

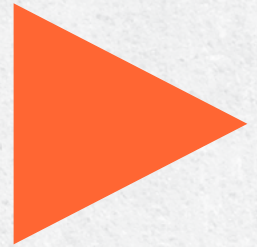
2022

ANNUAL REPORT



POWER INN ALLIANCE HISTORY

Power Inn Alliance is the Property and Business Improvement District (PBID), created in 2006 to “Advocate for business, transportation and community.” The district is located in the southeastern quadrant of the City of Sacramento and is home to over 1,500 businesses which creates nearly 29,000 direct jobs and produces over \$3.8 billion in annual economic output. It serves as the city’s manufacturing core with over 33% of the city’s manufacturing base taking place in the 6.2 square mile area. It is also home to the California Mobility Center, which is located in Depot Park.



MISSION

The Power Inn Alliance provides support to businesses within the district by:

- Advocating for business interests;
- Being a visible part of the community;
- Encouraging economic growth and workforce development through public and private partnerships;
- Collaborating with regional stakeholders to support public safety and crime reduction; and
- Championing transportation and infrastructure improvements within the district.

VISION

For the Power Inn Alliance to be recognized as the most vibrant business community in Northern California, known for innovation, inclusion, cleanliness, safety, and economic prosperity.



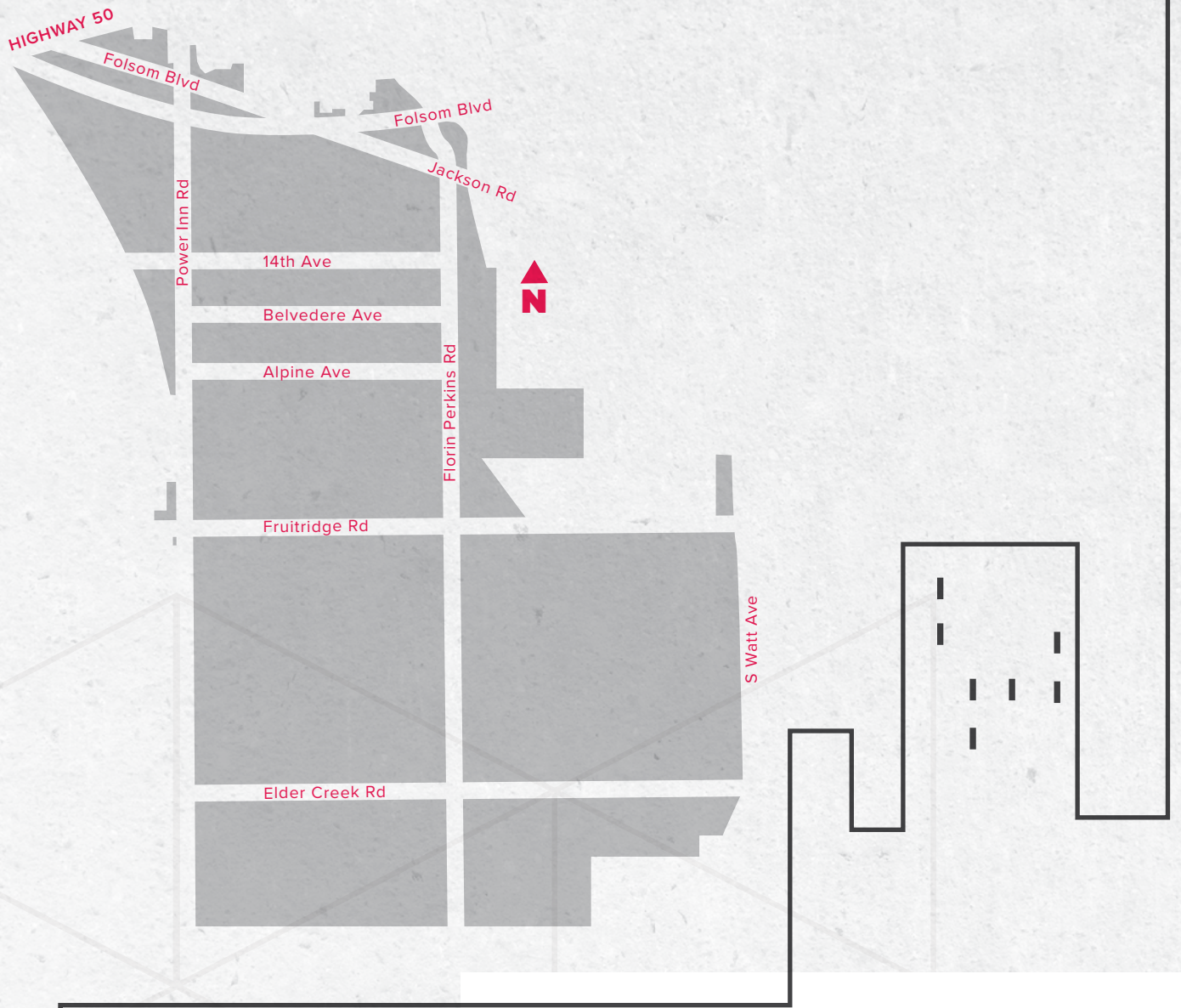
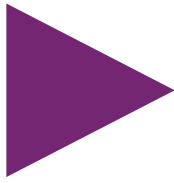


