

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

**WEDNESDAY, FEBRUARY 1, 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 – Carol Kim, 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. Passing the Gavel

4. Board Committee Reports and Board Action Items

Consent Agenda:

A. Approval of Minutes of Board Meetings of December 14, 2022

Action Item(s):

B. Budget Committee (Shawn VanDiver)

(1) Acceptance of December Financial Reports from Chief Financial Officer

(2) Authorization to Renew Marshalling Yard Lease

(3) Authorization to Contract for Window Sealant Replacement

C. Audit Committee (Will Rodriguez-Kennedy)

(1) Approve Resolution 2023-01 Adopting the San Diego Convention Center Corporation, Inc. 403b Retirement Plan

D. Sales & Marketing Committee (Jeff Gattas)

5. President's Report (Rip Rippetoe)

6. Chair's Report (Carlos Cota)

7. **Board Comment** [Govt. Code § 54954.2(a)(2)]
8. **Urgent non-agenda items** (must meet the requirements of Government Code, Section 54954.2)
9. **Closed Session**

A. CONFERENCECONFERENCE WITH LEGAL COUNSEL- EXISTING LITIGATION

Govt Code section 54956.9 (d)(1)- 2 cases
Case No. 37-2020-00008163-CU-OE-CTL
Case No. 37-2020-00008111-CU-WT-CTL

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 4.A

MINUTES* SAN DIEGO CONVENTION CENTER CORPORATION THE BOARD OF DIRECTORS

BOARD MEETING OF DECEMBER 14, 2022 Via Teleconference

BOARD MEMBERS Chair Carol Kim and Directors Carlos Cota, Jeff Gattas, Shawn
PRESENT: VanDiver, Will Rodriguez-Kennedy and Elvin Lai
BOARD MEMBER(S) Director Jaymie Bradford
ABSENT:

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

ALSO PRESENT: Jennifer Lyon, General Counsel

*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.

1. Call to Order

Chair Carol Kim called the Board Meeting to order at 12:08 p.m. in the Executive Boardroom of the San Diego Convention Center Corporation, 111 West Harbor Drive, San Diego, CA 92101.

Chair Kim then called roll to determine which Directors were present on the teleconference:

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

All Directors were recorded as present except Director Bradford. Chair Kim noted that all votes taken during this meeting would be recorded via roll call vote.

2. Non-Agenda Public Comment –Chair Kim 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.

Chair Kim then introduced and welcomed newly appointed Board Director Alyssa Turowski. Ms. Turowski is the General Manager of the Hilton La Jolla-Torrey Pines. Chair Kim also thanked departing Board Director Elvin Lai for his many years of Board service, and she presented him with the replica “Flame of Friendship” statue. She also presented Mr. Lai with a gift commemorating his service as 2021 Board Chair since the presentation was cancelled in 2021 due to Covid meeting restrictions. Mr. Lai stated that it had been an honor to serve on the Board and he thanked the Board for the commemorative statue and the Chair gift.

3. Board Committee Reports and Board Action Items:

Consent Agenda:

Chair Kim inquired if any Director would like to pull a Consent Agenda item for discussion. Hearing no request to pull a Consent Agenda item, Chair Kim 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 Meetings of October 26, 2022, and “Special” Board Meeting of November 17, 2022.

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

Director Kim – Aye

Director Cota – Aye

Director Gattas – Aye

Director VanDiver – Aye

Director Bradford – Absent

Director Rodriguez-Kennedy – Aye

Director Turowski – Aye

Vote: Unanimous

AYES: 6

NAYS: 0

ABSTENTIONS: 0

Action Item(s):

B. Executive Committee (Carol Kim)

Chair Kim 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.

