145.01	Officer-Directors Insurances	141.67	141.67	141.67	141.67	141.67	141.67	141.67	141.67	141.67	141.67	141.67	141.67	1,700.00	
	Total Insurnace Expense	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	967.00	11,604.00	\$ 11,604.00
5152.07	Other Expenses Bank Service Charges & Fees	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00	
5152.01 5152.12	Parking & Auto Expense Gay & Lesbian Chamber	305.00	305.00	305.00	305.00	305.00	305.00	305.00	305.00	305.00	305.00	305.00	305.00	3,660.00	
5152.08	MB Chamber of Commerce	-	700.00	-	-	-	700.00	4.005.00	-	-	-	-	-	-	
5152.05 5152.02	Memberships Business Licenses & Permits	490.00	750.00				700.00	1,225.00		673.00	45.00		700.00	3,838.00 745.00	
5152.15 5151.00	Wire Transfer Fees to City Office Supplies	10.00 250.00	120.00 3.000.00												
5142.00	Postage & Deliveries	100.00	1,200.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	2,300.00	
5130.00 5152.09	Office Expense GMBHA	- :			- 1	1				1		- :		-	
5152.10 5152.11	GMCVB SFCA	-		-	-	-	-	-	-	-	-	:	: :	-	
5152.13	Florida Dept. of State			200.00	110.00	-	-	-		-			-	310.00	
5147.00	Printing & Reproductions  Total Other Expenses	1,230.00	2,590.00	940.00	850.00	740.00	1,440.00	1,965.00	740.00	1,413.00	785.00	740.00	1,440.00	14,873.00	\$ 14,873.00
		.,	_,				.,	.,		.,			.,	,	,
	Travel & Entertainment														
5140.00	Travel & Entertainment Travel & Entertainment								2,500.00				[	2,500.00	
5140.00 5140.03		_							2,500.00					2,500.00 - 2,500.00	\$ 2,500.00

## 5130 Payroll

<u>5110.01 Payroll Fess & Expenses:</u> proposed \$3,300. These funds will be used for the services of ADP the LR BID's payroll company.

<u>5111 Executive Director:</u> proposed \$169,500. The Executive Director provides overall management for the LR BID.

**5112 BID Administrator:** proposed \$91,030. The BID Administrator works at the direction of the

Executive Director and provides operational and organizational management for discreet portion of the BID's activities and projects.

**5116 Compensated Absences:** proposed \$0. The funds would be used in the event of an employee who is owed hours leaving the BID.

**5121 Payroll Taxes:** proposed \$19,965. These funds will be used for the payroll taxes of the LR BID employees.

<u>5123 Health Insurance:</u> proposed \$21,360. These funds will be used to pay for health insurance costs of the LR BID employees.

<u>5124 Workers Comp:</u> proposed \$900.00 These funds will be used to pay workers compensation insurance for the LR BID employees.

### 5130 Office Expenses

<u>5130.1 Meeting Expenses:</u> proposed \$2,500. These funds will be used for expenses associated with LR BID Board and Executive Committee meetings, as well as other meetings as needed.

<u>5130.20 Annual Meeting Expenses:</u> proposed \$4,000. These funds will be used for expenses associated with the annual meeting of the LR BID.

### 5131 Professional Services

<u>5131.01 Consulting Fees:</u> proposed \$168,077. Consultant to enhance lobbying efforts with CMB to ensure Lincoln Road BID city services, interests and projects are optimized.

<u>5131.02 Legal Fees & Government Affairs:</u> proposed \$36,000. These funds will be used for retaining legal counsel for the LR BID.

## 5132 Professional Accounting Fees

<u>5132.01 Annual Report:</u> proposed \$0. These funds would be used for the development of an annual report.

<u>5132.02 Audit & Tax Preparation Fees:</u> proposed \$13,500. These funds will be used for preparation of the annual audit and the LR BID's tax return.

5132.03 Accounting Consulting Fees: proposed \$7,800. These funds will be used for monthly

support from an accounting professional for management of the BID's finances.

### 5134 BID Services & Programs

**5134.01 Janitorial Services:** proposed \$0. These funds would be used for a janitorial service provider if required by the LR BID.

<u>5134.02 Landscaping and Grounds:</u> proposed \$0. These funds will be used for a landscaping and grounds maintenance provider if required by the LR BID.

### 5134.03 Ambassador Services

<u>5134.12 Block by Block:</u> proposed \$371,400. These funds will be used to provide 240 hours of weekly Ambassador services on Lincoln Road, half of which is funded by the City of Miami Beach. Services include cleaning, maintenance and customer services.

