

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

TUESDAY, APRIL 27, 2021, 12:00 P.M.

AGENDA

**(Meeting to be held via teleconference pursuant to
State of California Executive Order N-29-20)**

**Telephone number for members of the public
to observe, listen, and address the meeting telephonically:
1(888) 251-2909 – Access code is 6724115#**

1. Call to Order – Elvin Lai, 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. Board Committee Reports and Board Action Items

Consent Agenda:

A. Approval of Minutes of Board Meeting of March 23, 2021

Action Item(s):

B. Budget Committee (Allan Farwell):

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

**(2) Authorization to Place Property, General and Umbrella Liability,
Workers' Compensation and Directors & Officers Insurance Through
the Brokerage Services of Marsh & McLennan Agency**

(3) Authorization to Amend Contract with Uniform Provider

C. Sales & Marketing Committee (Jeff Gattas)

4. Chair's Report (Elvin Lai)

5. President's Report (Rip Rippetoe)

6. **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 online at visitsandiego.com. Materials distributed to the board after the posting of this agenda also will be available. Please contact Pat Evans at (619)525-5131 or pat.evans@visitsandiego.com if you would like to receive a copy of any material related to an item on this agenda.

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

Agenda Item 3.A

MINUTES* SAN DIEGO CONVENTION CENTER CORPORATION THE BOARD OF DIRECTORS

BOARD MEETING OF MARCH 23, 2021 Via Teleconference

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

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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 – Present
Director Gattas – Present
Director VanDiver – Present
Director Bradford – Present

All Directors were present. 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 February 11 and February 23, 2021.

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

Director Lai – Aye

Director Kim – Aye

Director Farwell – Aye

Director Cota – Aye

Director Gattas – Aye

Director VanDiver – Aye

Director Bradford – Aye

Vote: Unanimous

AYES: 7

NAYS: 0

ABSTENTIONS: 0

Action Item(s):

B. Executive Committee (Elvin Lai)

- (1) Review Draft of Proposed SDCCC Strategic Plan** – Chair Lai reported that the Strategic Ad Hoc Committee had held two meetings and the strategic plan outline is well underway. Over 500 hours of collective work have gone into formulating the plan. Chair Lai thanked staff for making the huge commitment to completing the plan. He also noted that after delving into the plan components, it appears the original completion time-line was overly optimistic and staff would need more time to develop the KPIs and complete the process. A draft of the initial strategic plan will be forwarded to the full Board for review.

Director Bradford stated that it is very important that the strategic plan have staff buy-in versus being heavily board driven. Director Bradford also noted the plan should truly be guiding staff and be helpful to them.

Ms. Mattix reported that the SDCC staff leadership team has taken the lead on establishing the plan's initiatives and goals and would further be formulating the KPIs. The initial draft of the plan was presented to the Ad Hoc Committee to determine if staff and the Board are aligned in terms of expectations. Staff will now complete the process of developing KPIs and present the findings to the full Board for review and ultimately approval. Chair Lai further noted that the planning process has been primarily a staff driven exercise and Ad Hoc Committee members only provide input and direction as needed by staff.

- C. Budget Committee (Allan Farwell)** – Director Farwell reported that on March 2nd, SDCCC staff met, via teleconference, with representatives of the Mayor's office to discuss the SDCCC FY 2022 budget. The parties had an excellent, thorough review of the FY 2022 budget. Director Farwell noted that the Board had received a copy of the proposed budget and he requested that Ms. Mattix provide the Board with a condensed version of the presentation made to the Mayor's office.

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

Directors Kim and VanDiver moved and seconded, respectively, to approve the February Financial Reports from Chief Financial Officer

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

Vote: Unanimous

AYES: 7 NAYS: 0 ABSTENTIONS: 0

(2) Authorization to Approve FY 2022 Budget

Directors Farwell and VanDiver moved and seconded, respectively, to Authorize Approval of the FY 2022 Budget

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

Vote: Unanimous

AYES: 7 NAYS: 0 ABSTENTIONS: 0

(3) Authorization to Approve the FY2022 CIP/Infrastructure and O&M Projections

Directors Gattas and Cota moved and seconded, respectively, to Authorize Approval of the FY2022 CIP/Infrastructure and O&M Projections

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

Vote: Unanimous

D. Sales & Marketing Committee (Jeff Gattas) – Director Gattas reported:

- Mr. Mikschl and Ms. Coker provided an update regarding the status of the “Program of Work.” The revisions to the Program of Work are ongoing and a “special” Board meeting will need to be convened in May to review and approve the document.
- SDTA gave a presentation regarding their updated Citywide sales strategy that will be incorporated into the Program of Work. The presentation reviewed input from the participating focus groups that contributed to the resulting end strategy. Director Gattas recommended that the presentation be presented to the full Board at a future meeting.
- Mr. Mikschl provided an update regarding business currently on the books and discussed the likelihood of the events actually occurring.

