

**SAN DIEGO CONVENTION CENTER CORPORATION
BOARD OF DIRECTORS MEETING**

**WEDNESDAY, APRIL 26, 2023, NOON
111 W. Harbor Drive, 2nd Floor, Executive Boardroom
San Diego, California 92101**

AGENDA

**Telephone number for members of the public
to observe, listen, and address the meeting telephonically:
1(888) 251-2909 – Access code is 6724115#**

- 1. Call to Order – Carlos Cota, Chair**
- 2. Non-Agenda Public Comments**

This portion of the agenda provides an opportunity for members of the public to address the Board on items of interest within the jurisdiction of the Board that are not on the posted agenda. Pursuant to the Brown Act, no discussion or action shall be taken by the Board on items not posted on the agenda.

- 3. Board Committee Reports and Board Action Items**

Consent Agenda:

- A. Approval of Minutes of Board Meetings of March 29, 2023**

Action Item(s):

- B. Budget Committee (Shawn VanDiver)**

- (1) Acceptance of CFO Financial Report from Chief Financial Officer**
- (2) Authorize Purchase of Maintenance Work Order System**

- C. Audit Committee (Will Rodriguez-Kennedy)**

- (1) Authorize Placement of Property, General and Umbrella Liability, Workers' Compensation and Directors & Officers Insurance Through the Brokerage Services of Marsh & McLennan Agency**

- D. Sales & Marketing Committee (Jeff Gattas)**

- 4. President's Report (Rip Rippetoe)**
- 5. Chair's Report (Carlos Cota)**
- 6. Board Comment [Govt. Code § 54954.2(a)(2)]**

7. **Urgent non-agenda items** (must meet the requirements of Government Code, Section 54954.2)

8. **Closed Session**

A. Threat to Public Services or Facilities

Government Code section 54957

Consultation with: President & CEO/General Counsel

Adjournment

This information is available in alternative formats upon request. To request an agenda in an alternative format, or to request a sign language, oral interpreter, an Assistive Listening Device ("ALD"), or other reasonable accommodation for the meeting, please call Pat Evans at (619) 525-5131 at least two working days prior to the meeting to ensure availability. **Audio copies of Board of Director meetings are available upon request. Please contact Pat Evans at (619)525-5131 or pat.evans@visitsandiego.com to request a copy.**

In compliance with Government Code section 54957.5, non-exempt written material that is distributed to the Board prior to the meeting will be available at the meeting or it may be viewed in advance of the meeting online at visitsandiego.com. Materials distributed to the board after the posting of this agenda also will be available. Please contact Pat Evans at (619)525-5131 or pat.evans@visitsandiego.com if you would like to receive a copy of any material related to an item on this agenda.

Action items on this agenda may be consolidated for voting purposes into a single vote of the Board, to the extent they are routine or otherwise do not require further deliberation. A Board member may comment on an action item before it is voted upon as part of the consolidated vote; however, if a Board member wishes to discuss an action item, that item will not be included in the consolidated vote. If a member of the public wishes to comment upon an action item, they should so advise the Board chair at or before the public comment portion of the meeting, in which case that item will not be included in any consolidated vote.

Agenda Item 3.A

MINUTES*
SAN DIEGO CONVENTION CENTER CORPORATION
THE BOARD OF DIRECTORS

BOARD MEETING OF MARCH 29, 2023

BOARD MEMBERS PRESENT: Vice-Chair Jeff Gattas and Directors Shawn VanDiver, Jaymie Bradford, Will Rodriguez-Kennedy

BOARD MEMBER(S) ABSENT: Chair Carlos Cota and Directors Alyssa Turowski and Carol Kim

STAFF PRESENT: Rip Rippetoe, Mardeen Mattix, Corey Albright, Andy Mikschl, Victoria Mitchell, and Pat Evans (Recorder)

ALSO PRESENT: Jennifer Lyon, General Counsel

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1. Call to Order

Vice-Chair Jeff Gattas called the Board Meeting to order at 12:02 p.m. in the Executive Boardroom of the San Diego Convention Center Corporation, 111 West Harbor Drive, San Diego, CA 92101. Vice-Chair Gattas announced he would be chairing today's meeting in Chair Cota's absence.

Vice-Chair Gattas then called roll to determine which Directors were present:

Director Cota – Absent
Director Gattas – Present
Director VanDiver - Present
Director Bradford – Present
Director Rodriguez-Kennedy – Present
Director Turowski– Absent
Director Kim – Absent

All Directors were recorded as present except Director Cota, Director Turowski and Director Kim. Vice-Chair Gattas noted that all votes taken during this meeting would be recorded via roll call vote.

2. **Non-Agenda Public Comment** – Vice-Chair Gattas inquired if any member of the public wished to comment on any non-Agenda items. No members of the public responded to the request for comment.

3. **Board Committee Reports and Board Action Items:**

Consent Agenda:

Vice-Chair Gattas inquired if any Director would like to pull a Consent Agenda item for discussion. Hearing no request to pull a Consent Agenda item, Vice-Chair Gattas then inquired if any member of the public wished to comment on Agenda Item (3.A). No members of the public responded to the request for comment.

A. **Approval of Minutes of Board Meeting of February 22, 2023**

Pat Evans, Meeting Recorder, noted a correction to the minutes. The reference to the meeting being held via teleconference was eliminated from the minutes.

Directors VanDiver and Bradford moved and seconded, respectively, to approve the Consent Agenda as set forth hereinabove.

Director Cota – Absent

Director Gattas – Aye

Director VanDiver – Aye

Director Bradford – Aye

Director Rodriguez-Kennedy – Aye

Director Turowski – Absent

Director Kim – Absent

Vote: Unanimous

AYES: 4

NAYS: 0

ABSTENTIONS: 0

Action Item(s):

Vice-Chair Gattas inquired if any member of the public wished to comment on Agenda Item (3.B.1). No members of the public responded to the request for comment.

B. **Executive Committee (Carlos Cota)**

(1) **Strategic Plan Update** – Staff provided updates on the status of initiatives in the Strategic Plan which the Board approved in December 2022:

Mr. Rippetoe reported that the Board packet contains a written report regarding the status of the SDCCC Strategic Plan initiatives. He also explained the “color key” accompanying the KPIs/Milestones in the report. A “green” designation means the task is completed or on track. A “yellow” designation means that the task is delayed, and a “gray” designation means the task has been deprioritized. Mr. Rippetoe invited the initiative “owners” to present their reports.

