

Agenda Item 3.A

MINUTES*
SAN DIEGO CONVENTION CENTER CORPORATION
THE BOARD OF DIRECTORS

BOARD MEETING OF JANUARY 26, 2021
Via Teleconference

BOARD MEMBERS PRESENT:	Chair Elvin Lai and Directors Carol Kim, Allan Farwell, Jeff Gattas, Jaymie Bradford and Xema Jacobson
BOARD MEMBER(S) ABSENT:	Director Carlos Cota
STAFF PRESENT:	Rip Rippetoe, Mardeen Mattix, Andy Mikschl, Corey Albright, Terry Kurtenbach and Pat Evans (Recorder)
ALSO PRESENT:	Jennifer Lyon, General Counsel, Julie Coker, SDTA President & CEO

*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 Elvin Lai called the Board Meeting to order at 12:02 p.m. in the Executive Boardroom of the San Diego Convention Center Corporation, 111 West Harbor Drive, San Diego, CA 92101. Chair Lai then called roll to determine which Directors were present on the teleconference:

Director Lai – Present
Director Kim – Present
Director Farwell – Present
Director Cota – Absent
Director Gattas – Present
Director Bradford – Present
Director Jacobson - Present

All Directors were present except Director Cota. Chair Lai noted that all votes taken during this meeting would be recorded via roll-call vote.

2. Non-Agenda Public Comment – None

3. Board Committee Reports and Board Action Items:

Consent Agenda:

A. Approval of Minutes of Board Meeting of December 1, 2020 and the *Special* Board Meeting of January 14, 2021

Directors Farwell and Gattas moved and seconded, respectively, to approve the Consent Agenda set forth hereinabove.

**Director Lai – Aye
Director Kim – Aye
Director Farwell – Aye
Director Cota – Absent
Director Gattas – Aye
Director Bradford –Aye
Director Jacobson – Aye**

Vote: Unanimous

AYES: 6 NAYS: 0 ABSTENTIONS: 0

Action Item(s):

B. Executive Committee (Elvin Lai)

(1) Authorize Approval of Policy No. 527 re: Display of Objects/Works of Art within the Center

Directors Jacobson and Farwell moved and seconded, respectively, to authorize Approval of Policy No. 527 re: Display of Objects/Works of Art within the Center.

**Director Lai – Aye
Director Kim – Aye
Director Farwell – Aye
Director Cota – Absent
Director Gattas – Aye
Director Bradford –Aye
Director Jacobson – Aye**

Vote: Unanimous

AYES: 6 NAYS: 0 ABSTENTIONS: 0

- In some instances, staff have been successful in moving events later into the calendar year or early into next year. For the most part, space availability is limited so placement opportunities are also limited.

Ms. Coker reported the following:

- Staff is working with customers to determine if they are going to have a face-to-face meeting in calendar year 2021 and if they are, what does that type of meeting look like. Staff believes they are going to continue to see this type of interaction with clients through the balance of this year.
- Staff was able to convert two smaller pieces of business in 2024 and 2026. These events represent approximately 12,000 room nights for a cumulative total of 123,600 room nights. This amount of room nights is approximately 30,000 less than were reflected this time last year.
- The sales funnel continues to be filled and there is approximately 1.1 million tentative room nights on the books. Last year at this time there were approximately 389,000 tentative room nights on the books. This figure indicates there are a number of customers who have not decided what the future looks like for their events.
- Staff is spending a lot of time and allocating marketing support to strengthen U.S. Travels message of “Let’s Go There.”
- Today is “National Plan for Vacation Day” and SDTA is encouraging people to plan for a leisure vacation. Staff plan to spin off of the “Let’s Go There” concept with a campaign titled “Let’s Plan to Meet There.”
- SDTA would also like to congratulate Angie Ranalli, VP of the Chicago Sales Office, for her appointment as the new Chair of the PCMA Foundation. Ms. Ranalli’s appointment will also lend more visibility to San Diego.
- Chair Lai asked Mr. Rippetoe if there was any reopening update from the Governor’s office and Mr. Rippetoe reported that CalTravel has made contact with the Governor’s office and there has been no official response on the reopening guidelines. Staff has heard that the focus has been entirely on rolling out vaccinations. IAVM is exploring ramifications for all sectors of venues. Mr. Rippetoe has also briefed Senate Pro Tem Atkins and Assembly Member Ward and they are also making inquiries regarding the guidelines.

4. Chair’s Report (Chair Elvin Lai):

- Chair Lai noted, with regards to the report on the roof, all items on the agenda are vetted through the appropriate Committee before they are added to the Agenda for review and approval by the entire Board. The roof update was a discussion item and not an “action item.”
- Staff is preparing for the upcoming Board Retreat. If you have questions, please reach out to Chair Lai or Rip or Pat. The Retreat will start at approximately 7:45 a.m. Once determined, the final start time will be forwarded to you.
- It is likely that the shelter will be extended through March. Council is taking action on that matter today.
- There has been a partial lifting of the stay-at-home order by the Governor.

- Congratulations to all of the new Convention Center Directors. 2021 will be a very challenging year and with everyone's contributions we should be able to get through it.
- The next board meeting is scheduled for February 23, 2021.

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

- There have been inquiries regarding the Board seat Director Jacobson will be vacating. The Board will be updated upon receipt of additional information.
- During the recent rain, the roof had some minor leaks but nothing as serious as the leaks from last January.
- The Governor's office inquired about the Center's ability to function as a vaccine center. Since the criteria is largely centered on outdoor space that can act as a drive-through, and since there is a super-site across the street, it is unlikely that the Center could serve that purpose. There will be a closed effort to vaccinate the residents and staff members at the shelter.
- IAVM is joining the new Exhibition and Conference Alliance that includes the center's customer associations such as PCMA, IAEE, and SISA along with three other associations that are affiliated with event contractors. These organizations are bringing their resources together so they can have a more singular voice when educating elected officials.
- The SDCCC Executive Team (CEO, CFO and Executive VP of Sales) has been expanded and it now includes Corey Albright, Terry Kurtenbach, Rita de la Fuente, Maren Dougherty and Bobby Ramirez from Centerplate (the Center's largest single revenue contributor).
- Chair Lai asked if there was a way to consolidate reports and information forwarded by the Executive Office. Mr. Rippetoe responded that since the e-mails come from many sources, forwarding the information was easier than finding a method of consolidation.

6. Board Comment [Govt. Code § 54954.2(a)(2)] – Director Bradford thanked Ms. Coker for the SDTA branded face masks.

There being no further business, the meeting adjourned at 12:43 p.m.

I, Carlos Cota, 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 26, 2021 and that said minutes were approved by the Board of Directors on February 23, 2021.

[Approved at Board Meeting of February 23, 2021]
 Carlos Cota, Secretary