

LONG BEACH  
BUSINESS JOURNAL

An edition of the Long Beach Post



Brandon Richardson / Business Journal

Passengers take photos and record video of dolphins swimming near a Harbor Breeze vessel during a whale watching tour out of Long Beach.

Harbor Breeze ready to take business ‘to the next level’

By Christian May-Suzuki

The waves were particularly calm as Captain Dan Salas took to the sea. It started as an ordinary morning in April 2004 for Salas, who had brought Harbor Breeze Cruises to Long Beach four years prior and regularly took tourists out to see the dolphins and gray whales that swam through the nearby waters. But suddenly, a huge body emerged from the water in the distance. Waves of white foam

crashed where it had surfaced. The creature was far larger than anything Salas had seen before. He’d witnessed a blue whale. Its magnitude enthralled him. Salas told the Business Journal that he’s not exactly sure why the whales began emerging near Long Beach. But he knew that he had to see more. “I don’t know what happened. There was some sort of climate change or current change or something,” Salas recalled. But “I was so inspired by the blue whale.” That day Salas saw his first

blue whale, he and his whale-watching customers were able to traverse the 20 miles out to where the creature had surfaced to get a closer look. But, it turned out, it wasn’t realistic to offer trips to see blue whales regularly. “To get out to the whales and make it back, it took three, three and a half hours,” Salas said. “We could only spend about 10 minutes if we found a whale, that’s how far off they were if we even got lucky enough to find one.” The giants traveled much farther from land than the dolphins and gray whales that Salas had built his business on, and his boats did not have the speed to efficiently make the longer trip. “If you have a 10-knot boat and want to go 20 miles, it will take you about two hours just to get there,” Salas said. “Sometimes the trip would be [around] four hours, and the people get a little grumpy on the boat.” Still, he was inspired to focus more of his efforts on pursuing the

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Convention Center seeks larger acts

By Brandon Richardson

The lights dimmed in the cavernous theater as the band began to strum and bang their instruments. The monotonous mumble of the sold-out crowd erupted into raucous cheers as Bob Dylan walked onto the stage of the Terrace Theater and took his place behind the piano. As the weathered voice of Dylan began to fill the room, the house lights were raised—not to their full luminosity but enough for the performer to see the faces among the crowd—and there they stayed. It’s an unusual request for an artist, but it’s one that Dylan specifically made, Long Beach Convention & Entertainment Center Assistant Manager John Braun said.

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Second Street is going through a transformation

By Christian May-Suzuki

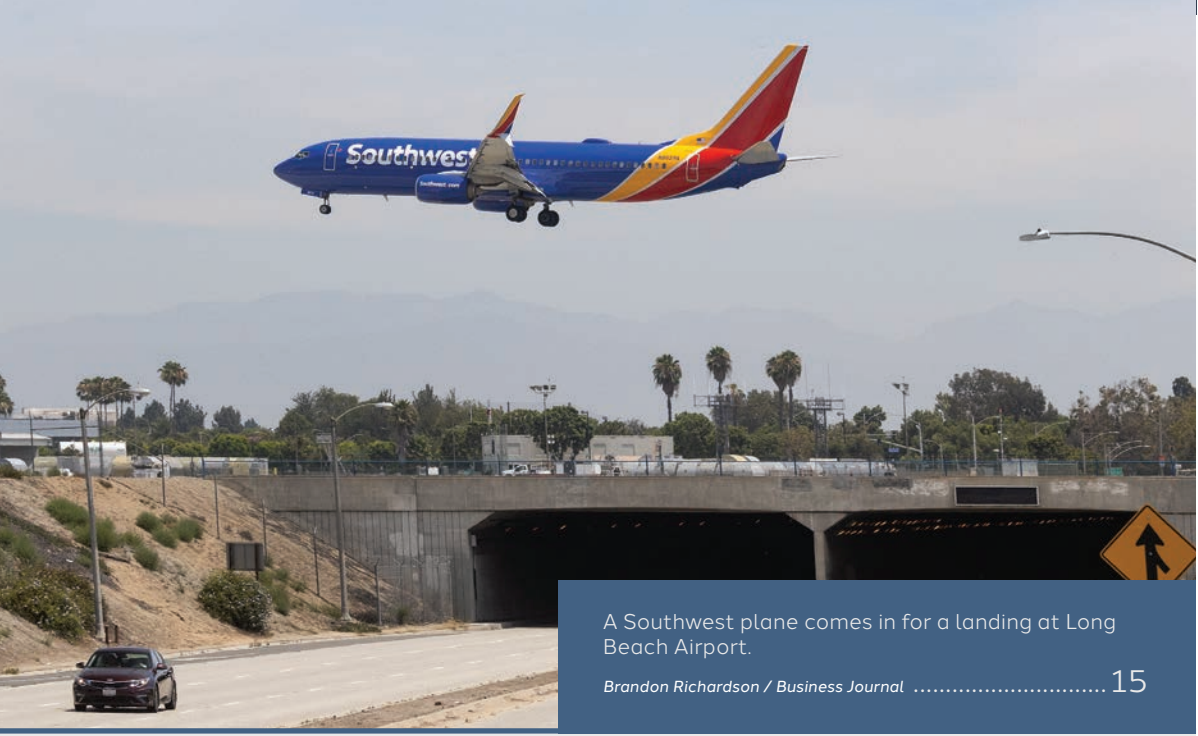
The COVID-19 pandemic has changed Belmont Shore. Required shutdowns and a drop in foot traffic led to store closures. Vacancies have repeatedly popped up along Second Street. But business owners in the area say the story’s not over for the shopping and dining district. It’s just time for a new chapter. As more and more properties are being newly developed or sold for new businesses, Belmont Shore Business Association’s secretary and co-owner of Legends Sports Bar, Matt Peterson, said the area is in the midst of a transformation. “The composite of businesses is going to change throughout the Shore as we go through the next 12 months,” Peterson said. While older businesses like Gap, Fern’s Garden and Blue Cheese Pizza are gone, new options like cinnamon roll bakery Cinnaholic and Wine Beach have opened—while others, like South of Nick’s Mexican Kitchen, are in the works—to fill in the gaps. Aaron Tofani, co-founder of Rance’s Pizza and a BSBA board member, said the shakeup may have

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*Brandon Richardson / Business Journal*  
A line of cars files into the Long Beach Airport, which was recently awarded a federal grant for road and accessibility improvements on the property.

**LGB receives \$10.6M in federal funding for road improvements**

*Officials are awarding 85 airports a total of nearly \$1 billion in the hopes of updating the aging infrastructure of airports across the country.*

By Christian May-Suzuki

Long Beach Airport is one of four airports in California to receive new funding from the federal Airport Terminal Fund in the Infrastructure Investment and Jobs Act, the White House and Federal Aviation Administration announced earlier this month.

Officials are awarding 85 airports a total of nearly \$1 billion from the fund, which aims to update the aging infrastructure of airports across the country. LGB is slated to receive \$10.6 million.

“Americans deserve modern airports that meet the needs of their families and growing passenger demand,” U.S. Transportation Secretary Pete Buttigieg said in a release announcing the funding. “Funded through President Biden’s Bipartisan Infrastructure Law, today’s grants will improve airport terminals while also creating good jobs in communities across the country,”

Long Beach Airport plans to use the money to help fund the terminal roadway improvements within the larger Phase II Terminal Area Improvement Program.

“We are delighted that the Federal Aviation Administration recognized the value of LGB’s modernization

program and awarded funding to complete terminal roadway improvements,” Airport Director Cynthia Guidry said in a statement. “This project will improve passenger flow on the terminal loop and will provide critical access improvements for people with disabilities or mobility challenges.”

The terminal roadways will be repaved and reconfigured, which will allow for a realignment of the loop, according to fund details on the FAA’s website.

Long Beach Airport spokesperson Kate Kuykendall said that accessibility upgrades will include:

- Improvements to the curb cuts, ramps, signage, handrails and other features at drop-off and pick-up sites;
- The installation of audible warning detection systems at pedestrian crossings;
- Carving out safe paths of travel for customers with mobility challenges to the airport’s parking and public transit facilities; and
- The construction of a designated transit stop for service providers such as Long Beach Transit and Dial-A-Ride.

“Our Donald Douglas Drive loop could definitely use some improvements to improve the passenger flow and to improve access for people with disabilities or other mobility challenges,” Kuykendall said.

Biden signed the Infrastructure Investment and Jobs Act into law in November. It allocates about \$550 billion in new spending to transit projects such as improving roads, bridges, railways, ports and waterways and public transit. The San Pedro Bay ports, like Long Beach Airport, have benefitted from the funding.

Overall, about \$25 billion in total will be allocated to airports from the act. ■

**Long Beach Jazz Festival returns after 2-year hiatus**

By Brandon Richardson

For one weekend a year over more than three decades, the melodious, oft soothing and sometimes chaotic sounds of jazz filled Downtown. But for the last two years, the Long Beach Jazz Festival has been on an indefinite hiatus due to the coronavirus pandemic.

That changes next month. Studded with Grammy Award-winning performers, the popular festival is making its triumphant return Aug. 12-14.

“It’s such a blessing to be back at work,” Kim Benoit, president and CEO of Rainbow Productions, told the Business Journal. “We’ve been really looking forward to bringing music back and giving artists an outlet to play. “It’s just awesome.”

Benoit’s father, Al Williams, founded the Queen Mary Jazz Festival in 1978, the state’s first two-day jazz event. As a jazz drummer himself, the music event spawned from his love of the genre. It launched the same year that Williams opened the club Jazz Safari near the Queen Mary.

The festival would end and the club closed within the following decade, but Williams worked quickly to keep their spirit alive. He opened Birdland West in 1986 and kicked off the Long Beach Jazz Festival at Rainbow Lagoon Park in 1987.

After years of hosting jazz events with legends such Art Blakey and the Jazz Messengers and Les McCann, Birdland West was permanently shuttered on July 31, 1994.

The festival, and Williams’ musical career, however, carried on. The Long Beach Jazz Festival celebrated its 32nd year in 2019 but was forced into hiatus with the arrival of COVID-19.

“It was devastating, to say the least,” Benoit said. “We didn’t know when we would be able to work again ... or if we could sustain until we could. It was very daunting.”