- **Grow and Nurture Culture** – Michael Milligan and Mardeen Mattix

Michael Milligan, Executive Director of Human Resources, reported:

- The Corporation has been understaffed for some time, which has been a focal point of the Board.
- The H.R. Department has recently unveiled a revamped “Careers Page” on the website that contains a really engaging video as well as content that will differentiate the Corporation from other employers in San Diego. Kudos to Maren Dougherty and the Communications team for their work on that project. We anticipate this update to the website will be a game-changer for the Corporation.
- The Corporation recently held two on-site job fairs over the past month and combined, the Corporation has hired or will hire sixty-seven (67) new employees. That number of hires will fill two-thirds of the Corporation’s current job vacancies. The positions filled are for our Venue Operations, Public Safety and Guest Services areas. Those positions were filled in less than two months. Mr. Milligan extended appreciation to the Executive Team for their support during the process. He also thanked the Human Resources team for their contributions to the success of the hiring effort.
- The H.R. staff has also been able to reduce the time to hire employees. The original task was to reduce the hiring cycle from 99 days to 84 days. Since the end of last month, the team’s employee hiring cycle is at 62 days.
- The Corporation was also experiencing staff attrition with newly hired staff leaving the Corporation at a high rate, usually within the first three months of joining the organization. The goal was to reduce attrition from 55% to 40%. Mr. Milligan announced that as of the end of February, the attrition rate is actually 30%. The team has not only met, but eclipsed, the original goal.
- There are some tasks that are delayed in implementation and those delays are primarily due to the time H.R. staff spent focused on increasing the employee pool. The H.R. team is about a quarter behind on implementation of both a Talent Acquisition Program and the Onboarding Program.
- The last union agreement under negotiation should be completed by the end of June.

Director Kim joined the meeting at 12:15 p.m.

- **Develop a Facility Maintenance and Improvement Program** – Corey Albright

Corey Albright, Chief Operating Officer, reported:

- The first initiative, “Create long-range Capital Improvement Program (CIP) Schedule has been separated into two parts –

capital planning and maintenance planning. Capital planning and maintenance planning have two different time horizons as to when staff will be able to get to them. For example, the staff has completed the first draft of our CIP schedule; however, the maintenance schedule requires more work. There is foundational groundwork that must be laid in order to achieve a robust maintenance program where staff can be much more proactive, versus reactive, regarding repairs.

- This Department needs to fill our Electrical Engineer and Mechanical Engineer positions because filling those positions is critical to setting up the maintenance plan. We are a little behind in recruiting for those positions as technical positions are more difficult to fill. We also need to get the building codes for all of the assets the team is going to manage because the codes are very specific regarding maintenance intervals, inspection intervals and test intervals.
 - The staff is also in the evaluation stage for our new work order system which will track all proactive and, eventually, reactive maintenance and repairs. Our current CMMS system is obsolete.
 - We have filled our Maintenance Supervisor and Planner positions. We originally had two Supervisor positions open, but upon review decided we needed a third Supervisor. We were also able to fill one of the positions with a great internal candidate.
 - Our goal to Create a Comprehensive Facility and Asset Management Program has been deprioritized because we now have Director Victoria Mitchell overseeing both capital projects and maintenance. We will get to this project, but it is not as critical at this time.
 - The balance of the initiatives are on track.
- **Refine Business Model to Ensure Financial Viability** – Mardeen Mattix and Andy Mikschl

Andy Mikschl, Executive VP Sales, reported:

- Most of the initiatives related to this item are on track. Many of the initiatives are related to how the Center books business and the types of business the Center is pursuing moving forward. Those issues are specifically being addressed by SDTA and our new strategic business model which is outlined in the Program of Work with SDTA, which is currently under review by the Sales Committee. The revised/updated Program of Work will be presented to the full Board for review at the June Board meeting.
- We are on track to continue booking high quality, lucrative events that will achieve not only room night goals but revenues for the building.

- We are seeing that Center revenues are rebounding to FY 2019 levels in terms of Food & Beverage, Telecom and Audio-Visual commissions from our in-house partners.
- We have revised our booking and rental guidelines which will keep us on track to increase rental revenue by twenty percent (20%) within the coming year.

Mardeen Mattix: Chief Financial Officer, reported:

- Staff are continuing to analyze our metrics and one of the Action Items during is meeting will ask for approval to purchase software that will help us analyze those metrics.
- We are setting up the foundation for further analytics and it will take approximately one year to establish a good working model.
- Regarding the status of the marshalling yard, we are a little behind on that project because we had to extend the existing marshalling yard agreement so that we can collaborate with the City to find a sustainable long-term solution. We have the option of either purchasing land or signing a long-term lease agreement with the City or another entity.

- **Engage the Community** – Maren Dougherty and Juan Reyes

Maren Dougherty, Executive Director of Marketing and Communications, reported:

- The Communications Department has been fortunate to be fully staffed in this area and they are on track to meet or exceed the KPIs and Milestones in this category.
- Social media engagement has been really strong largely due to the levels of attendance the Center has had for events – the full return of Comic-Con along with some strong video and social photo posts. You may have seen the Lego photos and videos of the mini-Convention Center that is now at Lego Land. We should far exceed our 10% social media engagement growth goal.
- We have also had a lot of positive coverage associated with the Center’s economic impact and recognition of our team. Most recently, we successfully nominated Mardeen Mattix as “CFO of the Year.” This award resulted in a cover story and a full page in the San Diego Business Journal about Ms. Mattix’s leadership here, the Center’s economic impact and what we do at the Center.
- The Center also had a great round of coverage at the beginning of the month regarding the OFC event because they are the event that was in the building when the COVID shutdown happened at the start of the pandemic. Now the event has returned in full force.
- We are on track with presentations and community activities. We recently hosted the High School Hospitality Conference and

- a Food Bank activity when the Sodexo Live! executives were holding an event on site.
- We also have another community event coming up. We are looking for volunteers to join the Chicano Federation's community distribution event next month on April 15th in North Park near the County Credit Union building. There will be an estimated 300 families coming to receive different basic needs and supplies. We will send out more information later this week, but you are welcome to participate in this event. The event will also be posted in the team's newsletter which will be distributed tomorrow. We are constantly reviewing where we can have more involvement in different areas of the community.
 - The one KPI that is slightly delayed is the participation of leadership staff in purpose-driven involvement in various organizations in support of our communication objectives. Staff have been busy building up their teams with the full return of event activity. As a focus during the next quarter, we will be examining how to further engage leadership staff with community groups. We will do a full assessment with staff at the management level and above to determine where we already have volunteer involvement, where we should have more involvement, as well as where staff's individual passions may be engaged and how we can help them get involved with community associations.

Vice-Chair Gattas noted that the Corporation might want to consider adding a component of community engagement to the review process for management staff. Directors also suggested that the Corporation establish a training that assists staff with locating not only community-based volunteer opportunities, but boards and commissions staffing opportunities.

C. Budget Committee (Shawn VanDiver)

Vice-Chair Gattas inquired if any member of the public wished to comment on Agenda Item (3.C.1). No members of the public responded to the request for comment.

Director VanDiver stated that this year's proposed budget is a statement of our values, and it is a statement of what we believe is necessary for the Convention Center to continue delivering on the unique high caliber experience that our guests receive here in our City's premier diplomatic engagement venue. As you heard earlier, Ms. Mattix was honored as CFO of the year which was well deserved. This is a lot of work that she and the team put into our budget process and as Ms. Mattix gives her briefing, you will find that there is a large focus on improving the condition of the building and making the investment that we need to ensure that as we move forward, no matter what happens with the future plans for the building, are guests will have a safe, clean, and up to date facility to have their meetings and enjoy all that San Diego has to offer.

