

January 2021 – What’s Happening On Havana Street & BID Updates:

BID Budget & Operations:

- Completed the CSD Pool 2021 P&L Renewal Update
- Working on the worker’s comp. audit for CSD Pool
- Paid membership dues for the Colorado SDA & Downtown Colorado Inc.
- BID is looking for a new accountant, contracting & preparing for our 2020 audit.
- BID & Kim Fox negotiating our \$105,000 HMM budget for marketing and ads in 2021
- Chance is working with Gary Slinger, BID board member, & Rolf Werner with Pickens Tech for this year’s March 2021 graduating class of students and sponsoring \$19,000 for their tools and chests.
- Working with Spencer Fane to renew our federal trademarks for On Havana Street and the Havana Motor Mile.
- Received the BID sales tax report from the City of Aurora, review [here](#), YTD Total Sales Tax is \$20.8M as of 12/2020
- Sales Tax by percent change from prior year as of 12/2020
 - Total Sales Tax is at -1.8% YTD
 - Food & Dining is at -14.7% YTD
 - Auto Dealers is at -11.6% YTD
 - total Use tax is at -12.6%YTD

	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	2019 YTD
Total Sales Tax	\$1,997,748	\$1,497,839	\$1,437,195	\$1,804,685	\$1,639,002	\$1,771,070	\$1,852,229	\$1,776,653	1,994,192	1,863,367	1,739,147	1,777,833	\$21,150,961
Food and Dining	331,498	283,603	271,665	326,374	315,277	318,176	344,299	319,815	309,504	336,046	308,511	295,726	\$3,760,494
Auto Dealers & Parts	450,673	426,913	387,455	519,724	438,082	524,774	505,092	570,376	566,295	507,035	548,411	478,668	\$5,923,499
Total Use Tax	19,302	12,805	14,930	14,740	19,765	13,241	15,965	14,684	15,467	22,080	17,209	14,863	\$195,050

	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	2020 YTD
Total Sales Tax	\$2,088,683	\$1,610,006	\$1,504,420	\$1,570,339	\$1,175,608	\$1,694,205	\$1,897,702	\$1,790,064	\$1,997,408	\$1,908,460	\$1,840,570	\$1,695,359	\$20,772,823
Food and Dining	319,754	296,131	256,671	228,642	212,954	229,804	253,028	312,708	285,766	299,883	287,642	226,129	\$3,209,112
Auto Dealers & Parts	486,726	448,924	414,382	379,391	264,041	462,953	456,287	466,400	453,478	506,162	500,072	395,157	\$5,233,973
Total Use Tax	23,262	13,233	12,850	16,068	15,022	11,554	11,394	13,348	15,049	13,629	13,495	11,634	\$170,539

* Starting January 1 2018, the City eliminated a Vendor Fee exemption for Sales Tax remittance.

** Starting May 2018, the City implemented a new tax processing system. This change allowed businesses with multiple locations in the city to submit a singular tax return. Due to changes in reporting requirements, sales tax for some sites in 2018 is estimated and may include a small amount of use tax.

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020	2019-2020
Total Sales Tax	4.6%	7.5%	4.7%	-13.0%	-28.3%	-4.3%	2.5%	0.8%	0.2%	2.4%	5.8%	-4.6%	-1.8%
Food and Dining	-3.5%	4.4%	-5.5%	-29.9%	-32.5%	-27.8%	-26.5%	-2.2%	-7.7%	-10.8%	-6.8%	-23.5%	-14.7%
Auto Dealers & Parts	8.0%	5.2%	6.9%	-27.0%	-39.7%	-11.8%	-9.7%	-18.2%	-19.9%	-0.2%	-8.8%	-17.4%	-11.6%
Total Use Tax	20.5%	3.3%	-13.9%	9.0%	-24.0%	-12.7%	-28.6%	-9.1%	-2.7%	-38.3%	-21.6%	-21.7%	-12.6%

Data based on Area Report 18-25 Crystal report and GenTax generated data for Havana BID

Events:

