

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

**WEDNESDAY, MARCH 26, 2025, 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:
(727) 731-7732 – No access code is needed.**

The Executive Office elevator is currently out-of-service; however, members of the public who are mobility impaired may observe and/or provide public commentary for this meeting from the Administrative Conference Room located at Hall “E”, Mezzanine Level.

1. Call to Order – Shawn VanDiver, Chair

2. 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. Also, this portion of the agenda provides an opportunity for members of the public to provide public comments on any informational items as listed on this 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

Public Comment

Consent Agenda:

A. Approval of Minutes of Board Meetings of January 29, 2025 and Board Meeting of February 27, 2025

Recommendation: Staff recommends approval of the Consent Agenda as set forth hereinabove.

Action Item(s):

B. Budget Committee (Alyssa Turowski)

(1) Authorization to Accept Deputy CEO-CFO Financial Report

Recommendation: Staff recommends acceptance of the Deputy CEO-CFO Financial Report.

Public Comment

(2) Authorization to Approve Proposed FY 2026 Budget

Recommendation: Staff requests Board approval of the FY2026 proposed budget and FY2027 spending projections, with the understanding that additional City funding will be necessary through FY2028. We also seek urgent prioritization of

critical capital projects to ensure the Center can continue to meet its obligations and maintain its reputation as the region's premier gathering place.

Public Comment

(3) Authorization to Approve Addendum to Increase Funding for Transformer Replacement Project

Recommendation: Staff recommends approval of:

- Precision Electric contract Change Order #1 for \$35,112.93 to the original contract, covering the additional work due to transformer size modifications.
- Precision Electric contract Change Order #2 for \$73,531.00 to add the seven additional transformers to the scope of work.
- A 10% total project contingency (\$25,353.09) to cover unforeseen items.

The total revised not-to-exceed capital project value is \$278,884.02

Public Comment

(4) Authorization to Approve Contract for Cooling Tower Cleaning Services

Recommendation: Staff recommends the approval of a contract with American Cooling Tower in the amount of \$101,320.00 for semi-annual cooling tower cleaning services, with the option to extend the contract for an additional two (2) years at a cost of \$72,570.00, bringing the total potential contract value to \$173,890.00.

Public Comment

(5) Authorization to Approve Contract for Cleaning Equipment Purchase

Recommendation: Staff recommends the approval of a purchase order to Waxie for floor cleaning equipment in the amount of \$125,456.56.

Public Comment

C. Sales & Marketing Committee (Gretchen Newsom)

Informational Item- No Discussion or Action-

Brief Comments or Questions from Board Members Only

4. President's Report (Rip Rippetoe)

Informational Item- No Discussion or Action-

Brief Comments or Questions from Board Members Only

5. Chair's Report (Shawn VanDiver)

Informational Item- No Discussion or Action-

Brief Comments or Questions from Board Members Only

6. **Board Comment [Govt. Code § 54954.2(a)(2)]**
Informational Item- No Discussion or Action-
Brief Comments or Questions from Board Members Only
7. **Urgent non-agenda items** (must meet the requirements of Government Code, Section 54954.2)

Public Comment (For Closed Session)

8. **Closed Session**

A. EMPLOYEE PERFORMANCE EVALUATION
Government Code Section 54957
Title: President & CEO

Public Report

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.

Agenda Item 3.A

MINUTES* SAN DIEGO CONVENTION CENTER CORPORATION BOARD OF DIRECTORS

BOARD MEETING JANUARY 29, 2025

BOARD MEMBERS PRESENT: Chair Shawn VanDiver and Directors Will Rodriguez-Kennedy, Alyssa Turowski and Gretchen Newsom

BOARD MEMBER(S) ABSENT: Directors Sam Nejabat, Jessica Anderson, and Jeff Gattas

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

ALSO PRESENT: Jennifer Lyon, General Counsel

*Meeting Minutes memorialize votes on "Action Items" and Staff Reports and are not a verbatim transcript of regular Board meetings. 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 Shawn VanDiver called the Board Meeting to order at 12:20 p.m. in the Executive Boardroom of the San Diego Convention Center Corporation, 111 West Harbor Drive, San Diego, CA 92101.

Chair VanDiver then called roll to determine which Directors were present:

Director VanDiver - Present
Director Rodriguez-Kennedy – Present
Director Turowski – Present
Director Newsom – Present
Director Nejabat – Absent
Director Anderson - Absent
Director Gattas – Absent

All Directors were recorded as present except Director Sam Nejabat, Director Jessica Anderson, and Director Jeff Gattas. Chair VanDiver noted that all votes taken during this meeting would be recorded via roll call vote.

2. **Non-Agenda Public Comment** – Chair VanDiver 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. **Committee Reports and Board Action Items:**

A. Approval of Minutes of Board Meeting of December 11, 2024, and “Special” Board Meeting of January 8, 2025

Chair VanDiver inquired if any Director would like to pull a Consent Agenda item for discussion. Hearing no request to pull a Consent Agenda item, Chair VanDiver 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.

After request for public comment and for Director discussion, Directors Newsom and Turowski moved and seconded, respectively, to approve the Consent Agenda as set forth hereinabove.

**Director VanDiver – Aye
Director Rodriguez-Kennedy – Aye
Director Turowski – Aye
Director Newsom – Aye
Director Nejabat – Absent
Director Anderson– Absent
Director Gattas – Absent**

Vote: Unanimous

AYES: 4

NAYS: 0

ABSTENTIONS: 0

4. **Action Item(s):**

A. Budget Committee (Alyssa Turowski)

(1) Chief Financial Officer Report

Deputy CEO-CFO Mattix reported:

- This report covers the first half of the year. November and December were extremely busy. The Center had eighteen total events in those two months. The Corporation generated approximately \$9 million for the City’s TOT General Fund and welcomed almost 100,000 guests through the door during those two months.
- The City-wide sales team has been focused on bringing new events of certain types (i.e., tech, corporate events, or even different medical shows) to the building and we welcomed a new one, Study of Liver Disease, which had 27,000 attendees. This is exactly the type of event we wanted to plug into our business rotation, and this was the first time this event was in the building. The event was fantastic and exceeded our expectations.

- From a revenue perspective, we are approximately \$4.5 million higher than we expected to be at this point in the year. We have also still been very prudent with our spending and now given the results of the City's shortfall in their budget; we will remain prudent especially as we continue to budget for the future years.
- You will probably notice in the CFO report that I did add a little more context about capital and maintenance efforts and the reason for that is because I think it is really important to highlight that over the past couple of years, our revenue has exceeded expectations, so we have been able to absorb, from a financial statement, bottom line point of view, the increased costs as we've been building the Cap-X and Engineering team who have made significant progress on repair and maintenance and capital. I put some context in here because we have grown from spending anywhere from \$2.5 million to \$3 million a year on maintenance to spending \$6 million on maintenance. We are making up for that lost time and so we are tackling bigger projects.
- We have the same situation with capital. We used to spend anywhere from \$2 million to \$3 million a year on capital and we are spending \$9 million this year.
- The increase in personnel and achieving more traction on the maintenance and the capital aspects of this building has been absorbed through those excess revenues, so it does not feel, when you look at us performance-wise at year end, as if it has been too bad.
- As we know, the nature of our business is cyclical and as we are coming into some years when there is more association business versus medical shows or corporate events like we are seeing this year, there will be times when we will see the impact of less revenue.
- Staff is granularly reviewing the budget over the next couple of weeks, and we are looking to move any capital items that are non-critical until the City is in a more financially stable position. Any items that could have critical impact on our business operations are being kept in.
- During discussion, Director Rodriguez-Kennedy inquired what the impact would be to the convention center if the City experienced dire financial circumstances for several years.
- Ms. Mattix responded that the Center's current strategy was to address critical only capital projects for the next three years until the debt is paid off on this building for the expansion bonds and it is the Center's expectation that the City will repurpose that money to reinvest into this building so that the City can pull a bond debt for capital and maintenance so that the Center can then address and stack on into fiscal years 2029, 2030 and 2031 some significant projects that we need to make time and resources available to accomplish. Those funds would be enough in the short-term (three years) but not enough to complete \$400 million in identified projects over the next twenty years.
- Director Rodriguez-Kennedy noted that it is very important to identify that in order to survive as a convention center, that the money the City currently pays to service our current debt comes back to the Center as opposed to those funds being cut out for whatever priority the City Council or Mayor have in 2028.
- Ms. Mattix further noted that in the interim because we need to build up our Cap-X team and continue to make progress on the maintenance and capital, which takes funds, and we have had a plan of what that looks like, but we did not get the reinvestment needed this year. We absolutely are going to need some reinvestment because we cannot accomplish those tasks without having the current staff and contracts in place to address those capital projects.

- Director Rodriguez-Kennedy asked, assuming the City does not reinvest this year, where will that place the Center?
- Ms. Mattix responded that without reinvestment, the Center will have to make some hard decisions regarding if we want to maintain this building and if we want to do certain capital projects and other things that we need to consider.
- Director Rodriguez-Kennedy asked what those hard decisions would look like.
- Ms. Mattix responded: (1) Not maintaining this building, and potentially having less staff, less travel, and less investment. We will also be unable to generate additional revenue unless our partners can find a way to sell more to existing clients. We also have a lag in corporate events over the next two years (2026 and 2027).
- Director Rodriguez-Kennedy noted that if the City does not invest now, it will impact the Center's revenue. When will the lack of investment in the Center hit the City? When will the City start to see a depreciating return as a result of a lack of Cap-X investment?
- Ms. Mattix responded that if the Center is not able to address the emergent needs that have already happened in this past year, because we did have some money in our reserves to address them. If it ever came down to something failing like a central plant or another large item, if we could not fill this building and we could not host events, the City would feel it immediately in the TOT to their general fund.
- Director Rodriguez-Kennedy asked what our approach was to communicating these issues to the City.
- Ms. Mattix responded that we have stressed the urgency of our situation to the City, and we have a strategy meeting planned for next week on how to get more advocacy from the City and asking our Directors, who have deep networks, to help us as we put this plan together and then there is a contingency plan, there is an "actual need" plan and then there will be a moderate plan. We need to take that to the City's DOF, we have met with staff within the City's budget areas that basically said that they are in a very dire situation and they are already planning to cut in their own departments, the same as we are expected to, and part of the message that we need to convey to everybody within the community, but also especially at the decision-making level, is we need to not be subject to a one-year funding situation and that is why we need dedicated funding. We cannot plan and then suddenly rip back some of these items that we have commitments for, and we have contracts for.
- When we met with one team at the City, and we asked what happens to them when they have emergencies come up? They indicated they "just stop doing all of our other stuff." Well, we just cannot stop serving the community unless the City wants to stop getting TOT money. It will not only effect the City, but it will also affect the hotels, it will affect our partners, it is more than just our bottom line and their general fund.

After Ms. Mattix completed her update, Chair VanDiver inquired if any member of the public wished to comment on Agenda Item (4.A.1). No members of the public responded to the request for comment.

Chair VanDiver noted that this agenda item requires no vote since it is an informational item.

(2) Authorize Contract for Elevator B Modernization Including Electrical Fire System Improvements

Chair VanDiver called for a staff report regarding this item. After staff submitted its report, Chair VanDiver inquired if any member of the public wished to comment on Agenda Item (4.A.2). No members of the public responded to the request for comment.

After presentations by Staff, request for public comment and for Director discussion, Directors Turowski and Newsom, moved and seconded, respectively, to Award a Contract to Otis Elevator Company for the modernization of Elevator B at a cost of \$154,916.40, and awarding a contract to Sygnal Systems for electrical and fire system improvements at a cost of \$75,000 with a 10% contingency on the project (\$22,991.64), for a total not-to-exceed cost of \$252,908.04 as a FY26 capital expenditure.

**Director VanDiver – Aye
Director Rodriguez-Kennedy – Aye
Director Turowski – Aye
Director Newsom – Aye
Director Nejabat – Absent
Director Anderson– Absent
Director Gattas – Absent**

Vote: Unanimous

AYES: 4

NAYS: 0

ABSTENTIONS: 0

B. Sales, Marketing & Events Committee (Gretchen Newsom)

Mr. Mikschl reported the Committee met this morning and reviewed the short-term sales activity and Mr. Schieferdecker reviewed the city-wide sales activity. There is a lot of good booking activity so both teams are on pace in terms of making their goals through the remainder of the fiscal year.