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YEAR IN REVIEW

I am excited to share highlights of our 2022 accomplishments, including a few updates from the beginning of this year as well. I am proud of our team's progress and look forward to continuing our forward momentum.

Last year brought a variety of grants to the organization, which allowed us to add several new services and a few new pieces of equipment. First, the County of Sacramento provided us with \$100,000 towards cleanup costs, which is a critical activity for our district. Second, the City of Sacramento provided the organization with \$180,000 towards safety programs and equipment. With these funds, we were able to hire private security patrol for the entire district for the first time in the organization's history. With the City of Sacramento grant funds, we also purchased additional PODs and a trailer camera, which will be installed this year.

Our third grant was a partnership with Sacramento Inclusive Economic Development Collaborative, which allowed us to hire a new administrative coordinator, as well as conduct business visits within the district through a contracted position. These business visits allowed us to check in with our small businesses and promote local government grant programs. All of these grants helped us increase our level of service to our businesses and we are so grateful for the additional funds.



SEPAROVICH/DOMICH
REAL ESTATE DEVELOPMENT



JACKSON
PROPERTIES



LINK

P&G



Beautification of the district is another priority and last May, a new mural was installed at Brothers Plumbing on Kiefer Boulevard, near the intersection of Folsom Boulevard and Florin Perkins Road (pictured below). This project was the first for the Folsom Boulevard Coalition, a new partnership with Sacramento State, Councilman Guerra's Office, Power Inn Alliance, Community Murals Sacramento, and the College Glen Neighborhood Association. Other projects taken on by the Coalition include artwork wraps on utility boxes along Folsom Boulevard.

In 2022, we also resumed in-person events, starting with our Power Hour networking event in August. We held two of these events last year, and added a new event entitled Power InnSights Tour, which showcases a local business and offers attendees an opportunity to tour the facility. We look forward to adding more opportunities to engage with our businesses and partners this year.

Sincerely,



RACHAEL BROWN
POWER INN ALLIANCE
Executive Director



PROGRAMS AND SERVICES OVERVIEW



ADVOCACY

Power Inn Alliance promotes the district as a thriving commercial center with many great opportunities. Staff educates and collaborates with stakeholders, government officials, and community leaders on the importance of the Power Inn area and its economic prosperity to the city and region. The primary areas of focus of the advocacy efforts include: improving the climate for doing business in the district by advocating for district property and business owners; partnering with local and state advocacy groups to monitor policies and legislation that supports manufacturers; and encouraging positive business climate practices and policies.



COMMUNITY AND BEAUTIFICATION

The cleanup crew removes debris, litter, and illegal dumping, as well as the abatement of weeds in public places. The crew works and communicates with stakeholders to maintain and build upon established relationships and encourages owners to have a sense of pride in their business environment. In addition, the Power Inn Alliance has joined a coalition committed to beautification projects along the Folsom Boulevard corridor. In the coming year, more beautification projects like murals and art installations will be a priority to continue making the district an attractive location for businesses and visitors.