- [Creating a Buzz with Business Ideas with DCI](#): January 19, 2021 at 4:30p-6:30pm
- Public Meeting: January 19, 2021 at 6:30pm-8:30pm, [Mountain View United Church’s vision for its property at 10810 E. Evans Ave. in Aurora](#), Learn More about the 10 duplex cul-de-sac style development [here](#) (20 homes)
- [Rock It Sock It Socks & Hygiene Kit Drive](#): January 4, 2021 - February 27, 2021 – [over 10 drop off locations in corridor](#)
- [Havana Street Multi Modal Study – Havana BID Stakeholder Meeting](#) – Requesting Feedback on Improvements to the Corridor – 2/11 at 2-3:30pm
- [Arts + Business Connection](#) – Presenting about the ART2C program – February 2nd, 2021 at 8am
- [Havana Street Multi Modal Study – Public Meeting – 2/17 6-8:30pm](#)
- Lunar New Year - [Asian Avenue Lunar New Year Box](#) features our Seoul Korean BBQ & Hot Pot restaurant
- Feb. 2021 – \$500 GIVEAWAY – Date Nights On Havana Street – Enter [here](#)
- SUMMER 2021 - Connecting OHS businesses, grocery stores and restaurants to national coaches and teams for the [Fireworks Softball Tournament](#) (#CoSparkFire: 900 Teams, 16K players, & 600 coaches come to CO in June/July 2021)

Covid-19 Update On Havana Street:

- [112+ Closures reported](#) prior to the May 8, 2020 Stay at Home Orders, 4 businesses [remained closed](#) as of January 19, 2021 (restaurants, bars, hookah, event venues & karaoke) and we had 19 permanent closures so far since March 2020.
- [106+ Restaurants open](#) for take-out, delivery, drive thru and dine-in services.
- Webolutions – working on website updates and re-design, negotiating our \$20,000 contract to cover the website updates + review the January 2021 report [here](#), & \$5000 of the Visit Aurora funds will help with the website enhancements and updates.
- \$20,000 Visit Aurora Community Funds will be deposited in Feb. 2021, Chance met with the videographer & Visit Aurora on 1/11 and will be hosting filming days with businesses in late January and early February for the campaign.

- **\$20,000 Visit Aurora Budget Breakdown**
 - Filming of various businesses and public spaces throughout the BID for social media and advertisements. Vendor: Josh Berendes Media (\$8,500).
 - Deliverables
 - (24-31) :15 second commercials/bumpers
 - (24-31) :25 second commercials/bumpers
 - (20-25) :03 - :05 second clips for FB/ Instagram carousels (no audio)
 - Audio and voiceover for :15 and :25 commercials
 - Models @ \$50/hr (\$500).
 - Media buy from Facebook, Instagram, and YouTube (\$6,000).
 - Website enhancements (\$5,000).
- Promoted the [City of Aurora's rental assistance program](#) and [AER 4 for Restaurant Relief Grant](#)
- Promoted the [Arapahoe County's programs](#): CARES ACT GRANT and [5 Star Program for increased capacity limits](#)
- [Small Business Relief Fund Grant](#): Arapahoe County is administering a Small Business Relief Fund to support the most vulnerable small businesses throughout our communities. The deadline for applying is Sunday, Jan. 31, 2021. Visit www.arapahoegov.com/SBRF for details and eligibility requirements.
- [Tri County Health Dept. Business Outreach](#) continues, posted updates, hosted weekly business round tables & shared COVID-19 CONTACT INFORMATION.
- COVID-19 Call Center They are available Monday-Friday from 8 a.m.-5 p.m. to answer questions from providers, businesses, and the public. Connect with one of our health professionals by calling the Call Center at 303-220-9200 or emailing callcenter@tchd.org.