(1) Authorization to Adopt Revised SDCCC Strategic Plan

Vice-Chair Cota offered the following comments to newly appointed Director Turowski regarding background of the formulation of the Corporation’s Strategic Plan:

“Coming out of COVID, we took the opportunity to reset on some things and to just take a step into our new world and two of the biggest items are going to be Sales & Marketing and Human Resources. H.R. was primary in the Strategic Plan because of the necessity of rebuilding labor which has been an issue. Those two items have been in the works with the new Executive Director of H.R. (Michael Milligan) coming on board and revising the Corporation’s H.R. program and the way we are addressing hiring and onboarding. As to Sales & Marketing, Andy Mikschl, EVP of Sales & Revenue, and the San Diego Tourism Authority adjusted some of the strategy related to sales. We are also adding in additional KPIs on the front end for that goal. The next important thing is going to be the building assessment. We’ve done a big reset coming out of COVID and it is all laid out in the Strategic Plan, and we wanted to have actionable items. We also want to emphasize community engagement. The Plan is pretty simple, but you are going to hear us talking about it a lot.”

Chair Kim also noted that since “the Plan also requires constant attention, versus putting it into a desk drawer and occasionally revisiting it, continuing action on the Plan has been codified into Board policies. The Plan is tied to the evaluation of the CEO and it is also tied to the Board’s duties to make sure the CEO and the rest of the building is successful. The Plan is a key component of how the Board actually executes its duties as a Board, which is really important, and the Plan will be a tool in the future for everyone as we go forward which is something Directors should all feel good about because accountability is necessary when it comes to these sorts of things. People always talk a good game about planning, but it is actually hard to make that into reality. The Strategic Plan is the steps the Board took to make sure that planning can be realized.

Michael Milligan, Executive of Human Resources, also provided an update regarding the reconfiguration of H.R. He noted he only had one vacancy within the Department. The Talent Acquisition team was in place; the Benefits team was in place, the safety expert is on staff and there is only one additional position to fill before full staffing is achieved. The H.R. team can now execute its strategy.

Directors Rodriguez-Kennedy and Cota moved and seconded, respectively, to Adopt the Revised SDCCC Strategic Plan

Director Kim – Aye

Director Cota – Aye

Director Gattas – Aye

Director VanDiver – Aye

Director Bradford – Absent

Director Rodriguez-Kennedy – Aye

Director Turowski – Aye

Vote: Unanimous

AYES: 6 NAYS: 0 ABSTENTIONS: 0

C. Budget Committee (Jeff Gattas)

Chair Kim 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. Chair Kim noted there were no “action items,” and requested a financial update from the CFO.

(1) Financial Update from Chief Financial Officer – Ms. Mattix reported the following:

- Since the meeting is a little early in the month, financials have not been completely vetted. The financials will be distributed later this week or early next week.
- Through November, the Corporation is at a break-even point. Staff had originally projected the Corporation would be at a negative \$3 million.
- Part of the results are due to some deferred expenses that will be realized a little later in the year and also, revenue from events came in better than anticipated.
- After I-Bank debt and capital funded improvements of approximately \$2 million, the Corporation’s reserve balance now sits at \$27 million.
- The reserve balance is good news because going into next year, and 2025, there are opportunities for some significant capital improvement projects with identified times to complete the projects.
- Ms. Mattix and Corey Albright, CFO, will be meeting with City officials to discuss the pending projects and get their approval to proceed with the projects and possibly use some of the reserve funds to complete the projects or, alternatively, support the projects through partial City funding. The Board will have an opportunity to review the proposed 2024/2025 budget later in the year.
- Mr. Rippetoe also stated that the revised plan to qualify business and identify open timelines to complete projects is fully in motion.
- Director Gattas recognized Ms. Mattix and the finance team for the work they have been doing on all of the financial projects and keeping the Corporation financially sound and being responsible in how they attacked the Corporation’s finances. The team has done a great job over the last year with the financials and working with the COO regarding funding ongoing maintenance issues and bringing them forward with transparency as soon as they occur. The teams working together has been a huge positive and Director Gattas is hopeful this internal team collaboration will continue.
- Ms. Mattix also lauded the working relationship and coordination between SDCCC, Andy Mikschl and the SDTA team as it relates to planning for future projects that may impact events.

D. Audit Committee (Jaymie Bradford)

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

(1) Authorization to Place Employee Medical and Employer Paid Basic Life, AD&D and LTD Insurance through Marsh & McClennan Agency LLC Company

Directors VanDiver and Gattas moved and seconded, respectively, to Authorize the Placement of Employee Medical and Employer Paid Basic Life, AD&D and LTD Insurance through Marsh & McClennan Agency LLC Company.