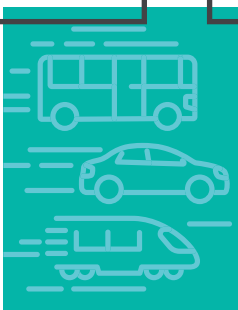
ECONOMIC DEVELOPMENT AND MARKETING

Power Inn Alliance aims to become the City of Sacramento's most proactive, economically healthy, and business-friendly corridor. Not only is the focus on attracting new business and stimulating job growth, but also growing and retaining our current businesses. Activities include collaborating with area-wide development agencies including the City of Sacramento's Economic Development Department, Greater Sacramento Economic Council, the Sacramento Metro Chamber, and other entities concerned with business development. A new addition to these efforts will include a focus on workforce development and how to assist businesses with finding qualified employees.



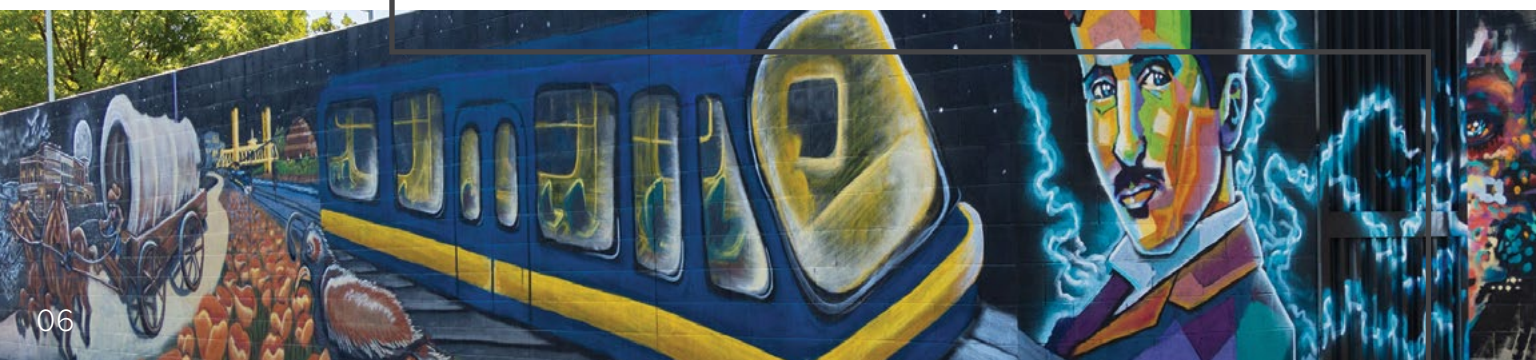
SAFETY AND SECURITY

Power Inn Alliance coordinates with the Sacramento Police Department, Code Enforcement, private security patrols, and stakeholders to ensure prompt response to and reporting of issues within the district. The Alliance has hired private security patrol to offer additional security by touring the district throughout the week. This program adapts to the changing needs of the businesses, as well as varying conditions within the district, while addressing concerns regarding property crimes and burglaries.



TRANSPORTATION IMPROVEMENTS

This program focuses on critical transportation improvements by creating better connectivity to quickly and safely move people and commerce from place to place. Program priorities include leveraging district funds for capital improvements, such as connecting streets and improving access by installing curbs, sidewalks, and gutters. Other activities include partnering with the California Mobility Center to support the innovation in mobility and workforce training.



NEW HIGH-SPEED CHARGING HUB AT THE POWER INN STATION

SacRT, GiddyUp EV Charging, Inc., and SMUD have partnered to install high-speed electric vehicle chargers at the Power Inn light rail station. The new charging hub, one of the largest in the state, is now operational. It aims to provide convenient and fast EV charging for SacRT riders, the local community, and commercial fleet operators.

The charging hub features a network of Level 3 charging stations that can charge both passenger and commercial vehicles simultaneously and much faster than Level 2 chargers commonly found in public charging stations. It occupies 20 parking spots at the Power Inn light rail station, with the initial phase including 10 high-speed DC charging stations, some of which are designed for large fleet vehicles.

This public-private partnership offers a cutting-edge charging solution for Sacramento's growing electric vehicle market, aligning with the region and state's sustainability goals. It also provides a revenue-sharing model for SacRT. SMUD predicts that there will be around 1 million electric vehicles in the region by 2040, making this initiative crucial for future transportation needs.

GiddyUp EV Charging, Inc. is funding the purchase and installation of the Charging Hub, emphasizing a commitment to local hiring and development. The fully networked and integrated charging station hub utilizes 55 underutilized parking spots out of the total 299 in the light rail station parking lot.