(1) Acceptance of February CFO Report from Chief Financial Officer

- Ms. Mattix reported that February was one of the exceptional months for the Corporation.
- The Center hosted two corporate events and four association trade shows. Trade shows represent our core business and are the primary reason people gather.
- The corporate business is unique in the fact that this business impacts the Corporation's bottom line and those of our in-house partners in terms of revenue generation.
- While corporate business brings economic benefit to the region, it is traditionally the trade shows and association events that really drive visitors to San Diego and impact TOT contributions to the general fund and create jobs.
- One of the corporate events not only exceeded expectations in attendance, but it also exceeded expectations in terms of telecom and food & beverage purchases.
- To date, we are looking at a cost neutral year through year end.
- The Corporation's reserves started at \$29 million at the beginning of the year and we anticipate they will end at approximately \$25 million with debt service and capital improvements directly purchased out of reserves with operational costs remaining neutral.

Directors VanDiver and Rodriguez-Kennedy moved and seconded, respectively, to Accept the February CFO Financial Report from the Chief Financial Officer.

**Director Cota – Absent
Director Gattas – Aye
Director VanDiver – Aye
Director Bradford – Aye
Director Rodriguez-Kennedy – Aye
Director Turowski – Absent
Director Kim – Aye**

Vote: Unanimous

AYES: 5

NAYS: 0

ABSTENTIONS: 0

Vice-Chair Gattas inquired if any member of the public wished to comment on Agenda Items (3.C.2) and (3.C.3). No members of the public responded to the request for comment.

(2) Authorize Approval of Fiscal Year 2024 Budget

(3) Authorize Approval of FY 2024 CIP Infrastructure and O & M Projections

After presentations by Staff, Directors Rodriguez-Kennedy and VanDiver moved and seconded, respectively, to authorize approval of the Fiscal Year 2024 Budget and authorize approval of FY 2024 CIP Infrastructure and O & M Projections.

Director Cota – Absent

Director Gattas – Aye
Director VanDiver – Aye
Director Bradford – Aye
Director Rodriguez-Kennedy – Aye
Director Turowski – Absent
Director Kim – Aye

Vote: Unanimous

AYES: 5

NAYS: 0

ABSTENTIONS: 0

Vice-Chair Gattas inquired if any member of the public wished to comment on Agenda Item (3.C.4). No members of the public responded to the request for comment.

(4) Authorize Purchase of Business Intelligence Reporting Software

After presentations by Staff, Directors VanDiver and Kim moved and seconded, respectively, to Authorize the Purchase of Business Intelligence Reporting Software at a cost not-to-exceed \$150,000.

Director Cota – Absent
Director Gattas – Aye
Director VanDiver – Aye
Director Bradford – Aye
Director Rodriguez-Kennedy – Aye
Director Turowski – Absent
Director Kim – Aye

Vote: Unanimous

AYES: 5

NAYS: 0

ABSTENTIONS: 0

D. Sales & Marketing Committee (Jeff Gattas): Vice-Chair Gattas reported that there were no Action Items presented at today’s Sales & Marketing committee meeting; however, he did request that Mr. Mikschl provide a committee update.

Mr. Mikschl reported that SDTA presented a draft version of the Program of Work for Fiscal Year 2024 at the meeting. The Program of Work is SDCCC and SDTA’s roadmap on sales and marketing efforts for the fiscal year. The document outlines our goals, strategies and benchmarks, deployment of the SDTA team, and the budget for the tasks SDTA will be performing on SDCCC’s behalf. The Program of Work presented at today’s meeting is a draft which, pursuant to the terms of the agreement between SDCCC and SDTA, must be presented to SDCCC ninety days prior to the close of the fiscal year.

Over the next few weeks, SDCCC and SDTA will refine the document into a final format which will be presented to the full Board for approval prior to the end of the fiscal year.

The sales teams are continuing to focus on the quality of business. Our current revenues show that the revised business strategy is the right strategy not only for increased revenues, but also for the targeted room night goal for the destination. The previous room night goal was upwards of 850,000 and that goal was reduced to 650,000 which is producing more targeted short-term room nights and a strategy of not just booking business to get room nights on the books but a strategy that books the right business at the right time on the books.

At the present time, we are seeing strong corporate activity and also increased attendance at events. SDTA is on pace to meet their current fiscal year room night goal of 650,000. The short-term team's goal continues to be very selective with the types of business they are booking in order to allow time to schedule completion of capital projects over the next 18 months.

5. **President's Report (Rip Rippetoe)** – Mr. Rippetoe reported:

- Mr. Rippetoe offered Directors Governmental Affairs briefings or updates from himself, Ms. Dougherty, or Mr. Reyes at any time.
- SDCCC is assisting the local Pride organization with the 40th Anniversary Inter-Pride Conference that is scheduled for October. SDCCC is a part of the local host committee.
- The Food Bank Gala is coming up and seats may be available for Board member attendance. Staff will keep you posted.

6. **Chair's Report (Carlos Cota)** – Vice-Chair Gattas reported:

- Congratulations again to Mardeen Mattix for her award from the San Diego Business Journal as the “CFO of the Year.”
- The next Board meeting is scheduled for April 26, 2023, at Noon.

7. **Board Comment [Govt. Code § 54954.2(a) (2)]** – Director VanDiver thanked Ms. Mattix and her team for successfully completing the budget process.

8. **Urgent non-agenda items** (must meet the requirements of Government Code, Section 54954.2): **None**

There being no further business, the meeting adjourned at 1:15 p.m.

I, Will Rodriguez-Kennedy, Secretary of the Board of Directors of the San Diego Convention Center Corporation, Inc., do hereby certify that the foregoing is a true and correct copy of the minutes of the business transacted by the Board of Directors of the San Diego Convention Center Corporation, Inc., at a duly noticed meeting held on March 29, 2023, and that said minutes were approved by the Board of Directors on April 26, 2023.

Will Rodriguez-Kennedy, Secretary

Agenda Item 3.B.1

CFO Report to Budget Committee For the month ending March 31, 2023 (As of April 20, 2023)

Financial Outlook

March 2023 revenue performance was less than expected due to a corporate event cancellation budgeted to yield nearly \$1M in revenue. Despite the event cancellation, other events in the month yielded strong revenues with year-to-date net operating results remaining strong at \$5.7M better than budget. March welcomed seven (7) conventions and four (4) smaller events as one of the busiest months of the year.

Revenues year-to-date have exceeded budget projections by \$3.5M, largely due to our exclusive partner having sales higher than anticipated. Utility commissions continue to trail slightly behind but have recovered considerably over the last couple of months. Digital signage and advertising continue to lag behind budget. Interest income has rebounded after suffering a significant unrealized loss in the prior year due to suppressed bond rates.

Equipment purchases and various Repairs and Maintenance project delays are trailing behind budget mostly due to delivery delays. Overall Supplies and Services are temporarily trailing budget by \$2.3M with the expectation they will be on budget by year end. Utility expenses continue to have significant cost implications and have exceeded budget projections by over \$700K year-to-date. Above average climate conditions are causing resource demands and commodity prices have suffered from a 200% rate hike over the last few months.