Press:

- **5280 Feature in March 2021:** Chance is working with 5280 to feature our businesses and highlight our corridor.
- [9NEWS COCO Segment for ART 2C 2020 - 2022](#)
- [9NEWS COCO Segment for ROCK IT SOCK IT](#) - 9NEWS reached out on 1/12/2021 and wanted to show some love for OHS and will rerun the Rock It Sock story at the end of January 2021 for FREE.
- [Best of 2020 included many On Havana Street Restaurants](#)
- [Asian Avenue Lunar New Year Box](#)

Art2C – 13 Public Art Sculptures On Havana Street Program 2020-2022:

- Brochure: [Art Exhibits - City of Aurora \(auroragov.org\)](#), Map: [Art in Public Places - Art2C \(arcgis.com\)](#), City of Aurora Art Exhibits: [Website](#)
- Chance will be presenting about our program to the arts business committee on 2/2 at The Chamber
- Now a biennial program, every 2 years, No Art2C gala this year, next one is Nov. 2022
- Call for art for 2022-2024 will be in the Spring of 2022, selection of new art in the summer, deinstalls of 2020-2022 art, then installs of new art for 2022-2024 in Sept./Oct. 2022, then hosting the Art2C awards and gala in Nov. 2022.

Development Updates:

- NOW OPEN: [Comfort Dental](#) – South Havana at 1999 S Havana St Unit A
- NOW OPEN: **Stinker Stores** - 2160 S Havana St – Near Bradly Gas office and Tynan's Used Car lot, located at the corner of S Havana St. & Warren Ave. The C-store is 3598 SF with parking to the east of the building. There are 6 new pump islands replacing the existing old pumps, new landscaping, a sidewalk, and better circulation through the site.
- Kum & Go - STORE NO. 2312 at 2700 S Havana St – former Salvage: This 5,600 SF convenience store has an 8-pump fueling station. It is scheduled to open on January 28th. Kum & Go is currently training and setting up inside. Rob Fiebeig III from Kum & Go has connected Chance with Mike Fix (Supervisor) via email to help with promotions and grand opening details.
- Chance updated the [View Available Properties](#) listings at the end of October. In October 2019, the BID was at 97% occupancy in the corridor and in 2020 we are at 94% occupancy.

Live On Havana Street Update:

- **Mubarak Villa:** This is a 20-unit duplex development in ten buildings on 1.75 acres proposed on the north side of Jewell Avenue, about a quarter mile west of Havana Street. **“Mubarak Villa is finalizing fees with the School District - expect that it will be recorded within a week or two. The civil plan process almost complete.” Update notes from R. Rabbaa in 1/2021**
- **Argenta:** Phase 1- 3.6 acres for 86 townhomes construction is in progress. Ground-Breaking Celebration to be scheduled in in Quarter 1 of 2020. Argenta is a phased master plan for 10.55 acres new mixed-use development consisting of 86

townhomes, 208 multi-family & 20,000 SF of small-scale retail. “Argenta received approval for apartments and commercial (Phase 2); working on finishing up technical reviews and resubmittal.” Update notes from R. Rabbaa in 1/2021

- **Mountain View United Church & Habitat for Humanity** have “formed a collaborative partnership with the Congregation Land Campaign and Habitat for Humanity of Metro Denver. They are creating a site plan using its vacant property next to the church to provide inclusive, owner-occupied, affordable housing for working families in the 60-80% Area Median Income range.” – from a blog post in [MVUC’s website](#). Learn More about the 10 duplex cul-de-sac style development [here](#).

On Havana Street Multi-modal study is on-going with monthly meetings and stakeholder outreach. The City of Aurora contracted Michael Baker International (MBI) to study solutions to improve transit, pedestrian, and cyclist’s safety on the Havana corridor from Montview Blvd on the north and Dartmouth Avenue on the south. Website for Project [here](#). See events for upcoming public meetings.

Havana Motor Mile:

- Chance and Kim Fox on working on 9NEWS HMM commercials with new creative for 2021. We are still waiting for 9NEWS to assign the BID a new sales executive. Our last salesperson accepted a promotion in Austin, Texas before the holiday.
- Chance is working with Stevinson Toyota to update our marketing for HMM.
- After 43 years Mike Naughton is retiring and is hosting a retirement sale until January 31, 2021.
- Beginning February 1, 2021, Schomp Automotive will take over Ford and Schomp Ford will be our newest addition to the Havana Motor Mile.
- Chance has created and updated the directory for new pages for Schomp Ford.