KEY FEATURES:

- Open 24/7 to the public
- Offers the lowest Level 3 charging prices
- Equipped with 10 Siemens 175kw chargers
- Capable of fast-charging any EV (charging rate depends on each vehicle's battery capacity)
- Utilizes the GiddyUp Charging App on the EVGateway charging network
- Accommodates various fleet vehicles and buses

THE IMPACT OF ECONOMIC ACTIVITIES IN THE POWER INN ALLIANCE AREA



THE POWER INN AREA IS THE LARGEST EMPLOYMENT HUB FOR

33%
MANUFACTURING
JOBS WITHIN
THE CITY

& 20%
CONSTRUCTION
JOBS WITHIN
THE CITY

LARGEST EMPLOYMENT SECTORS IN THE AREA INCLUDE:



CONSTRUCTION
3,100 JOBS



MANUFACTURING
2,500 JOBS



RETAIL TRADE
2,200 JOBS



WHOLESALE TRADE
1,900 JOBS

THE POWER INN AREA IS HOME TO:

28,689
DIRECT JOBS



\$1.8
BILLION IN WAGES

\$3.8
BILLION IN OUTPUT



OUR GEOGRAPHIC AREA COVERS:



6.2
SQUARE MILES

1.5K
CONSTITUENTS



2022	Q1	Q2	Q3	Q4
TOTAL INVENTORY (SF)	29.6M	29.8M	29.6M	29.6M
VACANCY RATE	1.40%	1.30%	1.10%	.09%
QTRNET ABSORPTION (SF)	592K	12K	56K	56K
AVG NNN ASKING RENT/SF	\$0.98	\$0.76	\$0.73	\$0.71

INTRODUCING 2023 AWARD WINNERS

The 2023 awardees all went above and beyond to make significant impacts in the district exemplifying leadership, collaboration, and vision. On behalf of the Alliance Board of Directors, we thank them and offer our appreciation for their efforts.



POWERING THE FUTURE AWARD



PRESIDENT ROBERT S. NELSEN CALIFORNIA STATE UNIVERSITY, SACRAMENTO

This award is given to the person, persons and/or company who played the most significant role in changing the direction of the district or region by creating a vision to move the area forward. It could be given to a catalyst project, and/or a significant investment to one of the Alliance's key tenets.

Robert S. Nelsen has served as president of Sacramento State since 2015, and will retire this July. During his tenure, Nelsen has overseen transformative changes, including a historic rise in graduation rates, the opening of a state-of-the-art science building, a commitment to diversity and inclusion, and the University's rising profile in the Sacramento region.

When Nelsen arrived at Sac State, he said a primary goal was to improve graduation and retention rates, and success followed. Under his leadership, the University has seen a 212% increase in the number of students who graduate within four years. Sac State's performance in the CSU's Graduation 2025 initiative is among the best in the system. Known for his energy and enthusiasm, Nelsen loves his Hornet Family and is always promoting Sac State with his catch phrase "Stingers Up!". His contributions to the region will be felt for years to come, and he embodies the true meaning of a community leader.

In honor of his contributions, the Alliance will contribute a \$500 donation in the award recipient's name to the Seth Nelsen Student Emergency Grant Fund at Sacramento State.

POWER PARTNER AWARD



PETER LEMOS CITY OF SACRAMENTO CODE ENFORCEMENT

This award is given to the person, persons and/or company who played the most selfless role in assisting the Alliance and its stakeholders in one of the five core tenets of our mission.

Peter Lemos is the Code and Housing Enforcement Chief for the City of Sacramento and joined the team in September 2019. Prior to that he worked for the City of Stockton Police Department as a Police Services Manager for 20 years where he oversaw the Neighborhood Services Code Enforcement Division. Peter has become a true partner to the Power Inn Alliance because of his excellent customer service and quick response time. He is always responsive to inquiries and has a positive “can do” attitude. Peter and his team are a huge help to our clean and safe efforts.



TOM BURRUSS COMMUNITY SERVICE AWARD

BURNIE LENAU LAWNMAN LANDSCAPE

This award is given to the person and/or persons who showed the highest level of dedication and commitment to community service and strengthening the Alliance District.