But Rainbow Productions made it through to celebrate—not its 35th

annual event, but its 33rd.

Day One of the forthcoming festival will feature Grammy Award-winner Robert Glasper as the headliner, along with Justin-Lee Schultz and more. Grammy Award-winner Ledisi will close out Day Two, preceded by Average White Band, Gerald Albright, Jonathan Butler, BK Jackson and more. Sergio Mendes will round out the weekend, headlining Day Three, with performances by Damion Escobar, Eric Darius, Kandace Springs and more.

Al Williams Jazz Society also will play Sunday, featuring a salute to Barbara Morrison.

The theme of this year’s festival is “A Healthy Taste of Jazz,” and the event also will feature a wellness pavilion, including speakers and panels between sets, cooking demonstrations by celebrity chefs, health screenings, vendors and more.

The wellness pavilion pre-dates the pandemic, Benoit said, noting that it is obviously more relevant today.

“The whole reason we started it is because there are a lot of consumers that will not go to the doctor,” Benoit said. “As part of our relaxing, non-threatening environment, we bring information to them by way of music. It’s been working for us.”

Benoit said that any city mandates such as masking that are active at the time of the festival will be enforced, adding that there is no vaccine requirement to enter. Regardless, masks will be available to festival-goers who choose to wear one and vaccines will be available in the wellness pavilion, she said.

Tickets are on sale now, ranging in price from \$80 to \$290 depending on the day and section. Ticket options include general admission standing room, reserved seating and VIP seats, which are at tables of eight.

“It feels amazing to be back in the thrill of live music,” Ledisi said in a statement. “The world deserves so much joy after managing the pandemic’s physical and emotional devastation. Get ready to party, Long Beach.” ■



*Thomas R. Cordova / Business Journal*  
Ernie Watts performs with The Jazz Classics ft. Patrice Rushen at the 32nd Annual Long Beach Jazz Festival in Long Beach Saturday, August 10, 2019.

FROM THE EDITOR: HAYLEY MUNGUIA

## Long Beach is ready to plan a new vision for its waterfront

Before COVID hit, Long Beach was preparing to reimagine its waterfront.

The Los Angeles Angels had expressed interest in building a new ballpark on the coastline here. City staff spent months exploring the idea of using the undeveloped, 13-acre “elephant lot” in Downtown for a stadium.

So when the Angels opted instead to remain in Anaheim, a question emerged: What else can Long Beach do with that land and with the waterfront more broadly?

In late 2019, the City Council approved spending \$250,000 to kick off a new visioning process for the Planned Development District 6 (PD-6), which includes everything between Ocean Boulevard and the coast from Golden Shore Drive to Alamitos Avenue.

But then, of course, came 2020. City staff were redeployed to focus on the coronavirus pandemic, and plans to rethink Long Beach’s shoreline stalled.

Now, two and a half years later, the city is finally ready to restart that process.

“Within the next month or so, we will be reaching out to solicit on-deck consultants to help us with this effort,” the city’s Development Services Director Oscar Orci told me last week,

“so they can help us in terms of doing community outreach, conducting meetings, everything we need to do.”

The \$250,000 that the City Council approved almost three years ago is still available for the effort, Orci said, though he noted in a memo earlier this month that more funding to implement a years-long strategy would likely be necessary.

But for now, Orci said the city has the resources it needs to relaunch this work. Once a consultant is on board, Orci said his goal is to begin community engagement and outreach by the end of this year.

How long the process will take, though, is less clear. Orci’s memo pointed to other years-long projects like the Downtown Plan, the Globemaster Specific Plan and the Southeast Area Specific Plan as examples of what a PD-6 revisioning could entail.

The memo also noted city staff expect that “the visioning process and preparation of a Specific Plan would be completed and ready for implementation at the close of the 2028 Summer Olympic Games.”

While the Olympics are top of mind for any new waterfront development, Orci was careful to emphasize that whatever comes of the process will be community-led.

“This is our way of doing business, if you will,” he said. “We reach out to the community and have them help us put the future of the city in a plan. It’s not done by staff in a vacuum. It’s not done by decision-makers alone. It’s done by everybody, so everybody gets an opportunity to participate.”

Still, city officials have some priorities in mind. Ideally, whatever comes to the shoreline will be beneficial to residents—and also boost tourism.

Orci’s memo noted that a new Downtown Shoreline Specific Plan would include “stronger linkages between the coastal area and Downtown as well as the [Queensway] Bay Planned Development, and strategies to promote new uses that enhance the attractiveness of the area for new investment and visitors to the area.”

He echoed that sentiment in our conversation. “It’s a great opportunity to make sure that PD-6 blends in with PD-30 and PD-21,” he said, referring to the districts to the north, which includes Downtown and the East Village, and to the south across the water, which includes the Queen Mary.

“PD-6 is a destination for our residents as well as visitors as well as travelers that are using the cruise lines,” Orci said, “so it’s an opportunity to really create a great vision for the area.” ■



Brandon Richardson / Business Journal

The city of Long Beach is creating a visioning plan for the redevelopment of the waterfront in Downtown, including the large “elephant lot” adjacent to the Convention Center.

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## Harbor Breeze

Continued from cover

blue whale.

So, he decided to get a boat that would do the job. He made the arrangements to purchase a \$1 million, state-of-the-art vessel over the next year, and he set off on his first official blue whale pursuit on the Fourth of July in 2005.

It was a resounding success. “We saw blue whales that day,” Salas said. “We were able to start getting media attention. ... We put a spotlight on blue whales in Long Beach.”

Today, Salas runs two main boats out of Long Beach as part of his business, which provides both whale watching tours and informative cruises based just outside the Aquarium of the Pacific. These catamarans—larger, multi-hull boats that are designed to minimize turbulence on the water—are ideal for Salas’ business.

Both can hit top speeds of 30 knots (just over 34.5 miles per hour), which is fast enough to find the blue whales without sacrificing customers’ moods—an important task now that the flagship of the fleet, La Espada, can fit up to 250 passengers on each trip.

The informative tours Salas offers, meanwhile, are 45-minute rides around the Port of Long Beach, where passengers learn about the history of the waters around Long Beach, from the oil islands to past naval activities in the port. These can be run in some of the older, smaller boats that Salas owns in his fleet of nine.

For whale watching, though, there are two distinct seasons. The first is the more traditional gray whale season, which runs typically from November until April. Salas used to start his winter season right after Christmas, but things changed when the blue whale began appearing.

The more elusive blue whale has its own season, spanning generally



Brandon Richardson / Business Journal

Whale watching tour-goers wait for others to disembark a Harbor Breeze vessel ahead of their own venture.

from May until November—though a sighting is never guaranteed.

Harbor Breeze records most of its whale sightings on its website, and these reports show that the tours have seen over four times as many gray whales as blue whales since 2018.

While Salas has a great deal of knowledge and experience in tracking whales and their patterns, he said that there is no real way to know what you will see on a given day.

“You can predict the weather, you can predict the wind, but you can never predict the ocean,” he said. “It’ll fool you every time, so you just have to go with the flow.”

Something else you can’t predict is the onset of a global pandemic.

Like most other businesses, Harbor Breeze was forced to shut down in March 2020 at the onset of the COVID-19 pandemic, and Salas was suddenly presented with questions he had never faced.

“What do you do with your boats?” Salas said he asked himself. “We’re only as good as our employees, so how do we take care of their families?”

Finances were a particular concern, as Salas had recently purchased a dining yacht called the Sir Winston. Salas started marketing the ship in 2019 and began booking

business in 2020—just as the pandemic came along.

“We had our first profitable spring on the new boat,” Salas said. “Almost every weekend, we had weddings booked. Then COVID hit, and I had to refund the money, and I am sitting here with this big giant boat and a big note with the bank.”

Still, the company survived, thanks in part to a \$750,000 loan from the federal Paycheck Protection Program. Salas’ bank also worked with him to create a fair payment system during the pandemic, which was key in helping keep things on track.

“We had to do a couple of creative things to get through COVID,” he said. “It was in the bank’s best interest and our best interest to work together.”

Even so, Salas stopped taking his own wages to get through the financial hurdles, which he said he did in part to minimize layoffs.

Keeping the boats that Harbor Breeze uses in working order while minimizing the chances for COVID transmission was also of utmost concern. Through careful adherence to public health protocols, he said there were no COVID outbreaks among employees.

As for a rebound in business after the worst of the public health crisis,

Harbor Breeze was able to reopen to customers in June of 2020, but interest stayed low until last year.

“When we came out in 2021, we shattered every record we could ever hope for out of the pandemic,” Salas said. “We were hit with a tidal wave of customers.”

In particular, Salas remembers last year’s Fourth of July, after COVID vaccines were made widely available.

“They wanted to go out to the ocean and feel the wind in their face,” Salas said. “They wanted to be free.”

Now, Harbor Breeze ridership has returned closer to 2019 numbers, Salas said, and this return to a consistent flow has prompted Salas to take his business “to the next level,” he said.

Harbor Breeze’s business operations had long run out of an industrial park at the intersection of 16th Street and Daisy Avenue, but there were plenty of problems that made it less than ideal.

“Sometimes the air conditioning works, sometimes the upper portion of the building is so unbearably hot that we put four or five fans in there to cool it off,” Salas said.

So the company moved its business headquarters over to the Union Bank building at 400 Ocean Gate at the beginning of May this year. The building offers a more formal and professional environment—along with air conditioning.

“We went from a warehouse environment to a corporate environment,” Salas said.

To ensure this change to a more professional operation isn’t simply aesthetic, Salas recently brought on a business consulting firm, Boston-based Kelly Baker, to help Harbor Breeze continue to grow in a healthy way.

“They’re teaching me how to become a better boss,” Salas said. “How to provide my employees with work-life balance, how to provide a better work environment, and how to make my business not only better for the customer experience, but also a better place to work.” ■

# After busy Long Beach Pride weekend, gay bars show support for LGBTQ cultural district

*The long-time presence of these bars has inspired a potential new designation for a chunk of East Broadway.*

By Christian May-Suzuki

Craig Wirtz still remembers a time when it was hardly accepted to open a bar catering to the LGBTQ community. As the general manager of The Falcon—a gay bar that opened in Long Beach in 1996—Wirtz remembers how wary people were during its initial days.