Notably from the Tourism Authority, Comic-Con's recent confirmation of 2027 was exciting. Staff is working closely with them to confirm bookings for many years into the future.

The building is very busy. Over the next couple of months, there will be a lot of Corporate activity with one strong event after another.

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

- SodexoLive! and SDCCC have entered into a partnership with Talitha Coffee based in Barrio Logan. The significance of this partnership is that the coffee is an elevated product that can be added to menus for our customers which adds to quality, but even more importantly, is the social aspect as they are champions to stop trafficking in Southern California. Their employees and many of the people that supply produce to them are former victims of trafficking of one form or another. So they take a stand against trafficking, and it is the kind of company we want to be

affiliated with because they have the right kind of product, and they have the right kind of approach to helping our community. We are really proud to continue to find partners like that.

- The Executive Coaching that we have talked about for a few months has begun. Corey, Mardeen, and I have done our onboarding which were a full day with the coaches. We have done multiple assessments, lots of reading assignments and daily reflections. Now we begin a series of weekly meetings over the next few months. Michael is the liaison, and he will continue to report out to Shawn in the future and however the Board wants information disseminated we will work with the Chair for that. The process is off to a great start.
- The Chair, Mardeen, Andy, and I attended PCMA's Convening Leaders in Houston two weeks ago. That is significant for lots of reasons. There are 4,000 attendees who are a lot of our key customers. It is a place for us to gain some cutting-edge industry knowledge, forge better connections with our customers and potential customers, enhance and continue to look for ways for us to get that competitive edge and celebrate our uniqueness, and work on ancillaries – all of those kinds of things. It is also a chance for us to be able to share knowledge amongst ourselves and with our team. It is a great organization, and it was a great event.
- Please check that you have the Board Retreat date, February 27, 2025, on your calendars. Your input regarding several important topics will be needed.

Director Rodriguez-Kennedy requested a better delineation on the Board meeting Agenda of when commentary is allowed under staff and/or Committee reports.

After staff submitted its report, Chair VanDiver inquired if any member of the public wished to comment on Agenda Item (5). No members of the public responded to the request for comment.

6. Chair's Report (Shawn VanDiver)

- Chair VanDiver briefed the Board on his PCMA attendance. He stated that the Center has a stellar reputation among PCMA attendees.
- Chair VanDiver thanked Mr. Rippetoe for including the Executive Coaching update in his report noting that despite the Center's great reputation, we have opportunities to make things better. Director Rodriguez-Kennedy asked when the Board could expect to receive a report regarding the outcomes of the Executive Coaching. Chair VanDiver indicated that he would have an answer to that question at the next meeting. Ms. Mattix reported that results of an "action plan" were due within 45 days of initial start of the coaching, so the "action plan" should be submitted to the Board in 35 days.
- The next Board meeting is tentatively scheduled for February 27, 2025, at approximately 8:30 a.m.

After Chair VanDiver submitted his report, Chair VanDiver inquired if any member of the public wished to comment on Agenda Item (6). No members of the public responded to the request for comment.

7. Board Comment [Govt. Code § 54954.2(a) (2)] – None

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

There being no further business, the meeting was adjourned at 12:49 p.m.

I, Gretchen Newsom, 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 January 29, 2025, and that said minutes were approved by the Board of Directors on March 26, 2025.

Gretchen Newsom, Secretary

Agenda Item 3.A

MINUTES* SAN DIEGO CONVENTION CENTER CORPORATION “SPECIAL” BOARD OF DIRECTORS

BOARD MEETING FEBRUARY 27, 2025

BOARD MEMBERS PRESENT: Chair Shawn VanDiver and Directors Will Rodriguez-Kennedy, Alyssa Turowski, Gretchen Newsom, Sam Nejabat, and Jessica Anderson

BOARD MEMBER(S) ABSENT: Director Jeff Gattas

STAFF PRESENT: Rip Rippetoe, Mardeen Mattix, Corey Albright, Andy Mikschl, Maren Dougherty, Michael Milligan, and Victoria Mitchell

ALSO PRESENT: Jennifer Lyon, General Counsel

*Meeting Minutes memorialize votes on "Action Items" and Staff Reports and are not a verbatim transcript of regular Board meetings. 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 Shawn VanDiver called the Board Meeting to order at 2:00 p.m. in the Executive Boardroom of the San Diego Convention Center Corporation, 111 West Harbor Drive, San Diego, CA 92101.

Chair VanDiver then called roll to determine which Directors were present:

Director VanDiver - Present
Director Rodriguez-Kennedy – Present
Director Turowski – Present
Director Newsom – Present
Director Nejabat – Present
Director Anderson - Present
Director Gattas – Absent

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

2. **Public Comment** – Chair VanDiver inquired if any member of the public wished to comment on any Agenda items. No members of the public responded to the request for comment.
3. **Board Comment [Govt. Code § 54954.2(a)(2)]**: None
4. **Closed Session**: The Board entered into closed session at 2:04 p.m. to discuss the items set forth below.
 - A. **CONFERENCE WITH LEGAL COUNSEL- ANTICIPATED LITIGATION**
Significant exposure to litigation pursuant to Govt Code section 54956.9(d)(2)
(1 case)
Existing facts and circumstances pursuant to Govt Code section 54956.9 (e)(1)
 - B. **EMPLOYEE PERFORMANCE EVALUATION**
Pursuant to Government Code section 54957
Title: President & CEO

The Board returned to open session at 3:45 p.m.

Reporting out of closed session, General Counsel Lyon stated that the Board discussed Items “4.A,” and “4.B,” and direction was given but no reportable action was taken.

There being no further business, the meeting adjourned at 3:46 p.m.

I, Gretchen Newsom, 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 February 27, 2025, and that said minutes were approved by the Board of Directors on March 26, 2025.

Gretchen Newsom, Secretary

CFO Report to Board of Directors
For the month ending February 28, 2025
(As of March 20, 2025)

Financial Performance:

Revenue: As of February, year-to-date operating revenue surpassed budget expectations by more than \$5.4M, driven by events that exceeded budgeted ancillary services. We hosted one of the top five revenue-generating events of the year in February, delivering 21% more revenue than initially budgeted. This was primarily due to increased food and beverage orders made possible by the added capacity from the West Kitchen project.

Summary of Events - February	
Citywide Events	2
Short-term	2
Regional Impact	\$64,600,000
Attendees	22,600
Est Tax Rev to City	\$1.75M

Expenses: All categorical expenses, except amortization, are currently under budget year-to-date, the result of careful spending and planned budget reductions in response to the City's budget constraints. Amortization of leased assets are over-budget due to the earlier-than-expected execution of the marshal yard contract, resulting in an anticipated \$1M excess cost by year-end. In preparation for anticipated funding cuts from the City in the upcoming year, SDCC reduced budget spending by not filling eight (8) vacant positions, reducing travel and training costs, postponing certain equipment purchases, and scaling back capital and repair/maintenance projects that had not yet commenced.

Operating results: Although the budgeted year-to-date operational loss was projected at \$7.0M, our actual performance reflects a positive \$2.8M, resulting in a favorable variance of \$9.7M through February. This improvement is largely due to prudent spending and unexpected exceptional event activity. Reserves started the year at \$27.4M and remain strong at approximately \$29.0M, after accounting for IBank debt payments and capital investments.

Capital and maintenance efforts: FY25 is planned to be a record-setting year in revenue performance. SDCC has strategically leveraged \$8.1M of these revenues in essential assets, such as kitchen modernization and electrical upgrades. The Center is now facing severe infrastructure failures that are impacting high profile, economically significant shows. As we develop our long-term asset management program and enhance capital planning, it is critical to emphasize the continued need for future reinvestment from the City in order to continue our ongoing capital initiatives and ensure we can meet the evolving demands of our infrastructure and service commitments.

San Diego Convention Center Corporation**Statement of Net Position**

February 28, 2025

	February 28, 2025	June 30, 2024	Variance	% Change
ASSETS				
Cash and cash equivalents	4,964,725	7,963,046	(2,998,321)	-38%
Restricted cash	2,120,790	2,120,790	0	0%
Investments	34,711,616	25,169,159	9,542,457	38%
Accounts receivable, net	14,967,819	8,525,419	6,442,400	76%
Prepaid expenses	683,308	1,320,145	(636,837)	-48%
Deposits with others	143,177	143,177	0	0%
Inventory	48,891	48,891	0	0%
Note receivable	0	0	0	--
Capital assets, net	65,947,849	36,336,607	29,611,242	81%
Total Assets	123,588,175	81,627,234	41,960,941	51%
LIABILITIES				
Accounts payable	2,165,892	1,016,166	1,149,726	113%
Accrued liabilities	1,875,051	1,719,232	155,819	9%
Accrued workers' compensation claims liabilities	1,208,011	1,250,636	(42,625)	-3%
Accrued I-Bank interest and loan administrative fee	171,382	381,929	(210,547)	-55%
Retention payable	257,173	146,860	110,313	75%
Accrued compensated employee absences	1,831,598	1,673,920	157,679	9%
Unearned income	17,963,282	8,126,715	9,836,566	121%
Long-term debt	50,048,657	22,021,494	28,027,163	127%
Total Liabilities	75,521,046	36,336,952	39,184,094	108%
NET POSITION				
Net investment in capital assets	17,397,962	15,813,882	1,584,080	10%
Restricted	2,120,790	2,120,790	0	0%
Unrestricted	28,548,377	27,355,610	1,192,767	4%
Total net position	48,067,129	45,290,282	2,776,847	6%
Total Liabilities and Net Position	123,588,175	81,627,234	41,960,941	51%

San Diego Convention Center Corporation - Detailed Statement of Revenues & Expenses
FY2025 Corporate Summary
For the Month Ended February 28, 2025

