

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

**TUESDAY, January 28, 2020, 12:00 P.M.
111 W. Harbor Drive, 2nd Floor, Executive Boardroom
San Diego, California 92101**

AGENDA

1. Call to Order – Xema Jacobson, Chair

2. Non-Agenda Public Comments

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

3. Passing the Gavel

4. Presentations:

A. Employee(s) of the Month:

Susan Young, Public Safety & Guest Services Administrative Assistant, (December) presented by Todd Temple, Director of Public Safety & Guest Services

Lance Young, HVAC Engineer (January) presented by Marc LaHay, Director of Building Operations

B. Exhibitor Magazine Award: Best Convention Center in North America (500,000 - 1 million square feet of exhibit space)

C. International Design Awards: Hailey Adams received an Honorable Mention for her design of the SDCCC FY18 Annual Report in the Print category.

5. Board Committee Reports and Board Action Items

Consent Agenda:

A. Approval of Minutes of Board Meeting of December 3, 2019

B. Acceptance of November 2019 Financial Reports from Chief Financial Officer

C. Authorization to Ratify Contract for Emergency Repair to Ruptured Waterline

- D. Authorization to Ratify Purchase of Utility Vehicles for Operations/Sales Departments**
- E. Authorization to Purchase Staging Equipment**
- F. Authorization to Award Purchase Order to Mity-Lite, Inc. for Stacking Chairs and Wheeled Chair Trucks**

Action Item(s):

- G. Executive Committee (Jaymie Bradford)**
 - (1) Authorization to Approve Resolution in Support of “Yes For A Better San Diego” Citizen Initiative**
 - H. Budget Committee (Carol Kim)**
 - (1) Authorization to Approve Modification of Digital Signage Contract with Digital Conventions**
 - I. Audit Committee (Allan Farwell)**
 - (1) Authorization to Place Employee Medical and Employer Paid Basic Life, AD&D and LTD Insurance through Marsh & McLennan Agency LLC Company**
 - J. Sales & Marketing Committee (Elvin Lai)**
- 6. Chair’s Report (Chair Jaymie Bradford)**
 - 7. General Counsel Report (Jennifer Lyon)**
 - 8. President’s Report (Rip Rippetoe)**

9. **Board Comment** [Govt. Code § 54954.2(a)(2)]

Adjournment

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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 at the corporation's offices at 111 West Harbor Drive, San Diego, CA. 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 pick up a copy of any material related to an item on this agenda.

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

Agenda Item 5.A

MINUTES* SAN DIEGO CONVENTION CENTER CORPORATION THE BOARD OF DIRECTORS

BOARD MEETING OF DECEMBER 3, 2019

BOARD MEMBERS PRESENT:	Chair Xema Jacobson and Directors Jaymie Bradford, Gil Cabrera, Elvin Lai and Allan Farwell
BOARD MEMBER(S) ABSENT:	Directors Carol Kim and Carlos Cota
STAFF PRESENT:	Rip Rippetoe Karen Totaro, Mardeen Mattix, Andy Mikschl, Terry Kurtenbach, Rita de la Fuente, Corey Albright, DeeAnne Snyder, Bobby Ramirez, Im Yeav and Pat Evans (Recorder)
ALSO PRESENT:	Jennifer Lyon, General Counsel

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1. Call to Order

Chair Xema Jacobson called the Board Meeting to order at 12:04 p.m. in the Executive Boardroom of the San Diego Convention Center Corporation, 111 West Harbor Drive, San Diego, CA 92101. All Directors were present except Directors Carol Kim and Carlos Cota.

2. Non-Agenda Public Comment – None

3. Presentations:

A. Employee(s) of the Month:

Renee Jung, Exhibitor Services Supervisor (November) was presented by Donald Bottger, Director of Facility Services

B. Recognition of Employee Service: Bob Ross, Director of Building Operations, is retiring and Chair Jacobson recognized Mr. Ross for his twenty-one years of service to the Corporation.

C. Director Recognition: Chair Jacobson and Mr. Rippetoe presented Director Gil Cabrera with a replica of Leonardo Nierman's "Flame of Friendship" in recognition of his service to the San Diego Convention Center Board of Directors (2014 – 2019).

4. **Board Committee Reports and Board Action Items**

Consent Agenda:

A. Approval of Minutes of Board Meeting of October 22, 2019 and the *Special* Board Meeting of November 12, 2019.

B. Acceptance of October, 2019 Financial Reports from Chief Financial Officer

Directors Lai and Cabrera moved and seconded, respectively, to approve the Consent Agenda set forth hereinabove. Vote: Unanimous

AYES: 5

NAYS: 0

ABSTENTIONS: 0

Directors Kim and Cota were absent.

Action Item(s):

C. Executive Committee (Xema Jacobson)

(1) Authorization to Endorse Letter of Support for Gaslamp Promenade Project

Michael Trimble, Executive Director of the Gaslamp Quarter Association, provided a presentation that explained the vision for a proposed renovated Gaslamp Quarter Promenade.

Directors Bradford and Farwell moved and seconded, respectively, to authorize Endorsement of the Letter of Support for the Gaslamp Promenade Project. Vote: Unanimous

AYES: 5

NAYS: 0

ABSTENTIONS: 0

Directors Kim and Cota were absent.

D. Budget Committee (Elvin Lai)

Director Lai requested that Ms. Mattix provide a financial update to the Board. Ms. Mattix reported the following:

- The Corporation is projected to have net operating revenues over expenses of \$3.5 million, which is \$1.5 million higher than originally budgeted.
- A portion of the \$1.5 million excess will likely be allocated to repair and maintenance items left over from the last fiscal year as well and projects needed for the current year. The repair and maintenance line item will probably exceed the projected budget.
- Food and beverage revenues are performing very well.
- Utilities revenues are also performing well.
- Capital projects are on track for timely completion.

- The forecast for reserves is approximately \$7.5 million; however, \$4 million of those funds have been ear-marked for upcoming projects.

Ms. Totaro also provided an update regarding the on-going issue of cast-iron pipe repairs and how staff is dealing with water intrusion issues when it rains.

E. Nominating Committee (Xema Jacobson)

(1) Election of 2020 Board Officers: Director Jacobson presented the Nominating Committee's slate of 2020 Board Officers:

- Jaymie Bradford, Chair
- Elvin Lai, Vice-Chair
- Allan Farwell, Secretary
- Carol Kim, Treasurer

Directors Cabrera and Bradford moved and seconded, respectively, to approve the slate of 2020 Board Officers as set forth hereinabove. Vote: Unanimous

AYES: 5 NAYS: 0 ABSTENTIONS: 0

Directors Kim and Cota were absent.