“When we first opened up, the cops would come here all the time to check on us,” Wirtz said. “You couldn’t really even touch each other.”

Acceptance of LGBTQ establishments and activities by the community has taken tremendous steps since then, highlighted most recently by the three-day Long Beach Pride event earlier this month. The celebration is a key time of year for many of the owners of gay bars on East Broadway, long recognized as a major hub for the LGBTQ community in Long Beach.

For these bars and similar establishments, the event means huge boosts in business through an influx of traffic. Wirtz said that there are three days of “nonstop traffic” down Broadway during Pride, which is particularly amplified on Sunday, according



Christian May-Suzuki / Business Journal

Jeff Darling, who owns bars Mineshaft and The Brit on East Broadway, expressed support for the recognition of a piece of East Broadway between Alamitos and Junipero avenues as an LGBTQ cultural district.

to Jeff Darling, who owns long-standing gay bars Mineshaft and The Brit on East Broadway alongside his wife Rhonda.

“We equate it to about four weeks’ worth of work in a day,” Darling said of the day of the Pride parade.

This sudden increase in business at times exceeds the capacity of bars, so many establishments needed to prepare in advance to host customers over the weekend.

Wirtz set up an area in The Falcon’s parking lot to serve

patrons, and Darling brought in outside equipment like large outdoor fans to ensure that the increased volume of people in his establishments were still able to remain comfortable.

“We really try to stock up and prepare so that the customers

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Brandon Richardson / Business Journal

Harbor Breeze passengers use their phones to record video of a blue whale diving between Long Beach and Catalina Island during a whale watching tour.



Brandon Richardson / Business Journal

Passengers gaze at a blue whale’s “footprint,” a phenomenon that sees ocean water smoothen after the large mammal dives, during a Harbor Breeze whale watching tour.

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# In pandemic’s wake, business is better than ever for Gondola Getaway service

By Christian May-Suzuki

When Michael O’Toole started his Gondola Getaway service 40 years ago with a repurposed Pakistani fishing boat and a lifeguard dory, it wasn’t exactly something he expected to stick. He started the business as a project while attending USC in January 1982 and continued it as a full-fledged operation after he graduated that summer because he “needed something to do.”

But somehow, it’s stuck around for all these years.

O’Toole grew up in Naples, an area inspired by (though not named after) the gondola’s birthplace in Venice, Italy. Many of the streets have names with Italian roots, and there were efforts around 1906 to bring gondolas to the area to help bolster the connection. But that movement faded away by the late 1910s—that is, until Gondola Getaway arrived in 1982, when O’Toole thought it would be interesting to give the idea another try.

“We were taught the history of Naples Island at a young age, and in all the local stores and bars and restaurants, there were old pictures of gondolas,” O’Toole said. “It was pretty enticing to learn a little bit more about that or picture what it would be like with gondolas now.”

When he first started, O’Toole and his team did not have the proper equipment to provide the genuine Venetian experience that they were looking for. Instead of traditional gondolas, O’Toole initially used his two repurposed boats to carry passengers around the canal.

But there were a couple of problems. First, the boats relied



Brandon Richardson / Business Journal

Saviour and Shammara Adu hold hands while Hayden Fitzpatrick navigates a gondola through Long Beach’s Naples canals.

on electric batteries, which could inconveniently die mid-ride. Second, the boats could not handle wind well.

O’Toole came to see that no matter how hard he worked, Gondola Getaway would not meet its potential without using actual gondolas. So he traveled to Venice for the first time in 1983 with a mission.

“I flew over to Venice to just start to immerse myself in what it is that we are trying to replicate,” he said.

That initial trip did wonders for O’Toole.

He recalled being on the back of a boat as it went down the Grand Canal—one of the main waterways that cuts through the center of Venice in a reverse S pattern—as a moment that truly solidified his passion for the gondola business.

“I’ve been around boats my whole life, but I had never rode Venetian-style,” O’Toole said. “All of the sudden, there I was on the Grand Canal, on the back of a

gondola in Venice, Italy, and if that doesn’t inspire you, I don’t know what will.”

Now that he had an understanding of what made Venetian gondolas so special, it was time for him to get his boats together. Many of his boats needed to be specially built because of the size constraints back in Long Beach. The design of the boats was faithful to their Italian counterparts but had to be scaled down from 37 feet in length to

Continued on page 14

## Convention Center

Continued from cover

Braun is in charge of booking the theater, as well as the Long Beach Arena, and is working harder than ever to bring in larger acts and events with more consistency.

“We were positioned well to pick up a lot of the tours going back out,” Braun said of the return to live entertainment in the wake of pandemic closures. “A lot of promoters didn’t know Long Beach. As we were coming out of COVID, they had more time to research.”

When events returned almost one year ago, Braun and the Convention Center bolted out of the gate, leaning hard on comedy. Since reopening, the Terrace Theater has hosted Bill Burr and John Mulaney, both of whom had a string of sold-out shows at the venue, along with Jerry Seinfeld and Tom Segura, to name a few.

Upcoming comedy events include Chelsea Handler, Nate Bargatze and Jo Koy, who has four back-to-back shows with the option for a fifth, Braun said.

While the theater is ideal for comedy performances, recent musical acts are selling well at the 3,000-capacity room, Braun said. Aside from the Dylan show, the venue recently hosted Primus—the show did not sell out, Braun said, but ticket sales were on par with the rest of the tour.

After having to postpone her show at the Terrace Theater, Sarah McLachlan is now slated for late September, and ticket sales are “doing well.”

“We’re definitely trying to bring more music,” Braun said. “It’s just something we’ve been missing. We’re trying whatever we can to get the music promoters to bring shows down here.”

The Terrace Theater, he said, does have limitations when it comes to music—namely, the lack of any pit area for standing room near the stage. The Arena, however, can be set up to accommodate artists that would prefer a more active show, he said.

Bob Dylan was an artist Braun said he worked to get for years. Others still elude him, despite his efforts thus far, he said, including George Lopez, Dave Chappelle, The Chicks (formerly Dixie Chicks), Jackson Browne, David Gray and others.

The push for more entertainment use of the Terrace Theater and Arena spawned from the city’s recent agreement with ASM Global, which operates the city-owned Convention Center. A key component of the agreement that was approved by the City Council on May 10 was that both venues be utilized more regularly for such events.

As part of the agreement, goals were set that would trigger performance-based incentives. For the first four years of the seven-year agreement (with one three-year extension option), the venues’ use should break down to 30% or more of available days for commercial/entertainment, 60% or less for convention and trade shows, and 10% or less for community events.



Courtesy of the Long Beach Convention & Visitors Bureau

As part of its new contract with the city of Long Beach, ASM Global—which manages the city-owned Convention Center—is working toward more commercial entertainment use of the Terrace Theater and Long Beach Arena.

For years five through 10, that breakdown shifts to 50% or more for commercial/entertainment, 45% or less for convention and trade shows, and 5% or less for community events.

Braun said the venues are hovering around the 30% figure now for commercial/entertainment and are continuing to expand their offerings. “Blue’s Clues & You! Live on Stage,” which is an interactive Broadway-style show for kids, is coming to the Terrace in November. Braun also recently booked the World Ballet Series’ (formerly the Russian Ballet) “Swan Lake,” which is coming to the Terrace in September.

The Distinguished Speaker series, which in the past has hosted Diana Nyad, Jay Leno, Bob Woodward, George W. Bush and more, is returning this year, as well. Misty Copeland, Neil deGrasse Tyson, Adm. James Stavridis, Cristina Mittermeier, Bob Eubanks and Ken Burns will speak at the Terrace Theater from October through May.

Braun is also working on bringing Broadway shows to the Terrace. He is, however, more tight-lipped about that venture.

“I can’t say what shows we are trying to route through here,” he said, “but we’re working to get Broadway in here.”

To complement its expanding entertainment options, Braun and his staff are taking advantage of the Terrace Plaza in front of the theater. The space received a facelift in 2018, its first renovation since its construction in the 1970s. The work included upgrading the dated fountain into a “mini Bellagio” fountain as well as permanent lighting and sound systems.

Ahead of events, food trucks are parked in the plaza and outdoor bars are set up for attendees to congregate and socialize over drinks and/or food. The amount of time the outdoor festivities are open depends on the event, he explained: Comedians don’t like people moving in and out during their sets, so outdoor concessions typically end early compared to musicians who are not as concerned with crowd movement.

The addition of outdoor bars also is good for revenue, Braun said. In alcohol alone, concessions throughout the venue can generate upward of \$35,000 in a “very small window.”

The boost in shows has been lucrative, Braun said. He declined to provide any dollar amounts but noted that about 90% of recent events have been profitable.

One of the best ways to cultivate relationships with promoters of all types is to remain flexible, Braun said. Sometimes that means losing money on a show to make sure the promoter and performers get paid. Braun said he is becoming more flexible after the worst of the pandemic shutdowns, including working with promoters on pricing.

Like all venues, that flexibility also

extends to the artists’ riders (a part of the contract that includes demands to facilitate the performance, such as Dylan’s request that the house lights remain on).

“I’ve never gotten the, ‘Give me all green M&Ms,’” Braun said, noting he has heard of that and even more outlandish requests in his years in the business. He did share one of the weirder requests but declined to identify the performer, saying only that it was a comedian.

“One can of Budweiser. Who can drink one 12 oz. beer?” Braun said. “I need at least two.” ■

# LGB passenger traffic inches closer to pre-pandemic levels

By Brandon Richardson

The recovery for airlines since the pandemic has been slow—and it’s not over. But Long Beach’s small, municipal airport continues to fare better than the national trend, coming within 4.1% of June 2019’s traffic, data shows.

In June, 294,315 people traveled through Long Beach Airport, compared to 306,937 during the same month in 2019, according

to city data. Last month’s figure represents a 1,062% increase from June 2020, when 25,326 passengers went through the airport.

Passenger traffic at Long Beach Airport has improved greatly from February, which saw volumes 27% below the same month in 2020 and was the last full month of operations before the pandemic set in. May passenger traffic was 7.4% below 2019 levels, while April was 7.6% below and March 6.7% below.

“Long Beach Airport passenger activity in June was significantly

closer to the pre-pandemic level during the same time in 2019,” Airport Director Cynthia Guidry said in an emailed statement.