The Chamber’s Public Affairs Pre-release of 2021 Bills: <http://leg.colorado.gov/2021-bills-authorized-sponsors-pre-release>

Grants available for electric vehicle charging infrastructure from the state. The match is 20%. The infrastructure costs around \$6K per dual charger, depending on the manufacturer. They are revenue-generating. Right now, the only EV charging in the corridor is available at the car dealers and it is not public. The city has more than 30 chargers on our property that we funded through these grants. Karen Hancock is happy to share one of the city’s successful applications if property owners would be interested. The effort fits in well with the Havana Street Corridor Study, and the City has asked that charging hubs be included in the recommendations. Chargers can include an outlet for electric bicycles too. For more info contact: Karen Hancock, Principal Planner/Long-Range Projects & Environmental, Planning & Development Services Department | City of Aurora, office 303.739.7107, email khancock@auroragov.org

Business Watch Updates: See below for crime states from [Lexis Nexis Community Crime Map](#) for the Havana District. Due to Covid-19, Chance does periodic “biz watch drives” of the district, reporting and addressing graffiti, signage, illegally parked vehicles, trash dumped, damaged traffic signage and visible poverty/travelers/homeless issues as part of our Havana District “Clean and Safe” efforts. Note: Panhandling is legal in Aurora, but the panhandler cannot be on a median and cannot step off the curb into traffic. Crime in the District – 12.20.2020 to 01.19.2021 from Lexis Nexis Community Crime Map (REPORTING AS OF 1/19/2021)

DATE	TIME	CRIME	ADDRESS	WHERE
12/20/2020	1:50 PM	LARCENY SHOPLIFT	14XX S HAVANA ST	DEPARTMENT/DISCOUNT STORE
12/21/2020	8:00 PM	LARCENY FREE TEXT	12XX S HAVANA ST	RESTAURANT
12/21/2020	10:12 PM	VEHICLE MVT RUNNING UNATTENDED	22XX S HAVANA ST	PARKING LOT/GARAGE
12/22/2020	3:00 AM	ROBBERY CARJACKING	S HAVANA AVE & E MISSISSIPPI ST	HIGHWAY/ROAD/ALLEY
12/22/2020	2:30 PM	FRAUD ILLEGAL USE CREDIT CARDS	11XX S HAVANA ST	GROCERY/SUPERMARKET
12/22/2020	3:46 PM	VEHICLE-MOTOR VEHICLE THEFT	14XX S HAVANA ST	PARKING LOT/GARAGE
12/22/2020	4:06 PM	ASLT AGG-NON FAMILY GUN ADULT	14XX S HAVANA ST	PARKING LOT/GARAGE
12/24/2020	5:19 AM	DAMAGED PROPERTY-BUSINESS	11XX S HAVANA ST	CONVENIENCE STORE
12/24/2020	8:28 AM	ROBBERY STREET GUN	11XX S HAVANA ST	GROCERY/SUPERMARKET
12/24/2020	1:51 PM	LARCENY SHOPLIFT	23XX S PARKER RD	DEPARTMENT/DISCOUNT STORE
12/23/2020	10:04 AM	ROBBERY STREET STRONGARM	106XX E GARDEN DR	PARKING LOT/GARAGE
12/24/2020	4:00 PM	BURGLARY FORCED ENTRY NONRES	4XX S HAVANA ST	CAR DEALER/PARTS
12/26/2020	5:34 AM	DAMAGED PROPERTY-BUSINESS	21XX S HAVANA ST	SERVICE/GAS STATION