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

Vote: Unanimous

AYES: 6 NAYS: 0 ABSTENTIONS: 0

E. Nominating Committee (Carol Kim)

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

(1) Election of Officers:

Chair Kim, Nominating Committee Chair, reported the Nominating Committee, comprised of Directors Kim, Lai, and Bradford, proposed the following slate of officers for consideration for 2023 San Diego Convention Center Board Service:

Board Chair – Carlos Cota
Vice-Chair – Jeff Gattas
Treasurer – Shawn VanDiver
Secretary – Will Rodriguez-Kennedy

Directors Gattas and Cota moved and seconded, respectively, to approve the slate of 2023 SDCCC Board officers as set forth hereinabove.

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

Vote: Unanimous

AYES: 6 NAYS: 0 ABSTENTIONS: 0

Chair Kim inquired if any member of the public wished to comment on Agenda Item (3.E.2). No members of the public responded to the request for comment.

(2) Ratification of Board Committee Assignments

Directors VanDiver and Turowski moved and seconded, respectively, to Ratify the 2023 Board Committee Assignments

Director Kim – Aye

Director Cota – Aye

Director Gattas – Aye

Director VanDiver – Aye

Director Bradford – Absent

Director Rodriguez-Kennedy – Aye

Director Turowski – Aye

Vote: Unanimous

AYES: 6

NAYS: 0

ABSTENTIONS: 0

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

- The Deloitte event, which is on site this week, is going very well. They are the first event to use meeting rooms with the newly installed carpet which looks good. Kudos to the Operations Department and Victoria Mitchell who oversaw installation of the carpeting. The rest of the carpet installation on this end of the building will be completed within the next few weeks.
- The Annual Holiday Bowl will take place at Petco Park on December 28th this year and staging for the Holiday Bowl Parade will take place behind the Convention Center. The Holiday Bowl parade can't use their usual staging location due to cruise ship activity.
- The Auto Show will start on December 29th and staff is working with Holiday Bowl Parade personnel to facilitate vehicle move-in.
- SDCCC and SDTA staff will be attending the annual PCMA Convening Leaders conference in Columbus, Ohio in January. Mr. Rippetoe and Ms. Coker provided an overview of the conference's importance to the industry. They also noted that the PCMA 2024 conference will be held in San Diego and the San Diego contingent would be presenting a Top Gun themed 2024 event introduction, including two fighter pilots, during the January 2023 meeting.
- Mr. Rippetoe invited the Board to join staff for the Center's Holiday Party on December 17th.
- SDCCC virtual Board and Committee meetings will discontinue after this meeting.
- An area security and safety collective with local partners will continue to meet monthly.
- Staff will be entering into discussions with our AV contractor regarding the previously discussed consent and assignment issue. The process should be completed in short order.

5. **Chair's Report (Carol Kim)**

- Chair Kim congratulated the incoming 2023 Board officers and thanked the current Board for their service this year. Chair Kim further stated it had been an honor to serve at this great facility with a wonderful team and she confident in the future leadership to carry on.
- SDCCC received the 2022 San Diego Regional Task Force on Homeless "Key to Ending Homelessness" Award. Chair Kim is proud of the Center's contribution to allying suffering among the City's homeless population.
- The SDCCC Holiday Party is scheduled for Saturday, December 17th at 6:00 p.m. in Ballroom 20. Directors and a guest are invited to attend.
- Please remember that commencing with the January Committee meetings (January 18, 2023) we will resume in-person meetings. If you are unable to attend a Board or Committee meeting in person, and you would like to participate virtually, please contact Pat to determine if your absence qualifies for the *Brown Act* virtual exemption.
- Pat will populate your calendars with all of the 2023 Board and Committee meetings this week.
- Chair Kim wished everyone a safe and joyous holiday season.