The corporation's year-to-date impact on operating reserves is nearly break-even with a small net loss of \$51,232. Unrestricted reserves are estimated to end the year at nearly \$25M.

Strategic Plan focus work:

- **Culture: HR Strategic Plan**

The team has made significant progress hiring much needed talent in service departments through successful onsite job fairs in February and March. HR has filled all of its departmental positions with the recent addition of a Safety & Risk Manager.

Area of Focus	Time Period
Talent Acquisition	Q2:2023
Onboarding	Q3:2023

- **Culture: Employee Retention**

Staff continue to monitor turnover trends and new hire strategies. We have seen an uptick in turnover since last month with employees < 90 days of hire as well as others leaving just shy of a year. HR continues to perform exit interviews for key positions to monitor trends. They continue to watch salary projections and inflation to ensure paygrades and pay adjustments remain within market parameters.

The Finance department reorganization continues with interviews for a Controller underway. Staff hope to fill that position by early June and onboard a temporary Finance manager to assist with daily operations while the Controller rebuilds their mid-level management team.

- **Business Model: Analyzing events & KPI's**

Agenda Item 3.B.1

Finance and Sales continue to collaborate on ways to create better financial benefits for all partners to generate better business for the region. Staff is focused on evaluating economic forecast tools and continue to adjust contracting strategies that support a healthy regional impact while increasing partner business to maintain operational solvency for the Center.

Collaboration with the City

- Staff continue to evaluate potential permanent marshal yard opportunities with the City's Real Estate team (DREAM) for a location near the convention center.
- SDCC staff met with City staff to discussed preliminary plans for the roof project and will be scheduling further evaluation through the Sustainability Department and Debt Financing to move forward with a design-build option for both solar and roof replacement.

Agenda Item 3.C.1

SAN DIEGO CONVENTION CENTER CORPORATION

M E M O R A N D U M

TO: Board of Directors

FROM: Will Rodriguez-Kennedy, Audit Committee Chair

DATE: For the Agenda of April 26, 2023

RE: Authorization to Approve Placement of Property, General and Excess Liability, Workers' Compensation, Cyber, Assailant, Auto, Underground Storage Tank and Directors & Officers Insurance through the Brokerage Services of Marsh & McLennan Agency

BACKGROUND

The Corporation's Property, General & Excess Liability, Workers' Compensation, and Directors & Officers insurance policies expire April 30, 2023.

Five years ago, the Corporation issued a formal Request for Proposal (RFP) to brokers and awarded Marsh & McLennan Agency (Marsh) an initial term of three years with the option to extend for two additional one-year periods. This is the final year of the contract term.

DISCUSSION

The Executive Director of HR and CFO reviewed the submitted quotes and evaluated package premium costs, claims and loss control services, risk, and financial stability.

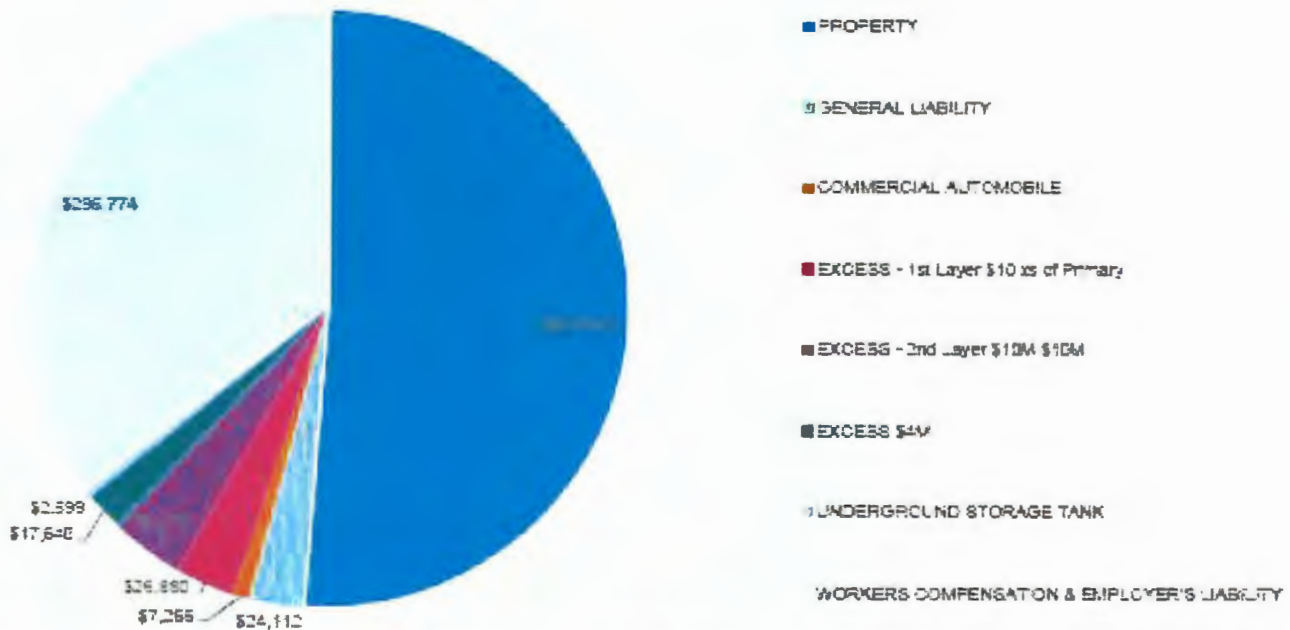
Below is an overview of our current program coverage, deductible limits, and incumbent carriers:

San Diego Convention Center 5/1/2022 - 5/1/2023

Excess Liability				Excess Liability		Umbrella Liability		General Liability	Automobile Liability	Workers' Compensation	Employee Benefits Liability	Property	Cyber Liability	Underground Storage Tank	Crime	D & O, EPL & Fiduciary	Active Assailant
Carrier: Capitol Specialty Limit: \$4,000,000 Premium: \$16,814				Carrier: HDI Global Limit: \$10,000,000 Premium: \$ 29,137		Carrier: National Casualty / AIG Limit: \$10,000,000 Premium: \$28,328		Carrier: Scottdale / AIG Limit: \$1,000,000/\$2,000,000	Carrier: Scottdale / AIG Limit: \$1,000,000	Carrier: Beazley Limit: \$1,000,000	Carrier: Scottdale / AIG Limit: \$1,000,000/\$2,000,000	Carrier: Affiliated FM Total Insured Value: \$810,295,049	Carrier: Beazley Limit: \$3,000,000 various policy sublimits	Carrier: UCPM Environmental Limit: \$1,000,000	Carrier: Zurich Limit: \$250,000	Carrier: Zurich Limit: \$3,000,000 D & O + EPL Fiduciary \$2,000,000	Carrier: Hiscox Lead
SIR: \$100,000	Deductible \$1,000 Comp. \$1,000 Coll.	Deductible \$250,000	Deductible \$1,000	Deductible \$25,000, Water Damage \$50,000, Flood \$100,000, Business Interruption- 48 HR	Retention \$50,000	Deductible \$250,000	Deductible Tank 1- \$100,000 Tank 2 - \$25,000	Deductible \$15,000 Fiduciary \$10,000 EPL - \$250,000	Retention D & O 0 EPL - \$100,000	No Deductible							
Premium \$23,318	Premium \$8,723	Premium Incl. in WC	Premium Incl. in GL	Premium: \$387,265	Premium: \$30,954	Premium: \$229,164	Premium: \$2,340.15	Premium: \$1,842	Premium: \$65,654	Premium: \$28,394							

