



**CITY OF CORAL GABLES
ECONOMIC DEVELOPMENT DEPARTMENT
PROCEDURES FOR REOPENING LOCAL ECONOMY**

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Economic Development Director Perez: Good morning, everyone.

ACM Santamaria: Good morning, folks. Hi Mitch.

Economic Development Director Perez: Can everybody hear us? Okay good. We're going to start in a few minutes.

Chief de la Rosa: Good morning, everyone. How are you?

Economic Development Director Perez: Good morning Chief. How are you?

Assistant City Manager Santamaria: Hey Chief.

Economic Development Director Perez: Great. It looks like we have a lot of the members. Let's just give us another two minutes and then we'll start. Okay, I'm going to go ahead and start. My name is Julian Perez, Economic Development Director for the City of Coral Gables. I would like to welcome everyone that is joining us here and specifically the members of the task force, and to thank all of you for a wonderful job you have done with reviewing the recommended reopening guidelines. Before we start, I would like to pass the meeting to the Assistant City Manager to see if he would like to say a few words to the task force.

Assistant City Manager Santamaria: No Julian, you've already expressed your gratitude for the input that they're providing. I think this has been a meaningful and productive undertaking and I just like for you to take over and conduct the meeting. Thank you.

Economic Development Director Perez: Thank you. We have an agenda that has seven parts. And the first part is the welcoming remarks. The second part is the phasing reopening guidelines and what I want to do is go group by group very quickly and spend between five to seven minutes to review their recommendations. On Monday of this week, I sent out a package to every member of the task force, as well as to the working group highlighting the recommendations that were submitted to the department, including a series of appendices with the materials that you submitted to the Department. So, what I want to do right now is begin with Group Number One, which is the restaurant represented by Nick Sharp and Cristina Mendoza. Nick Sharp submitted a series of comments as well as Miss Mendoza. Mr. Sharpe are you here with us this morning? Okay, Miss Mendoza. Are you here with us this morning? All right. It doesn't look like they have joined us.

Ms. Solanch Lopez: Yes, I believe Ms. Mendoza is, she's just muted.

Economic Development Director Perez: Okay.

Ms. Mendoza: Yes, I am here. Thank you.

Economic Development Director Perez Okay, great. First of all, again, thank you so much for your comments and I'm just going to walk you through Mr. Sharp's comments. First of all, he indicated that the County's guidelines were sufficient and that we just didn't need the additional recommended policies from the city. Group #1 Recommendations are provided in Appendix A

of Technical Memorandum #4. Unfortunately, I was not able to add to the appendix, Ms. Mendoza's spreadsheet in Appendix A. However, the comments from the spreadsheet are included in the body of the technical memorandum. And so, let me very quickly respond to Mr. Sharp's comments. They were all pretty good, but I still think that there are a few recommended guidelines that we're proposing that should be include in Phase I. And again, they're only recommendations that are consistent with the County and the State guidelines that should be consider for restaurants. I think that restaurants should consider, setting aside some time for the vulnerable population, if possible. There two or three other recommendations that should also be considered too. For example, the use of disposable utensils. That is something that is used by other restaurants, not only in the area, but I think it's something that is commonly used. I think that encouraging people to call in and make reservation is a good idea, at least for Phase 1. And obviously, you know, trying to remove things like magazines and newspapers and other materials that that may contribute to the presence of the virus is something that should be considered. Again, they're only recommended guidelines. We review the National Restaurant Association reopening guidance, and a lot of the proposed recommendations were not included in the county report. We included them as recommendations. They're all consistent with the National Restaurant Association reopening guidance. So, there is a level of consistency here. The comments from Ms. Mendoza were very, very good observations. We will either delete or revise the recommendations you feel are repetitive. We will take all of that under consideration and make sure that we do that cross-reference. With that, if you would like to add to your input Ms. Mendoza, would you please take the opportunity now?

Ms. Mendoza: Sure. I don't -- I don't know what you would like me to add. I can tell you that throughout the country, a lot of these that I added are in place. What we keep seeing is that we got to build the trust of the people in returning to restaurants and that we're doing the right thing. So, the more they see as wiping tables protecting them. They make comments thanking us for that because then they feel they are safe coming out, which I think has to be our goal. I don't know if there's anything you want me to elaborate on. Menus that are disposable are pretty standard. It's been hard for us to keep up with it to continue to print menus and have them, but that's something else that's really standard everywhere as a requirement, and now we're starting to use that QR so that if they have a phone, see the menu on the phone, on their own phone. We have had to, because of ADA, have somebody available to read the menu, because the QR is not compatible with ADA requirements. So, we've had that happen already. Gloves really are also pretty standard. Again, the customers like to see that, we are changing them continuously. We are giving people breaks to wash their hands every half hour. Flow into the bathroom is something else you have to continue, but consider bathrooms are a real issue if you get too many people going in at the same time. I don't know how else I can help you. What else you would like me to discuss. I don't want to take everybody's time.