6. **Board Comment [Govt. Code § 54954.2(a) (2)]** – Director Cota stated that the audio-visual provider who is the subject of the assignment agreement had reached out to him to assure him of their commitment to continuing to provide excellent service to the building and their collective bargaining agreements in the building. Directors Cota, Rodriguez-Kennedy and VanDiver thanked Chair Kim for her leadership this year especially with guidance formulating the Corporation's Strategic Plan. Director Cota noted the benefit of having the high-powered Deloitte corporate event in the facility in December. The production companies working the Deloitte event expressed their immense satisfaction with everyone associated with the building.

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

There being no further business, the meeting adjourned at 12:53 p.m.

I, Jeff Gattas, 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 December 14, 2022, and that said minutes were approved by the Board of Directors on February 1, 2023.

Will Rodriguez-Kennedy, Secretary

SAN DIEGO CONVENTION CENTER CORPORATION
MEMORANDUM

BACKGROUND

DISCUSSION

The broker representing the owner of the Existing Yard advised the property already has a long-term lease lined up with the leaseholder of the neighboring adjacent property commencing immediately on expiration of our lease. After discussions with the broker, the neighboring leaseholder is willing to sublease the Existing Yard back to us for a period of one (1) year at the market rate of \$50,312 per month. While this is a significant increase from the current monthly rate of \$18,128, the rate has been on a fixed 3% annual escalation dating back to 2013 prior to the demand and density for commercial properties of this nature. Staff assess the one (1) year lease of the Existing Yard to be the best solution and recommend moving forward.

STAFF RECOMMENDATION

Approve authorization to negotiate a one (1) year lease agreement.

/s/
Shawn VanDiver
Budget Committee Chair

Agenda Item 4.B.3

**SAN DIEGO CONVENTION CENTER CORPORATION
M E M O R A N D U M**

TO: Board of Directors

FROM: Shawn VanDiver, Budget Committee Chair

DATE: For the Agenda of February 1, 2023

RE: Authorization to Contract for Window Sealant Replacement

BACKGROUND

The San Diego Convention Center features a substantial amount of overhead, angled, and rounded glass primarily covering lobby spaces on the front city side of the building and around the perimeter of the upper level. The existing sealant that acts as a waterproof barrier is past its useful life and degraded to the point where some significant leaks occur.

DISCUSSION

Staff issued a request for proposals from qualified contractors to provide glass sealant services for various elements of overhead, angled, and rounded glass at the San Diego Convention Center. Staff received three (3) proposals:

Bidder	Cost
Coast Waterproofing	\$264,226
Coastal CW	\$313,670
Long Glazing & Doors	\$470,638

Bidder evaluation was based on a best value determination using the following criteria: Price 30%, Company Resume 20%, Work Plan 20%, Quality Assurance Plan 10%, Comparable Projects 10%, and Safety Record 10%. An evaluation committee was formed and determined Coast Waterproofing to be the best value contractor.

Staff recommends awarding a contract to Coast Waterproofing with a not to exceed project budget of \$290,000, inclusive of a contingency allowance for unforeseen conditions.

STAFF RECOMMENDATION

Approve authorization to contract with Coast Waterproofing with a project budget of \$290,000.

 /s/
Shawn VanDiver,
Budget Committee Chair

Agenda Item 4.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 February 1, 2023

RE: Approve Resolution 2023-01, Amendment #1 of the 403b Retirement Plan

BACKGROUND

The San Diego Convention Center Corporation's ("SDCCC"), offers three (3) Retirement Plans to full-time employees. The primary corporate retirement plan, funded exclusively from Employer contributions is the Money Purchase Pension Plan (MPPP). Because SDCC is considered a Dual Status 501(c)(3)/Governmental Organization, they are able to offer two additional plans entirely Employee funded through employee deductions. All Plans were restated effective July 31, 2020 as part of the retirement plan conversion project.

SDCC offers a 403(b) Voluntary Supplemental Retirement plan under its 501(c)(3) status provision, which is 100% Employee funded. The 403(b) Plan was originally adopted October 1, 2008, and restated effective January 1, 2019 and July 31, 2020.

SDCC also offers an additional 457 Voluntary Supplemental Governmental Deferred Compensation retirement plan, entirely funded by employees.