Overview of Current Coverage

COVERAGE POLICY TERM	EXPIRING		RENEWAL		CHANGE
	05/01/22	05/01/23	05/01/23	05/01/24	
PROPERTY	\$	367,265	\$	428,830	10.73%
GENERAL LIABILITY	\$	23,318	\$	24,112	3.41%
COMMERCIAL AUTOMOBILE	\$	8,721	\$	7,266	-16.68%
EXCESS - 1st Layer \$10 xs of Primary	\$	24,328	\$	26,860	10.49%
EXCESS - \$10M	\$	29,136	\$	32,801	12.58%
EXCESS \$4M	\$	16,814	\$	17,640	4.91%
UNDERGROUND STORAGE TANK	\$	2,097	\$	2,599	23.92%
WORKERS COMPENSATION & EMPLOYER'S LIABILITY	\$	229,164	\$	296,774	29.50%
CYBER	\$	30,954	\$	19,359	-37.46%
ACTIVE ASSAILANT	\$	28,394	\$	36,138	27.27%
EXECUTIVE LIABILITY	\$	65,654	\$	66,939	1.96%
BROKER FEE*	\$	81,250	\$	81,250	
TOTAL PROGRAM COST	\$	927,115	\$	1,040,568	12.24%



*Broker Fee - Per the Client Service Agreement, MMA takes commission on the D & O, Cyber, UST, Active Assailant and Property. The Property Commission is rebated back to SDCC.

Property

Property markets are experiencing increases in rate due to supply constraints, legal system abuse, inflation, and catastrophic losses such as hurricanes, floods, and fires. Carriers looked for property valuation increases due to the higher inflation significantly impacting replacement cost for buildings. SDCC increased their building value by 5%.

PROPERTY	EXPIRING	RENEWAL	CHANGE
	Affiliated FM	Affiliated FM	
Coverage Term	05/01/22 - 05/01/23	05/01/23 - 05/01/24	
Personal Property	\$ 5,125,000	\$ 5,125,000	
Electronic Data Property	\$ 1,500,000	\$ 1,500,000	
Building	\$ 772,373,805	\$ 810,992,495	5.00%
Business Income	\$ 7,000,000	\$ 7,000,000	
Leasehold Rental Payments	\$ 24,296,244	\$ 30,000,000	23.48%
DEDUCTIBLE			
All other Perils not specifically listed	\$ 25,000	\$ 25,000	
Earthquake Sprinkler Leakage	\$ 25,000	\$ 25,000	
Flood	\$ 100,000	\$ 100,000	* see note
Business Interruption	2 day equivalent	2 day equivalent	
Premium	\$ 422,299	\$ 475,897	12.69%
Terrorism	\$ 50,000	\$ 47,067	-5.87%
Premium	\$ 472,299	\$ 522,964	10.73%
Engineering Fee	\$ -	\$ -	
Commission	18%	18%	
RATING BASIS			
Total Insurable Values	\$ 810,295,049	\$ 854,617,495	5.47%
Rate for Comparison - per \$100 of Values	0.0478	0.0502	4.98%
Premium (NET)	\$ 387,285	\$ 428,830	10.73%

Affiliated FM (Incumbent) submitted a comprehensive all risk property package, with a total insured value of \$834,617,495. Total premiums (before allocations to the City of San Diego and the Port of San Diego) are \$428,830, which is \$41,545, or 10.73% higher than the expiring policy. The Corporation's share of net premium (after deducting for amounts to be billed back to the City and the Port) is \$341,830. Coverage terms remain unchanged from the previous year.

Staff recommends authorizing Marsh to renew property policy with the incumbent, Affiliated FM.

General Liability & Excess Liability

The **General Liability** premium is based on Rental revenue and Admissions. Rental revenue remained unchanged, but attendance increased by nearly 80% due to high event activity and more festival-type shows.

GENERAL LIABILITY	EXPIRING		RENEWAL		CHANGE
	K & K-Scottsdale		K & K-Scottsdale		
Coverage Term	05/01/22 - 05/01/23		05/01/23 - 05/01/24		
General Aggregate	\$	5,000,000	\$	5,000,000	
Products Completed Operations Aggregate Limit	\$	2,000,000	\$	2,000,000	
Personal and Advertising Injury	\$	1,000,000	\$	1,000,000	
Each Occurrence Limit	\$	1,000,000	\$	1,000,000	
Damage to Premises Rented to You Limit	\$	300,000	\$	300,000	
Medical Expense		Excluded		Excluded	
Self Insured Retention	\$	100,000	\$	100,000	
EMPLOYEE BENEFITS LIABILITY - CLAIMS MADE Retro Date: 5/1/2006 \$1,000 ded		\$1,000,000/\$2,000,000		\$1,000,000/\$2,000,000	
RATING BASIS					
Admissions		415,980		750,000	80.30%
Gross Revenue	\$	31,000,000	\$	40,000,000	29.03%
TPA Fee	\$	1,500	\$	1,500	
Premium	\$	21,818	\$	22,807	4.53%
Total Premium - Includes TRIA	\$	23,318	\$	24,112	3.41%

Scottsdale Indemnity (Incumbent) includes \$1,000,000 base general liability coverage including a single occurrence deductible of \$100,000, for a premium cost of \$24,112 – a 3.4% increase above last year’s expense.

The **Excess Liability** coverage market is still limited in the capacity to insure as rates are increasingly driven by nuclear verdicts and severity of automobile liability losses.

Historically, the Corporation has been required to maintain comprehensive excess liability insurance with limits of \$50 million. For the third year, SDCC requested the City of San Diego and the Unified Port District to agree to reduce the liability limit to \$25 million through an Operating Memorandum. Marsh proposed the 1st layer \$10 million excess policy renewal for \$26,880 (an increase of 10.49% from the prior year) from National Casualty, a 2nd layer equal excess policy from HDI Global Specialty for \$32,801 (an increase of 12.58% from last year), and a 3rd layer \$4 million excess policy from Capitol Specialty for \$17,640 (a change of 4.91% over last year).