Economic Development Director Perez: No. Those are -- I went over your recommendations and they were all right on point. Many of your recommendations are already addressed in the County's Plan. The guideline informing customers of the business capacity is probably one

recommendation that is not really necessary and we'll go ahead and review such recommendation. Obviously, the posting of signs to the direct customers against congregating outside of the premise. That is one that we looked at very carefully because as applicable for Phase one. We didn't want to have a lot of people just standing outside and congregating. Another standard recommendation is for businesses to observe the CDC, as well as the State and local standards. Again, I thank you so much for your input. Excellent input. Ms. Mendoza: Thank you. I do agree with Nick and with a suggestion you made today of letting us use the outside. Again, we have seen that people would rather eat outside than inside as we have opened across the country.

Economic Development Director Perez: Right. I was going to talk about that in the next item coming up. The regulatory relief initiatives that the city has already started. But let me just briefly point out that we're already looking at it, outside dining, and making that requirement more flexible. So, there's going to be an order coming out soon that explains the whole process and how to go about getting your outdoor dining permit; including a diagram showing where the tables may be located and so forth.

Ms. Mendoza: Thank you.

Assistant City Manager Santamaria: Julian if I may?

Economic Development Director Perez Yes.

Assistant City Manager Santamaria: If I may, I just like to add that we expect to have that out today, no later than certainly by tomorrow. We're going to have a streamlined process. It'll be one where we facilitate the requests of restaurant operators, so that we can maximize seating in the public right-of-way, perhaps expanding onto adjacent occupancies that may not have a restaurant. We're looking at other ways of providing additional outdoor seating and we're leaving nothing unturned.

Ms. Mendoza: That's great. And you should specify that it doesn't count towards the capacity for inside, because that's the other issue that rises when you open.

Assistant City Manager Santamaria: So right now, what we're looking at and perhaps this is something that we need to explore is that you cannot exceed the aggregate capacity for the restaurant operation. Meaning if you're at 50 percent capacity inside, then you can only go up to whatever would give you a hundred percent of capacity when you combine outside seating and your interior seating.

Ms. Mendoza: That's perfect. That's perfect. What I didn't want was for it to decrease of 50.

Economic Development Director Perez: No.

Ms. Solanch Lopez: Mr. Nick Sharp has joined the meeting in case you want to see.

Economic Development Director Perez: Oh, great. That's very good. Mr. Sharp welcome.

Mr. Nick Sharp: Thanks. Sorry I was a little bit late.

Economic Development Director Perez: Not a problem. I went over your comments (restaurant) you submitted to the Department on the recommended guidelines. Again, I want to reinforce that these are recommended guidelines. These are not mandatory guidelines. These are guidelines that is up to the individual business if they want to implement it. But again, your points are very well taken. We responded to one of the suggestions that you had regarding outside dining. And I don't know if you heard the explanation from our Assistant City Manager, as well as myself.

Mr. Nick Sharp: Yes, I did.

Economic Development Director Perez: They're coming out. Then you also had another very good point regarding signs, and we're also working on an order to relax the sign requirements. We have to be careful when we're working with a sign because we have to make sure we're not violating the United States Supreme Court decision on the Town of Gilbert. Specifically, when it comes to content. We're also drafting an ordinance to relax the special events and temporary use requirements. I'll talk about that in a few minutes.

Mr. Nick Sharp: Okay. Yeah. I heard myself and I missed, I think, the initial intro that you did. Just really quickly and I don't want to take up anyone's time either. But yesterday obviously, was the first day we were able to open. We opened at Giralda location, as did a lot of other restaurants. Traffic – It was dead. It was really, really quiet. So, you know everybody is going to be working on generating people to come back, I think, is going to be a far more bigger, you know far more significant challenge than what it is about, you know, stopping people congregating and various other issues that you know, we that have been covered off in the recommendations and in the rules and that we've been talking about a lot. From every restaurant that I spoke to yesterday on Giralda, their sales yesterday was actually lower than last week. And so, generating activity, any interest and you know, different things we can do to get people come back, I feel, is going to be a far bigger challenge than stopping large groups congregating at least here. So that's just the feedback, you know granted it's only one day in, but you know the same again this morning is dead. So that's the feedback so far.

Economic Development Director Perez: Thank you. Group Number One, thank you so much for your input. We really appreciate it. They were very good recommendations. The second group (Group Number Two) will be personal grooming and hotels. Ms. Diaz are you here with us this morning?

Ms. Diaz: Yes, I'm here.

Ms. Diaz: I'm here. Susie's here.