“We’re pleased travelers continue to make LGB their airport of choice this summer.”

Nationwide, passenger volumes in June remained almost 11% below pre-pandemic levels, according to data from the U.S. Transportation Security Administration. Last month, over 68.1 million people traveled through U.S. airports, compared to over 76.5 million in June 2019.

In Long Beach, which has a noise ordinance that limits the number of daily flights to 53, airlines are not yet flying all available slots, according to airport spokesperson Kate Kuykendall.

“Although there are some variations on different days of the week, most days our commercial airline carriers are flying 44 flights,” Kuykendall said in an email. The figure does not count one daily flight by UPS for cargo delivery.

Last month, 1,083 tons of cargo were handled at the Long Beach airport, down 39% from 2019. ■

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4) 5479 E ABBEYFIELD ST	900	OFFICE	DOUG SHEA (562) 773-4000
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# New cafe Zuzu’s Petals coming to East Village



Brandon Richardson / Business Journal

Co-owners Evan Papadakis, left, and Jessie Franco stand in front of their new restaurant concept, Zuzu's Petals, at 801 E. Third St.

By Matt Miller

Evan Papadakis spent years as a social worker before a car accident in 2019 changed his life. He was in the intensive care unit at Harbor-UCLA Medical Center for 12 days, and when he was discharged, spent the rest of the year on his couch, unable to work. “I sunk into a deep depression and wasn’t grateful for surviving the accident, or the life I was left with,” Papadakis said. When he was able to go back to work, he realized he no longer had the bandwidth for full-time counseling with patients who were suffering from anxiety, depression and trauma.

At the time, his office happened to be situated above The Cove Cafe, a popular spot in Palos Verdes Estates, and he befriended the chef, Jessie Franco. He got to thinking about his family’s extensive roots in the restaurant business: His uncle, John Papadakis, and his dad, Tom Papadakis, opened and ran the renowned Papadakis Taverna on Sixth Street in San Pedro for nearly 40 years. “I only knew life with the restaurant until we closed in 2010 when I was in college,” said Papadakis. In elementary school, he peeled carrots and potatoes. In middle school, he washed dishes. In high school, he cooked, bussed tables and served. In college, he helped manage the Greek restaurant, a hub of food and entertainment known

throughout the region, when his dad and uncle were away. Now he and Franco plan to open their own restaurant concept in Long Beach, an East Village cafe called Zuzu’s Petals, formerly occupied by Steamed, which closed in 2020. The name of the restaurant comes from the 1946 classic “It’s a Wonderful Life” in which the main character, George Bailey (played by Jimmy Stewart), on the verge of suicide, is reminded of the meaning of his life after pulling from his pocket the petals from a flower his daughter had given him. Papadakis said when he connected with co-owner Franco, he began feeling as if a weight had lifted. His sense of gratitude began to shift and he started feeling like he’d gotten his life back.

“Jimmy Stewart needed to live out a nightmare to realize he was grateful for what he had, [and] Zuzu’s Petals represent the life he’s grateful for,” Papadakis said, explaining that the decision felt right, “like a cosmic pull to return to my roots.” While Papadakis still does some work in the field, he has largely shifted his focus to opening the restaurant where he will be able to serve food and banter with customers, and Franco can focus on developing the menu. With plans to open around Labor Day, the duo at Zuzu’s Petals will be offering a casual breakfast and lunch concept with walk-up counter service and patio garden seating, serving small-batch coffee, fresh pastries and a brunch menu full of organic, seasonal offerings from the local farmers market. Breakfast items will include fried chicken ‘n’ waffles (\$18) with candied bacon, cinnamon creme fraiche and blueberry compote; pancakes (\$15), including a mouthwatering selection of Zoe’s banana pancakes, lemon ricotta pancakes, or blueberry pancakes, served either as a single order or a pancake flight. And it’s always nice when there’s a thoughtful vegan option, which at Zuzu’s is an order of carrot lox (\$14) with vegan cream cheese, pickled red onion, cucumber, dill, mint and capers. Lunch items will include a “smashed” burger on brioche (\$17) topped with cheddar cheese, caramelized onions, applewood smoked bacon, “secret sauce,” seared tomato and house pickles; chicken Milanese (\$17) with lemon caper beurre blanc, arugula and Parmesan; and a seasonal peach salad (\$15) with arugula, frisée, candied pecans and Gorgonzola. Follow Zuzu’s Petals on Instagram, @zuzuspetaleseatery, or on its website, zuzupetaleseatery.com, to watch for the opening. Zuzu’s Petals is at 801 E. Third St. ■

## Second Street

Continued from cover

been a long time coming. The primary vacancies, he said, are in buildings once occupied by what he calls “legacy retail,” which he defined as both larger and smaller retailers that felt outdated for one reason or another. “I don’t think it has anything to do with the neighborhood or pandemic,” Peterson said of the area’s retail struggles. “People are buying their goods through online sources, and that’s hurting retail all over the country, not just in Belmont Shore.” As for what’s next, Tofani said he envisions more modern retail offerings, while “great new restaurant concepts will serve to anchor the area.” But the area’s mainstays, including Legends and Rance’s Pizza, aren’t going anywhere. “For us, transitioning to takeout only was relatively easy,” Tofani said of his restaurant’s Chicago-style deep-dish offerings. “Generally speaking, we weathered the storm fairly well.” That’s not to say the pandemic didn’t impact his business. Customer traffic declined during stay-at-home orders, and costs rose overall due to supply chain issues. He noted one thing in particular that saw a dramatic price increase: chicken wings. “Costs skyrocketed for food,” Tofani said. “Sometimes, you couldn’t find what you need, or guys would run out.” Legends, meanwhile, was able to get by with reduced staffing thanks in part to a city initiative that will sunset over the next couple of months: the use of parklets. “I think the parklets have given so many more people an opportunity to come and enjoy the space,” Peterson said. “Parklets were incredibly important for the sustainability of a lot of the restaurants in the city.” Of course, parklets were a controversial topic in Belmont Shore. Complaints ranging from the loss of parking to public urination were heard during council meetings as the city decided how to handle the new structures along Second Street. The city is now phasing out the program, though officials have allowed some businesses to apply to make their structures permanent, which Peterson has decided to do. “We are very desirous of having a permanent parklet,” Peterson said. “Hopefully, we can go through the permit process to build a permanent outdoor dining experience.” Some business owners on Second Street, though, believe that the program has served its purpose. Tofani, who also serves on the Belmont Shore Parking & Business Improvement Area Advisory Commission, is one of them. “They were intended as temporary solutions to the restrictions on indoor dining,” Tofani said. “It’s helped us make up ground, and it’s been a wonderful addition to the



Brandon Richardson / Business Journal

A woman crosses Second Street as the late afternoon traffic backs up.

community for the time.” “But I plan to take my temporary one down at the end of August, because it’s just time.” It’s also time, the BSBA has decided, for the return of events. The neighborhood’s Stroll and Savor event, for example, came back to Second Street last month for the first time in two years. Through Stroll and Savor, patrons can walk up and down Second Street to sample restaurants’ menus. Other businesses along the corridor also benefit. “Although they might not shop at your shop that day, they are going to see it,” Heather Duncan, who owns the gift and clothing store Blue Windows, said of people visiting for Stroll and Savor. “That might not be their goal that day, but they might come back, and that’s what you don’t see.” This exposure is important, but businesses like Duncan’s were helped through the pandemic thanks to an already established, loyal customer base. “I was really humbled by how much there was an outpouring of support,” Duncan said. “I think especially [during and after] the pandemic, people were more small business minded.” Now, businesses like Rance’s, Blue Windows and Legends are seeing even more customers than they did prior to the pandemic. “Despite the recession and things being more expensive, I think you, me, your friends, my friends—we all just want to get out and live our lives,” Peterson said. People are appreciating their rediscovered freedoms, which has not gone unnoticed by business owners. “Certainly during the pandemic, it was so weird because it was just tumbleweeds because no one was allowed to be out,” Tofani said. “But

as soon as those restrictions got lifted, I would say the vibe has been more jovial and celebratory and happier than ever.” For those who came to the

area long before 2020, this isn’t necessarily a surprise. “Since I have been here so long,” Duncan said, “I know that Second Street will always revive itself.” ■

## Long Beach Pride

Continued from page 7

don’t have to wait long, and they can have the best experience,” Darling said. It wasn’t just these bars that were given a boost in visitors by the event. Johnnie Magana, who owns adult store Romantix on East Broadway, says the weekend festivities boosted his sales by 40% compared to a normal weekend. The long-time presence of these bars has inspired a potential designation of a chunk of East

Broadway as an LGBTQ cultural district. The current proposal would have the district extend from Alamitos Avenue to Junipero Avenue, which would include The Falcon, The Brit and Mineshaft, along with several other long-time gay bars in Long Beach like Sweetwater Saloon and The Broadway Bar. Support for the change from businesses in the potential corridor is strong as well. Magana said that it was important to establish this kind of recognition “especially in Long Beach,” and others believe that it was a decision that was a

long time coming. “It’s phenomenal progress,” Wirtz said of the potential cultural district. “These bars have been here for a long time.” For Darling, establishing an LGBTQ corridor on East Broadway is something that can allow the residents of the community to show how important support of the community is even as the area is shifting. “As these neighborhoods change, you’ll lose some of that cultural history in every generation,” Darling said. “I think it’s really important that we maintain this corridor in this

cultural district, so that we have a different kind of recognition that these are the issues that matter most to our community.” Seeing the idea for this district come together is something that excites these bar owners and managers, but it is not something that they are desperate for. Darling and Wirtz both expressed enthusiasm for its establishment, but said their roles and presence in the community is unquestioned, even without such formal recognition. “We feel we have been here all along,” Darling said. “We’ve already known that.” ■

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Title	Bid Number	Due Date
Transportation Mobility Supplies - Traffic Signs	PW-22-082	07/28/2022
R-7191 Artesia Great Blvd	PW-22-089	08/01/2022
Transportation on Mobility Supplies - Delineators	PW-22-094	08/02/2022
Aquatic Equipment Rental Contractor	PR-22-084	08/09/2022
On-Call Historic Preservation Consulting Svcs	DV-22-091	08/09/2022
ERP Consulting Services	TI-22-096	08/29/2022

Bidder Registration

To receive notifications of bid opportunities, register with the city, and download additional bid details, visit [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing).