	Monthly Amounts			YTD Amounts			Annual	
	Budget	Actual	Act vs Bud Fav/(Unfav)	Budget	Actual	Act vs Bud Fav/(Unfav)	Budget	Remaining Budget
REVENUES								
Gross Building Rent	1,105,050	1,189,625	84,575	10,470,655	11,688,948	1,218,293	16,862,380	5,173,432
Rental Credits	(571,413)	(721,398)	(149,985)	(4,699,190)	(5,903,410)	(1,204,220)	(8,013,193)	(2,109,783)
Building Rent - Net	533,637	468,227	(65,410)	5,771,465	5,785,538	14,073	8,849,187	3,063,649
Food & Beverage	1,689,140	2,013,201	324,061	11,050,481	14,005,489	2,955,008	17,943,514	3,938,025
Event Services	231,170	327,351	96,181	3,422,683	4,023,249	600,566	5,230,729	1,207,480
Utilities	293,800	360,224	66,424	4,036,762	5,486,343	1,449,581	7,410,910	1,924,567
Telecommunications	166,029	208,957	42,928	3,855,519	4,049,734	194,215	5,785,568	1,735,834
Audio Visual	163,238	166,653	3,415	1,234,774	1,272,194	37,420	1,897,830	625,636
Other Ancillaries	40,916	80,855	39,939	469,953	571,004	101,051	706,250	135,246
Other Revenues	0	35	35	3,000	53,944	50,944	3,000	(50,944)
TOTAL OPERATING REVENUE	\$ 3,117,930	\$ 3,625,502	\$ 507,572	\$ 29,844,637	\$ 35,247,495	\$ 5,402,858	\$ 47,826,988	\$ 12,579,493
PERSONNEL EXPENSES								
Salaries & Wages - Full Time	1,628,993	1,587,837	41,156	14,170,687	13,087,547	1,083,140	21,211,564	8,124,017
Salaries & Wages - Part Time	478,213	488,284	(10,071)	3,650,294	3,805,905	(155,611)	5,850,833	2,044,928
Fringe Benefits	572,414	482,598	89,816	4,750,737	4,434,119	316,618	7,176,191	2,742,072
Total: Personnel Expenses	\$ 2,679,620	\$ 2,558,718	\$ 120,902	\$ 22,571,718	\$ 21,327,571	\$ 1,244,147	\$ 34,238,588	\$ 12,911,017
SUPPLIES & SERVICES EXPENSES								
General Expenses	206,037	103,408	102,629	1,268,648	944,422	324,226	2,471,027	1,526,605
Repairs & Maintenance	529,381	331,109	198,272	4,093,720	2,455,484	1,638,236	5,582,301	3,126,817
Utilities	454,583	424,984	29,599	4,886,668	4,405,442	481,226	7,155,000	2,749,558
Contracted Services	250,621	39,280	211,341	1,165,664	776,547	389,117	1,400,760	624,213
Travel & Transportation	2,835	696	2,139	64,969	63,806	1,163	97,925	34,119
Insurance	82,180	67,585	14,595	657,444	554,974	102,470	1,011,286	456,312
Telecom Services	7,148	4,939	2,209	56,784	39,646	17,138	83,100	43,454
Sales & Marketing	239,024	235,917	3,107	1,917,117	1,891,384	25,733	2,876,545	985,161
Supplies	68,446	37,498	30,948	766,649	403,889	362,760	1,032,605	628,716
Total: Supplies & Services Expenses	\$ 1,840,255	\$ 1,245,416	\$ 594,839	\$ 14,877,663	\$ 11,535,594	\$ 3,342,069	\$ 21,710,549	\$ 10,174,955
DEPRECIATION								
Depreciation	263,525	228,677	34,848	1,958,200	1,887,923	70,277	3,012,300	1,124,377
Amortization	46,764	166,949	(120,185)	374,112	1,095,223	(721,111)	561,184	(534,039)
Total: Depreciation & Amortization	\$ 310,289	\$ 395,626	\$ (85,337)	\$ 2,332,312	\$ 2,983,146	\$ (650,834)	\$ 3,573,484	\$ 590,338
TOTAL OPERATING EXPENSES	\$ 4,830,164	\$ 4,199,760	\$ 630,404	\$ 39,781,693	\$ 35,846,311	\$ 3,935,382	\$ 59,522,621	\$ 23,676,310
NET OPERATING INCOME/(LOSS)	\$ (1,712,234)	\$ (574,257)	\$ 1,137,977	\$ (9,937,056)	\$ (598,815)	\$ 9,338,241	\$ (11,695,633)	\$ (11,096,818)
NON-OPERATING								
Total: NON-OPERATING REVENUE	\$ 461,466	\$ 643,921	\$ 182,455	\$ 3,538,910	\$ 4,372,085	\$ 833,175	\$ 5,410,881	\$ 1,038,796
Total: NON-OPERATING EXPENSE	\$ 67,861	\$ 141,116	\$ (73,255)	\$ 556,306	\$ 996,422	\$ (440,116)	\$ 834,036	\$ (162,386)
NET NON-OPERATING REVENUE (EXPENSE)	\$ 393,605	\$ 502,805	\$ 109,200	\$ 2,982,604	\$ 3,375,662	\$ 393,058	\$ 4,576,845	\$ 876,410
CHANGE IN NET POSITION (YTD Income/Loss)	\$ (1,318,629)	\$ (71,453)	\$ 1,247,176	\$ (6,954,452)	\$ 2,776,847	\$ 9,731,299	\$ (7,118,788)	\$ (9,895,635)
+ Depreciation (does not impact reserves)	310,289	395,626	85,337	2,332,312	2,983,146	650,834	3,573,484	590,338
- Principal: IBank Loan & Lease Payable	(51,549)	(103,165)	(51,616)	(1,274,945)	(1,298,084)	(23,139)	(1,467,880)	(169,796)
- Capital Purchases	(110,148)	(1,698,689)	(1,588,541)	(7,550,970)	(3,269,142)	4,281,828	(8,777,078)	(5,507,936)
TOTAL NET IMPACT ON RESERVES	\$ (1,170,037)	\$ (1,477,680)	\$ (307,643)	\$ (13,448,055)	\$ 1,192,767	\$ 14,640,822	\$ (13,790,262)	\$ (14,983,029)

OPERATING RESERVE ACTIVITY								
Beginning Operating Reserve:	-	-	-	-	27,356,529	-	23,397,347	3,959,182
+ Financial Result	-	-	-	-	6,756,415	-	-2,711,268	9,467,683
- Debt Services Payments	-	-	-	-	-2,294,506	-	-2,301,916	7,410
- Capital Investments	-	-	-	-	-3,269,142	-	-8,777,078	5,507,936
- Restricted Reserve Adjustment	-	-	-	-	0	-	0	0
Ending Reserve Balance:	-	-	-	-	28,549,296	-	9,607,085	18,942,211
Restricted Reserve Balance:	-	-	-	-	2,120,790	-	0	2,120,790
Target Balance (14%)					5,904,911		5,904,911	
Minimum Balance (8%)					3,374,235		3,374,235	

Agenda Item 3.B.2

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

TO: Board of Directors

FROM: Mardeen Mattix, Deputy CEO & Chief Financial Officer

DATE: For the Agenda of March 26, 2025

RE: FY 2026 Budget Approval

The City-SDCC Management Agreement requires the preparation of an operating budget, including capital expenses and reserve balances, each January. Section 3 of the agreement specifically requires the Corporation to project and request an allocation of City funding to be used for marketing, promotions, and/or capital projects necessary to ensure the Center's ability to fulfill its obligations. Despite repeated requests for funding and planning with the City for strategic investments from utilizing our operating reserves, SDCC continues to receive insufficient funding. As a result, we are deferring critical maintenance and capital investments with no dedicated funding source in place. Since 2021, SDCC has maintained high reserve levels through increased revenues, renewed sales strategies, prudent spending, and targeted capital improvements while ensuring continued operations of the Center as a key regional asset.

For over a decade, SDCC has consistently received less funding than requested, with the City citing budgetary constraints as the cause of the shortfall. While the City continues to fund the long-term sales and marketing (contracted with SDTA), totaling nearly \$2.9M annually from the "New Convention Center Fund", other essential marketing efforts (such as rental credits, contract administration and short-term sales efforts) have not been considered for funding, totaling approximately \$11M annually. SDCC alone bears these costs in an effort to attract the greatest revenue-generating events in furtherance of our purpose as an economic engine for the City. Additionally, despite a mutual focus on capital planning and long-term maintenance, SDCC faces a \$13M annual shortfall in these areas. The combined needs for marketing, capital projects and long-term maintenance now total nearly \$27M annually, with SDCC absorbing this gap at an unsustainable rate.

As underfunding persists, SDCC's reserves are rapidly depleting, placing the organization at risk of financial instability. For FY2026 SDCC requested \$13.9M in City support, which included \$2.9M as a direct pass-through for SDTA marketing efforts and \$11M for capital and maintenance. The \$2.9M was scheduled, however the \$11M was denied, forcing SDCC to scale back on capital and maintenance efforts. The Center is now facing severe infrastructure failures that are impacting high profile, economically significant shows. Temporary solutions have been implemented but without necessary investment, the Center's ability to operate effectively is increasingly compromised.

To mitigate the risk of continued equipment failures, SDCC is urgently requesting the City's funding support in prioritizing three critical capital projects—Roof Replacement (\$7M), Backup Generator Replacement (\$3.3M) and Central Plant Replacement Plan Assessment (\$600K). The central plant systems are failing and a phased replacement, with a projected total cost of over \$60M, will be required over the next 3-5 years. In total, SDCC has identified over \$400M in capital needs, with \$170M of projects requiring immediate attention.

While SDCC assumes Measure C will pass and fund modernization needs in the near term, this Measure does not fully address all the funds needed for an expansion, modernization and existing replacements. The \$12.5M in current expansion bond debt payments, set to expire in June 2028, could be redirected to address the immediate \$170M of deferred capital needs. We anticipate that the Center will need to shut down for an extended period of time during an expansion renovation, during which we plan to address critical capital items that would otherwise disrupt client events. The remaining capital renewal will need to be planned over the next 15 years.

As noted in last year's City Council budget presentation, continued denial of our funding requests will put the Center at risk and intensifies the need for sustained investment. SDCC exercised prudent spending during FY2025 in anticipation of funding challenges, but this shortfall coupled with operational needs, will deplete reserves near August 2027.

Key Budget Summary:

- **FY2025:** Estimated overall financial result of \$9.0M will allow SDCC to cover \$2.9M in debt and lease payments and \$8.1M investment in essential assets, such as kitchen modernization and electrical upgrades. The Center is forecasted to generate nearly \$60M in total revenues (the highest in SDCC's history) contributing over \$38M in taxes to the City's general fund from out-of-town attendees as well as an estimated \$1.6B in regional impact.
- **FY2026:** Looking ahead to FY2026, we project a slight increase in Citywide events, with 51 currently contracted. In total, 90 events are expected to draw 805,170 attendees. Total revenues are expected to be \$51.3M, a \$9M decrease in revenue due to less corporate business compared to the previous year. Despite this decrease in revenue, FY2026 is still the second highest revenue producing year on record, after FY2025. Total expenses are budgeted at \$53.7M, causing an estimated overall financial loss of (\$2.4M) to be funded from our operating reserve. In addition, the \$3.2M in debt and lease payments and \$3.3M investment in essential assets, will further decrease the reserve, resulting in an anticipated ending reserve balance of \$16.5M.

Critical Financial Considerations:

- **Revenues:** We anticipate steady revenues, but a potential economic downturn could soften demand and adversely impact ancillary revenues. We have budgeted conservatively for FY2026.
- **Labor Expenses:** To mitigate costs, labor expenses have been reduced, with 8 fewer FTEs compared to the prior year. Non-represented raises have been reduced to 3% (from 4%). As a service-based organization labor costs are a significant expense, representing approximately 72% of our revenues.
- **Utilities Expenses:** Utility costs have significantly increased, now exceeding \$7M annually, or nearly 15% of revenues.
- **Capital Investments:** Due to insufficient City support, capital investments have been scaled back, focusing only on failed systems or those with the potential to generate short-term revenue. Continued underinvestment will further deplete reserves at an unsustainable rate.
- **Reserves:** We estimate reserves will be depleted by August/September 2027 without City investment.
- **City Return on Investment:** FY2025 will be an exceptional revenue year and the City is expected to collect over \$38M in taxes directly generated by events at the Center, with \$16M reinvested into debt payments, marketing, and insurance. This investment delivers a 138% return, meaning the City earns \$1.38 for every dollar invested in the Center. On average, the Center generates \$30M annually in taxes so if the City were to reinvest the \$24M needed each year, it would see a 25% return on investment, which is strong in comparison to other investment opportunities.

Conclusion:

SDCC remains committed to sustaining operations and managing resources prudently to extend reserves as long as possible. However, continued City support is essential to avoid further operational and capital shortfalls. We request Board approval of the FY2026 proposed budget and FY2027 spending projections, with the understanding that additional City funding will be necessary through FY2028. We also seek urgent prioritization of critical capital projects to ensure the Center can continue to meet its obligations and maintain its reputation as the region's premier gathering place.