(2) Ratification of Committee Assignments

Directors Lai and Cabrera moved and seconded, respectively, to ratify the 2020 Board Committee Assignments. Vote: Unanimous

AYES: 5 NAYS: 0 ABSTENTIONS: 0

Directors Kim and Cota were absent.

5. Chair's Report:

- Chair Jacobson thanked all of the participants who attended the Board Retreat and Board Dinner.
- The First Responder's Breakfast is Thursday, December 5 at 7:30 a.m. in Room 24. Last year, staff thanked approximately 160 law enforcement and Fire Department participants for their support throughout the year. Directors are invited to attend this event if they can.
- The Emeritus Reception is scheduled for December 9, 2019 at 5:30 p.m. in the Executive Boardroom.
- The SDCCC Children's holiday party is scheduled for Saturday, December 14th from 9:00 a.m. to 11:00 a.m. The staff holiday party is scheduled for December 14th at 6:00 p.m. in Ballroom 20-A.
- SDCCC staff is collecting toys for Toys-for-Tots. You are welcome to drop off a donation in the Executive Offices.
- Chair Jacobson thanked the Directors for their assistance and support this year.

6. General Counsel Report – None.

7. **President's Report** - Mr. Rippetoe submitted a written report and highlighted the following items:

- SDCCC received a "Center of Excellence Award" for best convention center (500,000 – 1 million square feet) from Exhibitor Magazine. Chair Jacobson thanked Ms. de la Fuente for overseeing the application process for this award.
- Mr. Rippetoe also thanked Ms. De la Fuente for acting as the Interim Director of the Communications Department during the search of the new Director. The selection for the new Director will be made by next week.
- Sean Lowry, the Smart City General Manager, has been promoted to a position at the Smart City Corporate offices in Las Vegas and he will be leaving the Center. A replacement will be named within the next two weeks and we thank Sean for his contributions to our success.
- Staff also anticipate they will select Bob Ross' replacement by next week. H.R. received 90 applications for his position.
- The final event of SDCCC's 30th Anniversary Celebration, viewing of the Parade of Lights, will take place on the back patio this Sunday, December 9th at 4:00 p.m. Eight groups from various Council districts will provide entertainment.
- Mr. Rippetoe explained why the fire-pump project needed to be rebid.
- The CRM system is in the process of being upgraded.
- The Communications team continues to excel in outreach. They participated in the IAVM "Coffee Break" podcast last week.
- Staff has negotiated five of seven CBAs the year with the assistance of Ms. Totaro and Ms. Kurtenbach.
- Strategic visioning will not move forward without input from the Board.
- The wayfinding signage will be updated with new "clings" so it will blend in with the new carpeting.
- Ms. Totaro reported that staff will be installing new four-stream receptacles for the exhibit halls and public spaces. Samples of the receptacles are on site for preview.

Chair Jacobson thanked Centerplate for providing the Board with holiday baked treats.

8. **Board Comment** [Govt. Code § 54954.2(a)(2)]: Director Lai thanked Chair Jacobson for her leadership and mentorship this year.

There being no further business, the meeting adjourned at 1:03 p.m.

CERTIFICATION

I, Allan Farwell, Secretary of the Board of Directors of the San Diego Convention Center Corporation, Inc., do hereby certify that the foregoing is a true and correct copy of the minutes of the business transacted by the Board of Directors of the San Diego Convention Center Corporation, Inc., at a duly noticed meeting held on December 3, 2019 and that said minutes were approved by the Board of Directors on January 28, 2020.

Allan Farwell, Secretary

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

TO: Board of Directors

FROM: Carol Kim, Budget Committee Chair

DATE: For the Agenda of January 28, 2020

RE: Ratify Contract Awarded to A.O. Reed for Emergency Water Line Repairs

BACKGROUND

On the morning of January 1, 2020, the first day of the Auto Show event, a 6" pipe that serves one of several fire sprinkler systems in the convention center broke under the front driveway. Water and sand washed up through the expansion joints of the concrete, partially flooding the west end of the front drive near the Hall A entrance doors. No water entered the parking garage and the break had no impact on domestic water supply.

Corporation staff engaged directly with A.O. Reed, an existing plumbing contractor who has worked on prior projects at the Center, to resolve the break. The repair required concrete removal and excavation in order to dig approximately 8' underground to replace a 6' section of the pipe. Coordination with the utility companies to mark pipes was required due to the lack of detail in the civil and plumbing plans from the 1980s.

Excavation began Tuesday, January 7, 2020 after the Auto Show finished using the front drive to load all the cars following the event. The repair completed on Tuesday, January 21, 2020.

STAFF RECOMMENDATION

Approve ratification of contract award to A.O. Reed for \$98,000 for water line repairs.

/s/
Carol Kim,
Budget Committee Chair

Agenda Items 5.D

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

TO: Board of Directors

FROM: Carol Kim, Budget Committee Chair

DATE: For the Agenda of January 28, 2020

RE: Ratify Contract awarded to Surf City Auto Group for the Purchase of a 2019 Dodge Ram 1500 Utility Truck and 2020 Dodge Voyager

BACKGROUND

For the last few years, Corporation has engaged in an in-kind trade arrangement with Enterprise Rent-A-Car for the use of a Nissan Truck and Minivan in exchange for website and public space advertising opportunities within the Center. The retail rental value for both vehicles was valued at \$28,296 per year in exchange for advertising opportunities. The current advertising renewal period ended January 13, 2020 at which time Enterprise decided not to renew the existing arrangement and began charging the Corporation \$1,100 monthly for the use of two cars in addition to the advertising exchanged.

The Operations department routinely needs a truck for maintenance projects, moving equipment and parts for use throughout the facility. Corporation staff engaged directly with Surf City Auto Group fleet sales to purchase a used 2019 Dodge Ram 1500 utility truck for \$500 over dealer invoice. The amortized value of the truck over a seven (7) year useful life results to \$191 per month compared to a rental rate of \$550 currently contracted with Enterprise. Based on staff recommendation, Corporation purchased the vehicle for \$23,079 on January 3, 2020 as an unbudgeted capital operating equipment expenditure.

Additionally, the Sales & Services department routinely uses a minivan to transport clients throughout the City to show case hotels, venues and restaurants for their potential use during their show. Corporation staff again engaged directly with Surf City Auto Group fleet sales to purchase a new 2020 Dodge Voyager minivan for \$2750 below dealer invoice. The amortized value of the minivan over a seven (7) year useful life results to \$233 per month compared to a rental rate of \$550 currently contracted. On January 17, 2020, the Corporation paid \$28,585 for the vehicle as an unbudgeted capital operating equipment expenditure.