4. Chair’s Report (Chair Elvin Lai): Chair Lai reported:

- Staff is working with Federal, County and City representatives to fulfill the humanitarian efforts to house unaccompanied refugee minors who are in transition to permanent placement. The details are being solidified and Mr. Rippetoe will keep the Board apprised of new developments as they occur.
- Two virtual Town Halls were held on Thursday, March 18th. Chair Lai shared the Board’s commitment to helping staff get back to work. Director VanDiver was also introduced to the team. Board members are always welcome to join the Town Hall meetings.
- The Board continues to support staff’s efforts to obtain critical reopening guidelines from the Governor’s office. Those guidelines are needed not only to reassure SDCC customers but to also properly plan the reopening of the center
- The next Board meeting is April 27, 2021 at Noon.

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

- Mr. Rippetoe provided an overview of the process of winding down the Operation Shelter-to-Home and establishing the unaccompanied minor set-up. The new operation is a short-term effort that is scheduled to be complete by the time SDCC is ready to open for convention business. No future business will be displaced and the safe reopening for business at the appropriate time is the Corporation’s first priority.
- The staff lay-off that was scheduled to go into effect next week has been suspended in order to accommodate the unaccompanied minor housing program.
- SDCCC and SDTA are being lauded throughout the industry for their efforts to shepherd California reopening guidelines.
- Director Cota suggested that a SDCCC contractor/labor partner meeting be scheduled after the release of the reopening guidelines.

6. Board Comment [Govt. Code § 54954.2(a)(2)] – Director Cota noted that on the previously approved Consent Agenda, the Minutes of February 11, 2021 should be corrected to eliminate Director Jacobson’s name from Item (1) and to include Director VanDiver’s name in its stead.

7. **Closed Session** – The Board entered into closed session at 1:00 p.m. to discuss:

A. CONFERENCE WITH LEGAL COUNSEL- EXISTING LITIGATION

Govt. Code section 54956.9 (d)(1)- 2 cases

Case No. 37-2020-00008163-CU-OE-CTL

Case No. 37-2020-00008111-CU-WT-CTL

The Board returned to open session at 1:17 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 1:18 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 March 23, 2021 and that said minutes were approved by the Board of Directors on April 27, 2021.

Carlos Cota, Secretary

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: Allan Farwell, Budget Committee Chair

DATE: For the Agenda of April 27, 2021

RE: Review of Property, General and Excess Liability, Workers' Compensation, and Directors & Officers Insurance through the Brokerage Services of Marsh & McLennan Agency

BACKGROUND

The Corporation's Property, General & Excess Liability, Workers' Compensation, and Directors & Officers insurance policies expire April 30, 2021.

DISCUSSION

Three years ago, the Corporation issued a formal Request for Proposal (RFP) to brokers qualified through an initial Request for Qualification (RFQ) process. Through this process, the Corporation awarded Marsh & McLennan Agency (Marsh) an initial term of three years with the option to extend for two additional one-year periods. This year staff exercised the one-year option and selected incumbent, Marsh to submit a comprehensive insurance package for all of the Corporation's insurance policies.

Staff comprised of the CFO, Executive Director of Human Resources, and the Director of Finance & Risk Management reviewed the submitted quotes. Additionally, representatives from the City of San Diego and the Unified Port of San Diego were involved in the review of the property insurance portion of the process. Final evaluation results considered package premium costs, claims and loss control services, the extent to which coverage meets specifications, and financial stability.

Property

Affiliated FM (Incumbent) submitted a comprehensive all risk property package, with a total insured value of \$772,000,000. Total premiums (before allocations to the City of San Diego and the Port of San Diego) came in at \$351,800, which is \$75,300, or 27% higher than the expiring policy. The Corporation's share of net premium (after deducting for amounts to be billed back to the City and the Port) is \$282,500, an increase of \$60,400, or 27% compared to the expiring policy. This year's increased rate is due to the continued hardening property market, with shrinking capacity and increasing insurance costs.