San Diego Convention Center Corporation
FY2026 Proposed Budget
Corporate Summary

Mar 20, 2025

	FY2024 ACTUALS	FY2025 BUDGET	FY2025 FORECAST	FY2026 BUDGET	FY2027 PROJECTION	*FY2028 <i>Estimated</i>
OPERATING REVENUES						
Building Rent - Gross	\$16,097,728	\$16,862,380	\$18,889,648	\$18,244,395	\$17,431,475	\$0
Building Rent - Credits	-\$7,384,834	-\$8,013,193	-\$9,494,182	-\$8,574,311	-\$8,055,366	\$0
Building Rent - Net	\$8,712,894	\$8,849,187	\$9,395,467	\$9,670,084	\$9,376,109	\$0
Food & Beverage	14,178,694	17,943,514	21,921,840	16,390,196	16,384,182	0
Event Services	5,915,736	5,230,729	5,954,509	5,257,950	5,317,271	0
Utilities	8,602,957	7,410,910	9,004,834	6,813,085	6,984,603	0
Telecommunications	5,991,110	5,785,568	6,126,049	5,747,496	5,893,563	0
Audio & Visual	1,745,664	1,897,830	1,706,774	1,647,933	1,634,160	0
Other Ancillaries	767,371	706,250	951,891	930,250	1,126,000	0
Other Revenues	31,812	3,000	65,000	45,000	45,000	0
TOTAL OPERATING REVENUES	\$45,946,239	\$47,826,988	\$55,126,363	\$46,501,994	\$46,760,888	\$48,000,000
OPERATING EXPENSES						
Salaries & Wages - Full Time	\$18,041,474	\$21,211,564	\$20,897,514	\$20,971,689	\$21,653,920	\$22,411,808
Salaries & Wages - Part Time	5,199,799	5,850,833	5,072,989	5,607,253	5,835,054	6,039,281
Fringe Benefits	6,356,633	7,176,191	6,922,130	6,888,934	7,122,053	7,371,325
TOTAL PERSONNEL EXPENSES	\$29,597,905	\$34,238,588	\$32,892,633	\$33,467,876	\$34,611,027	\$35,822,414
General Expenses	\$1,682,416	\$2,471,027	\$2,008,143	\$1,705,505	\$2,302,248	\$2,310,883
Repair & Maintenance	3,920,230	5,582,301	5,185,845	4,887,927	5,131,824	5,388,415
Utilities	6,423,892	7,155,000	7,204,883	7,230,000	7,591,500	7,700,000
Contracted Services	813,234	1,400,760	1,204,518	1,385,739	1,254,227	1,088,200
Travel & Transportation	68,046	97,925	87,057	63,185	93,569	98,248
Insurance	691,035	1,011,286	934,000	1,050,150	1,102,658	1,157,793
Telecommunications	61,979	83,100	83,100	83,100	87,255	91,618
Sales & Marketing	2,754,694	2,876,545	2,861,963	2,954,521	3,055,414	3,208,184
Supplies	562,980	1,032,605	1,062,537	862,320	905,273	950,537
TOTAL SUPPLIES & SERVICES	\$16,978,506	\$21,710,549	\$20,632,046	\$20,222,447	\$21,523,968	\$21,993,878
TOTAL DEPRECIATION & AMORTIZATION	\$3,336,330	\$3,573,484	\$4,628,418	\$4,829,573	\$5,156,063	\$5,413,867
TOTAL OPERATING EXPENSES	\$49,912,741	\$59,522,621	\$58,153,097	\$58,519,896	\$61,291,058	\$63,230,159
NET OPERATING INCOME / -LOSS	-\$3,966,502	-\$11,695,633	-\$3,026,734	-\$12,017,902	-\$14,530,170	-\$15,230,159
Non-Operating Revenues	9,423,225	5,410,881	7,450,781	4,810,600	3,775,741	3,757,888
Non-Operating Expenses	909,539	834,036	1,193,066	1,639,249	1,579,762	1,554,000
NET NON-OPERATING REVENUES/EXPENSES	\$8,513,686	\$4,576,845	\$6,257,715	\$3,171,351	\$2,195,979	\$2,203,888
CHANGE IN NET POSITION	\$4,547,184	-\$7,118,788	\$3,230,981	-\$8,846,551	-\$12,334,191	-\$13,026,271

OPERATING RESERVE ACTIVITY						
Beginning Operating Reserve:	\$29,162,991	\$23,397,347	\$27,356,529	\$25,371,338	\$16,489,461	\$5,149,536
+ Financial Result	8,793,053	-2,711,268	9,052,465	-2,377,729	-5,598,366	-6,058,404
- Debt Services Payments	-2,294,382	-2,301,916	-2,904,318	-3,202,241	-3,241,558	-3,215,796
- Capital Investments	-6,184,342	-8,777,078	-8,133,338	-3,301,908	-2,500,000	-2,000,000
- Restricted Reserve Adjustment	-2,120,790	0	0	0	0	0
Ending Reserve Balance:	27,356,529	9,607,085	25,371,338	16,489,461	5,149,536	-6,124,664
Restricted Reserve Balance:	2,120,790	2,120,790	2,120,790	2,120,790	2,120,790	2,120,790
Target Balance (14%)	5,236,895	5,904,911	5,904,911	6,028,887	6,461,370	6,546,177
Minimum Balance (8%)	2,992,512	3,374,235	3,374,235	3,445,078	3,692,212	3,740,672

FY2026 Proposed Budget 3-Year Capital Investments FY26 - FY28

Type	ID	Project	2026	2027	2028	(3-Year outlook) Total
CIP	ROOF	West Roof (Design then construction)	\$ 1,000,000	\$ 6,000,000		\$ 7,000,000
CIP	ROOF	East Roof (major repairs)		\$ 100,000		\$ 100,000
CIP	Mechanical	Central Plant repairs to bridge gap to overhaul	\$ 250,000	\$ 250,000	\$ 250,000	\$ 750,000
CIP	Mechanical	Central Plant Project (Mulit-year) - (QAQC Svcs, AHU, Air, H/C Water loop,VFDs)		\$ 600,000		\$ 600,000
CIP	Electrical	Electrical Infrastructure Upgrades	\$ 300,000			\$ 300,000
CIP	Electrical	West Generator & UST Replacement/Relocation	\$ 300,000	\$ 3,000,000		\$ 3,300,000
CIP	Electrical	Transformer Replacements (Multi-year project)	\$ 100,000	\$ 100,000	\$ 100,000	\$ 300,000
CIP	Electrical	Digital Signage electrical infrastructure (4 locations of x2)	\$ 70,000			\$ 70,000
CIP	Electrical	Kitchen electrical upgrades (coffee makers, pallet jacks, electric cart chargers)	\$ 110,000			\$ 110,000
CIP	Elevators	Elevator Modernization (B)	\$ 252,908			\$ 252,908
CIP	Elevators	Elevator Replacement (A, C, F)		\$ 3,750,000		\$ 3,750,000
CIP	Building Recon	Lobby C Concession Refurbishment (contractual)		\$ 250,000		\$ 250,000
CIP	Building Recon	West Dock Stair Replacement	\$ 130,000			\$ 130,000
CIP	Building Recon	Office remodels (includes HR Training Room, GS, Facilities)	\$ 165,000	\$ 150,000		\$ 315,000
CIP	Plumbing	Pipe Replacement/Pipe Liner (Phased FY25-FY32, Rms 1-33 @ 4/yr)	\$ 250,000	\$ 250,000	\$ 250,000	\$ 750,000
CIP		Contingency: Emergent, unidentified items	\$ 500,000	\$ 500,000	\$ 500,000	\$ 1,500,000
Total Capital Project			\$ 3,427,908	\$ 14,950,000	\$ 1,100,000	\$ 19,477,908
Requested Funding (City - green / Port - blue)			\$ (1,300,000)	\$ (13,350,000)	\$ -	\$ (14,650,000)
Impact on Reserves (CIP)			\$ 2,127,908	\$ 1,600,000	\$ 1,100,000	\$ 4,827,908
O&M	Kitchen	Blast chillers in East Kitchen	\$ 100,000			\$ 100,000
O&M	Leasehold Mair	Ballroom 20 East Kitchen Corridor Wall Replacement	\$ 140,000			\$ 140,000
O&M	Leasehold Mair	Hall Dock E & H Door/Component Replacement	\$ 350,000			\$ 350,000
O&M	Equipment	Electric carts for Grounds-2 flatbeds & 1 three wheel	\$ 44,000			\$ 44,000
O&M	Equipment	Electric Carts for Painters & Electricians (2 total)	\$ 40,000			\$ 40,000
O&M	Leasehold Mair	VFDs	\$ 150,000	\$ 150,000	\$ 150,000	\$ 450,000
O&M	Technology	Security Cameras (now in freight elevator, defer rest of program)	\$ 150,000			\$ 150,000
O&M	Technology	Workforce Management (Dimensions) UKG Pro Timekeeping, UKG Pro Accruals, Advance Scheduling, Leave & Attendance, new timeclocks)		\$ 350,000		\$ 350,000
O&M		Contingency: Emergent, unidentified items	\$ 200,000	\$ 400,000	\$ 750,000	\$ 1,350,000
Total O&M Investments			\$ 1,174,000	\$ 900,000	\$ 900,000	\$ 2,974,000
Impact on Reserves (Oper Equipment and Major Maintenance)			\$ 1,174,000	\$ 900,000	\$ 900,000	\$ 2,974,000
Total Capital Needs			\$ 4,601,908	\$ 15,850,000	\$ 2,000,000	\$ 22,451,908
Funded from outside funds (City Capital, Ibank, PPA, etc)			\$ (1,300,000)	\$ (13,350,000)	\$ -	\$ (14,650,000)
Total Impact on Reserves			\$ 3,301,908	\$ 2,500,000	\$ 2,000,000	\$ 7,801,908

Agenda Item 3.B.3

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

TO: Board of Directors

FROM: Mardeen Mattix, Deputy CEO and CFO

DATE: For the Agenda of March 26, 2025

RE: Authorization to Approve Increased Funding for Transformer Replacement Project

BACKGROUND

In October 2024, the Board awarded a contract to Precision Electric for the replacement of three transformers, with a total value of \$144,887.00, plus a 10% contingency, bringing the total project cost to \$159,375.70. Originally, ten transformer replacements were planned for FY25 with a budget of \$400,000.00, but due to budget cuts, the allocation was reduced to \$300,000.00.

During project initiation, two (2) of the new units ordered were slightly larger than the pre-existing ones, necessitating associated panels to be removed and relocated to meet National Electric Code (NEC) clearance requirements. Precision Electric has submitted a change order for this additional work, totaling \$35,112.93, which includes both labor and materials. This change would bring the total project cost to \$179,999.93, exceeding the original Board-approved amount, including the contingency.

DISCUSSION

In addition to the original three transformers, staff identified seven smaller but critical transformers that also need immediate replacement. To avoid potential supply chain disruptions due to impending tariffs, staff issued a secondary request for proposals (RFP) for the replacement of these seven transformers. Four bids were received and evaluated based on the following criteria:

- Price (40%)
- Comparable Projects (15%)
- Work Plan and Project Schedule (15%)
- Proposed Specifications (10%)
- Company Resume (10%)
- Safety Record (5%)
- Terms and Conditions & Proposal Completion (5%)

The following bids were received:

Contractor	Price
Precision Electric	\$73,531.00
Baker Electric	\$101,094.00
Chula Vista Electric	\$128,625.00
Neal Electric	\$167,180.00

Based on the evaluation, staff recommends awarding a change order to the original contract with Precision Electric for the replacement of the additional seven transformers at a cost of \$73,531.00.

BUDGETARY IMPACT

The total transformer replacement project will replace a total of 10 transformers at a cost of \$278,884.02, which includes \$253,530.93 for labor and materials, along with a 10% contingency for unforeseen issues.

RECOMMENDATION

Staff recommends approval of:

- Precision Electric contract Change Order #1 for \$35,112.93 to the original contract, covering the additional work due to transformer size modifications.
- Precision Electric contract Change Order #2 for \$73,531.00 to add the seven additional transformers to the scope of work.
- A 10% total project contingency (\$25,353.09) to cover unforeseen items.

The total revised not-to-exceed capital project value is \$278,884.02

/s/

Mardeen Mattix
Deputy CEO and Chief Financial Officer

EQUAL OPPORTUNITY CONTRACTING (EOC)

1200 Third Avenue, Suite 200 • San Diego, CA 92101

Phone: (619) 236-6000 • Fax: (619) 236-5904

WORK FORCE REPORT

The objective of the *Equal Employment Opportunity Outreach Program*, San Diego Municipal Code Sections 22.3501 through 22.3517, is to ensure that contractors doing business with the City, or receiving funds from the City, do not engage in unlawful discriminatory employment practices prohibited by State and Federal law. Such employment practices include, but are not limited to unlawful discrimination in the following: employment, promotion or upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rate of pay or other forms of compensation, and selection for training, including apprenticeship. Contractors are required to provide a completed *Work Force Report (WFR)*.

**NO OTHER FORMS WILL BE ACCEPTED
CONTRACTOR IDENTIFICATION**

Type of Contractor: ☒ Construction ☐ Vendor/Supplier ☐ Financial Institution ☐ Lessee/Lessor
☐ Consultant ☐ Grant Recipient ☐ Insurance Company ☐ Other

Name of Company: Precision Electric Group Ca, Inc.

ADA/DBA: _____

Address (Corporate Headquarters, where applicable): 2361 La Mirada Drive

City: Vista County: San Diego County State: CA Zip: 92081

Telephone Number: _____ Fax Number: _____

Name of Company CEO: Mark D. Davis

Address(es), phone and fax number(s) of company facilities located in San Diego County (if different from above):

Address: _____

City: _____ County: _____ State: _____ Zip: _____

Telephone Number: _____ Fax Number: _____ Email: _____

Type of Business: Electrical Type of License: C-10

The Company has appointed: CRAIG LANDRY

As its Equal Employment Opportunity Officer (EEOO). The EEOO has been given authority to establish, disseminate and enforce equal employment and affirmative action policies of this company. The EEOO may be contacted at:

Address: 2361 LA MIRADA DRIVE VISTA, CA 92081

Telephone Number: 714-714-2328 Fax Number: _____ Email: CRAIG.L@PEGICA.COM

- ☐ One San Diego County (or Most Local County) Work Force - Mandatory
☐ Branch Work Force *
☐ Managing Office Work Force

Check the box above that applies to this WFR.