STAFF RECOMMENDATION

Approve ratification of unbudgeted vehicle purchase for a 2019 Ram 1500 utility truck for \$23,079 and 2020 Dodge Voyager Sales minivan for \$28,585. Board ratification is required for both unbudgeted capital items because the cost is in excess of policy threshold approvals allowed by the President & CEO.

/s/
Carol Kim,
Budget Committee Chair

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

TO: Board of Directors

FROM: Carol Kim, Budget Committee Chair

DATE: For the Agenda of January 28, 2020

RE: Authorization to Purchase Stage Equipment

BACKGROUND

San Diego Convention Center Corporation ("Corporation") maintains an inventory of stage equipment manufactured by StageRight Corporation with a significant portion of the inventory at or nearing the end of its useful life. Replacement of performance stage decks, supports, and retrofitting existing equipment was budgeted in FY20 for \$446,479.00.

DISCUSSION

In order to ensure absolute compatibility and standardization with existing stage equipment, it is advantageous to the Corporation to single source the replacement through StageRight Corporation, consistent with procurement policies.

Procurement Staff engaged in negotiations with StageRight Corporation and obtained a quote for \$416,132.94. Staff evaluated the quote and deemed it fair and reasonable with a savings of \$30,346.06 compared to budget. Staff recommends proceeding with placing the purchase order.

STAFF RECOMMENDATION

Approve authorization to purchase stage equipment- from StageRight Corporation for \$416,132.94.

/s/
Carol Kim, Budget Committee Chair

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

TO: Board of Directors

FROM: Carol Kim, Budget Committee Chair

DATE: For the Agenda of January 28, 2020

RE: Authorization to Purchase Stackable Chairs

BACKGROUND

On August 03, 2017, Staff placed a purchase order with MityLite, Inc. for 12,300 custom grey stackable chairs. This order was the first phase in the plan to replace the existing inventory of stackable chairs nearing their end of useful life. MityLite, Inc. was selected through a competitive bidding process, which received 11 bid responses. Since the order was for a custom product, Staff anticipated using a single source justification to reorder from MityLite, Inc. to ensure standardization and absolute compatibility. This single source justification is consistent with Corporation's procurement policies.

DISCUSSION

Staff anticipated proceeding with the next phase of stackable chair replacements in FY20 budgeting \$527,150.00 for 5,000 chairs with storage carts. In November 2019, Procurement Staff engaged MityLite, Inc. and obtained a quote for \$759,041.00. MityLite, Inc. cited cost increases attributed to tariffs on metals used in manufacturing and the discontinuation of fabric at their supplier that required a custom order at a premium cost to match the existing chairs. After lengthy negotiations, Procurement Staff was able to obtain a savings of \$137,600.35 reducing the original quote from \$759,041.00 to \$621,440.66 with all applicable freight and sales tax.

Furthermore, Staff have forecasted a future order of 8,400 chairs as the final phase of stackable chair replacements. This final order is designated for use in Ballrooms 6 and 20. In anticipation of placing this order, Procurement Staff negotiated a maximum annual escalation clause for a four (4) year period not to exceed a 5% increase per year. Staff assesses the revised cost and maximum annual escalation to be fair and reasonable and recommends proceeding with placing the purchase order.

STAFF RECOMMENDATION

Approve authorization to purchase 5,000 chairs with storage carts from MityLite, Inc. for \$621,440.66.

ksl
Carol Kim, Budget Committee Chair

RESOLUTION NO. 2020-01

A RESOLUTION OF THE SAN DIEGO CONVENTION CENTER CORPORATION, INC. SUPPORTING THE "YES FOR A BETTER SAN DIEGO" CITIZEN INITIATIVE MEASURE

WHEREAS, the "Yes For a Better San Diego" citizen initiative measure has qualified to appear on the March 3, 2020 ballot in the City of San Diego; and

WHEREAS, the "Yes For a Better San Diego" citizen initiative measure will fund civic needs, including the expansion, modernization, promotion and operation of the San Diego Convention Center; and

WHEREAS, the San Diego Convention Center has a regional economic impact of \$1.3 billion and the San Diego tourism industry has a regional economic impact of \$20 billion; and

WHEREAS, the San Diego Convention Center brings more than 800,000 visitors to San Diego each year; and

WHEREAS, the San Diego Convention Center is responsible for the contracting of more than 800,000 hotel room nights annually and direct attendee spending in the region of approximately \$700 million annually; and

WHEREAS, the "Yes For a Better San Diego" citizen initiative measure will allow the San Diego Convention Center to attract approximately 50 more annual events and more than 300,000 attendees, increasing the average total attendance to over 1.1 million annually; and

WHEREAS, a robust convention and tourism sector support tens of thousands of local jobs; and

WHEREAS, the "Yes For a Better San Diego" citizen initiative measure has earned the support of a broad coalition that includes employee groups at San Diego Convention Center; and

WHEREAS, the San Diego Convention Center Corporation supports and advances increased tourism in the San Diego region and regional economic prosperity.

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the San Diego Convention Center Corporation hereby adopts this resolution supporting the "Yes For a Better San Diego" citizen initiative measure; and

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BE IT FURTHER RESOLVED that the Board finds that this action is not a “project” as defined by the California Environmental Quality Act (“CEQA”).

PASSED, APPROVED and ADOPTED this 28th day of January, 2020 by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

Jaymie Bradford, Chair

ATTEST:

Allan Farwell, Secretary of the Board

DRAFT

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

TO: Board of Directors

FROM: Carol Kim, Budget Committee Chair

DATE: For the Agenda of January 28, 2020

RE: Authorization to Modify Contract with Digital Conventions, LLC.

BACKGROUND

On January 07, 2019, the San Diego Convention Center Corporation (“Corporation”) entered into a contract with Digital Conventions, LLC to be the preferred provider for digital signage throughout the San Diego Convention Center. The initial term of the contract terminates on June 30, 2024 with a contract option to extend for an additional five (5) year period. The initial structure of the contract had two (2) distinct revenue streams, each with their own revenue sharing commission:

1. “Event Digital Signage” for all digital signage used in direct connection with an event such as event organizers, exhibitors, sponsors, etc.
2. “Digital Advertising” for all digital signage advertising without direct association to an event such as restaurants, retails, etc.

Phase 1 of the digital signage network has been very successful to date with revenues in FY 20 on target to exceed budget and original FY 21 forecast. Corporation’s revenue share percentage by category under the current commission structure:

Year(s)	Event Digital Signage	Digital Advertising
1	15%	60%
2-5	20% of first \$500,000 of revenue, 25% of all revenue in excess	60%

DISCUSSION

Corporation and Digital Conventions staff recognize the opportunity to generate revenue is limited by the digital signage assets in inventory. As such, it is in both parties’ mutual interest to increase this inventory and expedite future asset phases. Corporation staff engaged in negotiations with Digital Conventions to negotiate equitable terms to expedite the installation of Phase 2 and 3 assets with a combined estimated value of \$1,042,071.