Staff recommends authorizing Marsh to renew property policy with the incumbent, Affiliated FM.

General Liability

With the Convention Center currently operating as an emergency intake site, securing liability insurance was difficult as many carriers were not willing to underwrite this type of risk. However, Marsh working with our incumbent (Scottsdale Indemnity) was able to negotiate the following proposal:

- For the convention related business, Scottsdale Indemnity will provide general liability policy for \$1,000,000 base coverage, including a single occurrence deductible of \$100,000 for an estimated premium of about \$20,000, which is comparable to the expiring policy. However, this policy excludes the Artemis Operations.
- For the Artemis Operations, Scottsdale Indemnity will write a short-term policy (5/1/2021 to 8/1/2021) that will provide \$5,000,000 of general liability limits, including a single occurrence deductible of \$100,000 for an estimated premium of about \$20,000.

Staff recommends authorizing Marsh to renew general liability policy with the incumbent, Scottsdale Indemnity.

Excess Liability

The Corporation is required to maintain comprehensive excess liability insurance with limits of \$50 million. However, for this upcoming policy period, The City of San Diego and The Unified Port District agreed to reduce the liability limit temporarily to \$25 million through an Operating Memorandum. Due to the Artemis Operations, Marsh is able to secure only \$10 million excess liability limits from Scottsdale Indemnity. They will secure the remaining balance of \$14 million once the Artemis Operation ends on 8/1/2021. The premium is estimated at \$22,000 for the \$10 million and TBD for the \$14 million.

Workers' Compensation

The recommended workers compensation program is written through incumbent, Travelers. As with the current year's program, the proposed Travelers program is a high deductible (\$250,000 per claim) program requiring a fixed base of non-refundable premiums, assessments, and fees totaling \$190,700, an increase of \$49,200, or 35% higher, than the expiring program. The net workers' compensation rate is \$1.30 per \$100 of payroll, 66% higher than the expiring policy. The increased rate is mainly due to projected decreased payroll (the carrier increased their rate to target a fixed minimum premium) along with Artemis Operation and negative trends in claim costs causing premium increases. The Travelers package does not require an additional collateral contribution. Including projected claim costs of \$350,000, the overall program costs are expected to be approximately \$540,700 for the policy year.

As a comparison to the high deductible program, we received two competing quotes for a guaranteed

premium package ranging from \$650,000 to \$750,000. Based on the high cost of the guaranteed premium program, the large deductible program will likely yield significant cost avoidance over the guaranteed premium program.

Staff recommends authorizing Marsh to renew workers' compensation policy with the incumbent, Travelers.

Directors & Officers (Including Employment Practice, Fiduciary Liability, and Crime)

Marsh submitted a package written through the incumbent, Zurich. The one-year policy provides a \$3,000,000 coverage limit, a \$100,000 retention for Directors & Officers, and \$250,000 for Employment Practice. Due to the Artemis Operation, deductibles for Employment Practice 1st and 3rd party claims increased from \$125,000 to \$250,000 and \$500,000, respectively. Total premiums came in at \$65,500, an increase of \$8,500, or 15%, compared to the expiring policy.

Staff recommends authorizing Marsh to renew Directors & Officers policy with the incumbent, Zurich.

STAFF RECOMMENDATION

Budget Committee recommends to the Board authorization to place Property, General and Excess Liability, Workers' Compensation, and Directors & Officers Insurance through the brokerage services of Marsh & McLennan Agency as detailed in the discussion above.

/s/

Allan Farwell
Budget Committee Chair

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: Allan Farwell, Budget Committee Chair

DATE: For the Agenda of April 27, 2021

RE: Authorization to Extend Contract with Specialty Apparel

BACKGROUND

Corporation provides uniforms, including the maintenance and cleaning of those uniforms, to full-time and part-time staff working in uniformed positions at the Center. In August 2013, the Corporation entered into a contract with Specialty Apparel to provide uniform rental and maintenance services. The contract was subsequently extended through July 31, 2021.