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# Innovation Spurs Success

The Long Beach Convention & Entertainment Center (LBCEC) is an innovator: one of the first centers in the country to adopt a residential-style environment with in-house furnishings, theatrical lighting, and a fully integrated hybrid events platform, LBCEC continues to lead the way. From individual venues to hallways and corridors, every inch of the convention center is a place to gather – you can even host events on the stage of one of the most storied theaters in California.

Set on a bustling downtown waterfront, the Convention Center’s indoor and outdoor venues offer a suite of inhouse assets – rigging, theatrical lighting, LED game tables, contemporary furnishings, and other key components – at a cost savings of hundreds of thousands of dollars. Whether you’re looking for a street party, an evening beneath the palm trees, or a glamorous indoor affair beneath glittering chandeliers, the possibilities are endless.

Working with the Long Beach Convention & Visitors Bureau (CVB), the Convention Center continues to be recognized for its service and TED-inspired, boutique venues, winning numerous meeting industry awards; the CVB winning the industry’s prestigious Stella Award for Best CVB in the Far West five years running, and the Center winning for best Convention Center in the Far West four years running. In 2021, LBCVB won PCMA’s highest honor, the Chairman’s Award.

“I have been in the association business for more than 30 years. I have seen a lot of convention centers, and Long Beach has thought through every single piece of what the meeting experience should be. They have created a space that I don’t think is duplicated anywhere in the country. . . . Long Beach has done so much of the work for you. They have invested in incredible set pieces and décor and lighting grids, and things that most associations can’t afford. At most convention centers, we actually pay a decorator to bring in sofas and chairs to create lounge space. . . . We don’t have to do that at Long Beach: all of that is part of the package. It can save millions of dollars.”

– Scott Steen, Executive Director of the American Physiological Society.

“People have heard me say before that if my CEO could literally pick up the Long Beach Convention Center and take it with us we would. We love the building. We are rebooked to come again in 2023.”

– Deirdre L. Clemmons, CMP, CAE, Senior Vice President, Events and Strategic Partnerships, Airports Council International - North America

“Long Beach has figured out how to create a truly interactive party. You’re not starting from scratch. You’ve already got a lot of options to choose from. You can kind of just come in

and order off a menu for what you want your meeting to be like, and they have something to accommodate that.”

– Barbara Palmer, Deputy Editor, Convene Magazine

“If you’ve ever gone over to [the Long Beach Convention Center], it’s an inspiration in itself. It’s eclectic. It’s interesting. It’s about humans . . . It induces a feeling of immersiveness . . . When I go there, I’m inspired.”

– Sherrif Karamat, President & CEO PCMA



From The Cove to the Pacific Ballroom to the Terrace Plaze, these unique spaces are equipped with lighting, sound and decor to create an experience unlike any other.

## Gondola Getaway

Continued from page 8

25 feet to fit both in Gondola Getaway’s storage facilities and in the canal in Naples itself.

The 14 boats that O’Toole has today—which have capacities ranging from six to 14 passengers—mostly come from Italy. He has also built some of his gondolas, but now he has many of them custom-made.

With gondolas, another requirement for operation is to have competent gondoliers. The role goes beyond simply piloting the boat with the authentic “voga veneta” rowing style; gondoliers act as guides through the whole gondola experience.

“They’re an ambassador to Long Beach, they are an ambassador to Gondola Getaway ... and they need to be an ambassador to Venice, Italy,” O’Toole said. “So our gondolier will know more about [those things] than everybody else on the boat.”

O’Toole started initially with around 10 gondoliers that were women that he had grown up sailing with. That number has since expanded to 35.

And yet, despite the niche nature of the business and the knowledge and training required for it, he has never needed to advertise for a gondolier once in his 40 years. Instead, the hirings have stayed in-house, with new gondoliers coming in at the recommendation of current ones.

“The gondoliers have friends, and they know which ones would make a good gondolier,” O’Toole said. “They might have some friends that are great friends, but they say, ‘You’re not really a gondolier,’ because they know the rigors and personality” that are needed.

Since O’Toole’s fateful trip, Gondola Getaway has flourished as the only gondola business in Long Beach, and one of few in Southern California. During the summertime, O’Toole estimates that Gondola Getaway embarks on about 200 trips per week, with that number jumping to around 300 during the month of December.

Riders start at the harbor just off of Naples at 5437 E. Ocean Blvd.



Brandon Richardson / Business Journal

Hayden Fitzpatrick, 24, who has been a gondolier for Gondola Getaways for four years, navigates a couple through Long Beach’s Naples canals.



Brandon Richardson / Business Journal

Gondolier Hayden Fitzpatrick, 24, unties his ship from the dock at Gondola Getaways in Southeast Long Beach before taking Saviour and Shammara Adu on a tour of the Naples canals.

where Gondola Getaway is docked, going to and around the Rivo Alto canal that creates the central island in Naples before exiting and returning to the initial dock. The trip takes around 50-55 minutes and includes a variety of options to create different experiences.

While providing an authentic experience is a crucial part of the business, it isn’t the only selling point. With their connection to Italy, gondolas carry romantic connotations, and Gondola Getaway has crafted many of its offerings to cater to that association.

“Romance is the easiest part of the business,” O’Toole said. “People associate the gondola with romance and Venice.”

One of these services is called “Message in a Bottle,” in which the gondolier is given a message to leave in the canal in a bottle adorned with seashells for a significant other.

“If the gondolier has done his job right, he or she will be completely

discombobulated about how that bottle got there,” O’Toole said. “That just adds this amazing layer to the trip.”

Another twist that O’Toole offers is a “pizza cruise,” which brings more of the Italian experience to the boat through food. He started this in part to find more use from some of his larger gondolas, but the program quickly became one of his most popular when it started 10 years ago.

Gondola Getaway partnered with Italian restaurant Domenico’s in Belmont Shore to provide gondola rides with meal experiences. Pizzas and other ordered dishes are delivered directly to the boat before embarking, an experience O’Toole said is unique to his business.

“It’s the only place you can get on a gondola and have a big table down the middle, and float through canals while you’re eating pizza,” O’Toole said.

Like every other business, Gondola Getaway faced challenges during the COVID-19 pandemic. But O’Toole was allowed to reopen quickly after the initial shutdowns. He wrote several letters to the city’s Health Department, outlining the specifics of the business and how it could operate safely during the pandemic.

“We really checked off a lot of the boxes,” O’Toole said.

First, the business operates outdoors. And it also offers long boats—ideal for social distancing.

“It was very easy and honest to say that of all things, maybe the gondola was built for a pandemic,” O’Toole said. “The gondolier is 6 feet away the whole time.”

Gondola Getaway was approved to reopen in April 2020, just a month after the harshest of the pandemic lockdowns began. Even in the midst of COVID, O’Toole said he was

inundated with customers when the

business reopened.

“As soon as we got open and got the word out, we got hit pretty hard with customers,” O’Toole said.

Even so, there was still a pressing issue. While the business was closed for only a month, O’Toole worried his gondoliers would be hesitant to return to work. Whether it was because of fears stemming from the virus or because of the unemployment money they were collecting, O’Toole needed to find a way to keep his gondoliers engaged.

His solution was to start a program where gondoliers would ride every night and sing opera to residents along the Rivo Alto canal. While the endeavor didn’t make money, O’Toole said it still achieved its goals.

“It engaged the gondoliers with the residents a lot more,” he said. “Now they know all the gondoliers’ names, and they have kind of a relationship with them because they pull over and chat.”

These days, O’Toole says he thinks business is actually better than it was prior to COVID. His operation is hard to match not just because of O’Toole’s efforts and knowledge, but also because of the unique nature of Naples Island.

“Nobody has canals like we do here in Long Beach,” O’Toole said. “Nobody had the width of the canals, the number of bridges, the height of the bridges, the light westerly wind, all of these things.”

Competitors have popped up over the years in Southern California—some from former gondoliers of O’Toole’s that became enamored with the business. But he says that many don’t stick because the experience just isn’t the same as it is in Long Beach.

“They have popped up here and there,” O’Toole said, “but they just don’t have the blessings that we naturally have here.” ■

## Solita Tacos & Margaritas takes over former Rock Bottom Brewery site in Downtown

By Tim Grobaty

Solita Tacos & Margaritas, the popular Baja-style restaurant featuring items inspired by the cooking of Northern Mexico, with a Santa Maria-style grill and smoker, opened earlier this month at 111 W. Ocean Blvd., the spot of the long-vacant Rock Bottom Brewery in Downtown Long Beach.

Rock Bottom was the first major restaurant to shutter in the city because of the coronavirus, and it was a clear and alarming signal that the pandemic was going to have a significant impact on the physical and financial health of the city.

Solita is a major sign that the virus has, at least, settled down enough for things to be returning to whatever the new normal will bring to Long Beach, taking its place on the most visible intersection in town on the northwest corner of Ocean Boulevard and Pine Avenue, the historic crossroads of the city.

“We couldn’t be more lucky to be able to pick up that corner,” said Randy Sharpe, CEO and president of Xperience Restaurant Group, which owns several Mexican restaurants including two Solita locations in Huntington Beach and Valencia, as well as the El Torito and Acapulco chains, Laguna Beach’s Las Brisas and a half-dozen others.

Sharpe said he hopes to not only attract local business people, but



Brandon Richardson / Business Journal

Diners enjoy the summer weather as they eat on Solita’s outdoor patio on the corner of Ocean Boulevard and Pine Avenue.

also the many nearby residents along Ocean and in Downtown, as well as plugging into the returning convention business.

“We’re very accessible here, it’s just a place to have a good time and you can get a meal and a couple of drinks for \$25,” he said.

Some highlights from the menu include:

- Pork Belly Dorado Taco: pork belly smoked in-house for six hours, served with amarillo hot sauce, onions, cilantro and slaw.

- Vampiro Taco: double tortilla with carne asada or grilled chicken, with cheese, serrano peppers, green onions, guacamole, chipotle sauce, cotija cheese and

salsa fresca.

- Cadillac: wood-grilled carne asada, melted cheese, chipotle-garlic shrimp, avocado and salsa fresca.

