

**Agenda Item 3.A**

**MINUTES\***  
**SAN DIEGO CONVENTION CENTER CORPORATION**  
**THE BOARD OF DIRECTORS**

**BOARD MEETING OF OCTOBER 26, 2021**  
**Via Teleconference**

<b>BOARD MEMBERS PRESENT:</b>	Chair Elvin Lai and Directors Carol Kim, Carlos Cota, Allan Farwell and Jaymie Bradford
<b>BOARD MEMBER(S) ABSENT:</b>	Directors Carlos Cota, Jeff Gattas and Shawn VanDiver
<b>STAFF PRESENT:</b>	Rip Rippetoe, Mardeen Mattix, Andy Mikschl and Pat Evans (Recorder)
<b>ALSO PRESENT:</b>	Jennifer Lyon, General Counsel, Julie Coker, SDTA President & CEO, Peter George and Miyuki Freeman of Macias & Gini LLP

\*Audio copies of Board of Director meetings are available upon request. Please contact Pat Evans at (619)525-5131 or [pat.evans@visitsandiego.com](mailto: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 – Absent  
Director VanDiver – Absent  
Director Bradford – Present

All Directors were recorded as present except Directors Cota, Gattas and VanDiver. 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 Meetings of September 28, 2021.**
- B. Approval of a Resolution of the San Diego Convention Center Corporation, Inc., Extending the Authorization of All or Partial Remote Teleconference Meetings of All Legislative Bodies as Needed During the Covid-19 Local and State Emergency for the Period of October 26, 2021 through November 25, 2021 Pursuant to Brown Act Provisions.**

**Directors Bradford and Kim 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 – Absent  
Director VanDiver – Absent  
Director Bradford – Aye**

**Vote: Unanimous**

**AYES: 4                      NAYS: 0                      ABSTENTIONS: 0**

**Action Item(s):**

- C. Budget Committee (Allan Farwell)**

Chair Lai inquired if any member of the public wished to comment on Agenda Item 3.C.1. No members of the public responded to the request for comment.

**(1) Authorization to Approve Contract for Elevator-Escalator Maintenance**

**Directors Farwell and Bradford moved and seconded, respectively, to authorize approval to the Contract for Elevator-Escalator Maintenance.**

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

**Vote: Unanimous**

**AYES: 4                      NAYS: 0                      ABSTENTIONS: 0**



recently held meetings in San Diego. Anesthesiologists, Orthopedic Surgeons, United Plumbers and Pipefitters and Smith Bucklin were on the panel. The event went extremely well. The recording of the meeting will be available for all SDTA customers to review.

- From a long-term strategy standpoint, the Chief Sales Officer has been on site at SDTA or two weeks and he is working on merging the two teams together. He has also been visiting the local hotels and will be touring the Convention Center and meeting Center staff this Thursday.
- Staff is outlining priorities in terms of placement of groups and there are ongoing discussions regarding potentially adjusting the current practice of booking events out as far into the future as possible. That time-frame may be shortened to booking ten years out to allow for flexibility in booking additional business.
- SDTA has also hired a West Coast Sales Manager who is very experienced in booking corporate business. This Sales Manager is based outside of San Francisco.
- Mr. Mikschl reported that short-term activity is picking up but it has not yet reached pre-COVID levels. The booking activity is approximately double of what it was last year.
- There is good local interest in booking smaller convention meetings and consumer shows. Staff has booked a nice piece of corporate business for May of next year that will generate \$500,000 of food and beverage revenue.
- The Auto Show has cancelled its event for this year. The cancellation was attributable to various reasons – COVID concerns, an auto industry shortage of vehicles available for display, and concerns about vaccination status related to children under 12 years of age. The Auto Show is excited about returning next year.

Director VanDiver joined the meeting at 12:22 p.m.

**4. Chair’s Report (Chair Elvin Lai): None**

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

- There will be no events at the Center between December 20, 2021 and January 10, 2022.
- Staff is encouraged to take personal time off during this period.
- Staff will also work on maintenance projects and updating training during the dark period between Christmas and New Year’s Day.
- Centerplate is changing its brand name to “Sodexo Live.” That is a “B” to “B” brand approach. This rebranding does not affect the brand with the Center or our customers. Please take a moment to review the information in the President’s report.

**6. Board Comment [Govt. Code § 54954.2(a)(2)] – Director Farwell announced that he has decided to eliminate himself from contention for Board reappointment and will be stepping down from the Board in December. Director Lai thanked Director Farwell for his service. Director Kim, referencing the President’s Report, asked if the proposed salary increases for CBAs included all unions and Mr. Rippetoe confirmed that the increase would apply to all unions. Five unions have agreed to the change and negotiations are still pending with one of the unions.**

7. **Closed Session:** The Board entered into closed session at 12:36 p.m. to discuss:

- A. CONFERENCE WITH LEGAL COUNSEL---ANTICIPATED LITIGATION  
Significant exposure to litigation pursuant to Government Code section  
54956.9(d)(2) with facts and circumstances pursuant to 54956.9(e)(3)(1 case)**

The Board returned to open session at 12:45 p.m.

Reporting out of closed session, General Counsel Lyon stated that the Board discussed item “7A” and direction was given but no reportable action was taken.

There being no further business, the meeting adjourned at 12:45p.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 October 26, 2021 and that said minutes were approved by the Board of Directors on December 14, 2021.

*[Approved at Board Meeting of December 14, 2021]*  
Carlos Cota, Secretary