



# CHANGING THE FACE

**ACCOMPLISHMENTS OF THE ADAMS MORGAN PARTNERSHIP  
BUSINESS IMPROVEMENT DISTRICT 2013-2015**

# OF ADAMS MORGAN



## Letter from the Co-Presidents of the Adams Morgan Partnership BID

Dear Friends,

On behalf of the Board of Directors and members of the Adams Morgan Partnership Business Improvement District (AMPBID), we are pleased to present this report highlighting the work we have done together since 2012. As you read through this report, we want you to know how appreciative we are of the role each of you has played in our success. Together we are making Adams Morgan cleaner, safer and friendlier. We couldn't do it without you.

We started this journey together in 2005 with a shared vision that Adams Morgan could and should be cleaner, safer and friendlier. As you will read, we have made great strides to accomplish those goals. We expanded the Clean Team services in 2012 on Saturdays, Sundays and Mondays to pick up garbage on residential streets one-block off the commercial corridor. We have planted rose bushes, vinca and liriope in the tree boxes on Columbia Road to freshen up the look and feel of that corridor. In partnership with the Metropolitan Police Department (MPD), we have steadily seen the crime rates decrease in Police Service Area (PSA) 303. Our events and programming have increased to include Spring events like the outdoor movies and concert series, to Fall events like Adams Morgan PorchFest and Apple Festival.

This past year we celebrated Clarence Myers' retirement after 10 years of service to the Adams Morgan community and we welcomed Brian Barrie in April as our Operations Manager. Our staff evolves in an effort to best meet the needs of our members.

The financial section of this report will show that the AMPBID is fiscally strong with healthy reserves and clean audits every year. With careful planning and close oversight, we are able to keep costs low to use our members' tax dollars efficiently and have a greater impact on the things they care about most.

As we prepare for the reauthorization of the AMPBID for another five-year term, we celebrate a stable, and growing business corridor with the products and services that attract more residents, retailers and restaurants every day! Thank you for playing an important part in building a stronger, more vibrant Adams Morgan. Together we are "Changing the Face of Adams Morgan".

**Constantine Stavropoulos**

**Stephen Greenleigh**

**Co-Presidents of the Board of Directors, Adams Morgan Partnership BID**

## Letter from the Executive Director

Vibrant, eclectic, unique, creative – with a bit of an independent streak. That's Adams Morgan. That's the neighborhood we support with our work. Our concentration of great independent businesses offer items you can't find anywhere else. Our restaurants take pride in offering an authentic experience – whether you are grabbing a cup of coffee or sitting down for an elegant meal. We have stunning architecture, tree lined streets and convenient access to public transportation. A strong sense of community is part of our identity – customers often know the business owners who serve them. Our world-class nightlife draws patrons from across the globe to come have fun, meet friends and make new ones.

Our work the past four years has enhanced all that Adams Morgan is and makes it better. We keep the streets clean 7 days a week, 365 days a year. We partner with MPD to ensure there are sufficient resources to keep crime low. We create family-friendly cultural programming to attract visitors to the neighborhood. We promote easy access to the neighborhood whether it is on the Circulator Bus or Capital Bike Share or our new Adams Morgan valet parking. We get information out to our stakeholders to help them do the best they can. We reach out to prospective new tenants and encourage them to come to Adams Morgan.

I take great pride in what we have accomplished together and I hope you will enjoy reading about it in this report. None of this would be possible without the contributions of our BID members, the leadership of our Board of Directors and the cooperation of many in DC government and local law enforcement. We are grateful. Please join us as we celebrate these accomplishments and embark on another five-year term. Let us know how we can improve. We are always open to your ideas.

**Kristen Barden**

**Executive Director, Adams Morgan Partnership BID**





# WE CLEAN UP WELL

In January 2012, we added residential streets (one block off of the commercial streets only) to our cleaning schedule on Saturdays, Sundays and Mondays as a courtesy service.

We continue to apply for and receive on an annual basis the Small BID



Litter Cleanup Assistance Grant from DC Government to off-set the costs of our cleaning and maintenance work. In FY2016, the grant amount was \$132,000.