DISCUSSION

The Employee Retirement Income Security Act of 1974 (ERISA) is the federal law that governs the administration and management of employer and union sponsored retirement plans and health/welfare plans. ERISA was enacted to protect the interests of plan participants and their beneficiaries. Under ERISA, when a plan sponsor is acting as a fiduciary, it must do so in the best interests of plan participants and their beneficiaries.

Securities Act 2.0 provide enhanced measures that require Plan Sponsors to encourage greater participation in qualified plans. One of the requirements affecting new plans, which is expected to be required by all Plan Sponsors soon, include;

- Mandatory auto-enrollment of 3% (but no more than 10%) with an auto-escalator of 1% annually, up to 15% max per year for qualified retirement plans beginning 1/1/2023.

Though SDCC's plans are not new and currently not required to conform at this time, it is expected that ERISA and the IRS will follow suit and require similar language in the near term for all plans. Therefore, Corporation feels it is prudent and in the best interest of the participant to encourage participation through auto-enrollment. Plan Amendment Changes include:

- Eligible Employees who are classified as full time and have not made an Elective Deferral election in either the San Diego Convention Center 403(b) Plan or the San Diego Convention Center 457 Governmental Deferred Compensation Plan will automatically have 3% of their compensation withheld each paycheck and contributed into the 403b deferred compensation retirement plan.
- All new hires will be automatically enrolled 30 days following the later of the date of hire, reclassification as a covered employee for automatic contribution purposes, or entry into the Plan.
- Employees who do not wish to have automatic deferrals withheld or who want to change the amount withheld, can make a deferral election change through the program administrators website at www.randall-hurley.com by logging into their account.

Staff worked closely with Corporation's Plan administrator, Randal + Hurley and RBC Wealth Management for the review of these requirements.

RECOMMENDATION

Approve Resolution 2023-01, to adopt the San Diego Convention Center Corporation, Inc. Amended 403(b) Plan effective March 1, 2023.

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

Agenda Item 4.C.1

RESOLUTION NO. 2023-01

A RESOLUTION OF THE SAN DIEGO CONVENTION CENTER CORPORATION, INC. AMENDING THE 403(b) RETIREMENT PLAN

WHEREAS, the San Diego Convention Center 403(b) Plan was originally adopted October 1, 2008 and restated effective January 1, 2019; and July 31, 2020;

WHEREAS, the 403(b) Plan is a voluntary supplemental retirement benefit provided to eligible employees of the Corporation;

WHEREAS, the 403(b) Plan qualify as a tax-exempt retirement plan with a ROTH option qualified as a non-profit plan under the law. The 403(b) is 100% employee funded for qualified participants; and

WHEREAS, the 403(b) Plan has been revised as shown in Amendment One which is attached hereto as Exhibit A and incorporated herein by reference.

NOW, THEREFORE, be it resolved by the Board of Directors of the San Diego Convention Center Corporation ("SDCCC") as follows:

Section 1. That the San Diego Convention Center Corporation 403(b) Plan be amended effective March 1, 2023 to add Automatic Enrollment as shown in Amendment One which is attached as Exhibit A.

Section 2. That Amendment One is hereby adopted and approved.

Section 3. That the appropriate officers of SDCCC be, and hereby are, authorized and directed to execute Amendment One on behalf of SDCCC;

Section 4. That the officers of SDCCC be, and hereby are, authorized and directed to take any and all actions and execute and deliver such documents as they may deem necessary, appropriate or convenient to effect this Resolution including, without limitation, causing to be prepared and filed such reports documents or other information as may be required under applicable law.

Agenda Item 4.C.1

Section 5. This Resolution shall become effective immediately upon adoption.