Economic Development Director Perez: Okay, I see you. How are you? Group #2 provided us with a series of recommendations, pretty much consistent with what we're doing and recommending. Ms. Diaz and Dr. Shukla, focus was maintaining social distancing, and closing of common areas where employees make congregate. The recommendation was to make sure

that all these rooms can be used to increase the square footage for social distancing, such as in break rooms, lockers, and so forth. Dr. Shukla indicated that it was important to make sure that we target staggered the breaks, to keep the break rooms clean and avoid congregating. He felt that the recommended guidelines were fine. Those were the only changes recommended for both the personal grooming, as well as the hotel business sector. Mrs. Diaz, would you like to weigh in on your recommendations?

Ms. Susana Diaz: Yes. I felt that they were adequate with regards to what was already being recommended. The only thing that I did recommend as you mentioned was that we shouldn't be reducing square footage. We should be using the square footage but repurposing it so that we can spread patrons out further. So, if the break room is not going to be used for having employees congregate or having a break room or having lunch together, then that could be used as another seat to take care of a customer, and again, observing social distancing. So, we shouldn't be discarding square footage. It should be repurposed to include and encourage social distancing.

Economic Development Director Perez: Thank you. Anything else?

Ms. Susana Diaz: That is all from us. I know that they pretty much use really good, like 99 percent alcohol, for example, in these personal grooming places and they spray everything down. It's all notated in there, so.

Economic Development Director Perez: Thanks again. Is any other member of the task force would like to comment on either the restaurant or the hotel and personal grooming? If not, let's move on to the next group and that is Group Number Three. And in Group Number Three that is the retail and the arts and culture, and there we have Ms. Snow, as well as Mr. Kaplan. The recommendations provided by the groups came as a result of conversations with members of the business community. The Group recommendations was included in the body of TM #4. With that, I would like to pass on the presentation to Ms. Snow.

Ms. Mary Snow: Hi. Thank you. So, I had spoken, not being a retailer myself, I thought it best to speak to retailers. So, I reached out to those that I have a relationship with personally, and you saw the feedback. It was interesting I thought. I see – I know we all probably received the email yesterday that our beloved Aragon 101 will not be reopening, which is really sad, and I'm fearful that we might hear more of that. I think your efforts to allow just on the restaurant side to use outside seating as is, you know, will be very helpful. And then so far, I've heard from the retailers that opened on Monday, their customers are observing social distances and using the masks and feeling comfortable with that, as far as I've heard. I know a lot of retailers that are able are doing appointments only, at least for now, and I think that's probably giving everyone a sense of safety and security for the time being. So, I think beyond what I had reported in my notes, I think a lot of the retailers in the downtown will consider, would love to see a reduced parking rate for the meters, but that's a whole other issue, but I'd be interested to hear since Mitchell and I weren't allowed to speak directly for Sunshine, I'd love to hear Mitchell's feedback.

Mr. Mitchell Kaplan: Well, I thank you very much. What I've just heard was really, really terrific and I apologize because I missed last week's meeting. So, I was a little bit unsure of exactly what the task was for this. So what I did is, I read all of the all of the different guidelines from the county in terms of retail, and it seemed like they were pretty in line with everything that I'm hearing from across the country and what other book sellers are doing and other people in small business are doing I didn't know it, but I immediately went to what I was told by Julian, which is the Phase 3 of all of this, which is a huge concern that I have and I'd be curious to know the restaurants can speak to this, that so many of us are able now to even do what we do because the PPP, a lot of us were able to get PPP. The issue is this PPP is running out. Many of us, you have to use it with eight weeks that you get it. So, for many of us, the eight weeks is going to run out either the beginning of the month, toward the end of the month. And the question at that point is, our restaurants, our small retailers going to be able to even do what we are asking them to do in terms of opening, because if you don't have cash flow, and if you don't have a lot of money, you know that you have access to, access to Capital, it's going to be really, really difficult for us, for instance to maintain a kind of robust retail environment to allow people to even come in. That's something I'm concerned with. And so, while we might have a little bump right now in the retail and restaurants being able to be open for a short period, what really worries me is the sustainability of it.

Ms. Mary Snow: Right.

Mr. Mitchell Kaplan: And I was told that this is more of a, not for this conversation, but I'm curious as to what the restaurant folks are hearing on their side of things.