*Submit a separate Work Force Report for all participating branches. Combine WFRs if more than one branch per county.

I, the undersigned representative of Precision Electric Group CA, inc
(Firm Name)

SAN DIEGO, CALIFORNIA hereby certify that information provided
(County) (State)

herein is true and correct. This document was executed on this 18th day of OCTOBER, 2024

[Signature]
(Authorized Signature)

MARK PRADALS
(Print Authorized Signature Name)

WORK FORCE REPORT – Page 2NAME OF FIRM: Precision Electric Group Ca, Inc. DATE: _____OFFICE(S) or BRANCH(ES): Vista COUNTY: San Diego

INSTRUCTIONS: For each occupational category, indicate number of males and females in every ethnic group. Total columns in row provided. Sum of all totals should be equal to your total work force. Include all those employed by your company on either a full or part-time basis. The following groups are to be included in ethnic categories listed in columns below:

- | | |
|--------------------------------------|---|
| (1) Black or African-American | (5) Native Hawaiian or Pacific Islander |
| (2) Hispanic or Latino | (6) White |
| (3) Asian | (7) Other race/ethnicity; not falling into other groups |
| (4) American Indian or Alaska Native | |

Definitions of the race and ethnicity categories can be found on Page 4

ADMINISTRATION OCCUPATIONAL CATEGORY	(1) Black or African American		(2) Hispanic or Latino		(3) Asian		(4) American Indian/ Nat. Alaskan		(5) Pacific Islander		(6) White		(7) Other Race/ Ethnicity	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Management & Financial	0	0	0	1	0	1	0	0	0	0	9	1	0	0
Professional														
A&E, Science, Computer														
Technical														
Sales														
Administrative Support			1	0							2	2		
Services														
Crafts														
Operative Workers														
Transportation											1	0		
Laborers*														

*Construction laborers and other field employees are not to be included on this page

Totals Each Column	0	0	1	1	0	1	0	0	0	0	12	3	0	0
--------------------	---	---	---	---	---	---	---	---	---	---	----	---	---	---

Grand Total All Employees

18

Indicate by Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled														
----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Non-Profit Organizations Only:

Board of Directors														
Volunteers														
Artists														

WORK FORCE REPORT – Page 3NAME OF FIRM: Precision Electric Group Ca, Inc.

DATE: _____

OFFICE(S) or BRANCH(ES): VistaCOUNTY: San Diego

INSTRUCTIONS: For each occupational category, indicate number of males and females in every ethnic group. Total columns in row provided. Sum of all totals should be equal to your total work force. Include all those employed by your company on either a full or part-time basis. The following groups are to be included in ethnic categories listed in columns below:

- | | |
|--------------------------------------|---|
| (1) Black or African-American | (5) Native Hawaiian or Pacific Islander |
| (2) Hispanic or Latino | (6) White |
| (3) Asian | (7) Other race/ethnicity; not falling into other groups |
| (4) American Indian or Alaska Native | |

Definitions of the race and ethnicity categories can be found on Page 4

TRADE OCCUPATIONAL CATEGORY	(1) Black or African American		(2) Hispanic or Latino		(3) Asian		(4) American Indian/ Nat. Alaskan		(5) Pacific Islander		(6) White		(7) Other Race/ Ethnicity	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Brick, Block or Stone Masons														
Carpenters														
Carpet, Floor & Tile Installers Finishers														
Cement Masons, Concrete Finishers														
Construction Laborers														
Drywall Installers, Ceiling Tile Inst														
Electricians	7	0	51	1	4	0	0	0	0	0	45	2	1	0
Elevator Installers														
First-Line Supervisors/Managers														
Glaziers														
Helpers; Construction Trade														
Millwrights														
Misc. Const. Equipment Operators														
Painters, Const. & Maintenance														
Pipelayers, Plumbers, Pipe & Steam Fitters														
Plasterers & Stucco Masons														
Roofers														
Security Guards & Surveillance Officers														
Sheet Metal Workers														
Structural Metal Fabricators & Fitters														
Welding, Soldering & Brazing Workers														
Workers, Extractive Crafts, Miners														

Totals Each Column	7	0	51	1	4	0	0	0	0	0	45	2	1	0
--------------------	---	---	----	---	---	---	---	---	---	---	----	---	---	---

Grand Total All Employees	129
----------------------------------	------------

Indicate By Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled														
----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Work Force Report

HISTORY

The Work Force Report (WFR) is the document that allows the City of San Diego to analyze the work forces of all firms wishing to do business with the City. We are able to compare the firm's work force data to County Labor Force Availability (CLFA) data derived from the United States Census. CLFA data is a compilation of lists of occupations and includes the percentage of each ethnicity we track (American Indian or Alaska Native, Asian, Black or African-American, Native Hawaiian or Pacific Islander, White, and Other) for each occupation. Currently, our CLFA data is taken from the 2010 Census. In order to compare one firm to another, it is important that the data we receive from the consultant firm is accurate and organized in the manner that allows for this fair comparison.

WORK FORCE & BRANCH WORK FORCE REPORTS

When submitting a WFR, especially if the WFR is for a specific project or activity, we would like to have information about the firm's work force that is actually participating in the project or activity. That is, if the project is in San Diego and the work force is from San Diego, we want a San Diego County Work Force Report¹. By the same token, if the project is in San Diego, but the work force is from another county, such as Orange or Riverside County, we want a Work Force Report from that county². If participation in a San Diego project is by work forces from San Diego County and, for example, from Los Angeles County and from Sacramento County, we ask for separate Work Force Reports representing your firm from each of the three counties.

MANAGING OFFICE WORK FORCE

Equal Opportunity Contracting may occasionally ask for a Managing Office Work Force (MOWF) Report. This may occur in an instance where the firm involved is a large national or international firm but the San Diego or other local work force is very small. In this case, we may ask for both a local and a MOWF Report^{1, 3}. In another case, when work is done only by the Managing Office, only the MOWF Report may be necessary.³

TYPES OF WORK FORCE REPORTS:

Please note, throughout the preceding text of this page, the superscript numbers one ¹, two ² & three ³. These numbers coincide with the types of work force report required in the example. See below:

- ¹ One San Diego County (or Most Local County) Work Force – Mandatory in most cases
- ² Branch Work Force *
- ³ Managing Office Work Force

**Submit a separate Work Force Report for all participating branches. Combine WFRs if more than one branch per county.*

RACE/ETHNICITY CATEGORIES

American Indian or Alaska Native – A person having origins in any of the peoples of North and South America (including Central America) and who maintains tribal affiliation or community attachment.

Asian – A person having origins in any of the peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam.

Black or African American – A person having origins in any of the Black racial groups of Africa.

Native Hawaiian or Pacific Islander – A person having origins in any of the peoples of Hawaii, Guam, Samoa, or other Pacific Islands.

White – A person having origins in any of the peoples of Europe, the Middle East, or North Africa.

Hispanic or Latino – A person of Cuban, Mexican, Puerto Rican, South or Central American, or other Spanish culture or origin.

Exhibit A: Work Force Report Job Categories – Administration

Refer to this table when completing your firm's Work Force Report form(s).

Management & Financial

Advertising, Marketing, Promotions, Public Relations, and Sales Managers
Business Operations Specialists
Financial Specialists
Operations Specialties Managers
Other Management Occupations
Top Executives

Professional

Art and Design Workers
Counselors, Social Workers, and Other Community and Social Service Specialists
Entertainers and Performers, Sports and Related Workers
Health Diagnosing and Treating Practitioners
Lawyers, Judges, and Related Workers
Librarians, Curators, and Archivists
Life Scientists
Media and Communication Workers
Other Teachers and Instructors
Postsecondary Teachers
Primary, Secondary, and Special Education School Teachers
Religious Workers
Social Scientists and Related Workers

Architecture & Engineering, Science, Computer

Architects, Surveyors, and Cartographers
Computer Specialists
Engineers
Mathematical Science Occupations
Physical Scientists

Technical

Drafters, Engineering, and Mapping Technicians
Health Technologists and Technicians
Life, Physical, and Social Science Technicians
Media and Communication Equipment Workers

Sales

Other Sales and Related Workers
Retail Sales Workers
Sales Representatives, Services
Sales Representatives, Wholesale and Manufacturing
Supervisors, Sales Workers

Administrative Support

Financial Clerks
Information and Record Clerks
Legal Support Workers

Material Recording, Scheduling, Dispatching, and Distributing Workers
Other Education, Training, and Library Occupations
Other Office and Administrative Support Workers
Secretaries and Administrative Assistants
Supervisors, Office and Administrative Support Workers

Services

Building Cleaning and Pest Control Workers
Cooks and Food Preparation Workers
Entertainment Attendants and Related Workers
Fire Fighting and Prevention Workers
First-Line Supervisors/Managers, Protective Service Workers
Food and Beverage Serving Workers
Funeral Service Workers
Law Enforcement Workers
Nursing, Psychiatric, and Home Health Aides
Occupational and Physical Therapist Assistants and Aides
Other Food Preparation and Serving Related Workers
Other Healthcare Support Occupations
Other Personal Care and Service Workers
Other Protective Service Workers
Personal Appearance Workers
Supervisors, Food Preparation and Serving Workers
Supervisors, Personal Care and Service Workers
Transportation, Tourism, and Lodging Attendants

Crafts

Construction Trades Workers
Electrical and Electronic Equipment Mechanics, Installers, and Repairers
Extraction Workers
Material Moving Workers
Other Construction and Related Workers
Other Installation, Maintenance, and Repair Occupations
Plant and System Operators
Supervisors of Installation, Maintenance, and Repair Workers
Supervisors, Construction and Extraction Workers
Vehicle and Mobile Equipment Mechanics,

Installers, and Repairers
Woodworkers

Operative Workers

Assemblers and Fabricators
Communications Equipment Operators
Food Processing Workers
Metal Workers and Plastic Workers
Motor Vehicle Operators
Other Production Occupations
Printing Workers
Supervisors, Production Workers
Textile, Apparel, and Furnishings Workers

Transportation

Air Transportation Workers
Other Transportation Workers
Rail Transportation Workers
Supervisors, Transportation and Material
Moving Workers
Water Transportation Workers

Laborers

Agricultural Workers
Animal Care and Service Workers
Fishing and Hunting Workers
Forest, Conservation, and Logging Workers
Grounds Maintenance Workers
Helpers, Construction Trades
Supervisors, Building and Grounds Cleaning
and Maintenance Workers
Supervisors, Farming, Fishing, and Forestry
Workers

Exhibit B: Work Force Report Job Categories-Trade

Brick, Block or Stone Masons

Brickmasons and Blockmasons
Stonemasons

Carpenters

Carpet, floor and Tile Installers and Finishers

Carpet Installers
Floor Layers, except Carpet, Wood and Hard
Tiles
Floor Sanders and Finishers
Tile and Marble Setters

Cement Masons, Concrete Finishers

Cement Masons and Concrete Finishers
Terrazzo Workers and Finishers

Construction Laborers

Drywall Installers, Ceiling Tile Inst

Drywall and Ceiling Tile Installers
Tapers

Electricians

Elevator Installers and Repairers

First-Line Supervisors/Managers

First-line Supervisors/Managers of
Construction Trades and Extraction Workers

Glaziers

Helpers, Construction Trade

Brickmasons, Blockmasons, and Tile and
Marble Setters
Carpenters
Electricians
Painters, Paperhangers, Plasterers and Stucco
Pipelayers, Plumbers, Pipefitters and
Steamfitters
Roofers
All other Construction Trades

Millwrights

Heating, Air Conditioning and Refrigeration
Mechanics and Installers
Mechanical Door Repairers
Control and Valve Installers and Repairers
Other Installation, Maintenance and Repair
Occupations

Misc. Const. Equipment Operators

Paving, Surfacing and Tamping Equipment
Operators
Pile-Driver Operators
Operating Engineers and Other Construction
Equipment Operators

Painters, Const. Maintenance

Painters, Construction and Maintenance
Paperhangers

Pipelayers and Plumbers

Pipelayers
Plumbers, Pipefitters and Steamfitters

Plasterers and Stucco Masons**Roofers****Security Guards & Surveillance Officers****Sheet Metal Workers****Structural Iron and Steel Workers****Welding, Soldering and Brazing Workers**

Welders, Cutter, Solderers and Brazers
Welding, Soldering and Brazing Machine
Setter, Operators and Tenders

Workers, Extractive Crafts, Miners

Agenda Item 3.B.4

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

TO: Board of Directors

FROM: Corey Albright, Chief Operating Officer

DATE: For the Agenda of March 26, 2025

RE: Recommendation to Authorize Contract for Cooling Tower Cleaning Services

BACKGROUND

The San Diego Convention Center is equipped with five (5) cooling towers as part of its heating, ventilation, and air conditioning (HVAC) system. These units play a critical role in regulating the temperature of the building by removing heat from the chillers located in the central plant and releasing it into the atmosphere through evaporation. In addition to their role in cooling, they also help maintain optimal airflow throughout the facility, which contributes to the overall temperature control of the facility. To maintain operational efficiency, prevent corrosion, and ensure proper disinfection and water treatment, it is essential that these units undergo cleaning and inspection on a semi-annual basis.