Cleaning personnel report on city-service requests for abandoned furniture, street light and signage repairs, broken glass, clogged drains, leaf removal, and illegal dumping among many others on a daily basis. In the past five years over 10,000 posters, stickers and graffiti tags were removed.

Tree box maintenance is performed every month between March and November. As new trees were planted on 18th Street, as part of the 18th Street Streetscape Construction, we have been watering and caring for those 60 new trees.

We installed a bench for bus stop patrons at 18th and California Streets, NW with the support of business owners, the Marie Reed Education Center and ANC1C.

Possibly the most significant revitalization and renewal project in Adams Morgan's history was the 18th Street Streetscape project that concluded in 2012. This \$6.5 million project brought broad new sidewalks, safer pedestrian crossings, brighter Washington globe street lights, more than 70 bicycle racks and some 60 shade trees. We participated in the planning process for the project for years prior to construction and on the Community Relations Team during the implementation phase as well as the media relations team.

We worked to improve coordination with DDOT, Washington Gas, Pepco and the businesses and commercial property owners along 18th Street. Although it was a hardship on local businesses in the short term, the end result was a more beautiful neighborhood and the completion of essential infrastructure upgrades. We organized the ribbon cutting celebration with Mayor Gray and several of our business owners. These changes played a role in Adams Morgan being named as one of the "Ten Great Neighborhoods In America" by the American Planning Association in 2014 representing "the gold standard in terms of having a true sense of place, cultural and historic interest, community involvement and a vision for tomorrow. They are places people want to be — not only to visit, but to live and work every day."

Of our top priorities, keeping Adams Morgan clean, continues to be the most visible. A successful partnership with Ready Willing and Working (which began in January 2012) results in between 25,000 and 40,000 bags of trash being collected each year — over a million pounds annually.

The installation of the recycling containers in 2012 has led to many thousands of pounds of valuable resources to be separated out from the waste stream each year.



The Adams Morgan Clean Team  
(left to right)  
Curtis Blount,  
Senior Supervisor Arnold Lee,  
Lemonte McNeil,  
Site Supervisor Johnny Williams,  
Deablo Young  
(not pictured) Aaron Frederick



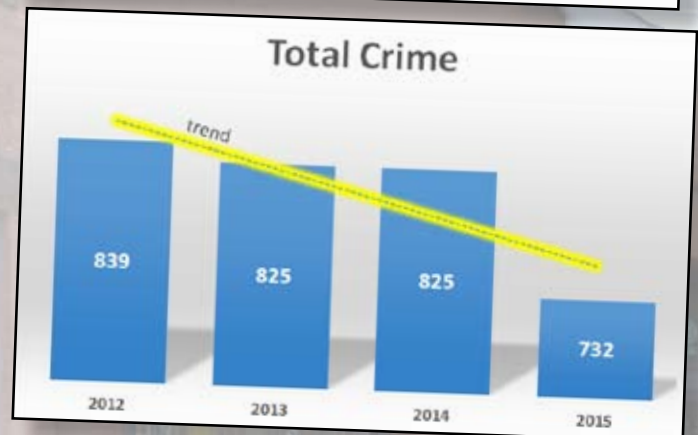
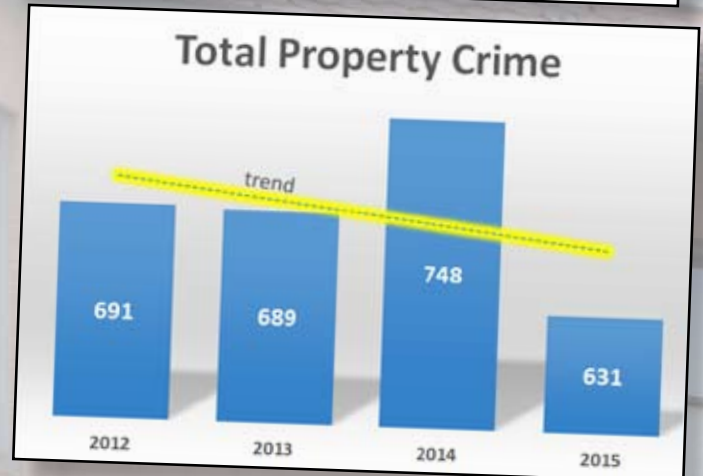
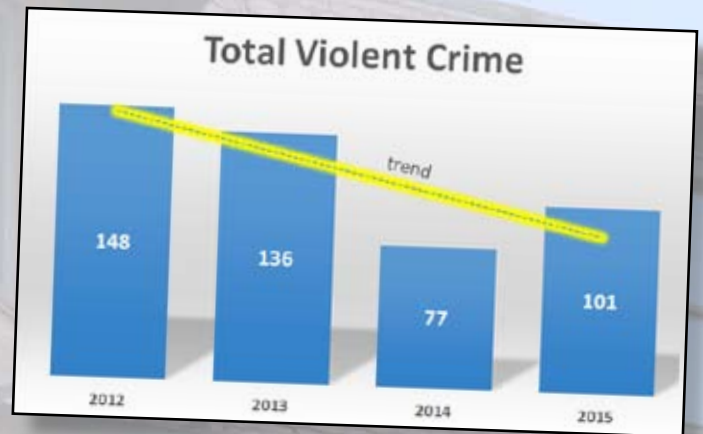
# SAFETY FIRST