Mr. Nick Sharp: If I can just quickly talk on that. So, everybody that we're talking with, you're exactly right, it's one or two months from now. PPP, depending on how businesses plan on using it, you know, there are some, I've heard all kinds of crazy things on how people are using their PPP, but depending on what strategy you have for your PPP money and how long you can stretch that value. The reality is all rent concessions, the longest that I heard end in June. I haven't heard anyone that has anything longer than that. So, people are going to have to pay wages. People are going to have to pay rent. People are going to have to pay their credit cards that got deferred. People are opening to buy products and (a) there's been massive inflation in raw material prices; ground beef, pork, chicken. They're all up to 2-300 percent. You have increased costs in sanitization and wiping and masks and all of those sorts of things. And you also have this really funny situation where you actually price inflation on wages because of the high unemployment benefits for low paying jobs. It's actually hard to hire people. That combined with decreased customers. So, you know, the downtown is a business community and people are not coming back to the office in droves anytime soon. So, it's a really, really challenging environment, and I think you know, everybody individually I know and as a downtown community in a city, we need to be doing everything we can to have that crystal ball out now, because it's very, very transparent, the issues that are going to take place in a month or two from now. And to be honest, I don't know the solutions. There are businesses on our street that haven't reopened, they're done

on Giralda. There's two or three or four that I know of that are under extreme financial pressure that, if as they open now with PPP covering their wages, if they're not able to generate significant sales during this one-month period, they're done. They're not going to be able to pay rent in July, there's no way. And so, there's really a sense of urgency, you know, in generating sales and activity or as you say in two months from now, there's going to be a lot of closures. That's the reality.

Mr. Mitchell Kaplan: I appreciate that. I mean that's been my sense of it, and I don't want us to get bogged down in these guidelines to open, if there's nothing for people to go to once were open. You know, what I mean. I think our larger issue that we have as a group is all about sustainability. Now I'm talking about obviously small businesses, restaurants, and of course hotels, which they're not going to have tourists, but there tend to be larger groups, but I'm very, very concerned about that. We have both a retail situation and a little restaurant and we're seeing you know, most of our stuff we're able to sell online for our retail. So, we've morphed online but we're still doing 90 percent less than we were doing before even though our retail, you know, even though we have some retail. I've employed all 80 of our employees across all of our stores through the PPP, but I'm paying 75 percent of them are not coming into work. So, it's a massive unemployment. It's a massive unemployment. We're doing the job of the State, basically. I mean we could cut back a little bit, but we're hoping for it to be forgiven. So, if it's not forgiven, you can take it out as a loan, but you still can only use it for salaries or rents. The other thing is that I'm discovering. I don't know Scott, if you're discovering this too, but most vendors even though you may be caught up with them, most vendors are not giving really any terms. Most of them are now almost wanting things COD, which adds another pressure that we're having on the food side of things.

Mr. Nick Sharp: That's definitely the case.

Ms. Cristina Mendoza: I agree. I agree with everything that's been said and we are very hopeful because we've been told that it's probably going to happen that the time period is going to be extended, that one for the PPP use of the funds from eight weeks, that one they've told us and again, these are the lobbyists of the National Restaurant Association. We have weekly calls, that one seems to be very possible that it's going to happen. We're also lobbying to be able to use at least 50 percent on other things, other than payroll, and that one might not be, but the time frame we are being told will happen.

Mr. Mitchell Kaplan: Well the time is good if you have the money left, if you haven't already used it. The only way that that will work is if they do another round where you can get either a grant or something else. I know the Restaurant Association is working, and I saw Andrew Zimmerman on television last night, and they're trying to do some back stopping for restaurants. I think also there's a woman out of Seattle. She's a congresswoman named Jayapal, and she's working on having direct payments from the Government to employees through businesses. So, it doesn't have to work through banks. There's a lot of stuff going on, but I'm worried about that. I'm worried about that one month or two-month lag, you know, where people are going to go, I

just don't have the money to keep going, and that's – I hate to be a downer. I hate to be a downer on this. It's just, I'm just obsessed with how this is going to just decimate. I mean, Andrew Zimmerman was talking about if nothing changes. He sees 80 percent at the top end of restaurants across the country, small restaurants going out of business. That is, you know, 60 to 80 percent that is just devastating.

Ms. Cristina Mendoza: I saw that Fiola, because I got an email from them, has added an administrative charge to each sales ticket to cover the cleaning and all the additional expenses that restaurants have. So, I'm putting that out there so that you know.

Mr. Nick Sharp: I've heard of that as well, different people charging sanitization charges. And again, I don't want to be a downer either, but a number of 60 to 80% just through you know, and I don't know every restaurant in the country, but out of the people that I know, that I know either already struggling or have no idea how they're going to pay their bills in two months, 68 percent is pretty realistic, and matches. You know, if I got a scorecard of who I'm talking to that thinks they'll be open in six months, 60 to 80 percent don't think they'll be open. And so, it's not a crazy, scary, nonsense number. It's pretty realistic.

Ms. Mary Snow: Scary. Julian, if I may just add at the Community Foundation, we started a community response fund in mid-March when the pandemic shutdown began. We have some funds and we will be awarding small emergency grants to restaurants and small businesses. And we've had several reach out to us. I just want to share that with the group that we have that available and people can contact me directly for that.

Economic Development Director Perez: I would like to talk to you about this after the meeting.

Ms. Mary Snow: Yep.

Economic Development Director Perez: If you have a minute, please.