DISCUSSION

The current agreement for cooling tower cleaning services expires on May 1, 2025, with CJS Cooling Tower Services (“CJS”) as the vendor. To ensure continuity of service, staff issued a Request for Proposals (RFP) to qualified companies for semi-annual cooling tower cleaning services. Staff received five (5) responsive proposals that were evaluated on the following criteria: Price 50%, Comparable Accounts 25%, Company Resume 10%, Safety Record 10%, and Proposed Redlines/Exclusions 5%. Following a thorough evaluation, the committee determined that American Cooling Tower provided the best value, aligning with both the evaluation criteria and our service requirements.

American Cooling Tower’s proposal includes a three (3) year service agreement (5/1/25 – 5/1/28) for a total of \$101,320.00. Additionally, they offered two (2) one-year extension options, which would cost \$72,570.00 collectively. If both extensions are exercised, the total revised contract value would be \$173,890.00 for five (5) years of service (5/1/25 – 5/1/30).

Contractor	3 Year Term Total	5 Year Term Total
ACCO	\$137,865.00	\$235,855.00
Air Treatment Corporation	\$785,970.00	\$1,309,950.00
American Cooling Tower	\$101,320.00	\$173,890.00
B&B Mechanical Inc.	\$117,336.00	\$201,536.00
CJS Cooling Tower Services	\$115,405.00	\$198,585.00

BUDGETARY IMPACT

These services are classified as routine maintenance and are reflected within the operating budget as a planned expense in FY26. The next proposed service date for cleaning services is September 2025.

RECOMMENDATION

Staff recommends the approval of a contract with American Cooling Tower in the amount of \$101,320.00 for semi-annual cooling tower cleaning services, with the option to extend the contract for an additional two (2) years at a cost of \$72,570.00, bringing the total potential contract value to \$173,890.00.

/s/
Corey Albright
Chief Operating Officer

EQUAL OPPORTUNITY CONTRACTING (EOC)

1200 Third Avenue, Suite 200 • San Diego, CA 92101

Phone: (619) 236-6000 • Fax: (619) 236-5904

WORK FORCE REPORT

The objective of the *Equal Employment Opportunity Outreach Program*, San Diego Municipal Code Sections 22.3501 through 22.3517, is to ensure that contractors doing business with the City, or receiving funds from the City, do not engage in unlawful discriminatory employment practices prohibited by State and Federal law. Such employment practices include, but are not limited to unlawful discrimination in the following: employment, promotion or upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rate of pay or other forms of compensation, and selection for training, including apprenticeship. Contractors are required to provide a completed *Work Force Report (WFR)*.

NO OTHER FORMS WILL BE ACCEPTED

CONTRACTOR IDENTIFICATION

Type of Contractor: ☒ Construction ☐ Vendor/Supplier ☐ Financial Institution ☐ Lessee/Lessor
☐ Consultant ☐ Grant Recipient ☐ Insurance Company ☐ Other

Name of Company: American Cooling Tower

ADA/DBA: _____

Address (Corporate Headquarters, where applicable): 3130 W. Harvard St.

City: Santa Ana County: Orange State: CA Zip: 92704

Telephone Number: 714-898-2436 Fax Number: 714-897-6689

Name of Company CEO: Erik Johnson

Address(es), phone and fax number(s) of company facilities located in San Diego County (if different from above):

Address: _____

City: _____ County: _____ State: _____ Zip: _____

Telephone Number: _____ Fax Number: _____ Email: _____

Type of Business: Cooling Tower Type of License: A, B, C-20, C-41/D-53

The Company has appointed: Kayte Meyer

As its Equal Employment Opportunity Officer (EEOO). The EEOO has been given authority to establish, disseminate and enforce equal employment and affirmative action policies of this company. The EEOO may be contacted at:

Address: 3130 W. Harvard St. Santa Ana, CA 92704

Telephone Number: 714-898-2436 Fax Number: 714-897-6689 Email: kmeyer@americancoolingtower.com

☒ One San Diego County (or Most Local County) Work Force - Mandatory

☐ Branch Work Force *

☐ Managing Office Work Force

Check the box above that applies to this WFR.

*Submit a separate Work Force Report for all participating branches. Combine WFRs if more than one branch per county.

I, the undersigned representative of American Cooling Tower, Inc.
(Firm Name)

Orange, CA hereby certify that information provided
(County) (State)

herein is true and correct. This document was executed on this 21 day of February, 2025

[Signature]
(Authorized Signature)

Kayte Meyer
(Print Authorized Signature Name)

WORK FORCE REPORT - Page 2

NAME OF FIRM: American Cooling Tower

DATE: 2/21/25

OFFICE(S) or BRANCH(ES): Santa Ana

COUNTY: Orange

INSTRUCTIONS: For each occupational category, indicate number of males and females in every ethnic group. Total columns in row provided. Sum of all totals should be equal to your total work force. Include all those employed by your company on either a full or part-time basis. The following groups are to be included in ethnic categories listed in columns below:

- | | |
|--------------------------------------|---|
| (1) Black or African-American | (5) Native Hawaiian or Pacific Islander |
| (2) Hispanic or Latino | (6) White |
| (3) Asian | (7) Other race/ethnicity; not falling into other groups |
| (4) American Indian or Alaska Native | |

Definitions of the race and ethnicity categories can be found on Page 4

ADMINISTRATION OCCUPATIONAL CATEGORY	(1) Black or African American		(2) Hispanic or Latino		(3) Asian		(4) American Indian/ Nat. Alaskan		(5) Pacific Islander		(6) White		(7) Other Race/ Ethnicity	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Management & Financial											1	1		
Professional			1											
A&E, Science, Computer														
Technical														
Sales			1	1					1		2			
Administrative Support														
Services											1			
Crafts														
Operative Workers			1											
Transportation														
Laborers*														

*Construction laborers and other field employees are not to be included on this page

Totals Each Column			3	1						1	4	1		
--------------------	--	--	---	---	--	--	--	--	--	---	---	---	--	--

Grand Total All Employees

10

Indicate by Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled														
----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Non-Profit Organizations Only:

Board of Directors														
Volunteers														
Artists														

WORK FORCE REPORT - Page 3NAME OF FIRM: American Cooling TowerDATE: 2/21/25OFFICE(S) or BRANCH(ES): Santa AnaCOUNTY: Orange

INSTRUCTIONS: For each occupational category, indicate number of males and females in every ethnic group. Total columns in row provided. Sum of all totals should be equal to your total work force. Include all those employed by your company on either a full or part-time basis. The following groups are to be included in ethnic categories listed in columns below:

- | | |
|--------------------------------------|---|
| (1) Black or African-American | (5) Native Hawaiian or Pacific Islander |
| (2) Hispanic or Latino | (6) White |
| (3) Asian | (7) Other race/ethnicity; not falling into other groups |
| (4) American Indian or Alaska Native | |

Definitions of the race and ethnicity categories can be found on Page 4

TRADE OCCUPATIONAL CATEGORY	(1) Black or African American		(2) Hispanic or Latino		(3) Asian		(4) American Indian/ Nat. Alaskan		(5) Pacific Islander		(6) White		(7) Other Race/ Ethnicity	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Brick, Block or Stone Masons														
Carpenters														
Carpet, Floor & Tile Installers Finishers														
Cement Masons, Concrete Finishers														
Construction Laborers			2											
Drywall Installers, Ceiling Tile Inst														
Electricians														
Elevator Installers														
First-Line Supervisors/Managers														
Glaziers														
Helpers; Construction Trade														
Millwrights			3											
Misc. Const. Equipment Operators														
Painters, Const. & Maintenance														
Pipelayers, Plumbers, Pipe & Steam Fitters														
Plasterers & Stucco Masons														
Roofers														
Security Guards & Surveillance Officers														
Sheet Metal Workers			1											
Structural Metal Fabricators & Fitters														
Welding, Soldering & Brazing Workers														
Workers, Extractive Crafts, Miners														

Totals Each Column			6											
--------------------	--	--	---	--	--	--	--	--	--	--	--	--	--	--

Grand Total All Employees	6
----------------------------------	---

Indicate By Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled														
----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Agenda Item 3.B.5

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

TO: Board of Directors

FROM: Corey Albright, Chief Operating Officer

DATE: For the Agenda of March 26, 2025

RE: Recommendation to Authorize Purchase of Floor Cleaning Equipment

BACKGROUND

The San Diego Convention Center is a large-scale facility that accommodates millions of visitors annually for conventions, trade shows, and events. Maintaining a clean and presentable environment is essential to ensuring a positive guest experience, meeting client expectations, and adhering to safety and hygiene standards. Given the high foot traffic and expansive floor spaces, effective floor care requires specialized equipment tailored to the size and type of flooring within the facility.

Ride-on sweepers and carpet extractors are critical components of an efficient floor care program. Ride-on sweepers allow for rapid and thorough removal of debris and dust from large surface areas, significantly improving cleaning efficiency compared to manual sweeping. Carpet extractors are essential for deep cleaning carpeted areas, removing embedded dirt, allergens, and stains that accumulate over time. The current floor care equipment inventory is at or nearing the end of useful life.

DISCUSSION

Staff issued a request for quotes (RFQ) for three (3) Tennant 6100 ride-on floor sweepers and three (3) Tennant R14 ride-on carpet extractors. Staff obtained four (4) quotes:

Company	Carpet Extractors	Floor Sweepers	Total Cost
Grainger	\$75,300.96	\$71,725.49	\$147,026.45
HD Supply	\$68,094.63	\$71,588.56	\$139,683.19
Tennant	\$84,657.88	\$81,669.92	\$166,327.80
Waxie	\$57,457.69	\$67,998.87	\$125,456.56

BUDGETARY IMPACT

Funding for this purchase has been allocated in the current budget, with \$93,000.00 budgeted for ride-on sweepers and \$96,000.00 budgeted for carpet extractors, totaling \$189,000.00. The actual cost for the selected equipment is \$67,998.87 for sweepers and \$57,457.69 for extractors, resulting

in a total expenditure of \$125,456.56. This reflects a cost savings of \$63,543.44 under the budgeted amount.

RECOMMENDATION

Staff recommends the approval of a purchase order to Waxie for floor cleaning equipment in the amount of \$125,456.56.

_____/s/_____
Corey Albright
Chief Operating Officer

EQUAL OPPORTUNITY CONTRACTING (EOC)

1200 Third Avenue, Suite 200 • San Diego, CA 92101
Phone: (619) 236-6000 • Fax: (619) 236-5904

WORK FORCE REPORT

The objective of the *Equal Employment Opportunity Outreach Program*, San Diego Municipal Code Sections 22.3501 through 22.3517, is to ensure that contractors doing business with the City, or receiving funds from the City, do not engage in unlawful discriminatory employment practices prohibited by State and Federal law. Such employment practices include, but are not limited to unlawful discrimination in the following: employment, promotion or upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rate of pay or other forms of compensation, and selection for training, including apprenticeship. Contractors are required to provide a completed *Work Force Report (WFR)*.