Even accounting for a rise in crime rates across the city (and the country) last year, Adams Morgan has experienced a reduction in overall crime from 2011 to 2015, including a significant drop in violent crime. Between January 1, 2011 and December 31, 2011 there were a reported total of 833 incidents of crime – 678 property crimes and 155 violent crimes. Between August 19, 2014 and August 19, 2015 there were a reported total of 779 crimes – 685 property crimes and 94 violent crimes. We continue to have a complement of Reimbursable Detail Officers (RDOs) who work from 12 midnight to 4 AM (two officers stay on until 5 AM depending on crowds) on Fridays and Saturdays under BID security staff oversight, building on pre-existing MPD safety presence.

Beginning in 2016, we more efficiently scheduled our RDOs to scale back during cold months when crowds and crimes diminish. With the retirement of Clarence Myers at the end of 2015, the responsibilities of the Safety Ambassador (SA) have been re-assigned and the record of diligent reporting (over a thousand maintenance requests related to graffiti, street light repairs, damage to utility boxes, etc.) and visitor assists will continue.

“I just wanted to give a quick thanks to you and your team for the partnership that we have in the Adams Morgan community to make it a safe neighborhood for residents and visitors. Your assistance with the RDO program has provided additional officers to the area during the busiest times. Thank you again for your continued support of public safety.”

*Commander Stuart Emerman  
Metropolitan Police Department  
Third District*



**Gregory Frank,**  
Adams Morgan Partnership BID  
Security Director



# PUTTING OUR BEST FACE FORWARD



- *Created a new website that captures the beauty of the neighborhood in a unique, artistic way*
- *Went from zero to 800 followers on Facebook*
- *Restored the “Pueblo Desmuralizado” mural on the wall at Kogibow Bakery.*
- *For Small Business Saturday 2014, we organized a new mural and a meeting with Obama’s Cabinet Secretary at the Small Business Administration, Maria Contreras-Sweet.*
- *Bus shelter posters highlighting our local business owners.*

## WASHINGTON CITYPAPER 2016 Best Of Winners

### Staff picks

*Best New Venue*  
Songbyrd Music House and Record Cafe  
*Best New Restaurant*  
Tail Up Goat  
*Best Spot for a Luxe Men’s Haircut*  
Wise Owl Club  
*Best Place to Pimp Out Your Apartment*  
Hudson & Crane

### First Place Winners

*Best Falafel*  
Amsterdam Falafelshop  
*Best Whiskey Selection*  
Jack Rose Dining Saloon  
*Best Bike Shop*  
BicycleSPACE  
*Best Home Goods Store*  
Urban Dwell  
*Best Therapeutic Massage*  
Unwind Wellness Center  
*Best Place to Get Your Bike Fixed*  
BicycleSPACE  
*Best Place to Buy Home Furnishings*  
Hudson & Crane  
*Best Place to Buy Fur Handcuffs*  
Lotus Blooms