Ms. Mary Snow: Yes. Yes,

Economic Development Director Perez: And that's going to be the next item, item number four.

Mr. Mitchell Kaplan: The other thing I can add really quickly is, I'm on the Board of the Cinema. We had a board meeting yesterday; and I think the cinema, you know because of all that they've done and because it's a not-for-profit and they're able to get grants, the cinema seems to be in pretty good shape. They have no idea when they're going to be able to open, because large, large production companies are playing, they're not sure when they're going to be releasing films to theaters. But even if they didn't show films, I think they're going to be able to get through this, you know, okay, with the kind of support they've gotten from the community.

Ms. Mary Snow: Right.

Mr. Mitchell Kaplan: I don't know Mary, if you had the same sense.

Ms. Mary Snow: I think Brenda and all the Board and the leadership at the cinema seems to be doing a great job. I spoke to Brenda last week as well. I mean given the situation obviously, they've had a nice response to their discounted membership. So, I thought that was genius on their behalf. And then, I spoke to Barbara Stein and John Allen, Barbara from the playhouse. Obviously. She's moving forward with summer camp, three groups of 10. So, you know, God bless her. Let's see. Just really hard for our cultural institutions, but you know, we'll support them and we're supporting all of them at the Community Foundation as well with grants.

Economic Development Director Perez: Great. Anything else from the from Group Number Three? Mr. Kaplan? Ms. Snow? You're good. Thanks again for everything and then let's go to the final group, and that will be the office building, Mr. Adams and Ms. Chaoui. Mr. Adams, are you here with us? Alright.

Mr. Thad Adams: Yes, I am.

Economic Development Director Perez: Oh, okay. Great. Welcome again. Mr. Adams provided a several very good comments and inputs. In addition, Mr. Adam provided information regarding the reopening offices that I transmitted to the task force via e-mail. Mr. Adams, would you like to walk us through your input?

Mr. Thad Adams: Sure – sure. So just on the phasing guidelines, the first one for the vulnerable population, that's really hard to apply to a lot of the vast majority of the office buildings, especially the high-rise buildings, actually would be a detriment. And I think the overall, let me start with the overall goal, is to try to get the tenants to get back into their premises first of all safely, but then as expeditiously as we can, because that's going to help push and drive and boost the retail market, because there are huge amount of customers that come from the office buildings to the restaurants and to the retail and downtown Coral Gables. So that's my comment on the first one. The second one on business appointments. You know, there's a lot of companies that do not have many business appointments until we get Airline, air travel opened up and you're going to have fewer visitors coming in the building. The most important piece is the sign-in process of that, that's in our reopening guidelines, and then agree on, you know, getting magazines and all of that and that also needs to be removed from the common ground floor lobby areas and reception rooms and tenant's office suites as well. I sent you our reopening guidelines. We went through, we could have written a War and Peace novel on reopening guidelines for offices. And so, what we did going through the national institutions like BOMA and Iram, we're talking the large CRE entities and architects, even on this. And so, we tried to take what were the most salient points and put them into something that wasn't too long for our tenants to read and understand. So, it goes through -- I don't know if you want me to go through, take time to go through those or not right now Julian?

Economic Development Director Perez: Yes.

Mr. Thad Adams: Alright. I'll just hit the highlights. So, building access, if possible, to try to create a one-way entrance and exit. All visitors must register at the reception desk. Obviously,