Staff recommends the following for approval:

1. Exercise contract option to extend for additional five (5) year period through June 30, 2029.
2. Amend commission structure to support expediting Phase 2 & 3 assets and future direction of the business partner relationship. This includes merging “Event Digital Signage” and “Digital Advertising” revenue streams into a single revenue stream for all services with a flat commission percentage shared:

Year(s)	Corporation’s Commission	Digital Conventions Revenue Share
1	15%	85%
2-4	30%	70%
5-6	35%	65%
7-8	42%	58%
9-10	47%	53%

3. Addition of a major capital expenditure clause to offset one-third of Digital Conventions’ new capital investment for phases over \$100,000, subject to approval by the Corporation’s President & Chief Executive Officer with notification to the Board of Directors upon future phase acceptance. This clause offers flexibility for the future should a proposed future phase support a strong return on investment.

Staff conservatively estimates this commission structure will provide Corporation nearly \$6.8 million in commissions over the life of the extended contract. This breaks down to \$2.1+ million in commission during the initial term and \$4.6+ million in commission during the extension term.

Staff estimates the above outlined terms improve Corporation’s position by \$2.4+ million over the extended contract. This breaks down to an improvement of \$536,485 in the initial term and \$1,947,475 in the extension term.

STAFF RECOMMENDATION

Approve authorization to exercise the contract option to extend for an additional five (5) year period with the amended terms proposed hereinabove.

 /5/
Carol Kim, Budget Committee Chair

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

TO: Board of Directors

FROM: Terry Kurtenbach, Executive Director, Human Resources

DATE: For the Agenda of January 28, 2020

RE: Authorization for Placement of Employee Medical and Employer Paid Basic Life, AD&D and LTD Insurance through Marsh & McLennan Agency LLC Company

Background

The Corporation provides full-time employees and their dependents with health insurance including medical, vision, dental, life and long-term disability insurance coverage. These health insurance programs are renewed each year on March 1. Open enrollment, including communication to employees of available benefits and coverage is conducted during the preceding month. Currently, employees are provided a choice of three HMO programs for medical: Kaiser, Health Net and SIMNSA (a cross-border HMO program through Mexico). Employees are also provided an opportunity to buy up to a PPO medical program through Health Net. Marsh & McLennan Agency LLC Company (Marsh) was the Broker of Record for Plan Year 2019.

Discussion

The Corporation directed Marsh to solicit quotes from the insurance providers. Following is comparative information on current and renewal rates for the Plan Year 2020 beginning March 1.

Medical Insurance

This year, Health Net initially came in with a renewal of +10.0% increase, Kaiser +7.7% increase and SIMNSA a +3% increase. Marsh was able to negotiate Health Net down to +7.8% to include a \$6,000 wellness fund and Kaiser to +6.7%. Marsh then requested quotes from all reputable insurance carriers, the results of those efforts were shared with the Incumbent carriers in order to further leverage down the renewals. Health Net and Kaiser recognized there was a strong possibility of losing the business to Aetna so they once again revised their quote. Health Net returned with an offer to takeover Kaiser by proposing three HMO's and a PPO alongside SIMNSA. Health Net also added a ½ month one-time premium credit and a second year rate cap guarantee in addition to the \$6,000 Wellness fund. The guarantee is such that the renewal for 2021 will not exceed +8.5% barring any significant demographic changes. Kaiser came back

and further reduced their inforce renewal to a +5% increase. Although a lower percentage increase, the offer by Health Net helps keep employee and employer premium payments down.

Without compromising quality care, under the proposed Health Net program there will be three plans offered:

SmartCare HMO – A plan that mirrors the benefits of the ExcelCare HMO but with a narrower provider network. This is an affordable option in line with Kaiser's premiums.

Network:

- Rady Children's Health Network
- Sharp Community Group
- Sharp Rees-Stealy.

ExcelCare HMO – Currently offered to SDCCC full time employees. This plan has a wider selection of providers. Most notable networks are:

Network:

- Mercy Physicians Medical Group
- Rady Children's Health Network
- Sharp Community Group
- Sharp Rees-Stealy.
- UC San Diego

PPO – A Preferred Provider Organization – Access to a broader in-network provider list as well as out-of-network providers at a higher cost share. We have this option now.

Health Net offers a continuity of care assistance policy (COCA) for qualifying conditions and provider requirements under the COCA. An example is, existing Kaiser Participants who undergo surgery shortly before the plan conversion can still access their existing network for post-operative care for a few months following surgery.

After much discussion and review, we recommend the elimination of Kaiser medical this year. After an extensive review of available options, including an option to remain status quo, our recommendation is for Health Net to take over the Kaiser population and SIMNSA to remain as is. This will result in a -0.2% savings for the 2020 program compared to the current program (medical dental, vision, life/disability, etc.).

Dental and Vision

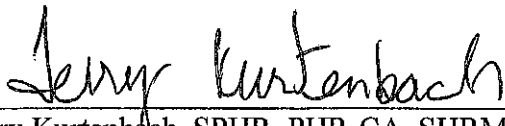
We are currently in a rate guarantee for dental with United Concordia ending February 28, 2021. For vision, we are currently in a rate guarantee with MES ending February 28, 2023.

Basic Life, Accidental Death & Dismemberment (AD&D) and Long Term Disability (LTD)

The Mutual of Omaha employer paid, Basic Life, AD&D and LTD plans renewal came in with a two year rate pass (0% increase).

RECOMMENDATION

Authorize the renewal of all medical and basic life, AD&D and LTD plans as described in the summary above, through the brokerage services of Marsh & McLennan Agency LLC Company. In total, the specific coverage for Plan Year 2020 will result in an approximate -0.2% (-\$4,344) savings in annual premium.

A handwritten signature in black ink, reading "Terry Kurtenbach". The signature is written in a cursive, flowing style. The first name "Terry" is written with a large, looped 'T'. The last name "Kurtenbach" is written with a series of connected loops and a long, sweeping tail that extends to the right.

Terry Kurtenbach, SPHR, PHR-CA, SHRM-SCP
Executive Director, Human Resources

SAN DIEGO CONVENTION CENTER CORPORATION
MEMORANDUM

TO: Board of Directors
FROM: Rip Rippetoe, President & CEO
DATE: January 28, 2020
RE: President & Staff Report

Core Value: Courage – It is not the absence of fear, but the ability to move forward in the face of fear

- Thanks to the Executive Team and Rita De la Fuente for helping to construct the content of this report.