- Grilled Corn Elote: roasted and wood-grilled sweet corn carved tableside with butter, chipotle sauce, ground California chile, cotija cheese and green onions.

- Steak Carne Asada: wood-grilled Angus steak, avocado, jalapeno toreados, scallions and chimichurri; served with two sides.

Solita’s hours are 11 a.m. to 11 p.m. Monday through Thursday; 11 a.m.-midnight Friday and Sunday; and they’ll be serving brunch on Saturdays and Sundays starting at 9 a.m. ■

## Southwest to offer seasonal nonstop flight from Long Beach to NOLA early next year

By Brandon Richardson

Travelers looking to party in the Big Easy for Mardi Gras—or who just have a hankering for a bowl of gumbo and some jazz—will be able to fly nonstop from Long Beach to New Orleans starting next year, officials announced Thursday.

Southwest’s new weekly route from Long Beach Airport to Louis Armstrong New Orleans International Airport will operate on a seasonal basis from January 8 through March next year. Mardi Gras 2023 falls on February 21.

The Boeing 737 will leave Long Beach at 12:30 p.m. on Sundays, arriving in NOLA at 6 p.m. The return flight, also on Sundays, departs from New Orleans at 4:55

p.m. and arrives at LGB at 7:15 p.m.

“We welcome Southwest adding this Sunday shortcut from our award-winning airport to the Big Easy, giving travelers more convenient options,” Airport Director Cynthia Guidry said in a statement.

Tickets for the new service are available now.

Thursday’s announcement comes a little more than a month after Southwest announced nonstop service from Long Beach to Nashville, a flight that continues on to Washington, D.C. The Nashville service begins in November.

Since the departure of JetBlue in October 2020, Southwest has become the dominant carrier at LGB, holding 38 of the 53 daily flight slots at the noise-controlled airport. Including New Orleans, the Texas-

based airline flies nonstop to 16 cities from Long Beach.

The remaining flight slots are held by Delta Air Lines (7), American Airlines (4), Hawaiian Airlines (2) and Breeze Airways (1). UPS also holds one daily flight slot for cargo deliveries.

New routes and more flights are welcome at the small, municipal airport, which is continuing to recover from the decimation of travel amid the coronavirus pandemic. Last month, the airport was within 4% of pre-pandemic passenger volumes, pacing well ahead of the industry nationwide.

“Long Beach Airport offers one of the best travel experiences around the country,” Mayor Robert Garcia said in a statement, “and I’m so glad to see the expansion of our operations.” ■

## Long Beach Burger Week returns next month

*So far 22 restaurants, food trucks and pop-ups will be participating in the promotion.*

By Cheantay Jensen

The annual Long Beach Burger Week, a seven-day affair celebrating the city’s creative takes on the tried-and-true beef-patty-on-a-bun, is slated to return for a second run Aug. 7-14.

So far 22 restaurants, food trucks and pop-ups will be participating in the promotion, with some offering new burger entrees and most providing special deals. Many fan-favorite burger entrees will be provided at a discount, with some as low as \$5. Most of the deals are priced at \$10, \$15, and \$20, with a few restaurants offering a burger and cocktail drink combo at \$25.

Some restaurants with patios will also include a Burger Week menu just for dogs, with those items priced at \$5.

Participating businesses include:

- Gone Loco! Spicy Food Truck
- Portuguese Bend
- Kennedy’s Craft Kitchen
- Bison Burger
- The Attic
- The Bamboob Club
- Polly’s Pies
- Mr. Fries Man
- Sip
- Crack Burgers
- The Small Cafe
- Vibes Beach Cafe
- Berlin Bistro
- The Ordinarie
- The Kroft
- Komo’s Cocina
- Hungry Angelina
- Fantastic
- The Crooked Duck
- Long Beach Taphouse
- Remix
- Sideburns by The Stache

More businesses are expected to sign-up approaching the promotional week.

Long Beach Burger Week is organized by Long Beach Food and Beverage, a nonprofit founded in 2019 and dedicated to supporting the Long Beach culinary scene. Long Beach Food and Beverage is also behind many other popular restaurant weeks in the city, including Black Restaurant Week, Cambodian Restaurant Week and more. ■



Two people walk toward Thai Binh Plaza in Midtown.

Brandon Richardson / Business Journal

# Downtown, Midtown BIDs get renewed for 10 years

By Brandon Richardson

Businesses and property owners in the Downtown area and along Anaheim Street will continue to receive infrastructure maintenance, security and other forms of support for years to come following the renewal of their respective business improvement districts by the City Council last week.

The Downtown Long Beach Alliance and Midtown PBIDs were both renewed for a period of 10 years following two unanimous votes by

the City Council. Councilmember Cindy Allen recused herself from the Downtown vote because she owns two properties located within the BID’s boundaries.

The BIDs receive their funding through property assessments, which means renewals must be approved first through a vote of property owners in the area. Due to the coronavirus pandemic, the Midtown BID—which spans Anaheim Street from Raymond to Alamitos avenues—was not renewed last year, the end of its initial five-year contract, due to a lack of support from owners

who were losing money.

But the various services the BID provides such as street cleanups, sidewalk power washing and security are set to return with the new contract that spans Jan. 1, 2023, through Dec. 31, 2032.

“Midtown PBID has been pivotal in building economic development in the neighborhood by providing a clean and safe neighborhood for businesses and residents,” BID President Susana Sngiem said during the council meeting. Throughout the pandemic, the organization provided over \$72,000 in direct grants to the

area’s small businesses, she added.

The BID distributed 61 ballots to property owners along the corridor. Of those, 22 valid ballots were counted, according to city staff, and 58.89% were in favor of renewing the BID.

The property assessment will generate \$159,000 in revenue for the Midtown BID during the first year, according to a staff report. City-owned properties would account for \$22,500 of the assessment next year, which is not currently budgeted.

The DLBA, meanwhile, has served Downtown businesses and residents since 1998, and its renewal included an expansion of its boundaries.

The northern boundary along Pacific Avenue will be extended from Sixth to Eighth street to match the boundary on Pine Avenue. South of Ocean Boulevard, the boundary is expanding to encompass the waterfront south of Shoreline Drive. The new southern boundary will include the sidewalks along the Convention Center on Pine Avenue and much of the Rainbow Harbor area—stretching from the roundabout near the Aquarium of the Pacific along the waterfront to Shoreline Village, which is not included in the update.

The BID renewal garnered more support from property owners than the Midtown BID. The organization disseminated 3,245 ballots and, of the 877 valid returns, 78.83% were in favor of renewal.

As part of the renewal, assessment fees are set to increase an average of 34.5%. With the increase and additional properties, the assessment will generate more than \$3.78 million in revenue for the organizations, according to a staff report.

The city’s portion of the assessment for fiscal year 2023 is \$785,156, according to city documents, an increase of almost \$181,000 due in large part to the inclusion of the Convention Center frontage. Of the total, \$220,484 will be paid by Site Centers, which manages the Pike Outlets property.

The remainder of the assessment will be paid by various city departments, according to a staff report.

“Specific impacts at the

Continued on page 20

# Rocket Lab launches new U.S. spy satellite

By Brandon Richardson

The National Reconnaissance Office, which has operated U.S. spy satellites for more than six decades, has a new spacecraft in orbit following a successful mission by Rocket Lab earlier this month.

Dubbed “Wise One Looks Ahead,” the mission blasted off from Rocket Lab’s New Zealand launch complex Pad A at 11:30 p.m. PDT on July 12, which was 6:30 a.m. UTC on July 13. The firm’s Electron rocket delivered the National

Reconnaissance Office’s NROL-162 satellite to orbit an hour later.

In partnership with the Australian Department of Defense, the satellite will provide “critical information to the United States Government’s agencies and allies and national security decision makers monitoring and responding to world events and humanitarian issues,” according to the company.

NROL-162 is the 148th satellite Rocket Lab has delivered to space over 27 missions since its first launch in January 2018.

The mission came just over

two weeks after Rocket Lab successfully launched NASA’s CAPSTONE satellite into space. After orbiting the Earth 37 times over six days attached to the firm’s Lunar Photon spacecraft, the satellite was sent hurtling toward the moon where it will enter a unique orbit in several months.

Previously, Rocket Lab successfully delivered a pair of national security satellites to space for the NRO in January and June 2022.

“Wise One Looks Ahead” was the first of back-to-back Rocket Lab missions for the NRO. NROL-

199 was slated to take off from the firm’s launch complex Pad B in New Zealand on July 22 but was delayed for additional satellite prep.

“The successful deployment of NROL-162 to orbit is another fantastic achievement by the Rocket Lab team, but we’re not resting on our laurels,” founder and CEO Craig Beck said. “No other small launch provider has ever before prepared a dedicated launch for a small national security payload in such a rapid turnaround, and our sights are set on delivering the next NRO mission to space in record-time.” ■

# City seeks to incentivize landlords to accept housing vouchers

By Jason Ruiz

The Long Beach City Council voted unanimously last week in favor of looking at options to entice landlords to accept the hundreds of homeless people in the city who have housing vouchers that could pay for a significant portion of their rent.

This year, Long Beach saw a 62% increase in the number of people experiencing homelessness since 2020, with about 700 more people living unsheltered, according to the most recent count in February.

However, Health Department officials say that over 400 of those people have Section 8 housing vouchers that pay up to 70% of their monthly rents, and sometimes all of it.

Councilmember Stacy Mungo Flanigan said one problem has been finding willing landlords to accept the vouchers. Her proposal asked for incentives ranging from refunded development permit fees and subsidies from other city departments to be considered.

City officials said that if every person with a housing voucher was connected with a landlord, it could reduce the city’s unshoused population by about 20%.

Mungo Flanigan said that if the city offered some kind of benefit to property owners to install dedicated meters for new accessory dwelling units or on multi-unit apartment buildings, it could help save tenants money because they would only pay for the water or gas that they personally use, and it could help city utilities better understand how people are using resources.

“It’s difficult to incentivize conservation when you have a dozen people on a meter or even three to four on a meter,” Mungo Flanigan said.

Lauren Gold, a spokesperson for the Long Beach Water Department, said meters cost about \$1,500 and are not required to be installed for ADU. However, installing individual meters for each unit in an apartment is a much more complicated task and the department didn’t have an estimated cost for that procedure.