12/27/2020	2:57 PM	VEHICLE MVT RUNNING UNATTENDED	27XX S HAVANA ST	PARKING LOT/GARAGE
12/28/2020	5:11 PM	LARCENY SHOPLIFT	12XX S IRONTON ST	SPECIALTY STORE
12/28/2020	6:13 PM	LARCENY SHOPLIFT	12XX S IRONTON ST	SPECIALTY STORE
12/29/2020	3:05 PM	EMBEZZLE BUSINESS PROPERTY	12XX S IRONTON ST	DEPARTMENT/DISCOUNT STORE
12/30/2020	1:00 AM	ROBBERY CARJACKING	S HAVANA RD & S PARKER	HIGHWAY/ROAD/ALLEY
12/30/2020	9:55 AM	LARCENY SHOPLIFT	11XX S HAVANA ST	CONVENIENCE STORE
12/30/2020	3:49 PM	FORGERY CHECKS	16XX S HAVANA ST	BANK/SAVINGS AND LOAN
12/30/2020	4:26 PM	SPECIALTY STORE	14XX S HAVANA ST	LARCENY SHOPLIFT
12/30/2020	9:12 PM	ASLT - BATTERY	22XX S HAVANA ST	HOTEL/MOTEL/ETC.
12/31/2020	4:14 PM	BANK/SAVINGS AND LOAN	11XX S HAVANA ST	BANK/SAVINGS AND LOAN
12/31/2020	6:30 PM	ROBBERY BUSINESS STRONGARM	16XX S HAVANA ST	GROCERY/SUPERMARKET
1/1/2021	5:03 PM	ROBBERY BUSINESS STRONGARM	11XX S HAVANA ST	GROCERY/SUPERMARKET
1/1/2021	9:00 PM	VEHICLE-MOTOR VEHICLE THEFT	3XX N HAVANA ST	PARKING LOT/GARAGE
1/2/2021	1:58 AM	BURGLARY FORCED ENTRY NONRES	26XX S HAVANA ST	STORES(RETAIL)-OTHER
1/4/2021	10:44 AM	LARCENY SHOPLIFT	14XX S HAVANA ST	DEPARTMENT/DISCOUNT STORE
01/05/2021	2:10 AM	ASLT - BATTERY	22XX S HAVANA ST	HOTEL/MOTEL/ETC.
1/5/2021	8:30 AM	ROBBERY BUSINESS WEAPON	30XX S HAVANA ST	CONVENIENCE STORE
1/5/2021	8:50 AM	FRAUD IDENTITY THEFT	15XX S IOLA ST	OTHER/UNKNOWN
01/05/2021	2:30 PM	LARCENY SHOPLIFT	16XX S HAVANA ST	GROCERY/SUPERMARKET
1/5/2021	5:19 PM	ASLT AGG-NON FAMILY WP ADULT	14XX S HAVANA ST	SERVICE/GAS STATION
1/6/2021	11:52 AM	FORGERY CHECKS	23XX S HAVANA ST	BANK/SAVINGS AND LOAN
1/6/2021	4:54 PM	ROBBERY BANK TYPE INSTITUTE	105XX E ARIZONA PL	BANK/SAVINGS AND LOAN
1/7/2021	3:18 AM	BURGLARY FORCED ENTRY NONRES	22XX S GENEVA ST	BAR/NIGHT CLUB
1/7/2021	8:42 AM	VEHICLE O/S RECOVERY NO ARREST	4XX N HAVANA ST	PARKING LOT/GARAGE
1/7/2021	3:55 PM	ROBBERY BUSINESS WEAPON	5XX N HANOVER WAY	CONVENIENCE STORE
1/7/2021	4:35 PM	DAMAGED PROP-WINDOWS VEH PRIV	16XX S HAVANA ST	PARKING LOT/GARAGE
01/08/2021	11:00 PM	LARCENY PARTS FROM VEHICLE	29XX S HAVANA ST	AUTO DEALERSHIP NEW/USED
1/9/2021	9:15 PM	LARCENY FROM AUTO	9XX S HAVANA ST	PARKING LOT/GARAGE
1/10/2021	1:00 AM	BURGLARY FORCED ENTRY NONRES	6XX S HAVANA ST	CAR DEALER/PARTS
1/10/2021	5:48 PM	VEHICLE O/S RECOVERY NO ARREST	2XX S HAVANA ST	SERVICE/GAS STATION
1/11/2021	3:15 PM	LARCENY POCKET PICKING	11XX S HAVANA ST	GROCERY/SUPERMARKET
1/11/2021	10:00 PM	ASLT AGG-NON FAMILY GUN ADULT	8XX S HAVANA ST	GROCERY/SUPERMARKET
1/12/2021	7:09 AM	BURGLARY FORCED ENTRY NONRES	8XX S HAVANA ST	WAREHOUSE
1/12/2021	5:00 PM	VEHICLE-MOTOR VEHICLE THEFT	29XX S HAVANA ST	PARKING LOT/GARAGE
1/14/2021	5:00 PM	LARCENY SHOPLIFT	19XX S HAVANA ST	DEPARTMENT/DISCOUNT STORE
1/15/2021	6:10 PM	ROBBERY STREET STRONGARM	16XX S HAVANA ST	BANK/SAVINGS AND LOAN
1/16/2021	1:58 AM	BURGLARY FORCED ENTRY NONRES	XX S HAVANA ST	OTHER
1/17/2021	12:30 AM	LARCENY SHOPLIFT	22XX S HAVANA ST	CONVENIENCE STORE
1/17/2021	5:15 PM	LARCENY FROM AUTO	14XX S HAVANA ST	PARKING LOT/GARAGE
No more reports listed as of 1/19/2020				