Executive:

We made two significant staff changes since our last Board Meeting.

First, I promoted Andy Mikschl to Chief Sales and Revenue Officer. Andy is a 20+ year employee. He has contributed to our success over the years and has administered our contract with the SDTA. He will continue his sales, services and advertising responsibilities. He has now also absorbed the Business Development Function as well.

Secondly, we welcome Maren Dougherty to the SDCCC. She assumed the Director of Marketing and Communications role on January 7th. Maren brings great experience in executive leadership including her previous position at the Autry Museum of the American West. She is an accomplished journalist and has led detailed work teams. Please join us in welcoming Maren to our team.

Business Development:

The following project opportunities are currently under development:

- *Lobby Advertising:*
 - Adwalls advertising sales have begun, first clients booked.
 - Phase 2 location discussions with Digital Conventions have begun, including increased revenue. New agreement will be presented at the January Board meeting.

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- *Partnerships and Sponsorship*
 - FedEx – Current agreement expires June 30, 2020. Awaiting a proposal from Fed Ex that will generate additional commissions with increased service offerings.
 - Pepsi – Pepsi and SDCCC are jointly adding new sustainable products to our threshold. We are tracking ahead of years one and two on volume.
 - Ride Share – We have one of the companies coming in February for a site visit of the building during a mass egress.
- *Owned and Operated/ Event Partnerships:*
 - We continue to investigate feasibility in these event areas.
 - We are in contact with Esports and Youth Sports Event Producers.
- *Grants*
 - Exploring opportunities for grants for needs in Security.

Customer Service Updates:

- We are in the process of renovating the Mothers Lounge in Lobby E. We estimate the project to be completed by early spring.
- We have added two new water bottle filling stations in the 6A Lobby and Ballroom 20 Lobby and will be adding 7 additional filling stations during FY21 .
- We have finalized the newly revised client survey. We have tested it with a few clients and are just starting to send it to all clients this month. We will provide details at upcoming Board meetings.
- Digital Conventions is in the process of adding additional signs on the lower level of the East Building for even more client opportunities
- We have exclusive rights to cleaning services inside the venue. However, until the recent past, we had allowed exhibitors to vacuum their own space. This option has become a work around for Exhibitor Appointed Contractors. Therefore, starting in July, only SDCCC staff will be allowed to vacuum exhibit booths in the venue. Clients were notified in November, 2019 that we are assuming these services exclusively.
- We are moving to a hosted coat and luggage check system. This means we will charge the client for labor only, but will no longer be taking payment from attendees. It was always intended as a service and has not generated significant revenue.

Capital and Repair/Maintenance Project Updates:

- **Projects:**
 - Emergency repair to water line break completed 1/21/20
 - Emergency repair to ceiling disintegration in Lobby 6 complete by 2/8/20

Agenda Item 8

- All Public Lobby Spaces Painted and Carpeted (3 levels) (just completing all punch list items) – Completed.
- P2 Sewer Pipe Replacement completed – Completed.
- Tides Flooring Replaced – Completed.
- Added New Air Compression System Halls E-H– Completed.
- Air Duct Replacement (just adding insulation) – Completed.
- New Audio System Installation – Completed.
- Concrete Repairs on terraces – Completed.
- New Fire Alarm Testing - ongoing.
- New Dishwasher Installation – Completed.
- New Pot Washer Installation – Completed.
- Central Plant Assessment – Completed.
- Sail concrete floor stripped and resealed.

General Venue Updates/Initiatives:

- Our 3rd Annual First Responders breakfast in December was well attended and considered a success. We have received a great deal of positive feedback from the participants. It is a great opportunity to recognize the citywide teams of responders and for our team to put names and faces together with our first responder community.
- All internal teams and partners are being provided Active Shooter training.
- All departments are working on reviewing and updating department SOP's.
- We are working with Comic-Con through the extensive Port permitting process. Jointly, we are seeking to gain a 5 year permit to temporarily close Harbor Drive directly in front of the venue during the show.

Outreach:

- 12/3/19 Facility Tour for Southwestern College School of Hospitality and Culinary Arts
- 12/4/19 Port of SD Green Business Network 2019 Sustainable Achievement Award
- 12/5/19 First Responders Appreciation Breakfast at SDCC
- 12/6/19 Donation Drive – Can openers for Salvation Army
- 12/8/19 Season's Showcase – 30th Anniversary Community Event
- 12/18/19 Staff Volunteer event – USO Giving Tree
- 1/13/20 Facility Tour for City of Chula Vista Sustainability Committee
- 1/21/20 Donation Drive – Toiletries and blankets for FBI Victims Specialists

Agenda Item 5.J



SAN DIEGO CONVENTION CENTER/ SHORT TERM SALES JANUARY 2020 SALES ACTIVITY REPORT



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

SHORT TERM BOOKING ACTIVITY

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

		FY20	FY19	CUMULATIVE	CUMULATIVE
		DECEMBER 2019	DECEMBER 2018	FYTD 2020	FYTD 2019
DETAILS	EVENTS	10	9	50	49
	ATTENDANCE	22,785	17,900	79,102	107,245
	ROOM NIGHTS	5,452	4,850	13,900	11,165
	RENTAL REVENUE	\$289,725	\$245,899	\$1,008,087	\$990,094

FY20 PERCENT TO GOAL

Convention Center Rental Revenue

	GOAL	YTD	PERCENT TO GOAL
FY19 PERCENT TO GOAL	2,600,000	\$1,008,087	38.8%

CONTRACTED SHORT TERM EVENTS/ DECEMBER 2019

EVENT NAME	EVENT DATES		PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Limbs & Things /Simulation In Healthcare	01/18/20	01/18/20	15	0	0	\$575
Ultimate Photography Crash Course	02/12/20	02/12/20	300	0	0	\$3,240
Star/Pal Celebrity Luncheon	04/30/20	05/01/20	500	0	0	\$5,400
DigitalBGA	04/30/20	04/30/20	270	0	0	\$8,050
CA Peace Officers Association	09/13/20	09/14/20	1,200	284	902	\$32,000
South County Economic Development	10/01/20	10/02/20	500	0	0	\$7,200
Energy Storage North America	11/08/20	11/09/20	2,000	430	1,440	\$36,160
Oceanology International Americas 2021	02/13/21	02/15/21	2,500	100	450	\$44,100
Sharp Healthcare Employee Meeting	04/05/21	04/08/21	14,000	0	0	\$107,750
CA ED Tech Professionals Assn./CITE 2024	11/18/24	11/20/24	1,500	925	2,660	\$45,250
TOTAL			22,785		5,452	\$289,725

