

North Market Development Authority

Board Meeting Meeting Minutes

Minutes

December 6, 2022, 5:00PM, North Market Downtown

Attending: George Kauffman, Rick Harrison Wolfe, Melissa Diethelm, Nic Crum, Ken Paul, Adrienne Keves, Matthew Esber, Lauren Toth, Harps Mann, Nate Fisher, Jeri Grier, Ian Holmes (Merchant Rep), Rick Grady, Mac Joseph, David Babner, Mike Beaumont,

Absent : Jerry DePizzo, Jameel Turner, Geri Sutter, Cathay King, Wayne Lin (Merchant Rep)

1. Welcome: 5:05pm

2. The Next 60 Days #NoMa

- 12/10 - DWTN, Santa and live holiday tunes
- 12/17 - NMBP, Holiday Market
- 12/17 - DWTN, live holiday tunes and carols
- 12/24 - DWTN, live holiday tunes
- 12/31 - DWTN, live holiday tunes
- 1/24/2023 - Executive Committee Meeting

3. Approval of Minutes - Ken Motioned with David Approved

4. Reports

- **President**
 - i. Reengagement in 2023 - find ways to be more involved with the board, market, Merchants.
 - ii. New ideas - see George.
- **CEO - Year in Review**
 - i. 2019 was the best year DWTN - \$17MM in Revenue, 2021 - good comeback at \$11MM, this year through October 2022 is at \$15MM.
 - ii. DWTN Gala second best ever.
 - iii. THANK YOU to staff who carried various roles and helped with opening of NMBP.
 - iv. DWTN “polishing” is still ongoing, with a lot of the work finished.
 - v. MARKET TOWER UPDATE: Developers notified TMUD dollars were granted!!! They received \$30MM!
 - vi. BPNM - stabilized management of the building.

- vii. BPNM - adding full time office manager up there. Assist with Linsey.
- viii. BPNM - 2 very profitable events - beat the first Gala by about \$10k.
- ix. BPNM - 2021- \$7MM. Through November 2022 - \$8MM. Mixed with not full years opened/ closings, but overall positive.
- x. BPNM- Figuring out some things - hours, driving traffic, but going right direction.
- xi. BPNM - Pablos opened. Potential Hai Poke.

- **Staff**

- **BOD Committees**

- **Merchant Reps**

- i. Ian Holmes

- 1. Communication with access to staff - everyone is very happy with line of communication.
 - 2. BPNM - weekday traffic - appreciative of events, hopeful for more to keep driving traffic.
 - 3. DWTN - when is the hole in the ground.
 - 4. Potential for curbside pickup - work with merchants about potential. Questions - who manages/runs to the spot when an order comes in.
 - a. Engage with the tenants - get more of the business, apartment/condo residents involved, engage with CH to bring the tenants together.
 - b. Local delivery company? Only Doordash / some on some/ some on others? Bring this up at the next Merchant Summit.
 - c. Dublin - engagement - perhaps how to get the City involved to encourage more activity during the week.

5. Election of new Board Members

- Approved.

6. Election of new Executive Committee Members

- Approved.

7. Old Business

8. New Business

- Waiting for messaging document: the talking points we should be reiterating.

9. 2022 Financials

- Actually October because November is not closed.
- Still ahead of budget - primarily driven by parking (not expected). Utilities a moving target.
- 2023 Budget to be forthcoming.

10. 2023 NMDA/OPMA Board Elections

11. Merchant Updates

12. Merchant Tower Update

13. Adjournment: 5:50pm