The Alliance will give a \$500 contribution in the award recipient's name to the Fishing Derby Tom Burruss loved and generously supported for many years.

Burnie Lenau is the owner of Lawnman Landscape and has been actively involved with the Power Inn Alliance for over 25 years. Burnie serves as Chair of the Planning and Business Development Committee and has been an integral part of the efforts to keep the district clean and safe. He has served in other roles over the years and continues to be a champion for the neighborhood.

ABOUT TOM BURRUSS

Tom was a leader in the community and was involved with many organizations including Sacramento Police Athletic League (PAL), organizing the annual "Gone Fishin" Derby, Florin Road Partnership and many more. In addition, he was the March Commander for the MLK 365 March. A self-described non-profit guru, he played a key role in assisting numerous non-profit organization startups throughout Sacramento, including Power Inn Alliance. He is greatly missed by our community.

EXECUTIVE COMMITTEE



MIKE NEWELL
Board Chair
HP Hood



ERIC EDELMAYER
Vice Chair
Jackson Properties



MIKE LIEN
Secretary
L and D Landfill



DAVE SIKICH
Treasurer
Atlas Disposal



SCOTT LEE
Member-at-Large
Sisler & Sisler Construction



GREG HRIBAR
Member-at-Large
SMUD

BOARD OF DIRECTORS

ERICA COSTA
Office of
Assemblymember
Kevin McCarty

DENISE MALVETTI
City of Sacramento

ABEL PEREIRA
Green Waste

DEANNA SMITH
Link Logistics

ANNETTE DEGLOW
College Glen
Neighborhood Association

DEBI MUNOZ
Separovich/
Domich Real Estate
Development

KOY SAETEURN
Office of Vice Mayor
Eric Guerra

MICHAEL SMITH
Teichert
Aggregates

BURNIE LENAU
Lawnman Landscape

LISA NAVA
Office of Supervisor
Phil Serna

DEVRA SELENIS
Sacramento
Regional Transit

TERESA TRAVIS
Procter & Gamble

**KEVAN
SHAFIZADEH**
Sacramento State

STAFF



RACHAEL BROWN
Executive Director



CHASE BURGHGRAVE
Business Development
Coordinator



EDGAR VELAZQUEZ
District Safety Coordinator

2022 CLEANUP STATISTICS



MATTRESSES AND
BOX SPRINGS
RECYCLED



183

SHOPPING CARTS



579

REPORTS

167



PALLETS

235

ELECTRONICS



69



TONS OF DEBRIS

299

PIECES OF FURNITURE



TIRES OFF
THE STREET



4,668 BAGS
OF GARBAGE COLLECTED





2022 FINANCIAL STATEMENT

ASSETS

CURRENT ASSETS

<i>Cash and equivalents</i>	\$53,020
<i>Accounts Receivable</i>	\$263,582
<i>Prepaid expenses and other current assets</i>	\$5,332

TOTAL CURRENT ASSETS

\$321,934

<i>Right of use asset</i>	\$311,223
<i>Property and equipment, net</i>	\$12,864
<i>Deposits</i>	\$14,637

TOTAL ASSETS

\$660,658

LIABILITIES AND NET ASSETS

LIABILITIES

<i>Accounts payable</i>	\$17,099
<i>Accrued expenses</i>	\$9,362
<i>Deferred revenue</i>	\$4,750
<i>Lease liability</i>	\$343,422

TOTAL LIABILITIES

\$374,633

NET ASSETS

<i>Without donor restrictions</i>	\$286,025
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TOTAL NET ASSETS

\$286,025

TOTAL LIABILITIES & NET ASSETS

\$660,658

PBID BY THE NUMBERS



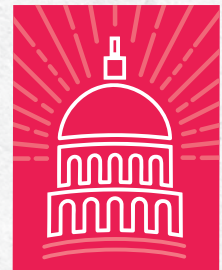
BEAUTIFICATION
\$240,020



ECONOMIC
DEVELOPMENT
\$143,490



SAFETY
\$84,391



ADVOCACY
\$160,499



TRANSPORTATION
\$27,428



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Pg 04: John Osgood, *Flowing Like A River*, acrylic mural, 8581 Kiefer Blvd, Community Murals Sacramento, 2022 (photograph by Roderick Cooney)