PASSED, APPROVED and ADOPTED this 1st day of February, 2023 by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

Carlos Cota, Chair

ATTEST:

Will Rodriguez-Kennedy,
Secretary of the Board



SAN DIEGO CONVENTION CENTER/ SHORT TERM SALES JANUARY 2023 SALES ACTIVITY REPORT



CONTACT: Andy Mikschl, *Executive Vice President, Sales, San Diego Convention Center*
 Andy.mikschl@visitsandiego.com | 111 West Harbor Dr., San Diego, CA 92101
 619.525.5282

SHORT TERM BOOKING ACTIVITY

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

DEFINITE		FY23 DECEMBER 2022	FY22 DECEMBER 21	CUMULATIVE FYTD 2023	CUMULATIVE FYTD 2022
	EVENTS	3	5	25	29
	ATTENDANCE	12,000	13,725	68,014	75,201
	ROOM NIGHTS	1,073	359	7,508	8,884
	RENTAL REVENUE	\$151,800	\$147,565	\$713,580	\$751,522

FY23 PERCENT TO GOAL

Convention Center Rental Revenue

	GOAL	YTD	PERCENT TO GOAL
CONTRACTED RENTAL REVENUE	\$1,500,000	\$713,580	47.5%

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

CONTRACTED SHORT TERM EVENTS/ DEC 2022

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
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
TOTAL		12,000		1,073	\$151,800

San Diego Convention Center Short Term Sales January 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
TOTAL		68,014		7,508	\$713,580

Agenda Item 4.D



SAN DIEGO CITYWIDE SALES December 2022 SALES ACTIVITY REPORT

PRIMARY MARKET

Conventions, Trade Shows, Corporate & Incentive Events

DEFINITE	FUTURE YR BOOKINGS	DECEMBER 2022	DECEMBER 2021	CUMULATIVE FY2023	CUMULATIVE FY2022	CUMULATIVE FY2019
	CONVENTIONS	16	3	28	13	17
	ATTENDANCE	163,450	10,500	223,100	151,781	89,650
	ROOM NIGHTS	214,196	15,007	313,643	252,292	156,826

TENTATIVE	FUTURE YR BOOKINGS	DECEMBER 2022	DECEMBER 2021	CUMULATIVE FY2023	CUMULATIVE FY2022	CUMULATIVE FY2019
	BOOKINGS	7	3	47	32	49
	ATTENDANCE	26,800	9,280	313,630	179,769	495,250
	ROOM NIGHTS	46,561	30,279	515,337	340,744	978,757

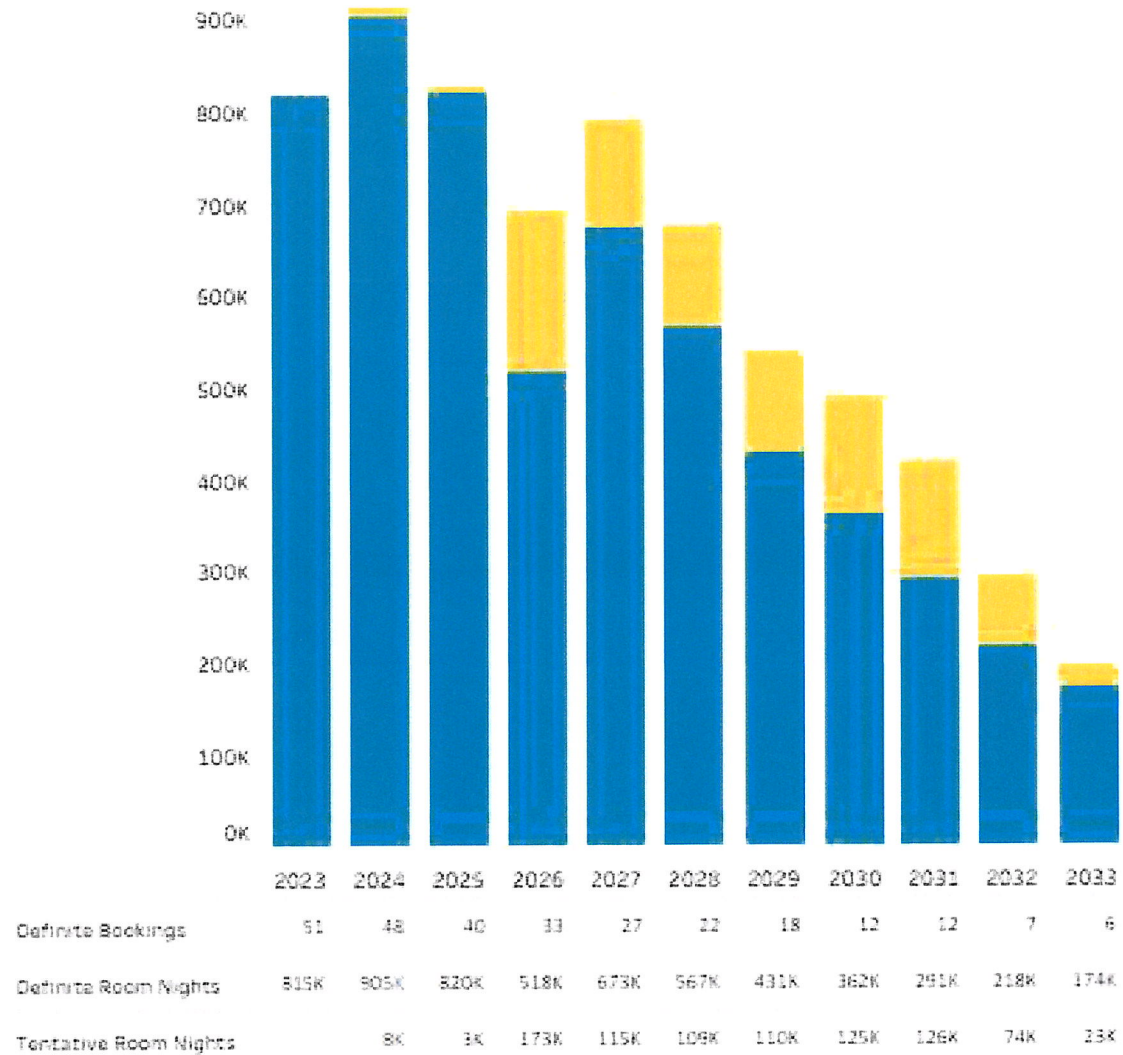
FY2023 TOTAL ROOM NIGHTS FOR FUTURE BUSINESS