Gold said the department is looking at how it could help with Mungo Flanigan’s proposal, but it may be limited by California laws guiding how utilities set prices. Proposition 218 has specific requirements for utility providers when setting rates and generally limit rates to the cost of service, which includes the installation of new lines and meters.

The proposal would extend to all landlords, including traditional homes, apartments and ADUs, which have become more popular in recent years.

Rick de La Torre, a spokesperson for the city’s Development Services Department, said Long Beach has seen 260 ADUs permitted so far this year and the city is on track to meet its goal in the city’s recently adopted



Thomas R. Cordova / Business Journal

Teresa Chandler hands a care package to a homeless woman as her fellow volunteer Darian Bonner stands nearby while the volunteers take part in the annual county-wide homeless count in Long Beach.

## Housing Element.

The Housing Element projected that ADU construction in the city would increase from about 300 annually to 500 annually, and could remain that high for a few years.

The council supported the idea of working to ensure more people in Long Beach seeking housing are connected to it. Councilmember Suzie Price, who is holding a workshop next month for landlords

to try and “correct some of the misconceptions” of Section 8 vouchers, backed the motion.

“I think it’s really important for us to think of where our affordable housing options lie in the city and make existing housing stock more affordable,” Price said.

Members of the public supported the move, but also asked the city to look at other limitations of the city’s program that dictates how many people can

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# Traffic slowed to a crawl at Long Beach, LA ports as truckers protested state law



A convoy of trucks congested traffic along the 710 Freeway near the Port of Long Beach in protest of a state labor law Wednesday, July 13, 2022.

By Brandon Richardson

The 710 Freeway approaching Downtown Long Beach and the city's port is known for its congestion during the best of times. Traffic on July 13, however, crept along especially slowly due to dozens of trucks protesting a California labor law.

Truckers in Long Beach, Los Angeles and Oakland have protested California Assembly Bill 5, which redefined independent contractors and employees—and reclassified most of the state's truckers in the process. Truckers are now largely considered employees, even though many prefer their independent contractor status due in large part to the flexibility that status allows.

The state passed the bill in 2019 as a way to regulate gig-economy businesses such as Uber, Lyft and Doordash. But those companies won exemption from the law, along with musicians, freelance writers and others.

Truckers fought for an exemption as well, and an injunction was put in place in 2020 that prevented enforcement while the lawsuit worked through the judicial system. But on June 30, the Supreme Court declined to hear the appeal by the California Trucking Association, allowing the law that classifies truckers as employees to now be enforced.

"The frustration with the total lack of regard by the state of California for a business model that

has provided thousands of men and women an opportunity to build and grow a business is now blatantly obvious," Matt Schrap, CEO of the Harbor Trucking Association, said in a statement.

"Unfortunately, it didn't matter how many independent drivers

the increased expense. Some workers also opposed it, saying they preferred the independence of being an outside contractor, which allows them to control their work hours.

Other workers, however, pushed for the law, saying they were being denied benefits by being classified as

*"We gave them the depth, the breadth, the space they needed to voice their opinion, but kept this cargo moving through the port complex. And these drivers are very respectful to just that. I applaud them for coming out here today."*

- Gene Seroka, Port of Los Angeles Executive Director

stood up and expressed concerns during the legislative process," Schrap added.

The law is intended to ensure workers receive fair wages and other employment benefits. Many companies opposed the law, noting

outside contractors.

The convoy did not impact terminal operations, according to the ports' executive directors. At the Port of Los Angeles, staff and operators prepared for the protest in the days leading up to it, according

to Executive Director Gene Seroka. "These drivers have a view to put out there," Seroka said in a news conference. "We gave them the depth, the breadth, the space they needed to voice their opinion, but kept this cargo moving through the port complex. And these drivers are very respectful to just that. I applaud them for coming out here today."

The convoy was part of a 24-hour work stoppage.

The protest came as supply chain congestion continues at the Long Beach and LA ports. In Long Beach, the number of containers sitting on dock awaiting transport has spiked in recent days to levels not seen in months.

At the end of October, the twin ports announced their plans to impose a "container dwell fee" for containers that sat on dock for extended periods of time. The supply chain responded and the number of languishing containers declined for months.

Because of the decrease, the fee has not been implemented. Earlier this month, however, that number shot back up, exceeding the October level that prompted the initial announcement.

Mario Cordero, executive director of the Port of Long Beach, said all terminals and roadways in the harbor remained open amid the trucker protest.

"Our Harbor Patrol is working to ensure the safety and First Amendment rights of all concerned," Cordero said in a statement. "We are aware of the issues surrounding the requirements of AB5, and we are working with our drayage partners and other stakeholders to ensure that goods can be delivered safely and quickly through the supply chain."

Across the state, there are about 70,000 truck owner-operators. The California Trucking Association estimates the law could push thousands of drivers off the road while they take steps to comply with the new regulations, Supply Chain Brain reports.

The transition from an owner-operator model could cost truckers up to \$20,000 per year in licenses, fees and insurance, Schrap told Bloomberg.

Retired Gen. Stephen R. Lyons, the recently appointed port and supply chain envoy to the Biden-Harris Administration Supply Chain Disruptions Task Force, visited the Port of Los Angeles on the day of the convoy and said the administration was assessing the impacts of AB5.

"The truckers are so critical to the supply chain," Lyons said. "We (have) got to make sure we're setting conditions to take care of them to the best of our ability."

City News Service contributed to this report. ■



Container ships are unloaded at the Port of Long Beach's Pier J.

## Long Beach, LA ports set June cargo records

By Brandon Richardson

The ports of Long Beach and Los Angeles moved a record number of containers in June amid increased consumer demand and ongoing supply chain backlogs, the agencies announced earlier this month.

In Long Beach, dockworkers and terminal operators moved 835,412 20-foot-equivalent units (the standard measure of a shipping container) last month, surpassing a record set in June 2018 by more than 83,000 TEUs.

The figure represents a 15.3% increase over June of last year.

Imports rose 16.4% to 415,677 TEUs, while exports decreased 1.4% to 115,303 TEUs. Empty containers moving through the port soared 21.6% to 304,433 TEUs.

"We are anticipating a robust summer season as consumer demand continues to drive cargo to our docks," Port of Long Beach Executive Director Mario Cordero said in a statement. "We expect to remain moderately busy in the coming months, and we will work to promptly process containers lingering at the port."

The number of containers sitting on docks for extended periods of time jumped this month after months of more efficient cargo movement, according to port data.

In October, the ports of LA and Long Beach issued a joint statement announcing their plans to impose a "container dwell fee," but the supply chain responded, and the number of lingering containers significantly diminished and the fee was never implemented. Neither port has said

whether or not they will institute the fee now that containers are once again piling up.

At the Port of Los Angeles, 876,611 TEUs were moved last month, surpassing the same month last year as the busiest June ever in the port's 115-year history. Imports reached 444,680 TEUs, marking a 5% decrease from last year, while remaining 12% higher than the previous five-year June average.

Exports also declined 2.3% to 93,890 TEUs, the port announced. As in Long Beach, however, the number of empty containers increased 8.1% to 338,041 TEUs.

Through June, the Port of LA has moved more than 5.4 million TEUs, matching last year's record-setting pace, according to the agency. Long Beach, meanwhile, moved just over 5 million in the first half of the year—up 5.3% from the same period last year.

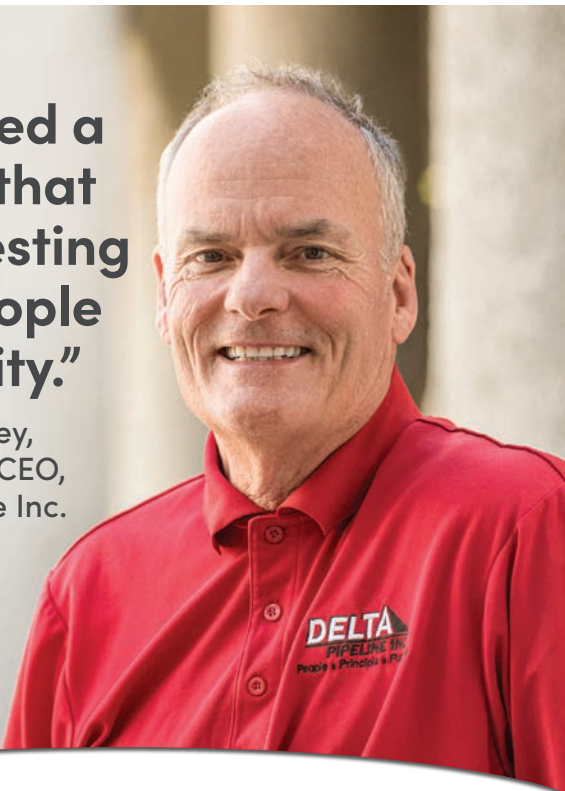
The second quarter (April 1 through June 30) was the Port of Long Beach's busiest quarter on record, with 2,547,119 containers being moved.

The influx of cargo is due to several reasons, according to port officials. The lifting of pandemic-induced shutdowns in China, retailers restocking and robust e-commerce are all driving the record-setting amount of containers through the ports, they said.

"We're already beginning to handle back-to-school, fall fashion and year-end holiday goods," Port of Los Angeles Executive Director Gene Seroka said in a statement. "Despite inflation and higher-than-usual inventory, we expect cargo volume to remain robust the second half of the year." ■

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Brandon Richardson / Business Journal

About 20 months after the bridge closed to traffic, the main span of the old Gerald Desmond Bridge was removed Saturday, July 9, 2022.

# Crews remove main span of Gerald Desmond as demolition begins on 54-year-old bridge

By Brandon Richardson

After spanning the Back Channel at the Port of Long Beach for over half a century, the demolition of the Gerald Desmond Bridge officially

began earlier this month.

The 3,600-ton main span of the old bridge was slowly lowered onto a barge using a strand jack system—a bundle of steel cables run through hydraulic cylinders. The section was lowered at a rate of about 3 inches

per minute, or 15 feet per hour, according to Duane Kenagy, capital programs executive for the port.

“It’s boring to watch but that’s exactly what we wanted,” Kenagy said, noting that the process went smoothly with no issues.