NO OTHER FORMS WILL BE ACCEPTED CONTRACTOR IDENTIFICATION

Type of Contractor: ☐ Construction ☒ Vendor/Supplier ☐ Financial Institution ☐ Lessee/Lessor
☐ Consultant ☐ Grant Recipient ☐ Insurance Company ☐ Other

Name of Company: Waxie's Enterprises, LLC

ADA/DBA: WAXIE Sanitary Supply

Address (Corporate Headquarters, where applicable): 9353 Waxie Way

City: San Diego County: San Diego State: CA Zip: 92123

Telephone Number: 8585-292-8111 Fax Number: 858-279-6311

Name of Company CEO: Glenn Chamberlin, Vice President

Address(es), phone and fax number(s) of company facilities located in San Diego County (if different from above):

Address: _____

City: _____ County: _____ State: _____ Zip: _____

Telephone Number: _____ Fax Number: _____ Email: _____

Type of Business: Distributor Type of License: Business License

The Company has appointed: April Diaz

As its Equal Employment Opportunity Officer (EEOO). The EEOO has been given authority to establish, disseminate and enforce equal employment and affirmative action policies of this company. The EEOO may be contacted at:

Address: 9353 Waxie Way, San Diego, CA 92123

Telephone Number: 858-292-8111 Fax Number: 858-279-6311 Email: april@bradyplus.com

- ☒ One San Diego County (or Most Local County) Work Force - Mandatory
☐ Branch Work Force *
☐ Managing Office Work Force

Check the box above that applies to this WFR.


**Submit a separate Work Force Report for all participating branches. Combine WFRs if more than one branch per county.*

I, the undersigned representative of Waxie's Enterprises, LLC dba WAXIE Sanitary Supply

(Firm Name)

San Diego, CA hereby certify that information provided
(County) (State)

herein is true and correct. This document was executed on this 17 day of March, 2025



(Authorized Signature)

Bonny Liang

(Print Authorized Signature Name)

WORK FORCE REPORT – Page 2NAME OF FIRM: WAXIE Sanitary SupplyDATE: 12/16/24OFFICE(S) or BRANCH(ES): San DiegoCOUNTY: San Diego

INSTRUCTIONS: For each occupational category, indicate number of males and females in every ethnic group. Total columns in row provided. Sum of all totals should be equal to your total work force. Include all those employed by your company on either a full or part-time basis. The following groups are to be included in ethnic categories listed in columns below:

- | | |
|--------------------------------------|---|
| (1) Black or African-American | (5) Native Hawaiian or Pacific Islander |
| (2) Hispanic or Latino | (6) White |
| (3) Asian | (7) Other race/ethnicity; not falling into other groups |
| (4) American Indian or Alaska Native | |

Definitions of the race and ethnicity categories can be found on Page 4

ADMINISTRATION OCCUPATIONAL CATEGORY	(1) Black or African American		(2) Hispanic or Latino		(3) Asian		(4) American Indian/ Nat. Alaskan		(5) Pacific Islander		(6) White		(7) Other Race/ Ethnicity	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Management & Financial	3	1	6	16	6	4					16	14		
Professional		1	2							1	6	7		
A&E, Science, Computer														
Technical											2			
Sales			4	4					1		17	1		
Administrative Support		2	4	10	2	3			1		10	22		
Services														
Crafts					1						1			
Operative Workers	2		10		1						3			
Transportation	3		8								6			
Laborers*														

*Construction laborers and other field employees are not to be included on this page

Totals Each Column	8	4	34	30	10	7	0	0	2	1	61	44	0	0
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Grand Total All Employees

201

Indicate by Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled	1	2	2	4	2	1					3	8		
----------	---	---	---	---	---	---	--	--	--	--	---	---	--	--

Non-Profit Organizations Only:

Board of Directors														
Volunteers														
Artists														

WORK FORCE REPORT – Page 3

NAME OF FIRM: _____ DATE: _____

OFFICE(S) or BRANCH(ES): _____ COUNTY: _____

INSTRUCTIONS: For each occupational category, indicate number of males and females in every ethnic group. Total columns in row provided. Sum of all totals should be equal to your total work force. Include all those employed by your company on either a full or part-time basis. The following groups are to be included in ethnic categories listed in columns below:

- | | |
|--------------------------------------|---|
| (1) Black or African-American | (5) Native Hawaiian or Pacific Islander |
| (2) Hispanic or Latino | (6) White |
| (3) Asian | (7) Other race/ethnicity; not falling into other groups |
| (4) American Indian or Alaska Native | |

Definitions of the race and ethnicity categories can be found on Page 4

TRADE OCCUPATIONAL CATEGORY	(1) Black or African American		(2) Hispanic or Latino		(3) Asian		(4) American Indian/ Nat. Alaskan		(5) Pacific Islander		(6) White		(7) Other Race/ Ethnicity	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Brick, Block or Stone Masons														
Carpenters														
Carpet, Floor & Tile Installers Finishers														
Cement Masons, Concrete Finishers														
Construction Laborers														
Drywall Installers, Ceiling Tile Inst														
Electricians														
Elevator Installers														
First-Line Supervisors/Managers														
Glaziers														
Helpers; Construction Trade														
Millwrights														
Misc. Const. Equipment Operators														
Painters, Const. & Maintenance														
Pipelayers, Plumbers, Pipe & Steam Fitters														
Plasterers & Stucco Masons														
Roofers														
Security Guards & Surveillance Officers														
Sheet Metal Workers														
Structural Metal Fabricators & Fitters														
Welding, Soldering & Brazing Workers														
Workers, Extractive Crafts, Miners														

Totals Each Column														
--------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Grand Total All Employees

Indicate By Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled														
----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Work Force Report

HISTORY

The Work Force Report (WFR) is the document that allows the City of San Diego to analyze the work forces of all firms wishing to do business with the City. We are able to compare the firm's work force data to County Labor Force Availability (CLFA) data derived from the United States Census. CLFA data is a compilation of lists of occupations and includes the percentage of each ethnicity we track (American Indian or Alaska Native, Asian, Black or African-American, Native Hawaiian or Pacific Islander, White, and Other) for each occupation. Currently, our CLFA data is taken from the 2010 Census. In order to compare one firm to another, it is important that the data we receive from the consultant firm is accurate and organized in the manner that allows for this fair comparison.

WORK FORCE & BRANCH WORK FORCE REPORTS

When submitting a WFR, especially if the WFR is for a specific project or activity, we would like to have information about the firm's work force that is actually participating in the project or activity. That is, if the project is in San Diego and the work force is from San Diego, we want a San Diego County Work Force Report¹. By the same token, if the project is in San Diego, but the work force is from another county, such as Orange or Riverside County, we want a Work Force Report from that county². If participation in a San Diego project is by work forces from San Diego County and, for example, from Los Angeles County and from Sacramento County, we ask for separate Work Force Reports representing your firm from each of the three counties.

MANAGING OFFICE WORK FORCE

Equal Opportunity Contracting may occasionally ask for a Managing Office Work Force (MOWF) Report. This may occur in an instance where the firm involved is a large national or international firm but the San Diego or other local work force is very small. In this case, we may ask for both a local and a MOWF Report^{1, 3}. In another case, when work is done only by the Managing Office, only the MOWF Report may be necessary.³

TYPES OF WORK FORCE REPORTS:

Please note, throughout the preceding text of this page, the superscript numbers one ¹, two ² & three ³. These numbers coincide with the types of work force report required in the example. See below:

- ¹ One San Diego County (or Most Local County) Work Force – Mandatory in most cases
- ² Branch Work Force *
- ³ Managing Office Work Force

**Submit a separate Work Force Report for all participating branches. Combine WFRs if more than one branch per county.*

RACE/ETHNICITY CATEGORIES

American Indian or Alaska Native – A person having origins in any of the peoples of North and South America (including Central America) and who maintains tribal affiliation or community attachment.

Asian – A person having origins in any of the peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam.

Black or African American – A person having origins in any of the Black racial groups of Africa.

Native Hawaiian or Pacific Islander – A person having origins in any of the peoples of Hawaii, Guam, Samoa, or other Pacific Islands.

White – A person having origins in any of the peoples of Europe, the Middle East, or North Africa.

Hispanic or Latino – A person of Cuban, Mexican, Puerto Rican, South or Central American, or other Spanish culture or origin.

Exhibit A: Work Force Report Job Categories – Administration

Refer to this table when completing your firm's Work Force Report form(s).

Management & Financial

Advertising, Marketing, Promotions, Public Relations, and Sales Managers
Business Operations Specialists
Financial Specialists
Operations Specialties Managers
Other Management Occupations
Top Executives

Professional

Art and Design Workers
Counselors, Social Workers, and Other Community and Social Service Specialists
Entertainers and Performers, Sports and Related Workers
Health Diagnosing and Treating Practitioners
Lawyers, Judges, and Related Workers
Librarians, Curators, and Archivists
Life Scientists
Media and Communication Workers
Other Teachers and Instructors
Postsecondary Teachers
Primary, Secondary, and Special Education School Teachers
Religious Workers
Social Scientists and Related Workers

Architecture & Engineering, Science, Computer

Architects, Surveyors, and Cartographers
Computer Specialists
Engineers
Mathematical Science Occupations
Physical Scientists

Technical

Drafters, Engineering, and Mapping Technicians
Health Technologists and Technicians
Life, Physical, and Social Science Technicians
Media and Communication Equipment Workers

Sales

Other Sales and Related Workers
Retail Sales Workers
Sales Representatives, Services
Sales Representatives, Wholesale and Manufacturing
Supervisors, Sales Workers

Administrative Support

Financial Clerks
Information and Record Clerks
Legal Support Workers

Material Recording, Scheduling, Dispatching, and Distributing Workers
Other Education, Training, and Library Occupations
Other Office and Administrative Support Workers
Secretaries and Administrative Assistants
Supervisors, Office and Administrative Support Workers

Services

Building Cleaning and Pest Control Workers
Cooks and Food Preparation Workers
Entertainment Attendants and Related Workers
Fire Fighting and Prevention Workers
First-Line Supervisors/Managers, Protective Service Workers
Food and Beverage Serving Workers
Funeral Service Workers
Law Enforcement Workers
Nursing, Psychiatric, and Home Health Aides
Occupational and Physical Therapist Assistants and Aides
Other Food Preparation and Serving Related Workers
Other Healthcare Support Occupations
Other Personal Care and Service Workers
Other Protective Service Workers
Personal Appearance Workers
Supervisors, Food Preparation and Serving Workers
Supervisors, Personal Care and Service Workers
Transportation, Tourism, and Lodging Attendants

Crafts

Construction Trades Workers
Electrical and Electronic Equipment Mechanics, Installers, and Repairers
Extraction Workers
Material Moving Workers
Other Construction and Related Workers
Other Installation, Maintenance, and Repair Occupations
Plant and System Operators
Supervisors of Installation, Maintenance, and Repair Workers
Supervisors, Construction and Extraction Workers
Vehicle and Mobile Equipment Mechanics,

Installers, and Repairers
Woodworkers

Operative Workers

Assemblers and Fabricators
Communications Equipment Operators
Food Processing Workers
Metal Workers and Plastic Workers
Motor Vehicle Operators
Other Production Occupations
Printing Workers
Supervisors, Production Workers
Textile, Apparel, and Furnishings Workers

Transportation

Air Transportation Workers
Other Transportation Workers
Rail Transportation Workers
Supervisors, Transportation and Material
Moving Workers
Water Transportation Workers

Laborers

Agricultural Workers
Animal Care and Service Workers
Fishing and Hunting Workers
Forest, Conservation, and Logging Workers
Grounds Maintenance Workers
Helpers, Construction Trades
Supervisors, Building and Grounds Cleaning
and Maintenance Workers
Supervisors, Farming, Fishing, and Forestry
Workers

Exhibit B: Work Force Report Job Categories–Trade

Brick, Block or Stone Masons

Brickmasons and Blockmasons
Stonemasons

Carpenters

Carpet, floor and Tile Installers and Finishers

Carpet Installers
Floor Layers, except Carpet, Wood and Hard
Tiles
Floor Sanders and Finishers
Tile and Marble Setters

Cement Masons, Concrete Finishers

Cement Masons and Concrete Finishers
Terrazzo Workers and Finishers

Construction Laborers

Drywall Installers, Ceiling Tile Inst

Drywall and Ceiling Tile Installers
Tapers

Electricians

Elevator Installers and Repairers

First-Line Supervisors/Managers

First-line Supervisors/Managers of
Construction Trades and Extraction Workers

Glaziers

Helpers, Construction Trade

Brickmasons, Blockmasons, and Tile and
Marble Setters
Carpenters
Electricians
Painters, Paperhangers, Plasterers and Stucco
Pipelayers, Plumbers, Pipefitters and
Steamfitters
Roofers
All other Construction Trades

Millwrights

Heating, Air Conditioning and Refrigeration
Mechanics and Installers
Mechanical Door Repairers
Control and Valve Installers and Repairers
Other Installation, Maintenance and Repair
Occupations