	CUMULATIVE FY2023		CUMULATIVE FY2022		CUMULATIVE FY2019
DEFINITE TOTAL ROOM NIGHTS	313,643		252,292		156,826
VARIANCE COMPARED TO FY2019	+156,817	+99%	+131,316	+60%	
TENTATIVE TOTAL ROOM NIGHTS	515,337		340,744		978,757
VARIANCE COMPARED TO FY2019	-463,420	-47%	-638,013	-65%	

Lead
Definite

ROOM NIGHT SUMMARY

Figures based on calendar year of event begin date



DEFINITE EVENTS BREAKDOWN*Conventions, Trade Shows, Corporate & Incentive Events booked in December 2022*

Account Name	Event Begin Date	Event End Date	Peak Room Nights	Estimated Attendance	Room Nights
TC2024	4/29/24	5/2/24	5,695	12,000	20,726
TC2025	4/15/25	4/17/25	6,594	15,000	23,999
IGA 2026 Annual National Convention	3/28/26	4/3/26	2,200	6,000	6,802
CASBO 2026 Annual Conference & Business Expo	3/31/26	4/1/26	1,200	1,800	3,550
WEST 2027	2/13/27	2/19/27	2,000	8,000	8,200
Avid Summer Institute 2027 - Program 1	6/12/27	6/17/27	2,967	3,500	9,189
WEST 2028	1/8/28	1/14/28	2,000	8,000	8,200
IGA 2028 Annual National Convention	4/8/28	4/16/28	2,200	6,000	7,680
Avid Summer Institute 2028 - Program 1	6/17/28	6/22/28	2,800	4,000	9,324
WEST 2029	1/6/29	1/12/29	2,000	8,000	8,200
NACDS 2029 Total Store Expo	8/14/29	8/23/29	2,400	6,000	8,310
WEST 2030	1/5/30	1/11/30	2,000	8,000	8,200
AACC 2031 Annual	8/5/31	8/8/31	5,900	20,000	24,397
2032 Annual Session	5/10/32	5/18/32	4,500	17,150	18,625
AACC 2033 Annual	8/1/33	8/4/33	5,900	20,000	24,397
AACC 2035 Annual	7/29/35	8/2/35	5,900	20,000	24,397
Total			3,516 AVG	163,450	214,196