Before the start of the demolition on July 9, Kiewit West—the group awarded the project contract by the port—had to erect additional supports for the bridge, Kenagy said. The day prior, workers severed the dome-shaped steel structure on either end

Continued on page 22

## BID Renewals

Continued from page 16

department level are under review,” the report reads.

There was no public comment against the DLBA renewal, but numerous business owners turned out to voice their support for the council item. The speakers praised the Clean and Safe teams, which patrol the area cleaning the sidewalks and offering assistance to residents and visitors alike.

John Tully, CEO of Pedal Movement, which manages the city’s active transportation program, including its bikeshare, said his First Street facility has been broken into about six times in the past two years. Rather than having to eat the cost for repairs, Tully said the DLBA was able

to provide grant funding.

Denise Carter, who said she has lived in the Downtown area for more than 20 years and is a DLBA member, said events such as Taste of Downtown connected locals from across the city with the area’s businesses and keep the neighborhood vibrant.

For the last 15 years, Allison Kripp has owned and operated The Den Salon in Downtown. During public comment, Kripp, who also works for the city’s Homeless Services, said that, among other things, she values the DLBA working with the city to provide outreach and services to unhoused residents in the area.

“From Day One, we had the ultimate support of the BID,” Kripp said of owning a business Downtown. “We have not looked back—they have been there through thick and thin.” ■



Brandon Richardson / Business Journal

People use the scramble crosswalk at First Street and Pine Avenue in Downtown Long Beach.

# Portfolio Coffeehouse to begin new era on Cherry Avenue



Brandon Richardson / Business Journal

People stand outside Portfolio on the corner of Junipero Avenue and Fourth Street. After occupying this space for over three decades, the popular coffeehouse is moving up the street later this year.

By Laura Anaya-Morga

Thirty-two years ago, Long Beach’s Retro Row wasn’t what it is today—chock full of vintage clothing shops, restaurants and record stores—but Kerstin Kansteiner had a vision for the southeast corner of Fourth and Junipero.

What began in 1990 as an art gallery that served coffee turned into a coffeehouse that exhibited local art, then an internet cafe, and, eventually, Portfolio Coffeehouse became the center of a community in the up-and-coming neighborhood. But now, the longtime anchor of Retro Row is moving.

“As I write this, I reflect on all those years, and all those memories,” Kansteiner wrote earlier this month on Facebook in a farewell message to her loyal customers. The beloved neighborhood institution reluctantly closed its doors on July 24 and is set to reopen this fall in a new location a couple of blocks away.

“It was not our wish or desire but the landlord has other plans for us,” Kansteiner wrote.

On July 31, Kansteiner’s lease will end following a four-year legal dispute with her landlord over what she argued were unfair rent increases that ultimately ended up costing both sides more than \$200,000 combined in legal fees.

Things hadn’t started out this way. Kansteiner and her landlord, Michael Salemi, got along well for quite a while.

“The relationship was great,” said Salemi, “I would pretty much do anything for Kerstin.”

But things began to deteriorate back in 2011. According to court documents, one of the first disagreements occurred while Salemi was going through a divorce and Portfolio would not sign a certificate he sought to help ensure he kept possession of the building. Additionally, Salemi claimed Portfolio’s kitchen and electrical work

were not up to code following a major renovation in 2013 and it had become a hazard to the building. Kansteiner felt like she had been taken advantage of after pouring work and resources into the renovation that included installing new flooring and kitchen equipment on top of ADA-compliant bathrooms and doors.

This all came to a head in 2017 when Portfolio was seeking to extend its lease another five years, which would’ve locked in its current rent structure. Kansteiner said she left a signed notice extending the lease in the mailbox outside of JMS Development’s office behind Portfolio on the day the contract was set to expire. She said she’d used this method to extend her lease several times in the past, but this time, she started noticing unexpected rent increases.

In court, Salemi’s company, JMS Development, said language in the most recent lease agreement was different from the others and this time, they specifically required a timely “personal receipt” on any lease extension.

According to legal documents, Kansteiner left the signed notice to extend Portfolio’s lease between 6:15 and 6:30 p.m. on July 31, 2017, but since there was no one at the office after 5 p.m. that day, Salemi claimed that the note was not “personally received” until the following day, meaning that they had missed their deadline and the resulting rent increase of 5% was lawful.

Kansteiner and Salemi attempted to resolve their differences over email and through informal conversation but “when push comes to shove, you have to go back to the signed contract,” said Salemi.

Despite both parties saying they never had any intention of Portfolio leaving, the arguments, a cease and desist letter, the disputed notice and ensuing rent increase ushered them down the long—and expensive—path toward division.

Throughout the pandemic, Salemi says he raised the rent twice in order to offset some of his legal fees and Kansteiner says

she continued to pay in order to ensure that her staff could continue working. The legal battle ended last June and cost Kansteiner and Salemi over \$240,000 combined.

In the end, they reached a settlement that ensured Portfolio’s lease would be extended until July 2022 and their rent would be covered for the next 12 months, helping Portfolio recuperate some of the money lost during the lawsuit.

Portfolio’s absence will leave big shoes to fill on the historic corner, but Salemi has plans for a \$100,000 renovation and is already sorting through popular restaurant groups that are pursuing the space, he said.

Kansteiner, meanwhile, has plans of her own. The change is something the community should be excited about, she said. “That’s the kind of story of Portfolio.”

Coming this fall, the new and improved Portfolio will be reopening on Cherry Avenue just south of Fourth Street in a move that will merge the coffeehouse with Kansteiner’s second business, Berlin Bistro, which will relocate from its current location near Downtown.

“This will be Portfolio and then some,” said Kansteiner. “The same great baristas, the same service plus an amazing kitchen and a lot more

outdoor seating.”

The new place is larger in square footage than both Portfolio and Berlin Bistro combined. It will be open in the morning and early afternoon, as usual, before transitioning into dinner service in the evening with a fresh and innovative menu brought by Chef Rob Fry.

For Kansteiner, one of her biggest priorities during the shift was ensuring that her staff would be well taken care of.

“We have employees that have families and have literally been with us for 20 years. We couldn’t imagine giving them a pink slip and letting them go, especially during the pandemic where nobody knew what was happening,” she said.

As for Berlin Bistro, which she opened in 2011 with friend and business partner Rand Foster, who owns the neighboring record store Fingerprints, it will stay open until the new Portfolio concept opens its doors this fall. Its vacancy will quickly be filled by another restaurant business that Kansteiner is working to solidify.

“It’s a sad goodbye ... but we’ve weathered all the changes,” said Kansteiner, saying farewell to the place the community has called home for over three decades. ■

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Gerald Desmond  
Continued from page 20

of the 410-foot-long main span in preparation for the July 9 operation. At 6 a.m. July 9, the crew attached a strand jack system to each corner of the bridge. Once secure, the team cut through both ends of the section, which took several hours. The 155-foot descent began around 12:30 p.m. and touched down on the barge below at around

9 p.m., according to port spokesman Lee Peterson. The barge then transported the section to another area of the port where it will be disassembled, with metal and other materials to be recycled or salvaged. “This moment has been 20 years in the making, from the time we started planning to replace the Gerald Desmond with a taller, wider and safer bridge that would allow the Port of Long Beach to remain competitive for years to come,” port Executive Director Mario Cordero said in a statement.

Opened in 1968, the old 5,134-foot-long through-arch bridge was named in honor of a former Long Beach city attorney and council member who helped secure its funding but died during its construction. The bridge’s replacement, the Long Beach International Gateway Bridge, opened in October 2020, marking the end of the Gerald Desmond’s service to the port and the city. “Like its predecessor, the new bridge is a critical link in the global supply chain and Southern California’s regional transportation

network,” Cordero said. The new bridge allows for ships as much as 50 feet taller to pass beneath and into the inner harbor, which is critical as vessels continue to get larger and demand at the port increases. Kiewit West was awarded the bridge demolition contract in July 2021. Funding for the nearly \$60 million project is included within the overall \$1.57 billion budget for the design and construction of the International Gateway Bridge. Demolition is slated for completion by the end of 2023. ■



Brandon Richardson / Business Journal  
The main span of the old Gerald Desmond Bridge was slowly lowered down onto a barge, which then transported it to another area of the Port of Long Beach for disassembly. Saturday, July 8, 2022.



Brandon Richardson / Business Journal  
A strand jack system was used to lower the 3,600-ton main span of the old Gerald Desmond Bridge onto a barge below Saturday, July 9, 2022.



Brandon Richardson / Business Journal  
Dwarfed by the new International Gateway Bridge, the dismantling of the old Gerald Desmond Bridge is officially underway.

COMMERCIAL PROPERTIES FOR SALE & LEASE | LOCAL EXPERIENCE. GLOBAL STRENGTH.

**SOLD!**

**PROVO, UTAH**  
Great Location - NNN, 4.5% CAP Rate

**FOR LEASE**

**2875 TEMPLE AVENUE, SIGNAL HILL, CA**  
9,000 SF Office Building

**FOR LEASE**

**1319 W. GAYLORD ST., LONG BEACH, CA**  
4,520 SF Industrial Warehouse Space

**FOR SALE**

**4515 E. ANAHEIM STREET, LONG BEACH, CA**  
Rare East Long Beach Office For Sale

**UNDER CONTRACT**

**1875 PACIFIC AVENUE, LONG BEACH, CA**  
Income Producing Parking Lot

**SOLD!**

**3323 E. 59TH STREET, LONG BEACH, CA**  
Industrial Building - 5,000 SF

**FOR SALE**

**1339 1/2 E. WESLEY DR., LONG BEACH, CA**  
Development Opportunity

**FOR SALE**

**1028 E. 10TH STREET, LONG BEACH, CA**  
Entitled Development Project for Sale

**SOLD!**

**MEYERS ROAD, SAN BERNARDINO, CA**  
Large (4.61 acres) of Land



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**LONG BEACH**  
Convention & Entertainment Center

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8/26 - 9/11

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**VALLEY SONG**

BEVERLY O'NEILL  
THEATER

10/14

**CHELSEA**

**HANDLER**

TERRACE THEATER

9/16

**SWAN LAKE**

TERRACE THEATER

8/23, 25, 26, 27

**JO KOY**

TERRACE THEATER

9/17

**NATE BARGATZE**

TERRACE THEATER

1/7, 2023

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