<u>5134.13 Uniforms:</u> proposed \$0. Pursuant to the contract with Block by Block, that firm is responsible for the uniform expense for the Lincoln Road BID Ambassadors.

<u>5134.04 Grounds Decorative</u>: proposed \$0. These funds will be used for a decorative landscaping should it be required by the LR BID.

<u>5134.05 Grounds Event:</u> proposed \$0. These funds will be used for a grounds event preparation should it be required by the LR BID.

<u>5134.06 Grounds Signage/Banner:</u> proposed \$3,000. These funds will be used for to maintain art on Jersey Barricades at Washington Avenue, Euclid Avenue and Alton Road Entrances to Lincoln Road.

<u>5134.07 Grounds Holiday:</u> proposed \$0. Expenses for Holiday activations and décor were reclassed to Event Production - 5134.10.

<u>5134.08 Grounds Holiday Lighting:</u> proposed \$0. These funds will be used when necessary for additional holiday lighting in the District.

<u>5134.09 Vacant Storefront:</u> proposed \$0. These Board of Directors voted to eliminate this program.

5134.10 Event Production: proposed \$652,100. These funds will be used for art installations,

activations, live musical performances, holiday décor and holiday entertainment, Pride events, with a focus on seasonal activities and less programming during the warmer months.

<u>5134.11 Rentals & Talent:</u> proposed \$0. These funds will be used for equipment rental and talent fees as needed.

**<u>5134.15 Contingency:</u>** proposed \$60,000. These funds will be used for unforeseen expenses.

### **5140 Travel and Entertainment**

<u>5140.00 Travel:</u> proposed \$2,500. These funds would be used for business related travel by the LR BID Executive Director.

**5140.02 NADO:** proposed \$0. These funds would be used for a janitorial service provider should it be required by the LR BID.

**5140.03 IDA:** proposed \$0. This membership fee has been reallocated to Memberships - 5152.05.

### **5141 Communication Services**

<u>5141.01 Email Fax Services:</u> proposed \$432.00. These funds would be used for an email/fax service provider should it be required by the LR BID.

<u>5141.03 Cell Phone:</u> proposed \$0. These funds will be used for cell phone services should it be required by the LRBID.

<u>5141.04 Telephone/Internet Services:</u> proposed \$4,200. These funds will be used for internet and landline services for the LR BID's offices.

### 5142 Postage and Deliveries

**5142.00 Postage & Deliveries:** proposed \$2,300.00: The funds will be used for the LR BID's postage and delivery needs.

### 5144 Rentals and Leases

5144.01 Equipment Leases: proposed \$0.

**5144.02 Rent Expenses:** proposed \$37,000. These funds will be used for LR BID office lease.

<u>5144.03 Equipment and Software & Subscription:</u> proposed \$10,081. These funds will be used for annual fees associated with GoDaddy domains, Intuit QuickBooks, Constant Contact, Drop Box,

Zoom, Sharp printer, Survey Monkey and Apple Storage.

### **5145 Insurance Expense**

<u>5145.01 Insurance/Officers & Directors:</u> proposed \$1,700. These funds would be to acquire Officers & Directors Liability Insurance for the LR BID.

<u>5145.02 Liability Insurance:</u> proposed \$9,400. These funds will be used to acquire Liability Insurance for the LR BID, which includes premises.

<u>5145.03 Premise Insurance:</u> proposed \$504. These funds will be used to acquire event liability and health and wellness practice insurances for Lincoln Road activations supported or sponsored by the LR BID.

### **5146 Repairs and Maintenance**

<u>5146.01 Repairs and Maintenance:</u> proposed \$0. These funds would be used for equipment repairs in the event the LR BID acquires equipment.

### 5147 Printing and Reproduction

<u>5147.00 Printing and Reproduction:</u> proposed \$0. These funds would be used for the LR BID's printing of business cards and or related stationary items.

### 5148 Marketing & Advertising

<u>5148.01 Website Maintenance:</u> proposed \$0. These expenses are included in Digital Agency Retainer - 5148.09.

<u>5148.02 Sponsorship:</u> proposed \$20,000. These funds will be used to sponsor the 2025 South Beach Jazz Festival.

<u>5148.03 Public Relations:</u> proposed \$102,000. These funds will be used for public relations and related services for the LR BID.

**5148.04 Promotions:** proposed \$0. These funds will be used for promotional activity for the LR BID's offices.

<u>5148.05 Production & Design:</u> proposed \$0. These expenses are included in Digital Agency Retainer - 5148.09.