we want to have Plexiglas for the ground floor security or concierge at those desks. Do not use pens that, no shared pens, facial covering is required in all common areas once you enter in office premises. We discussed the plexiglass guards. The elevators are really probably the most, one of the most critical areas, especially in high-rise buildings for obvious reasons. So, we're in process of looking at making everything as touchless as possible. It's not feasible that timing and costs that all landlords or office building owners are going to be able to invest and that technology, but that is something that we're looking to do. So, we have the social distancing stickers on our floors already and we're limiting, in our case, for and each corner of the elevator. Some buildings are doing three, some buildings are doing two, it depends how large the building is. We're also programming the elevators to just recognize one access card per trip and common areas. So as mentioned, facial covering is required. We've installed touchless hand sanitizers at all of the key points and in high traffic areas. For those areas that you can't where you're using wipes, we've actually put garbage cans. It's not aesthetically nice, but this is the time to be safe and not pretty. We've set protocols for use of our stairwells. So, we're having no passing allowed, we're also having them stay on the side near the wall and you have to maintain social distancing, obviously in the stairwells, as well. Building sanitation – So day porters are on a heightened sanitizing schedule and cleaning loop, elevator button, security card readers, faucets, store handles, handrails, anything that is high touch, and bathrooms are a key point. So, we're also having hand-washing reminders throughout the building and all the bathrooms. Our common conference rooms. First of all, we have, we've taken out removed chairs. So, seating and all conference rooms is now adhering to social distancing. Break rooms are the other areas that, we're not in our office, we are not using the break room. It's one person at a time that would go in and come out. We're recommending that to our other office users or office tenants. The valet car wash standards. We really are trying to get away from valet wherever we can. There are some valet operators, I know that are having a plastic wrap they put on the steering wheel, but we just think that's too dangerous right now. We're not doing any of that right now. Let's see – We've pretty much gone through the social distancing. And again, that's not just for tenants. That's for visitors as well. Our signage is everywhere including outside. We have outdoor signs that state, you still have to maintain social distancing requirements; and deliveries -- FedEx and UPS, we're having -- our loading dock and another location for deliveries. Any tenants that are ordering food or going to have to come down to the lobby. We're not allowing any food deliveries to get into our elevators and into our common areas and into tenant's offices. Maintenance personnel always required to well to wear PPE at all times and then we've asked tenants to report any positive testing or any customer, employee, visitor or contractor that becomes sick during the day must be sent home immediately. And that's kind of the highlights of it all. Like I said, there's a ton of additional information. You can look at the guide. Excuse me, the guideline that we sent. Also, just a quick point on permitting. I think the key to helping all of the businesses in Coral Gables, again is, to get as many of the tenants back and their visitors back into the office buildings. We have as you can imagine, there's not many tenants looking for space right now. Nobody knows -- nobody wants to sign a lease. We have some, a few tenants that have requested rent relief. We have a CMBS loan. We're getting zero relief from our mortgage from our lender.

So, there's only so much that landlords can do on this. Fortunately, it's been just two tenants at Alhambra Towers that have requested that. We've granted them a half month of rent deferment for two months. And then they're going to basically take it from there. We're going to go from point A to point B, see where we are a month from now. And then make decisions from that point forward. We were representing one tenant that's coming from Brickell. And we almost, we may not get the lease signed, because they're so concerned that they're not going to be able to occupy their space in time because of permitting, because of COVID, and so that might be the reason they do not come to Coral Gables. And the landlord is also concerned, so he's changing his terms on this. So, anything that the city can do regarding permitting to facilitate and expedite, especially new to market tenants would be a very wise thing to do.

Economic Development Director Perez: Point well taken. Great. Ms. Chaoui noted that addressing vending machines at some buildings is important. They should be removed seeing that this is a high-touch area. Also, coffee machines in the lobby area, water fountains for visitors should be removed. Those were the two comments that she made. Is there any comments or questions from any other members for the office group? If not, let me go into number three and number four. Number #3. We already started talking about it a little while ago. We're working very hard on putting together several initiatives that we hope is going to help the small businesses. These initiatives are designed to relax the outside dining and signage requirements, and special event permits on a temporary basis. All of these initiatives are going to be coming out shortly, especially the sign and the outside dining. Are there any questions regarding those initiatives that any other members may have at this time? Alright. If not, I also provided to you a Tech Memo Number 5, Note: I'm using technical memorandums, because it's one way to keep track of all the work we're doing). Technical Memo Number 5 is something that we have been working on for the last several days with our working group as well as city staff. What we want to do is to identify some potential business events that you think can be do in Phase 1, Phase 2, and 3, that is going to help us promote the small businesses, especially our restaurants as well as our retail. Write your idea in Tech Memo #5 and return them back to the Department. The events have to follow the State, County and City's guidelines. Are there any questions regarding the regulatory relief initiatives? If not, then let's move on to item Number 4, which is local business financial assistance programs. This is the area that we as a group are going to work on. We will identify the potential financial assistance programs available; what is working? and what financial programs are applicable to our business community? Miami-Dade County as well as the City of Miami and the City of Hialeah, and I think also Miami Beach have already developed a series of programs to help the small business community. And the reason why I bring this up is, because they're using CDBG funds to capitalize the program. These funds are allocated to participating states and local governments through Title V of the CARES Act (\$5.0 billion dollars) to assist small businesses in economic challenged communities. In other words, in poor neighborhoods. So, they have been able to use this funding source to capitalize those programs (i.e. City of Miami the Business Continuity Micro Enterprise Assistant Program). They have also put together small Bridge Loan program too. Basically, this is one of the funding sources

available to capitalize those grant programs. Those programs also carry a number of requirements. Those requirements are pretty much connected to any other HUD funded programs. One of those requirements specifically states that the owner of any Micro Enterprise business must be within the 80 percent area medium income. Under these guidelines, in order for an applicant to qualify, the business owner household income cannot exceed \$51,200 a year or something around that figure. So, that is what we are seeing out there and obviously that doesn't mean that we can't all work together, as Ms. Snow was saying, to be able to come up with some kind of program ourselves here that we can help our business community. Are there any questions at this time?

ACM Santamaria: So, what you're saying Julian, is that basically none of our businesses qualify for any type of assistance under this program?