## Recent New Businesses

Songbyrd Record Café  
Songbyrd Music House  
Potter’s House  
Jug and Table  
BicycleSPACE  
[solidcore]  
Ace Hardware Store  
Philz Coffee  
Tail Up Goat  
BUL  
Red White and Basil  
Urban Dwell  
Pop’s Sea Bar  
Rise Gluten-Free Bakery  
Johnny Pistolas Restaurant  
Hudson and Crane  
Donburi  
Roofers Union  
Ababa Ethiopian Restaurant  
Johnny’s Half-Shell



## New Development Projects

- The Line Hotel
- Ontario 17 (mixed use)
- Adamo (mixed use)
- SunTrust/PN Hoffman site (mixed use)
- Italian Embassy site (residential)
- Scottish Rite/EastBanc site (residential)





Launched the Apple Festival in 2015 featuring an apple pie contest judged by local media luminaries and famous restaurateurs.

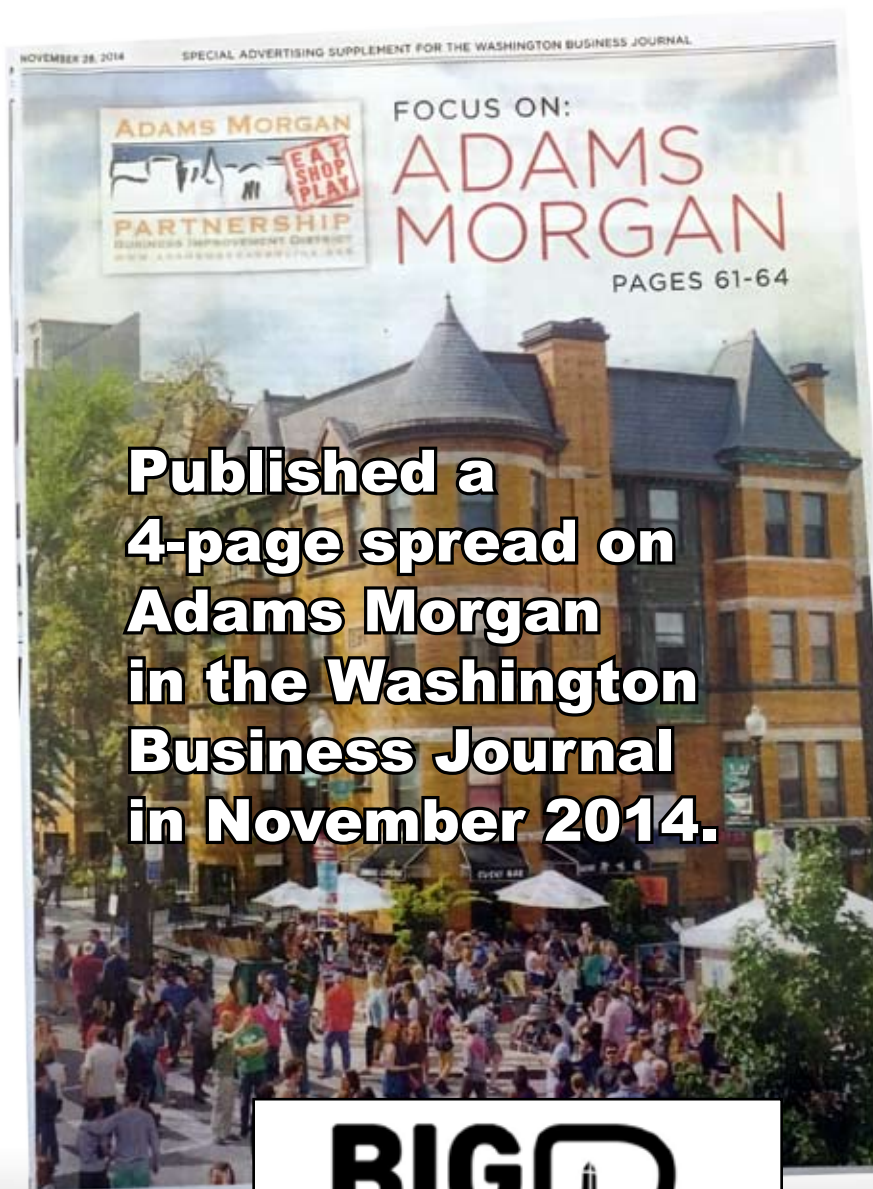
Adams Morgan's Walk Score is among the highest in DC

**95**

Movie Nights has grown from a few films to five in 2016 and draws in hundreds of viewers from the neighborhood and all over the area.