GL Liability Coverage

Primary	\$	1,000,000	K&K - Scottsdale
1st layer	\$	10,000,000	National Casualty Co.
2nd layer	\$	10,000,000	HDI Global Specialty
3rd layer	\$	4,000,000	Capitol Specialty
Total GL coverage	\$	25,000,000	

	EXPIRING	RENEWAL	CHANGE
EXCESS - 1st Layer \$10 xs of Primary	National Casualty Co	National Casualty Co	
Coverage Term	05/01/22 - 05/01/23	05/01/23 - 05/01/24	
Each Occurrence	\$10,000,000	\$ 10,000,000	
General Aggregate	\$10,000,000	\$ 10,000,000	
Premium	\$ 24,328	\$ 26,880	10.49%
EXCESS - 2nd Layer \$10M	HDI Global Specialty SE	HDI Global Specialty SE	
Coverage Term	05/01/22 - 05/01/23	05/01/23 - 05/01/24	
Each Incident Limit	\$ 10,000,000	\$ 10,000,000	
Aggregate Limit	\$ 10,000,000	\$ 10,000,000	
RATING BASIS			
Premium with commission	\$ 27,000	\$ 30,500	12.96%
Commission	0%	0%	
Policy Fee	\$ 275	\$ 275	
Surplus Lines Fees	\$ 886	\$ 923	
TRIA	\$ 975	\$ 1,103	
Total Estimated Annual Premium	\$ 29,136	\$ 32,801	12.58%
EXCESS - 3rd Layer \$4M	Capitol Specialty	Capitol Specialty	
Coverage Term	05/01/22 - 05/01/23	05/01/23 - 05/01/24	
Each Incident Limit	\$ 4,000,000	\$ 4,000,000	
Aggregate Limit	\$ 4,000,000	\$ 4,000,000	
RATING BASIS			
Premium with commission	\$ 16,200	\$ 17,000	
Commission	0%	0%	
Policy Fee			
Surplus Lines Fees	\$ 527	\$ 541	
TRIA	\$ 87	\$ 99	
Total Estimated Annual Premium	\$ 16,814	\$ 17,640	4.91%

Staff recommends authorizing Marsh to renew general liability and excess coverage policies with the incumbent carriers for total annual cost of \$101,433 – 8.4% above last year’s expense.

Workers’ Compensation

Workers’ Compensation premiums are based on claims history (severity and frequency of claims) as well as expected payroll. This year’s premium rates remained flat after further negotiation (rate per \$100/payroll remained the same) however increased payroll costs pushed the renewal cost up by 4% over the prior year.

The recommended workers compensation program is written through incumbent, Travelers. As with the current year’s program, the proposed Travelers program is a self-funded, high deductible (\$250,000 per claim) program requiring a fixed base of non-refundable premiums, assessments, and fees totaling \$296,774, an increase of \$67,610, or 29.5% higher, than the expiring program. Additionally, the Travelers package requires an additional \$300,000 Letter of Credit contribution due to long-standing claim costs, for a total Collateral Requirement of \$1,650,000. Including a budgeted claim costs reserve of \$350,000, the overall program costs are expected to be \$646,774 – 11.7% above last year’s expense.

WORKERS COMPENSATION & EMPLOYER'S LIABILITY	EXPIRING	RENEWAL	CHANGE	OPTION
	TRAVELERS	TRAVELERS		Berkshire/Cypress
Coverage Term	05/01/22 - 05/01/23	05/01/23 - 05/01/24		05/01/23 - 05/01/24
WORKERS COMPENSATION	Statutory - CA	Statutory - CA		Statutory - CA
EMPLOYER'S LIABILITY				
Bodily Injury by Accident -Each Accident	\$1,000,000	\$1,000,000		\$1,000,000
Bodily Injury by Disease - Each Employee	\$1,000,000	\$1,000,000		\$1,000,000
Bodily Injury by Disease Policy Limit	\$1,000,000	\$1,000,000		\$1,000,000
Deductible Plan Amount	\$250,000	\$250,000		\$250,000
Class Code Classification				
9015 Building Operations	\$ 9,185,000	\$ 14,000,000		\$ 14,000,000
8742 Outside Sales	\$ 583,000	\$ 612,150		\$ 612,150
8810 Clerical	\$ 3,432,000	\$ 2,000,000		\$ 2,000,000
RATING BASIS				
Estimated Annual Payroll	\$ 13,200,000	\$ 16,612,150	25.85%	\$ 16,612,150
Rate for Comparison - per \$100 of Payroll	\$ 1.4850	\$ 1.4850	0.00%	\$ 1.8043
Total Estimated Annual Premium	\$ 196,020	\$ 246,690		\$ 299,738
Surcharges	\$ 33,144	\$ 50,084		\$ 55,955.00
Loss Control	Not included	Not included	Not included	Not included
Commission Rebate				
Total Premium	\$ 229,164	\$ 296,774	29.50%	\$ 355,693
Loss Fund	\$ 65,000	\$ 65,000		\$ -
Collateral Requirement	\$ 1,350,000	\$ 1,650,000	\$ 300,000	\$ 400,000

As a comparison to the high deductible program, we received competing quotes for a guaranteed premium package of \$893,212. Additionally, staff reviewed other options including comparisons in changing the high deductible limit. Historically, claims have been unpredictable and further review is needed before changing programs.

Staff recommends authorizing Marsh to renew workers' compensation policy with the incumbent, Travelers.

Directors & Officers (Including Employment Practice, Fiduciary Liability, and Crime)

Marsh submitted a package written through the incumbent, Zurich. The one-year policy provides a \$3,000,000 coverage limit, a \$100,000 retention for Directors & Officers, and \$250,000 for Employment Practice.

EXECUTIVE LIABILITY	EXPIRING	RENEWAL	CHANGE
	ZURICH	ZURICH	
COVERAGE TERM	05/01/2022 - 05/01/2023	05/01/2023 - 05/01/2024	
Directors & Officers Liability Limit - Each Claim and Aggregate	\$ 3,000,000	\$ 3,000,000	
Employment Practices Liability Limit - Each Claim and Aggregate	\$ 3,000,000	\$ 3,000,000	
Fiduciary Liability - Each Claim and Aggregate	\$ 2,000,000	\$ 2,000,000	
Additional Limit for Defense Costs	\$ 500,000	\$ 500,000	
Policy Aggregate Limit	\$ 3,500,000	\$ 3,500,000	
Retentions (Per Loss)			
D&O Non-Indemnified Claims	\$ -	\$ -	
D&O Corporate Reimbursement for Indemnified Claims	\$ 100,000	\$ 100,000	
D&O Corporate Reimbursement for Entity-Related Claims	\$ 100,000	\$ 100,000	
Employment Practices Liability Claims	\$ 250,000	\$ 250,000	
Employment Practices Liability - 3rd Party Claims	\$ 250,000	\$ 250,000	
Fiduciary Liability Claims	\$ 10,000	\$ 10,000	
DIRECTORS & OFFICERS LIABILITY			
Additional Side A Limit	\$ 1,000,000	\$ 1,000,000	
FIDUCIARY LIABILITY			
HIPAA Penalties Sublimit	\$ 100,000	\$ 100,000	
Total Estimated Annual Premium (Includes Crime)	\$ 65,654	\$ 66,939	1.96%

Staff recommends authorizing Marsh to renew the Directors & Officers policy with the incumbent, Zurich, for a total premium of \$66,939, an increase of nearly 2% compared to the expiring policy.

Active Assailant

Due to unfortunate increases in incidents across the country, the rate for this coverage is increasing. Active Assailant coverage — also known as active shooter coverage or deadly weapons coverage — through Hiscox, offers a combination of property and casualty coverage to complement the general liability and property coverage by layering protection against the threat of assailants.