Economic Development Director Perez: Mr. Assistant City Manager you are correct.

ACM Santamaria: We don't qualify for that.

Economic Development Director Perez: No. And the other requirement is that the business itself has not been awarded PPP loan. So, if you're awarded a PPP loan, you're in this category you won't be able to take advantage of this micro grant.

ACM Santamaria: So, Julian, are you saying that we should be looking at some sort of micro grant possibilities or opportunities that the city should somehow initiate working with our partners?

Economic Development Director Perez: Yes. I think that's what we need to do. We need to look at our finances first to determine whether local funds are available to match other existing funding sources already in-place. This may be a BID or Community Foundation program, so that we can have a fund that is sizable enough to assist a number of businesses.

ACM Santamaria: Okay. So, I guess we need to look into what might be available in terms of our resources with our partners and then move on from there.

Economic Development Director Perez: Yes, unfortunately, we don't meet the basic qualifications when it comes to the CDBG Program. So, any other questions from the group?

Speaker: Ed and Julian, count on me in any way to explore that further with you. We're moving forward with our emergency grants, but you know would love to work in partner with everyone on that program.

Economic Development Director Perez: Absolutely. Okay. And we look forward to talking to you soon. Okay. Any other questions from any of the members? If not, is Mark with us today? No. Taci, are you with us today?

Speaker: I think Mark is on the line, is just on the phone, I believe.

Economic Development Director Perez: Okay. What about Taci?

Ms. Taciana Amador: I'm here.

Economic Development Director Perez: Taci, would you like to give us a quick update please.

Ms. Taciana Amador: I'll be very brief. Thank you. Just because I know that you guys have covered a lot today. And you know, we from a B.I.D. perspective is certainly open to the conversation. I know that I've spoken to Julian about this before, and our Board had some discussions about ways, or in essence the best ways that we can use our funds to help our members. So as those conversations are continuing just please keep us posted and know that we're open to seeing if there's ways that we can partner together to help the businesses in a grander scale. We will continue to promote the businesses that are open. They are opening in a trickle. Not everyone opened all the same time, kind of makes it a little hard for us, but you know, we'll be going door to door tomorrow to check in with them. We're also sharing with them some freebies. We did get some masks for them to use for their customers, and the restaurants and retailers that are open will get a starter supply. And we'll see how that goes and as we go talk to them, we're going to see who's open, who isn't, you know, what their hours are, etcetera, and we'll get a better sense of how the downtown is reopening. So, I'll leave it at that. If you have questions, I'm certainly available. Thank you.

Economic Development Director Perez: Thank you so much Taci, really appreciate it.

Mr. Mark Trowbridge Hey Julian.

Economic Development Director Perez: Hey, Mark, how are you? Good morning, sir.

Mr. Mark Trowbridge: Good morning. Thank you very much. Just a couple of things and I certainly had to what Taci shared with you. And obviously, Monday was, you know, a very important day in the life of our city in terms of be reopening and then Wednesday was sort of our second benchmark of Phase One. Actually, participated in a press conference that the Mayor put together. I think it's important just to mark those milestones and remind people of all the healthy habits that will not only encourage a safe reopening, but also mitigate any, you know, flare-ups. We're hearing that around the country each day and even around our state where you know, folks maybe are struggling with, you know, good habits, whether it's wearing masks or social distancing and I know people get excited. But at the end of the day, we're only going to recover if we come out of this one time. There isn't any, any instance where we can we can shut down again. So, I really appreciate, you know, the comments made by Nick and certainly Mitchell. When you look at you know what's happening and restaurants and retail and it's going to be a slow go. I think, you know, I went to a restaurant yesterday to see what that was like and you know, I was one of two tables there. So, we have to continue to encourage the consumer to be comfortable and confident that our restaurants and retailers have done tremendous work to prepare their locations, and you know not only doing that for their patrons, but for their employees as well. So, you know we're going to continue to be participants with the with the working group. We have a lot of programming on the horizon. We're going to do something with the city this upcoming Tuesday at 3 o'clock with Wendy ___ just to really just talk with the

hoteliers. They're not quite ready to be open, but some of them you have restaurants in their facilities open so it's going to be a Q&A with regard to, not only our planning but the County's plan and best practices for when the hotels are ready to reopen. And then on Wednesday we're, obviously supporting your work that Francesca and the team are doing on the retail, and so, we're working on that. Thursday we're going to have Chief de la Rosa talking to the business community. It's really a town hall, 10 a.m., if any of you are interested, for any questions they may have on testing, contact tracing, you know, how do you engage companies that could make sure all of your employees are tested, if that's something you want to do. What's happening in the antibody world. There's a lot of maybe misinformation out there, so a lot of things in the hopper that we're doing collaboratively beyond the items that were discussed today, but really appreciate everybody's input and look forward to, you know, seeing bright days ahead.