# FRIENDLY AND



**Published a 4-page spread on Adams Morgan in the Washington Business Journal in November 2014.**

**BIG BUS**  
• WASHINGTON DC •

We were able to convince BIG BUS TOURS, the hop-on hop-off sight-seeing bus, to add a stop in Adams Morgan at 18th and Columbia Road, NW in their "green loop". This will bring tourists into the neighborhood to frequent our daytime businesses and offers many opportunities for cross-promotion.



# ACCESSIBLE

- We won DC Vibrant Retail Streets Tool Kit technical assistance from the DC Office of Planning. Together with our team (business owners, ANC Commissioners, etc....) we participated in 2 full-day workshops to better understand Adams Morgan's starting point on the vibrancy scale, its market demand, potential and obstacles and began to identify solutions. Adams Morgan was one of 10 neighborhoods chosen in this competitive process.

- We continue to help organize the "Taste of Adams Morgan" every May to benefit Mary's Center which provides health care, family literacy and social services to individuals whose needs are often unmet by the public and private systems. This events brings 1,000s of people into at least a dozen restaurants and retail stores on a Tuesday night.

- We continue to participate in Bike To Work Day. This year we were the third most popular pit stop in DC and the 8th largest in the metro area.

- We will be launching an Adams Morgan car valet service later this summer that will allow visitors to have their cars parked for them and delivered to any of three locations.

Complete redesign of map in the Free Pocket Guide distributed to 50 hotels each Saturday, as well as the Convention Center and the DC Chamber of Commerce. This is reprinted every quarter - 500,000 printed annually. We update every quarter to reflect new businesses and to remove old ones.



**Porchfest brings dozens of bands (even members of the National Symphony Orchestra!) to play on porches around the neighborhood each Fall.**



**Our free Summer Concert Series attracts hundreds of locals and visitors on Saturday afternoons.**






# WORKING FOR



In February 2013, we released a new 2-minute marketing video. Through a partnership with Washington Flyer Magazine, the video was played at every baggage claim/arrivals carousel (70 TV's in total) at both Dulles and National airports from February through April 2013. Our two-minute video ran in the Group Tour Spotlight eMagazine for group tour planners also.

To draw tourists to our community, we organized a concierge tour featuring eight of our restaurants. Attendees included representatives from The W Hotel, The Westin Georgetown, and The Dupont Circle Hotel among others. Due to the overwhelmingly positive response, we are planning to make this a regular event.



We took advantage of a new advertising feature in the City Paper that extends the page for maximum visibility. The feature was timed to coincide with the start of the holiday shopping season.



We continue to participate with Destination DC to take advantage of networking opportunities and also information about conventions coming to DC to enable us to market to the attendees.

**“The Adams Morgan Partnership BID is a strong partner working to make the community safer, cleaner and to advocate for its hundreds of small businesses.”**

*- Ward 1 DC Councilmember Brianne K. Nadeau*





# THE COMMUNITY

We do several “walk-throughs” with city official to highlight issues in our community that require attention. Some examples: With former DSLBD Director Harold Pettigrew to highlight concerns about the difficulty of filling vacant commercial properties as well as the impediments of DC government to opening a small business. We encouraged Director Pettigrew to work with OTR and DCRA to revise business requirements so they are easier for small businesses to understand and follow. We have also conducted annual “walk-throughs” with Councilmember Vincent Orange about new development and Councilmember Grosso to encourage him to form a Nighttime Economy Task Force.

Attended 250+ meetings relevant to the Adams Morgan business community:

- Monthly ANC1C meetings,
- Monthly PSA/public safety meetings,
- Monthly DDOT/ BID Council meetings,
- Monthly DC BID Council meetings,
- Monthly DC Surface Transit board meetings,
- Monthly Circulator operations and marketing meetings,
- City agency meeting that impact our community,
- DCRA Regulatory Reform Task Force,
- DC Nightlife Association,
- Nightlife Task Force,
- Noise Task Force,
- and many more.