THINGS TO DO ON HAVANA STREET IN 2021	
DATE	EVENT
January 2021 – February 2021	Rock It Sock It with APD & MHBH Comitis Crisis Center – Donate Socks & Hygiene Kits at OHS Donation Sites
January 14, 2021	Town Hall on PPP with Senator Michael Bennett and Frances Padilla from the SBA, Hosted by the African Chamber of Commerce Colorado, 4pm on Zoom
January 2021- February 2021	Asian Avenue Magazine’s Asian Lunar New Year Box – Featuring Seoul KBBQ & Hot Pot
February 11/10, 2021	Havana Street Multi Modal Study HBID Stakeholder Meeting - TBD
February 17, 2021	Havana Street Multi Modal Study Public Meeting 6-8:30p
February 1-13, 2021	Date Night On Havana Street Giveaway – Enter Here
All of March 2021	<ul style="list-style-type: none"> *Boba & Business – Networking at Snow! – TBD if capacity limits are allowed at 2-4pm \$500 Giveaway (Gift Cards from Small Businesses On Havana Street) *Hosting Bloggers & Influencers at Cody’s Café + SBDC Workshops for BID Businesses *pending Covid-19 limitations
April 2021	Havana Street Multi Modal Study HBID Stakeholder Outreach
May 3rd to 10 th , 2020 – Wed to Wed	<ul style="list-style-type: none"> Eat On Havana Street Week – Celebrate 100+ Restaurants OHS TWO \$250 Restaurant Gift Cards Giveaways + Social Media Campaigns with Visit Aurora *Hosting Food Bloggers & Influencers Events *pending Covid-19 limitations
*Saturday, May 1, 2021 – tentative	Community Rose Garden Clean Up – Need Volunteers *pending Covid-19 limitations
*June 2021	Havana Motor Mile Themed event or giveaway - TBD *pending Covid-19 limitations
June 2021	Multi-Modal Study Stakeholder Meeting – BID BOD & HMM stakeholders
June 2021 – July 2021	SUMMER EATS ON HAVANA STREET GIVEAWAY featuring Summer Eats & Happenings OHS
*July 2021 – tentative	Food Kitchen Collective with ASCI – Food Drive to Support Small BIZ & the Community * pending Covid-19 limitations
Saturday, July 18, 2021	National Ice Cream Month in July – Feature Frozen Treat Spots OHS + Ice Cream Giveaways
August 2021	Celebrate Pets On Havana Street Giveaway
September 2021	Grocery Cart Races – new format and donation sites food collections
October 1-31, 2021	Virtual Costume Contest On Havana Street at Gardens on Havana + Gift Card Prizes
November 2021	No Virtual Art 2C on Havana Awards Ceremony – Program is 2020-2022, Next ART2C is Nov. 2022
Thursday, November 18, 2021	Virtual Annual Stakeholders Meeting 10am-11:30am