Misc. Const. Equipment Operators

Paving, Surfacing and Tamping Equipment
Operators
Pile-Driver Operators
Operating Engineers and Other Construction
Equipment Operators

Painters, Const. Maintenance

Painters, Construction and Maintenance
Paperhangers

Pipelayers and Plumbers

Pipelayers
Plumbers, Pipefitters and Steamfitters

Plasterers and Stucco Masons**Roofers****Security Guards & Surveillance Officers****Sheet Metal Workers****Structural Iron and Steel Workers****Welding, Soldering and Brazing Workers**

Welders, Cutter, Solderers and Brazers
Welding, Soldering and Brazing Machine
Setter, Operators and Tenders

Workers, Extractive Crafts, Miners

Agenda Item 3.C



SAN DIEGO CONVENTION CENTER/ SHORT TERM SALES FEBRUARY 2025 SALES ACTIVITY REPORT



CONTACT: Andy Mikschl, *Executive Vice President, Sales, San Diego Convention Center*
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 619.525.5282

SHORT TERM BOOKING ACTIVITY

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

DEFINITE		FY25 FEBRUARY 25	FY24 FEBRUARY 24	CUMULATIVE FYTD 2025	CUMULATIVE FYTD 2024
	EVENTS	4	2	33	26
	ATTENDANCE	11,000	4,700	94,015	168,487
	ROOM NIGHTS	990	50	12,367	14,877
	RENTAL REVENUE	\$140,500	\$28,300	\$1,115,210	\$1,065,210

FY25 PERCENT TO GOAL

Convention Center Rental Revenue

	GOAL	YTD	PERCENT TO GOAL
CONTRACTED RENTAL REVENUE	\$1,500,000	\$1,115,210	74.3%

San Diego Convention Center Short Term Sales February 2025 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ FEBRUARY 2025

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
JOGS San Diego Gem & Jewelry Show	09/29/25	2,000	60	240	\$45,000
Sew Healing Expo 2025	10/04/25	1,000	0	0	\$33,200
West Coast Cheer & Dance Competition 2025	10/12/25	6,000	0	0	\$21,900
Festival of Biologics 2026	03/05/26	2,000	250	750	\$40,400
TOTAL		11,000		990	\$140,500

San Diego Convention Center Short Term Sales February 2025 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ FY25 YTD

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
ASNE Fleet Maintenance Symposium 2025	09/24/25	1,300	200	445	\$59,000
One Piece Trading Card Game Offline Regional	11/02/24	1,300	0	0	\$15,680
Advance Automotive Battery Conference 2026	12/06/26	2,000	575	2,192	\$71,700
Gujarati Cultural Dance 2024	09/14/24	700	0	0	\$5,100
Broadband Communities West 2024	10/30/24	1,000	0	0	\$17,000
Toray Meeting	09/11/24	15	0	0	\$600
United States Univ. Commencement Ceremony	09/14/24	4,000	25	50	\$11,300
California Bridal & Wedding Expo2025	06/22/25	5,000	0	0	\$7,700
Shamrock Foods Company	09/25/25	2,000	303	424	\$41,800
San Diego World Running Championships	09/27/25	5,000	0	0	\$54,300
Wellness Together	10/01/25	2,000	500	1,000	\$104,800
Regional Task Force on Homelessness	12/11/25	1,200	100	300	\$55,800
Fanatics Fest San Diego 2025	12/15/25	30,000	500	1,200	\$111,900
Project Lead the Way Summit 2024	10/02/24	1,300	779	2,368	\$164,400
Yugioh! ROTA Regional Qualifier	10/20/24	600	0	0	\$5,600
Art San Diego	10/21/25	5,000	0	0	\$30,940
San Diego Home Fall Show 2025	08/17/25	5,000	0	0	\$15,400
IWRP Industry Day 2025	06/24/25	300	0	0	\$6,900
Global CTI Group	11/19/24	50	0	0	\$1,800
YBNB Bizcon 2025	09/12/25	500	0	0	\$3,600
Navy Gold Coast 2025	08/21/25	2,000	0	0	\$72,200
X-STEM Workshop San Diego 2025	09/23/25	900	0	0	\$6,000
Neighborhood House Association	11/23/24	400	0	0	\$16,600

San Diego Convention Center Short Term Sales February 2025 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ FY25 YTD (cont.)

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Progressive Labor Summit 2025	03/29/25	500	0	0	\$9,800
Bridal Bazaar Fall 2025	09/21/25	2,000	0	0	\$12,750
2025 Great Minds in STEM Conference	10/04/25	2,500	1,040	3,398	\$31,350
USIU Commencement Ceremony 2025	09/18/25	3,000	0	0	\$11,390
Metanoia San Diego	08/15/25	2,500	0	0	\$24,200
Gujarati Cultural Dance 2025	09/20/25	950	0	0	\$5,100
JOGS San Diego Gem & Jewelry Show	09/29/25	2,000	60	240	\$45,000
Sew Healing Expo 2025	10/04/25	1,000	0	0	\$33,200
West Coast Cheer & Dance Competition 2025	10/12/25	6,000	0	0	\$21,900
Festival of Biologics 2026	03/05/26	2,000	250	750	\$40,400
TOTAL		94,015		12,367	\$1,115,210

San Diego Convention Center Short Term Sales February 2025 Sales Activity Report

Citywide Sales Activity Report

Bookings & Leads as of February 2025

Agenda Item 3.C



Citywide Primary Market

Conventions, Trade Shows, Corporate & Incentive Events

DEFINITE	February 2025		February 2024		CUMULATIVE FY2025	CUMULATIVE FY2024
	Conventions	4	2		23	23
	Attend.	31,200	12,000		319,460	208,200
	Contract Rooms	76,292	9,356		443,812	346,319

LEAD	February 2025		February 2024		CUMULATIVE FY2025	CUMULATIVE FY2024
	Conventions	16	22		91	131
	Attend.	147,900	144,718		637,050	1,010,528
	Requested Rooms	237,523	244,293		1,130,339	1,954,621

Variance Fiscal Year-to-Date

	CUMULATIVE FY2025	CUMULATIVE FY2024	YOY Variance	% YOY Variance
Definite Rooms	443,812	346,319	+97,493	+28.2%
New Lead Status Rooms	1,130,339	1,954,621	-824,282	-42.17%
Total Lead Status Rooms	1,363,399	1,731,310	-367,911	-21.3%

*“Lead” status room nights in FY24 skewed by Hematology (ASH) entering lead status for two (2) years in July ’23 (275,400 rns) and future years for annual corporate events (288K rns) equating to a total of 563,400 rns.

Definite Event Breakdown

Conventions, Trade Shows, Corporate & Incentive Events Booked in February 2025

SDTA Lead ID	SDCCC Lead ID	Account Name	National Sales Director	Event Dates	Contract Rooms	Peak Room Nights	Attend.
1236744	2829-65-65-30594	Confidential	Angie Ranalli	Apr 8 - 11, 2033	26,940	6,000	11,000
1236745	2829-65-65-30626	Confidential	Angie Ranalli	Apr 10 - 13, 2037	26,940	6,000	11,000
1232395	2829-65-65-11171	Avid Center	Kim Borneman	Jun 20 - 23, 2032	11,492	3,700	4,700
1235984	2829-65-65-28994	Avid Center	Kim Borneman	Aug 1 - 3, 2032	10,920	3,500	4,500

SUMMARY

February’s booking performance continues to follow the strategy implemented at the beginning of Fiscal Year 2023 and approved by the SDCCC Board to focus on quality vs. quantity bookings, targeting events that fall within the next five to seven years at a higher pace and/or that fall into a traditionally slower time for meetings & conventions.

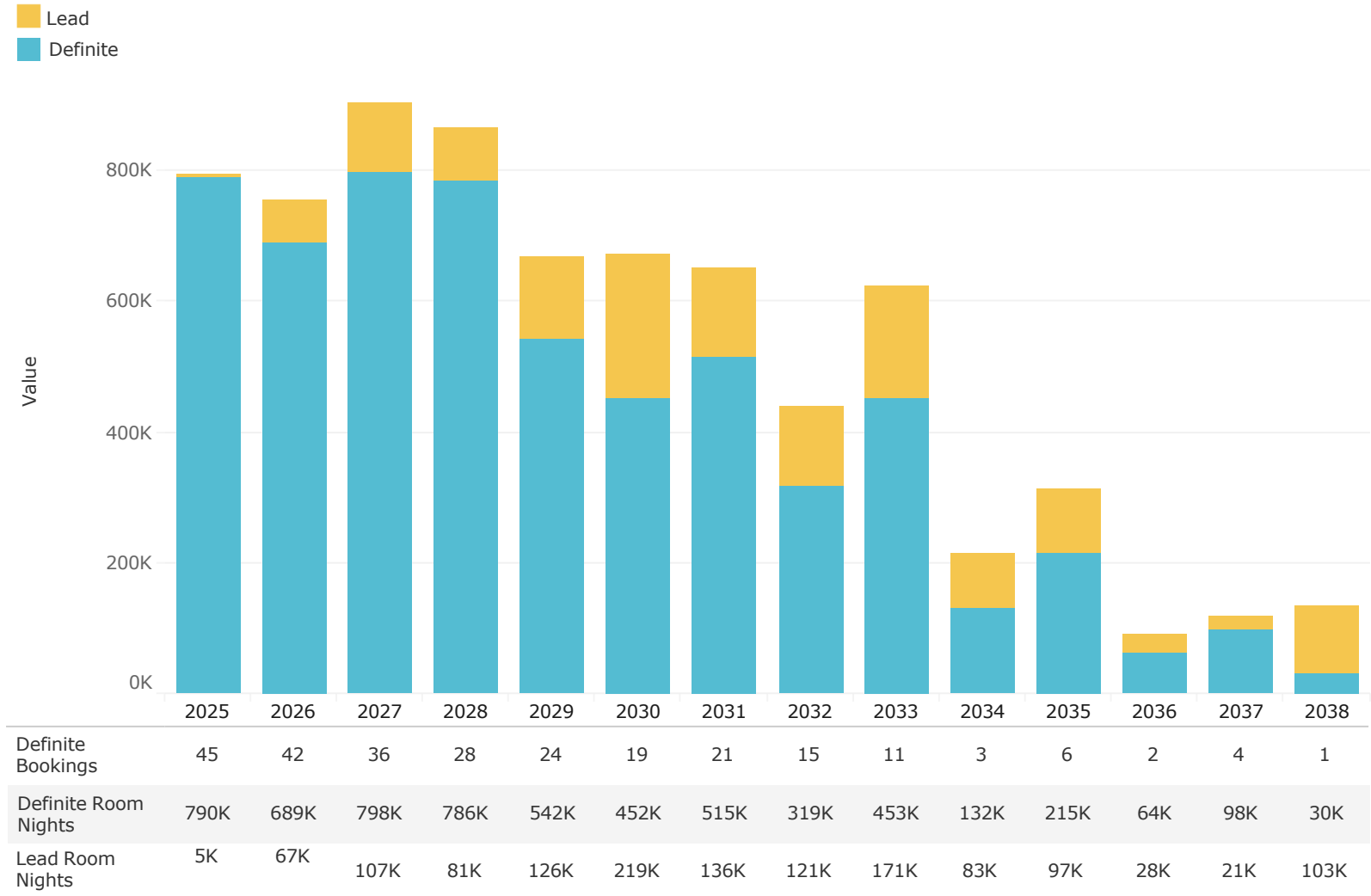
- 22,412 room nights with 9,200 attendees arrive within the next 7 years
- Confidential Medical Citywide confirmed two (2) years with 11,000 attendees and 26, 940 total rooms

Citywide Sales Activity Report

Definite Events On-the-Books as of February 2025

Room Night Summary

Room nights by calendar year of event



NOTE:

- 2025 Definite Total Room Night Changes: -7,677
- 2026 Definite Total Room Night Changes: -6,766
- 2027 Definite Total Room Night Changes: No changes
- 2028 Definite Total Room Night Changes: +138
- 2029 Definite Total Room Night Changes: No changes
- 2030 Definite Total Room Night Changes: No changes
- 2031 Definite Total Room Night Changes: No changes
- 2032 Definite Total Room Night Changes: +22,412 new definite
- 2033 Definite Total Room Night Changes: +26,940 new definite
- 2034 - 2036 Definite Total Room Night Changes: No changes
- 2037 Definite Total Room Night Changes: +26,940 new definite
- 2038 Definite Total Room Night Changes: No changes