DISCUSSION

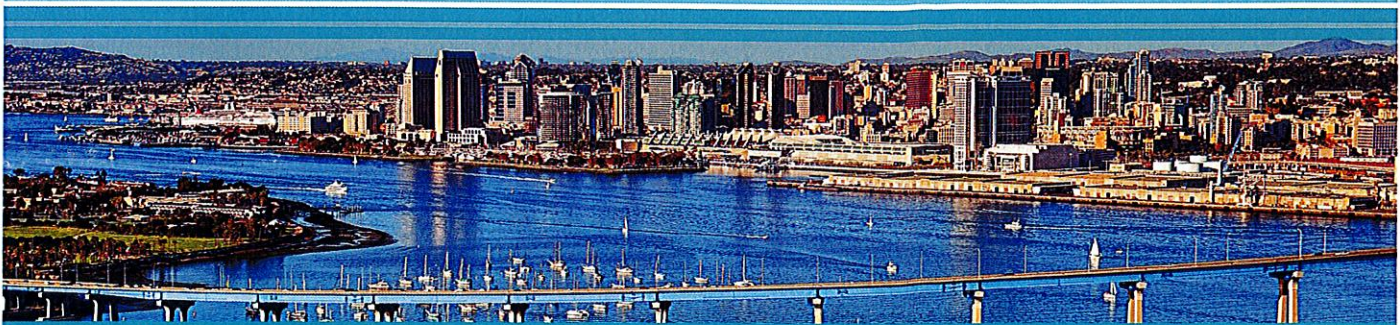
Staff anticipated seeking proposals for a new contract prior to the expiration of the Specialty Apparel contract. However, the COVID-19 pandemic resulted in significant volatility in our uniformed employee count through the unfortunate necessity to lay off employees, rehire for the requirements of the various operations, and in preparation for reopening our doors to events.

Staff feels it is best to extend our existing contract with Specialty Apparel for an additional two-year period through July 31, 2023. This will allow Staff a better opportunity to assess our ongoing needs and a solution that would better fit our future requirements during a period of greater stability. Specialty Apparel has agreed to extend the contract for an additional two years with no price increase.

STAFF RECOMMENDATION

Approve authorization of a two-year contract extension with Specialty Apparel through July 31, 2023.

_____/s/
Allan Farwell
Budget Committee Chair



SAN DIEGO CONVENTION CENTER/ SHORT TERM SALES APRIL 2021 SALES ACTIVITY REPORT



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

SHORT TERM BOOKING ACTIVITY

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

DEFINITE		FY21 MARCH 2021	FY20 MARCH 2020	CUMULATIVE FYTD 2021	CUMULATIVE FYTD 2020
	EVENTS	1	6	16	73
	ATTENDANCE	1,000	11,200	56,158	134,409
	ROOM NIGHTS	45	690	1,474	23,530
	RENTAL REVENUE	\$23,100	\$138,690	\$390,965	\$1,686,332

FY21 PERCENT TO GOAL

Convention Center Rental Revenue

	GOAL	YTD	PERCENT TO GOAL
CONTRACTED RENTAL REVENUE	2,600,000	\$390,965	15.0%

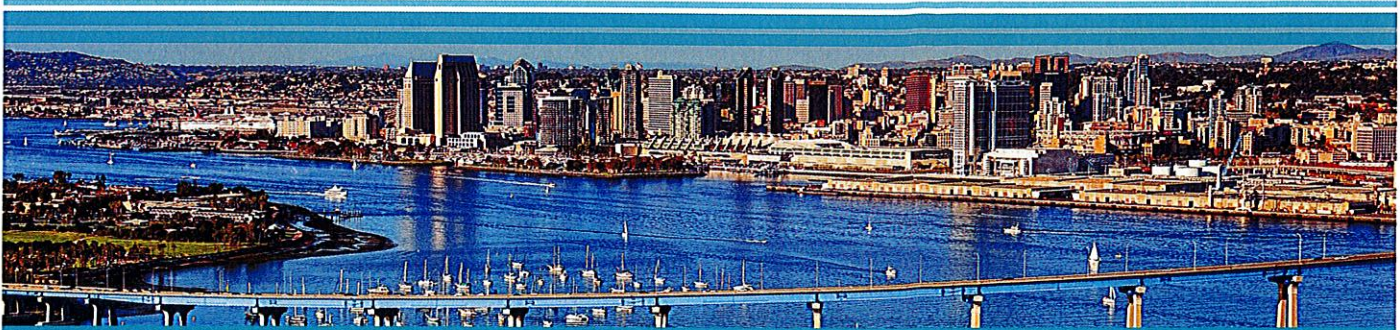
CONTRACTED SHORT TERM EVENTS MAR 2021

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
StarPower Talent Competition 2022	5/13/22	1,000	15	45	\$23,100
TOTAL		1,000	15	45	\$23,100