Additionally, the AMPBID has subcommittees that have regularly scheduled meetings. The committees include: marketing committee, security committee conference calls (as needed) and cleaning committee (as needed).

We maintain a presence at the Adams Morgan Day Festival, (both the old and the new version) to distribute Free Pocket Guide maps, Circulator maps, free ride coupons, the Adams Morgan Heritage Trail Guide Book and discounted parking information.





## Statement of Audited Financial Position for 2012 - 2015

	2015	2014	2013	2012
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
Cash and cash equivalents	86,111	135,154	161,566	199,712
Grants receivable	142,000	-	21,742	86,966
Accounts receivable	233,463	284,368	780	-
Prepaid expenses	5,577	8,784	4,325	10,660
<b>Total current assets</b>	<b>467,648</b>	<b>428,306</b>	<b>188,413</b>	<b>297,338</b>
<b>OTHER ASSETS</b>				
Certificate of deposit	125,000	-	-	-
Security deposits	800	800	-	-
<b>Total other assets</b>	<b>125,800</b>	<b>800</b>	<b>-</b>	<b>-</b>
<b>Total assets</b>	<b>593,448</b>	<b>429,106</b>	<b>188,413</b>	<b>297,338</b>
<b>LIABILITIES AND NET ASSETS</b>				
<b>CURRENT LIABILITIES:</b>				
Accounts payable	21,871	19,848	25,664	18,420
Accrued payroll	4,380	3,710	-	-
Deferred income	132,000	-	-	86,966
<b>Total current liabilities</b>	<b>158,251</b>	<b>23,558</b>	<b>25,664</b>	<b>105,386</b>
<b>NET ASSETS:</b>				
Unrestricted	435,197	405,548	162,749	191,952
Temporarily restricted	-	-	-	-
<b>Total net assets</b>	<b>435,197</b>	<b>405,548</b>	<b>162,749</b>	<b>191,952</b>
<b>TOTAL</b>	<b>593,448</b>	<b>429,106</b>	<b>188,413</b>	<b>297,338</b>
<b>SUPPORT &amp; REVENUE:</b>				
Assessment income	486,712	420,570	451,951	531,029
Litter Control grant	100,000	100,000	86,966	90,000
Miscellaneous income	29	30	31	312
Interest income	497	-	-	-
<b>Total support &amp; revenue</b>	<b>587,238</b>	<b>520,600</b>	<b>538,948</b>	<b>621,341</b>
<b>EXPENSES:</b>				
Program services	491,019	497,134	495,206	492,246
Supporting services				
Management and general	56,120	54,717	62,860	58,994
Fundraising	10,450	10,318	10,085	9,229
<b>Net expenses</b>	<b>557,589</b>	<b>562,169</b>	<b>568,151</b>	<b>560,469</b>
Change in net assets	29,649	(41,569)	(29,203)	60,872
Net assets, FY start (October 1)	405,548	162,749	191,952	131,080
Net assets, FY end (September 30)	435,197	121,180	162,749	191,952



## INDEPENDENT AUDITORS' REPORT

November 16, 2015

To the Board of Directors of:  
Adams Morgan Partnership, Inc.  
Washington, D.C.

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Adams Morgan Partnership, Inc. (a non-profit organization) which comprise the statements of financial position as of September 30, 2015 and 2014 and the related statements of activities, functional expenses and cash flows for the years then ended and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the 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 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 financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. These standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's presentation and fair presentation of the financial statements in order to design audit procedures that are appropriate 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 financial statements.

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

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Adams Morgan Partnership, Inc. as of September 30, 2015 and 2014 and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Farmer & First, P.C.  
Certified Public Accountants  
Warren, Rhode Island





***Co-Presidents***

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Constantine Stavropoulos

***Vice President***

Arianne Bennett

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Jon Wilson

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Jessica Racine White	Saied Azali
Jonathan Cho	Bill Thomas
C. Jonathan Wells	Matt Wexler
Pat Patrick	Anne Mahlum

***Nonvoting Members***

John Zottoli, Lanier Heights Citizens' Association  
Gabriela Mossi, Advisory Neighborhood Commission 1C  
Peter Lyden, Reed-Cooke Neighborhood Association

***Ex Officio Members***

Commander Stuart Emerman, MPD Third District