CONTRACTED SHORT TERM EVENTS FYTD

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Eid UL-Adha Prayer Service	08/13/19	4,500	0	0	\$10,965
Dragon Ball	09/15/19	600	0	0	\$7,350
VGM OPGA Reception	09/25/19	200	0	0	\$ 1,725
National Cooperative	10/21/19	75	0	0	\$1,150
Cal Western School of Law	04/20/20	2,300	0	0	\$12,525
San Diego Start Up Week	05/30/20	3,000	0	0	\$19,552
Navy Gold Coast	09/02/20	1,500	136	325	\$51,600
Shamrock Expo	09/02/20	1,600	300	340	\$24,000
Guajarati Cultural Dance	10/25/20	1,000	0	0	\$4,900
San Diego Travel & Adventure Show	01/20/21	10,000	80	226	\$31,320
National Demolition Association	03/02/22	1,500	450	1,829	\$62,700
Donor Drive ICW	09/28/19	15	0	0	\$1,150
Energy Utility & Environment Conf.	10/02/19	100	0	0	\$2,300
AMVAC Environmental	10/17/19	12	0	0	\$575
Pokémon	12/08/19	900	0	0	\$14,800
Assoc. of Radiation Oncology Program	02/26/20	50	0	0	\$575
BPI West	03/19/21	400	250	720	\$63,925
Advanced Auto Battery Conference	07/01/21	750	260	1,120	\$37,325
Cardinal Professional Products	10/17/19	10	0	0	\$575
World System Builder	11/09/19	3,500	0	0	\$16,400
Central California Spirit Championship	03/14/20	2,500	0	0	\$15,075
2020 Women In Engineering International Leadership	05/18/20	1,000	163	430	\$43,450
Girl Scouts San Diego	08/29/20	650	0	0	\$15,400
Industrial Environmental Association	09/30/20	500	0	0	\$14,400
Aloha San Diego	02/20/21	2,500	60	65	\$13,600
Western Turbine Users Inc.	03/13/23	1,200	680	2,173	\$56,800

CONTRACTED SHORT TERM EVENTS FYTD(cont.)

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
TechMed3D	09/25/19	100	0	0	\$1,150
Syngenta Customer Meetings	10/15/19	30	0	0	\$1,725
Beautiful Dying Expo 2019	11/01/19	950	0	0	\$3,450
An Evening with Dr. Zahi Hawass	05/06/20	2,000	0	0	\$8,200
San Diego Fall Home Show 2020	08/20/20	5,000	0	0	\$24,600
Bridal Bazaar 2021	01/15/21	4,000	0	0	\$24,000
BPI West 2022/Knect 365 US Inc.	03/13/22	400	245	770	\$66,600
9minute Solar ICW Energy Storage	11/06/19	25	0	0	\$575
November Project	11/08/19	100	0	0	\$1,500
WIN Reality Demos	12/09/19	100	0	0	\$1,725
Financial Management Transformation	02/11/20	300	150	450	\$14,950
Advanced Technology Intl	03/05/20	500	0	0	\$7,200
Functional Food Center	08/29/20	950	0	0	\$3,600
Taking Care of Your Diabetes	10/30/21	1,500	0	0	\$26,950
Limbs & Things I/Simulation In Healthcare	01/18/20	15	0	0	\$575
Ultimate Photography Crash Course	02/12/20	300	0	0	\$3,240
Star/Pal Celebrity Luncheon	04/30/20	500	0	0	\$5,400
DigitalBGA	04/30/20	270	0	0	\$8,050
CA Peace Officers Association	09/13/20	1,200	284	902	\$32,000
South County Economic Development	10/01/20	500	0	0	\$7,200
Energy Storage North America	11/08/20	2,000	430	1,440	\$36,160
Oceanology International Americas 2021	02/13/21	2,500	100	450	\$44,100
Sharp Healthcare Employee Meeting	04/05/21	14,000	0	0	\$107,750
CA ED Tech Professionals Assn./CITE 2024	11/18/24	1,500	925	2,660	\$45,250
TOTAL		79,102		13,900	\$1,003,087



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PRIMARY MARKET

Conventions, Trade Shows, Corporate & Incentive Events

	FY20 DECEMBER 2019	FY19 DECEMBER 2018	CUMULATIVE FYTD 2020	CUMULATIVE FYTD 2019
DEFINITE				
CONVENTIONS	3	3	10	17
ATTENDANCE	20,200	11,000	75,600	99,275
ROOM NIGHTS	33,632	27,637	152,633	171,444

	FY20 DECEMBER 2019	FY19 DECEMBER 2018	CUMULATIVE FYTD 2020	CUMULATIVE FYTD 2019
TENTATIVE				
CONVENTIONS	9	6	59	50
ATTENDANCE	52,553	82,200	853,603	892,775
ROOM NIGHTS	106,464	313,474	1,116,496	1,145,704

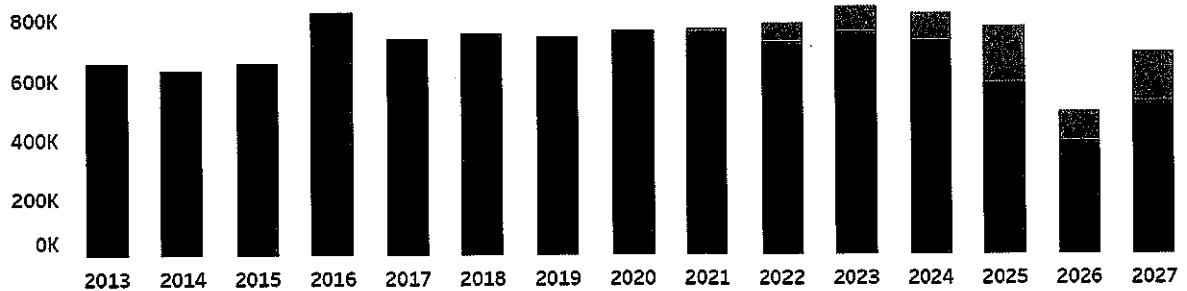
FY19 PERCENT TO GOAL FOR FUTURE BUSINESS

ROOM NIGHTS

	GOAL	YTD	PERCENT TO GOAL
FY19 PERCENT TO GOAL	900,000	152,633	17%

ROOM NIGHT SUMMARY

Figures based on calendar year.