ACTIVE ASSAILANT	New		Renewal		
	Hiscox Lead		Hiscox Lead		
Coverage Term	05/01/22 - 05/01/23		05/01/23 - 05/01/24		
Liability Combined Single Limit and Aggregate	\$	2,500,000	\$	2,500,000	
Physical Damage	Excluded		Excluded		
Business Interruption	\$	2,500,000	\$	2,500,000	
Loss of Attraction	\$	500,000	\$	500,000	
Extra Expense	\$	2,500,000	\$	2,500,000	
Crisis Response Company Fees	\$	250,000	\$	250,000	
Deductible	No deductible		No deductible		
Total Estimated Annual Premium	\$	27,500	\$	35,000	
Surplus Lines Tax & Stamping Fee	\$	894	\$	1,138	
Grand Total	\$	28,394	\$	36,138	27.27%

Staff recommends authorizing Marsh to renew Active Assailant coverage with Hiscox at a premium cost of \$36,138, a 27.3% increase over prior year expenses.

Cyber Privacy/Data Liability

Cyber rates are decelerating due to new entrants in the marketplace which is providing capacity in the market.

CYBER PRIVACY / DATA LIABILITY	EXPIRING	RENEWAL	
	BEAZLEY	BEAZLEY	
COVERAGE TERM	05/01/22 - 05/01/23	05/01/23 - 05/01/24	
POLICY AGGREGATE LIMIT OF LIABILITY	\$ 3,000,000	\$ 3,000,000	
FIRST PARTY COVERAGE			
Breach Response	Outside and separate	Outside and separate	
Cyber Incident Response Team	\$ 1,000,000	\$ 1,000,000	
Notified Individuals	100,000 notified individuals	100,000 notified individuals	
Business Interruption Loss and Extra Expenses	\$ 3,000,000	\$ 3,000,000	
Contingent Business Interruption Loss and Extra Expenses	\$ 100,000	\$ 1,000,000	
Cyber Extortion Loss	\$ 3,000,000	\$ 3,000,000	
Data Recovery Costs	\$ 3,000,000	\$ 3,000,000	
THIRD PARTY COVERAGE			
Data and Network Liability	\$ 3,000,000	\$ 3,000,000	
Regulatory Defense & Penalties	\$ 3,000,000	\$ 3,000,000	
Payments Cards Liabilities & Costs	\$ 3,000,000	\$ 3,000,000	
Media Liability	\$ 3,000,000	\$ 3,000,000	
Claim Prep	\$ 50,000	\$ 50,000	
Post Breach Remediation Costs	100 hours	100 hours	
eCrime			
Fraudulent Instruction	\$ 250,000	\$ 250,000	
Funds Transfer Fraud	\$ 250,000	\$ 250,000	
Telephone Fraud	\$ 250,000	\$ 250,000	
RETENTIONS			
Each Incident, Claim or Loss	\$ 50,000	\$ 25,000	
Waiting Period	10 Hours	10 Hours	
Estimated Annual Premium	\$ 29,980	\$ 18,750	
Surplus Lines Fees	\$ 974	\$ 609	
Policy Fee			
Total Premium	\$ 30,954	\$ 19,359	-37.46%

The recommended package is written through the incumbent, Beazley for \$3,000,000 policy coverage including a reduced single occurrence deductible of \$25,000, down from \$50,000 in the prior year.

Staff recommends authorizing Marsh to renew Cyber policy with the incumbent, Beazley for a premium cost of \$19,359 – 37.5% reduction from last year’s expense.

Underground Storage Tank

The SDCC Storage Tanks continue on a path to higher risk due to their age (34 and 23 years). Due to their age, the deductibles will march higher a bit every year with no alternative markets for coverage.

Staff must renew coverage for underground storage tank with incumbent carrier, Liberty Surplus, for a total premium of

\$2,599, an 11% increase over last year's expense. The most notable change from last year's policy is the additional \$1,000,000 deductible during removal or investigation claims.

UNDERGROUND STORAGE TANK	EXPIRING		RENEWAL		OPTION
	Liberty	Surplus Ins. Corp	Liberty	Surplus Ins. Corp	Mt. Hawley
Coverage Term	05/01/22 - 05/01/23		05/01/23 - 05/01/24		05/01/23 - 05/01/24
Storage Tank Incident Limit of Liability	\$	1,000,000	\$	1,000,000	\$ 1,000,000
Aggregate Limit of Liability for all Storage Tank Incidents	\$	1,000,000	\$	1,000,000	\$ 1,000,000
Aggregate Limit of Liability for all Legal Defense Expenses	\$	1,000,000	\$	1,000,000	\$ 1,000,000
Total Policy Aggregate Limit of Liability for all Storage Tank Incidents	\$	1,000,000	\$	1,000,000	\$ 1,000,000
Deductible per Storage Tank Incident - Tank 1*	\$	100,000	\$	100,000	\$ 50,000
During Removal or Investigation				1,000,000	
Deductible per Storage Tank Incident - Tank 2	\$	25,000	\$	25,000	\$ 10,000
Retro Date Tank 1		8/1/2005		8/1/2005	8/1/2005
Retro Date Tank 2		5/1/2005		5/1/2005	5/1/2005
Premium	\$	2,097	\$	2,349	\$ 4,590
Program Fee	\$	175	\$	175	\$ 200
Surplus Lines	\$	68	\$	75	\$ 147
Total Premium	\$	2,340	\$	2,599	\$ 4,937

Commercial Auto

Automobile rates continue to increase due to nuclear verdicts and higher physical damage repair costs along with increased vehicle purchase costs.

Staff recommends renewing coverage for automobile coverage with incumbent carrier, Scottsdale Indemnity for \$7,266, a 16.7% decrease from last year's expense due to one less automobile coverage.

COMMERCIAL AUTOMOBILE	EXPIRING		RENEWAL		CHANGE
	Scottsdale Indemnity	Scottsdale Indemnity	Scottsdale Indemnity	Scottsdale Indemnity	
Coverage Term	05/01/22 - 05/01/23		05/01/23 - 05/01/24		
Liability – Any One Accident or Loss	Symbol #1	\$ 1,000,000	\$	1,000,000	
Uninsured/Underinsured Motorists	Symbol #2	\$ 1,000,000	\$	1,000,000	
Medical Payments	Symbol #2	\$ 5,000	\$	5,000	
Comprehensive Deductible	Symbol #7	\$ 1,000	\$	1,000	
Collision Deductible	Symbol #7	\$ 1,000	\$	1,000	
Hired Auto Liability- Excess	Symbol #8	\$ 1,000,000	\$	1,000,000	
Hired Auto Physical Damage	Symbol #8	\$ 50,000	\$	50,000	
Non-Owned Liability	Symbol #9	\$ 1,000,000	\$	1,000,000	
RATING BASIS					
# Autos		\$ 4	\$	3	-25.00%
Average Rate per Vehicle		\$ 2,180.25	\$	2,422.00	11.09%
Premium		\$ 8,721	\$	7,266	-16.68%

STAFF RECOMMENDATION

Audit Committee recommends that the Board authorize placement of Property, General and Excess Liability, Workers' Compensation, Cyber, Assailant and Directors & Officers Insurance through the brokerage services of Marsh & McLennan Agency as detailed in the discussion above. The costs outlined above total \$1,303,588, inclusive of an estimated claims cost of \$350,000 as well as \$81,250 in brokerage fees. FY2024 total budgeted value of all costs were approved of \$1,563,000.