<u>5148.06 Printing:</u> proposed \$12,000. These funds will be used to print brochures and flyers, graphic designer fees and other materials for the LR BID.

<u>5148.07 Misc. Project Expenses:</u> proposed \$0. These funds will be used for project expenses.

<u>5148.08 Event Production:</u> proposed \$0. These funds are allocated under Event Production 5134.10.

<u>5148.09 Agency Retainer:</u> proposed \$42,000. These funds will be used for website maintenance, website design and other services from a digital agency serving the LRBID.

<u>5148.00 Advertising Outdoor and Other:</u> proposed \$0. These funds will be used for advertising expenses, whether billboards, bus-wraps, promotional materials, or other, to promote Lincoln Road as a destination.

<u>5148.11 Social Media Paid Campaigns & Influencer Fees:</u> proposed \$48,960. These funds will be used to contract with social media influencers and to run paid campaigns on social media platforms.

<u>5148.12 Advertising Print Media or Other:</u> proposed \$12,000. These funds will be used for print advertising to promote Lincoln Road as a destination.

**5148.13 Graphic Design:** proposed \$0. These expenses are included in line item 5148.06.

<u>5148.14 Social Media:</u> proposed \$72,000. These funds will be used to contract social media agency to develop unique content, content management, reporting, scheduling of influencers, tenant outreach and paid campaign strategies.

<u>5148.15 Photography:</u> proposed \$12,000. These funds will be used for photography and video production services, including content for social media, event recaps, and other related needs.

**5148.16 Video Production:** proposed \$0. These expenses are included in line item 5148.15.

<u>5148.17 Pedestrian Counters:</u> proposed \$18,500. These funds will be used for the annual cost of placer.ai data for Lincoln Road.

**5148.18 New World Symphony:** proposed \$0. These funds have been reallocated to Event Production - 5134.10, covering payments for NWS Fellows and the sound and light crew.

5148.19 South Beach Jazz Fest: proposed \$0. These funds were reallocated to Sponsorships -

5148.02.

**<u>5148.2 Colony Theatre:</u>** proposed \$0. These funds were reallocated to Sponsorships - 5148.02.

<u>5148.21 Gay Pride:</u> proposed \$0. These funds were reallocated to Event Production - 5134.10 to support the LR BID's annual sponsorship of the Miami Beach Gay Pride activities.

### 5151 Office Supplies

<u>5151.00 Office Supplies:</u> proposed \$3,000. These funds would be used for office supplies required by the LR BID, including but not limited to water service, paper, paperclips, pens, coffee, tea and cleaning materials.

### 5152 Other Expenses

<u>5152.01 Parking & Auto Expense:</u> proposed \$3,660. These funds would be used for parking expenses for LR BID employees.

<u>5152.02 Business Licenses & Permits:</u> proposed \$745. These funds will be used for annual business permits and licenses required by the LR BID.

<u>5152.13 Florida Dept of State:</u> proposed \$310. These funds will be used for the filing costs of the LR BID's annual reports to the State of Florida.

<u>5152.03 Certificate of Use:</u> proposed \$0. These funds will be used for a certificate of use, should it become necessary for the LR BID's offices.

**5152.05 Memberships:** proposed \$3,838. These funds will be used for annual memberships to MB Chamber of Commerce, South Florida Concierge Association, Greater Miami Convention Visitor Bureau, Gay & Lesbian Chamber, and Art & Biz Council of Miami.

**5152.06 Equipment Rental:** proposed \$0. These funds will be used for equipment rental.

<u>5152.07 Bank Service Charges:</u> proposed \$900. These funds will be used for wire transfer and bank service fees.

<u>5152.14 Assessment Management Fee to City:</u> proposed \$0. These funds will be used for City of Miami Beach assessment management process.

5152.15 Wire Transfer Fees to City of Miami Beach: proposed \$120. These funds will be used for

to pay assessment transfer fees the City of Miami Beach charges the LR BID.

<u>5152.08 MB Chamber of Commerce:</u> proposed \$0. These funds were allocated to Memberships - 5152.05.

5152.09 Greater Miami Beach Hotel Association: proposed \$0.

<u>5152.1 Greater Miami Visitor and Convention Bureau:</u> proposed \$0. These funds were allocated to Memberships - 5152.05.

<u>5152.11 South Florida Concierge Association:</u> proposed \$0. These funds were allocated to Memberships - 5152.05.

<u>5152.12 Gay and Lesbian Chamber of Commerce:</u> proposed \$0. These funds were allocated to Memberships - 5152.05.

# **ORGANIZATIONAL CHART**



## LR BID ORGANIZATIONAL CHART