Tentative Room Nights									11K	60K	84K	87K	186K	101K	163K
Definite Room Nights	649K	624K	650K	819K	728K	746K	732K	756K	753K	719K	751K	725K	583K	379K	520K
Definite Conventions	53	51	49	49	43	43	57	54	52	48	41	34	23	20	20

DEFINITE EVENTS BREAKDOWN*Conventions, Trade Shows, Corporate & Incentive Events, December 2019*

Account Name	Event Begin Date	Event End Date	Peak Room Nights	Estimated Attendance	Definite Room Nights
AFCEA International	2/7/2026	2/13/2026	1,545	9,000	6,337
American Society for Mass Spectrometry	5/29/2026	6/4/2026	3,200	7,000	17,280
Society for Simulation in Healthcare	1/19/2028	1/22/2028	2,185	4,200	10,015
TOTAL			6,930	20,200	33,632

BREAKDOWN OF LOST BUSINESS

DECEMBER 2019 LOST REASONS	BOOKINGS	% TOTAL ROOM NIGHTS	TOTAL ROOM NIGHTS
NOT HAVING SPACE	2	14%	8,232
LOST TO ANOTHER DESTINATION	0	0%	0
NOT HAVING PREFERRED DATES	3	49%	28,600
DUE TO COST	0	0%	0
CHANGES IN THE ORGANIZATION	1	37%	21,200
TOTAL	6	100%	58,032

SITE INSPECTIONS

- AMERICAN CONGRESS OF REHABILITATION MEDICINE
- BIOPHYSICAL SITE
- JAMF
- NATIONAL RURAL ELECTRIC COOPERATIVE ASSOCIATION SITE
- SHOPPERS DRUG MART
- SOCIETY FOR LABORATORY AUTOMATION & SCREENING
- THE UNITED ASSOCIATION OF JOURNEYMEN AND APPRENTICES OF THE PLUMBING AND PIPE FITTING INDUSTRY OF THE UNITED STATES & CANADA/CONVENTION SERVICES UNLIMITED (UA)
- WORLD@WORK

CLIENT APPOINTMENTS

- AMERICAN ACADEMY OF OTOLARYNGOLOGY, HEAD & NECK SURGERY FOUNDATION
- AMERICAN COLLEGE OF SURGEONS
- AMERICAN CONGRESS OF REHABILITATION MEDICINE
- AMERICAN HEART ASSOCIATION
- AMERICAN ORTHOTIC AND PROSTHETIC ASSOCIATION
- AMERICAN SOCIETY FOR HUMAN GENETICS
- AMERICAN SOCIETY FOR MICROBIOLOGY
- AVID LEARNING CENTER
- COMIC-CON & CITY OF SAN DIEGO
- ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE
- FENCETECH
- GARTNER, INC.
- LPL FINANCIAL
- MULTIMEDIA ANIMAL CARE, LLC
- NATIONAL ASSOCIATION OF REALTORS
- NATIONAL SCHOOL BOARDS ASSOCIATION
- PCMA
- SAN DIEGO HOLIDAY BOWL
- SMITHBUCKLIN
- SOCIAL MEDIA MARKETING WORLD
- SOCIETY FOR SIMULATION IN HEALTHCARE
- UNITED FRESH PRODUCE ASSOCIATION

INDUSTRY APPOINTMENTS

- ASSOCIATION FORUM HOLIDAY SHOWCASE
- CVB REPS CLIENT HOLIDAY EVENT
- DESTINATION INTERNATIONAL
- DESTINATION REPS
- GMC PCMA HOLIDAY MIXER
- HYATT DC CLIENT HOLIDAY PARTY
- PCMA ANNUAL CONVENING LEADERS CONFERENCE
- PCMA PLANNING COMMITTEE MEETINGS FOR CAPITAL CHAPTER CONVENING LEADERS RECEPTION
- SAN DIEGO TOURISM AUTHORITY HOLIDAY BREAKFAST

FY20 Citywide Sales Definite and Tentative Bookings

As of 1/23/2020

NSD	Account Name	MEETING DATE	TOTAL # RN's	PEAK # RN's	ATTENDANCE	RATING (1)	CONFIRMATION	CONFIRMED DRNs	FACILITY RENTAL	NEXT STEP
Dave Matta	Society of Hospital Medicine	Apr-28		2,400	3,500	D	Jun-20	8,650	\$58,395	
Maria Andriola	NCAA	Jan-31		2,700	3,450	D	Sep-19	9,615	\$79,815	
Maria Andriola	NCAA	Jan-37		2,700	3,450	D	Sep-19	9,615	\$79,815	
Lynn Whitehead	Society for Personality & Social Psychology	Feb-24		1,250	4,000	D	Oct-19	4,500	\$30,855	
Anne Hartley	SPIE	Aug-24		1,250	5,000	D	Jun-20	5,969	\$130,228	
Lynn Whitehead	American Urological Association	May-35		9,700	18,000	D	Dec-19	40,326	\$270,000	
Lynn Whitehead	American Urological Association	May-29		9,700	18,000	D	Dec-19	40,326	\$234,993	
Damara Gomez	West 2026	Feb-26		1,545	9,000	D	Mar-20	6,337	\$119,900	
Jacqueline Scott	American Society for Mass Spectrometry	Jun-26		3,600	7,100	D	Mar-20	17,280	\$175,054	
Maria Andriola	Society for Simulation in Healthcare	Jan-28		2,185	4,200	D	Jan-20	10,015	\$65,906	
Angie Ranalli	Society of Critical Care Medicine	Jan-27		2,800	6,000	D	Mar-20	12,709	\$144,819	
Angie Ranalli	American Congress of Rehabilitation Medicine	Oct-28		1,200	2,000	D	Jan-20	4,822	\$76,882	
Dave Matta	Drug Information Association	Jun-29		4,282	7,500	D	May-20	18,740	\$195,000	
Jacqueline Scott	Outreach	Jun-21		2,200	4,000	D	Feb-20	5,000	\$127,700	
Jacqueline Scott	Outreach	Apr-22	5,105	2,200	4,000	1	Feb-20			
Jacqueline Scott	Outreach	Apr-23	5,105	2,200	4,000	1	Feb-20			
Jacqueline Scott	Outreach	Apr-24	5,105	2,200	4,000	1	Feb-20			
Lynn Whitehead	American Speech-Language-Hearing Association	Nov-37	16,790	4,800	13,000	1	Feb-20			
Lynn Whitehead	American Trucking Assn	Oct-25	6,512	1,600	3,000	1	Mar-20			
Lynn Whitehead	Solid Waste Assn of America	Dec-22	2,700	1,000	1,000	1	May-20			
Lynn Whitehead	American Geophysical Union	Dec-28	48,224	8,800	25,000	1	May-20			
Angie Ranalli	PCMA	Jan-24	12,637	3,063	4,000	1	Jun-20			
Angie Ranalli	American Academy of Dermatology	Mar-36	27,060	6,000	18,000	1	Mar-20			
Jacqueline Scott	Teradata	Oct-25	7,290	1,500	2,500	1	Mar-20			
Jacqueline Scott	NEURIPS	Dec-25	25,000	5,000	20,000	1	Jun-20			
Jacqueline Scott	Chic-Filet	Jan-23	19,346	5,115	9,053	1	Apr-20			
Anne Hartley	AVID	Jun-24	9,149	2,900	5,000	1	Apr-20			
Anne Hartley	AVID	Jun-25	9,189	2,967	5,000	1	Apr-20			
Anne Hartley	AVID	May-26	9,189	2,967	5,000	1	Apr-20			
Jacqueline Scott	Teradata	Sep-24	7,290	1,500	2,500	2	Mar-20			