_____/s/_____
Will Rodriguez-Kennedy,
Audit Committee Chair

Agenda Item 3.D



CONTACT: Andy Mikschl, *Executive Vice President, Sales, San Diego Convention Center*
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SHORT TERM BOOKING ACTIVITY

Conventions, Corporate Events, Consumer Shows, Community Events, & Local Meetings

	FY23 MARCH 23	FY22 MARCH 22	CUMULATIVE FYTD 2023	CUMULATIVE FYTD 2022
DEFINITE	EVENTS	4	4	34
	ATTENDANCE	5,775	17,100	84,819
	ROOM NIGHTS	1,870	450	10,178
	RENTAL REVENUE	\$190,690	\$101,475	\$1,063,970

FY23 PERCENT TO GOAL

Convention Center Rental Revenue

	GOAL	YTD	PERCENT TO GOAL
CONTRACTED RENTAL REVENUE	\$1,500,000	\$1,063,970	71%

San Diego Convention Center Short Term Sales April 2023 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ MAR 2023

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Social Media Marketing World 2024	02/16/24	2,500	400	1,420	\$68,490
The IR Show - Winter 2024	01/26/24	1,000	150	450	\$49,800
Alcon Innovations Suites	05/01/23	275	0	0	\$48,000
Live Well Advanced Conference Summit 2023	10/31/23	2,000	0	0	\$24,400
TOTAL		5,775		1,870	\$190,690

San Diego Convention Center Short Term Sales April 2023 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ FY23 YTD

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
CalStart Annual Symposium	12/07/22	300	10	10	\$15,950
Hot Chocolate Run Expo / Ventures Endurance	03/18/23	10,000	0	0	\$9,600
Starpower Talent Competition / Star Dance	05/12/23	2,000	0	0	\$25,500
Anyscale / Ray Summit 2023	05/15/23	1,600	1,160	3,110	\$76,650
AIMED Global Summit 2023	06/06/23	1,000	220	615	\$36,200
U:NOS / HyperFMI - ICW/ Transplant Games	08/02/22	14	0	0	\$2,550
Digimon and Dragon Ball Super	09/24/22	500	0	0	\$5,100
International Council of Shopping Centers	09/28/22	2,300	450	1,000	\$79,600
Live Well Advance & School Summit /	12/07/22	2,500	0	0	\$22,000
Jurassic Empire	01/07/23	3,600	0	0	\$33,500
San Diego Pokemon Regional Championships	01/07/23	1,300	100	200	\$19,200
Poway Gymnastics	03/31/23	6,000	0	0	\$31,200
X-Stem San Diego 2023	04/18/23	2,400	0	0	\$9,300
San Diego Zoo Wildlife Alliance Meeting	04/19/23	2,000	0	0	\$11,400
IR Show Fall 2023	07/28/23	1,000	150	450	\$40,200
Joint Women's Leadership Symposium-2023	06/28/23	1,500	300	900	\$45,150
San Diego Fall Home Show 2023	08/25/23	5,000	0	0	\$17,000
San Diego Tourism Authority	11/03/22	500	0	0	\$5,700
An Evening with Dr. Zahi Hawass	05/05/23	2,000	0	0	\$7,700
Suplybank.org School Supply Kit Build	05/13/23	500	0	0	\$6,930
San Diego Tattoo Arts Festival	08/20/23	8,000	50	150	\$49,800
Bridal Bazaar Fall 2023	09/17/23	2,000	0	0	\$11,550
Shamrock Foods Company Expo 2023	08/23/23	1,500	275	323	\$47,450
Art San Diego 2023	11/03/23	10,000	0	0	\$26,950
BPI West 2025	03/18/25	500	250	750	\$77,400
Navy Gold Coast Small Business Conference	07/26/23	2,000	25	50	\$60,800

San Diego Convention Center Short Term Sales April 2023 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ FY23 YTD

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
GE Office/ Western Turbine	03/12/23	30	0	0	\$4,800
San Diego Home Show 2024	01/05/24	5,000	0	0	\$17,000
Bridal Bazaar Winter 2024	01/26/24	2,000	0	0	\$20,100
Festival of Biologics USA 2024	04/13/24	2,000	250	750	\$57,000
Social Media Marketing World 2024	02/16/24	2,500	400	1,420	\$68,490
The IR Show - Winter 2024	01/26/24	1,000	150	450	\$49,800
Alcon Innovations Suites	05/01/23	275	0	0	\$48,000
Live Well Advanced Conference Summit 2023	10/31/23	2,000	0	0	\$24,400
TOTAL		84,819		10,178	\$1,063,970



CITYWIDE PRIMARY MARKET

Conventions, Trade Shows, Corporate & Incentive Events

DEFINITE	FUTURE YR BOOKINGS	MARCH 2023	MARCH 2022	MARCH 2019	CUMULATIVE FY2023	CUMULATIVE FY2022	CUMULATIVE FY2019
	CONVENTIONS	1	6	2	31	31	24
ATTENDANCE	2,500	82,300	15,000	235,400	289,300	165,850	
ROOM NIGHTS	2,031	99,370	32,806	337,022	473,927	220,830	

TENTATIVE	FUTURE YR BOOKINGS	MARCH 2023	MARCH 2022	MARCH 2019	CUMULATIVE FY2023	CUMULATIVE FY2022	CUMULATIVE FY2019
	BOOKINGS	14	13	11	84	68	76
ATTENDANCE	105,200	79,250	75,750	545,580	428,119	705,300	
ROOM NIGHTS	194,815	146,091	129,553	914,076	716,340	1,313,213	

FY2023 TOTAL ROOM NIGHTS FOR FUTURE BUSINESS

	CUMULATIVE FY2023	CUMULATIVE FY2022	CUMULATIVE FY2019
DEFINITE TOTAL ROOM NIGHTS	337,022	473,927	220,830
VARIANCE COMPARED TO FY2019	+116,192 +34%	+253,097 +53%	
TENTATIVE TOTAL ROOM NIGHTS	914,076	716,340	1,313,213
VARIANCE COMPARED TO FY2019	-399,137 -44%	-596,873 -83%	

DEFINITE EVENTS BREAKDOWN

Conventions, Trade Shows, Corporate & Incentive Events booked in March 2023

Account Name	Event Begin Date	Event End Date	Peak Room Nights	Estimated Attendance	Room Nights
SOCIAL MEDIA EXAMINER	2/19/24	2/20/24	600	2,500	2,031
Total			AVG	2,500	2,031

ROOM NIGHT SUMMARY

Figures based on calendar year of event begin date

Lead
Definite