Economic Development Director Perez: Thank you Mark. Just to follow up with what Mark was saying. There's also going to be another webinar taking place, and if my mind serves me correctly, its next Friday, and it has to be with IT. We just sent out the invitations, but we are inviting the business community to participate on this webinar, because we're going to have some experts that are going to provide information on how to make better use of the information technology to make their communication more efficiently with their and suppliers. These two webinars are part of the technical assistant initiative sponsor by the city. In a nutshell as to the task force, we have just completed our first major milestone, which was looking at the guidelines. And what I'm going to do is, I'm going to take all that information, revise our initial guidelines to make sure that they're consistent with the recommendations of the task force and then we'll move forward now to the Second Phase, which is addressing the regulatory initiatives.

ACM Santamaria: Julian, if I may relative to that. I believe that our comments for Phase One have been submitted from the Recovery Task Force. We are integrating them into our guidelines and measures. We have an expert on the panel, which is an expert in public health. Have they had a chance to review this so they can provide their input?

Economic Development Director Perez: Yes.

Mr. Mitchell Kaplan: To that end, can I ask a question?

Economic Development Director Perez: Mr. Kaplan.

Mr. Mitchell Kaplan: And this would be of the public health expert. Given what just happened, what we just learned about how the figures that were getting from the State have been some controversy where they just fired the woman who was in charge of doing, putting together all of the data. How are we accessing the data? How can we be confident in the data we're getting? What are we doing as a city in terms of that?

Economic Development Director Perez: Chief, please

Chief de la Rosa: So, there are several data points that we're using. So, the State is one data point that we're using and it's a principle data point, because that is obviously the center point for the

entire State. In addition, with that, we're participating in a municipal meeting with the Miami-Dade Department of Health that occurs every Monday, and then we're also having our local meeting every Thursday with the area hospitals and the Miami-Dade County, and our medical director. So, what that does is, is that we look at the big picture is the State's data and what we learned from that. Then the regional picture is our City of Miami or Municipal meeting that happens on Mondays. And then the more local perspective is the one that we're evaluating on Thursdays. So, I can tell you that at this point, if you take all of those collaborations and put them together. We are seeing a consistent downward trajectory with the amount of, not only tested cases, but what I believe this is me, Chief de la Rosa are speaking, I'm not a I'm not a health professional, but what I'm seeing is that we're seeing that downward trajectory, but what's more encouraging is a downward trajectory in the amount of emergency room visits of patients with COVID or suspected COVID, the amount of patients hospitalized with the same and ICU with the same, or in the amount of calls that we are experiencing with COVID. And why that's important is, I'll give you an example. This week we dealt with a challenge that we saw an upward spike a number of patients that positive in the states that with regards to Miami-Dade County. Upon further investigation, there was one particular lab and that issue was addressed that had held almost six weeks' worth of data and dumped it all at once. So, you can imagine if that's not investigated, how that could show a concerning trend. So, I guess what I'm trying to tell you now in a long story and I apologize for that, is that we're looking at all different views to get a complete picture because the state data or the testing data cannot be enough.

Mr. Mitchell Kaplan: As long as you're confident and you're looking at all that, I think that makes all of us confident as well. So, thank you for the explanation. And we're also developing, we're kind of fine-tuning it, as we speak, with our IT department and creating a dashboard that we can start to begin to share with the city and the principal decision makers that basically tell us where we're at, and what potential impacts that is having on our community and what changes or adjustments we need to make, either for the positive or slowing down where we're at right now. But I can tell you that as of now, all the numbers look encouraging for us with a consistent downward trajectory. As one of the statisticians put it, even if you leave the six, I think it was 600 cases that were dumped into the system on the same day, even with that there's a smoothing where the numbers continue to go down, whether you want to consider that outlier or not. In either perspective the numbers can continue to look like there's a consistent downward trajectory.

Economic Development Director Perez: Thank you Chief. Dr. Shukla, would you like to add?

Dr. Shukla: Yeah, I would add the same that on hospital side at least for UM, we've also seen a slow, slow but steady decline certainly over the past four, five weeks. So, it looks sort of promising. Obviously, we're taking all the precautions in case there is another surge and we actually have a data analyst as well, who is doing some projection modeling based on the market share of patients for UM as well, and that also looks promising right now. So, I think those are all good signs.

Economic Development Director Perez: Thank you so much. Are there any questions from any other members or the participants at this time? If not, we're going to go ahead and adjourn the meeting, and we'll be in touch with the members to coordinate the next meeting. In the meantime, if you have any ideas regarding the business events that you would like to see in Phase 1, 2, and 3, please pass it along to us, so that we can begin to look at them and see what we can do. With that, if there's no other questions or comments, I would like to call the meeting to an end. And thank you so much for your participation.