FY20 Citywide Sales Definite and Tentative Bookings

As of 1/23/2020

NSD	Account Name	MEETING DATE	TOTAL # RN's	PEAK # RN's	ATTENDANCE	RATING (1)	CONFIRMATION	CONFIRMED DRNs	FACILITY RENTAL	NEXT STEP
Jacqueline Scott	Elucian	Apr-30	28,183	6,500	9,000	2	Mar-20			
Anne Hartley	Cisco Live	May-26	59,604	12,000	28,000	2	Jun-20			Or ATS?
Anne Hartley	Rock & Roll	May-23	9,865	4,000	40,000	2	May-20			
Anne Hartley	Rock & Roll	May-25	9,865	4,000	40,000	2	May-20			
Anne Hartley	Autodesk	Sep-28	24,300	5,775	24,300	2	May-20			
Anne Hartley	Social Media Marketing	Mar-23	5,777	1,650	4,200	2	May-20			
Phyllis Azama	American Diabetes Assn	Jun-29	49,541	12,000	20,000	2	Jun-20			
Dave Matta	American Thoracic Society	May-33	36,150	6,000	11,000	2	May-20			
Dave Matta	American Thoracic Society	May-30	36,150	7,750	14,500	2	May-20			
Dave Matta	American Thoracic Society	May-36	36,150	7,750	14,500	2	May-20			
Dave Matta	Deloitte	Dec-22	22,000	6,500	6,500	2	Mar-20			
Lynn Whitehead	American Orthotic & Prosthetic Assn	Sep-24	4,147	1,200	2,000	2	May-20			
Lynn Whitehead	American Geophysical Union	Dec-35	48,224	8,800	25,000	2	May-20			
Lynn Whitehead	Health-System Pharmacists	Jun-23	5,806	1,350	2,000	2	Jun-20			
Lynn Whitehead	BIO	Jun-30	39,545	8,000	17,000	2	Jun-20			
Lynn Whitehead	BIO	Jun-32	39,545	8,000	17,000	2	Jun-20			
Lynn Whitehead	BIO	Jun-34	39,545	8,000	17,000	2	Jun-20			
Angie Ranalli	Association for Healthcare Resource & Materials Mgt	Aug-25	3,155	1,000	3,155	2	Mar-20			
Angie Ranalli	Amer Assn of Nurse Anesthetists	Aug-24	5,622	1,250	3,450	2	Mar-20			
Maria Andriola	CABi	Jan-25	6,230	1,500	4,000	2	Mar-20			
Maria Andriola	American Heart Assn Stroke Conference	Feb-28	9,100	2,500	5,500	2	Mar-20			Changing pattern to Sun-Wed
Maria Andriola	American Heart Assn Scientific Sessions	Nov-35	50,000	10,000	25,000	2	Apr-20			
Phyllis Azama	National Association of Chain Drug Stores	Aug-27	10,250	2,500	5,000	2	Jun-20			
Phyllis Azama	Heart Rhythm Society	Apr-33	27,620	6,000	11,500	2	Jun-20			
Phyllis Azama	Heart Rhythm Society	Apr-25	27,620	7,000	11,500	2	Jun-20			
Damara Gomez	Irrigation Assn	Dec-21	5,855	1,500	5,000	2	Jun-20			
Dave Matta	Public Responsibility in Medicine	Oct-24	6,565	1,850	2,500	3	May-20			Might add a day which would knock us out
Maria Andriola	Harley-Davidson	Aug-22	12,448	3,220	6,000	3	Jun-20			Not ready at this time

FY20 Citywide Sales Definite and Tentative Bookings

As of 1/23/2020

NSD	Account Name	MEETING DATE	TOTAL # RN's	PEAK # RN's	ATTENDANCE	RATING (1)	CONFIRMATION	CONFIRMED DRNs	FACILITY RENTAL	NEXT STEP
Maria Andriola	Anheuser-Busch	Jan-23	9,018	2,500	3,800	3	Jan-20			Working on 21 & 22
Jacqueline Scott	Cetera	Aug-24	13,489	4,025	4,200	3	Mar-20			
Jacqueline Scott	AAHOA	May-27	10,726	2,600	3,500	3	Mar-20			
Lynn Whitehead	Womans Business Enterprise National Council	Jun-21	5,657	1,563	2,000	3	Jun-20			
Lynn Whitehead	National Parking Assn	Sep-22	2,940	1,000	1,600	3	Mar-20			
Lynn Whitehead	Society for Nutrition	Jun-22	5,200	1,500	3,000	3	Mar-20			
Damara Gomez	American Society for Radiation Oncology	Sep-30	35,550	7,000	12,000	3	Mar-20			
Damara Gomez	American Nurses Creditentially Center	Sep-24	23,945	7,000	8,500	3	Feb-20			
Maria Andriola	Ameriprise Financial	Jul-22	7,454	1,605	2,800	3	Apr-20			Comp is Anaheim
Phyllis Azama	Natl Assn of School Boards	Apr-29	24,042	5,500	7,000	3	Jun-20			
Phyllis Azama	Soc of Toxicology	Mar-29	20,024	4,000	5,000	3	Jun-20			
Phyllis Azama	National Indian Gaming	Apr-26	8,500	2,500	8,000	3	Mar-20			
Phyllis Azama	Society of Interventional Radiology	Apr-24	9,746	2,200	5,500	3	Apr-20			
Jacqueline Scott	Educause	Sep-31	14,952	4,200	7,500	3	Jun-20			Between the 2 Jewish Holidays
Jacqueline Scott	NAHREP	Sep-21	5,045	1,325	1,500	3	Jun-20			
<div>Room Nights</div> <div>Bookings</div>										

Totals	Definites	193,904	14	\$ 1,789,362	
	T1	208,401	15	\$ 9.23	YTD Rental per RN
	T2	647,139	27		
	T3	215,301	17		
	Grand Total	1,264,745	73		