San Diego Convention Center Short Term Sales April 2021 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ FY21 YTD

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Epic Series Obstacle Challenge	11/21/21	1,500	0	0	\$21,800
Southern CA Rental Housing Conference	04/30/21	3,500	0	0	\$8,200
24 Seven Dance Convention/Break The Floor	03/11/21	650	65	169	\$25,795
Shamrock Expo 2021	05/08/21	1,600	300	340	\$21,800
South County Economic Development Summit 2021	10/05/21	500	0	0	\$7,709
Career Compass Real Estate Success Training 2021	05/06/21	200	0	0	\$3,450
Art San Diego 2021/ Redwood Media Group	09/28/21	10,000	0	0	\$25,830
Taking Control of Your Diabetes-2022	04/29/22	1500	0	0	\$29,600
AKC Meet The Breeds	08/13/21	17,500	160	320	\$53,200
BabyCon San Diego 2021	09/10/21	2,000	0	0	\$5,631
San Diego County Office of Education Equity Conference	01/19/22	1,000	60	120	\$37,200
Sharp All Staff Assembly 2022	03/25/22	14,000	0	0	\$76,250
IEEE/2022 Women In Engineering Conference	06/05/22	1,000	163	480	\$47,000
Summerjax + Lifeproof Photo Shoot	02/09/21	8	0	0	\$800
Career Compass Real Estate Success Training	05/12/22	200	0	0	\$3,600
Starpower Talent Competition 2022	05/13/22	1,000	15	45	\$23,100
TOTAL		56,158		1,474	\$390,965



SAN DIEGO CITYWIDE SALES MARCH 2021 SALES ACTIVITY REPORT

PRIMARY MARKET

Conventions, Trade Shows, Corporate & Incentive Events

DEFINITE	FUTURE YR BOOKINGS	MARCH 2021	MARCH 2020	CUMULATIVE FY2021	CUMULATIVE FY2020
	CONVENTIONS	5	0	15	19
	ATTENDANCE	67,300	0	124,800	153,100
	ROOM NIGHTS	137,926	0	263,200	309,436

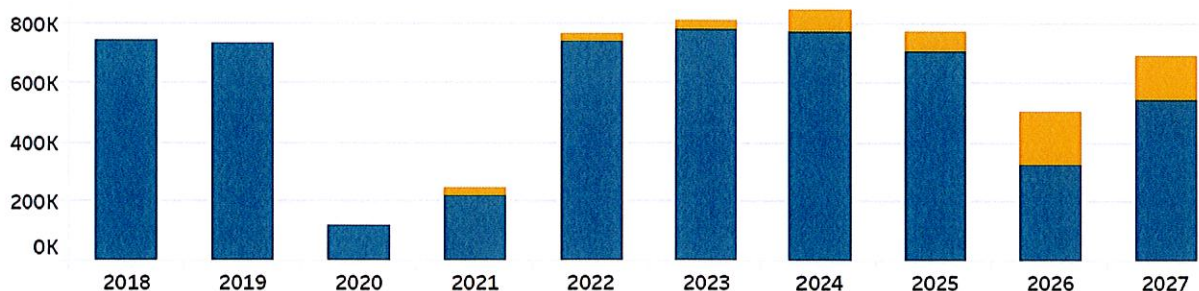
TENTATIVE	FUTURE YR BOOKINGS	MARCH 2021	MARCH 2020	CUMULATIVE FY2021	CUMULATIVE FY2020
	BOOKINGS	6	5	45	71
	ATTENDANCE	45,800	43,000	309,781	938,203
	ROOM NIGHTS	46,914	39,003	562,076	1,237,572

FY21 TOTAL ROOM NIGHTS FOR FUTURE BUSINESS

CUMULATIVE FY2021			
FY21 TOTAL ROOM NIGHTS		263,200	

ROOM NIGHT SUMMARY

Figures based on calendar year.



	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Tentative Room Nights				21K	25K	29K	66K	65K	174K	146K
Definite Room Nights	746K	732K	120K	370K	744K	787K	782K	708K	330K	549K
Definite Conventions	43	57	14	24	54	45	38	27	20	23

DEFINITE EVENTS BREAKDOWN

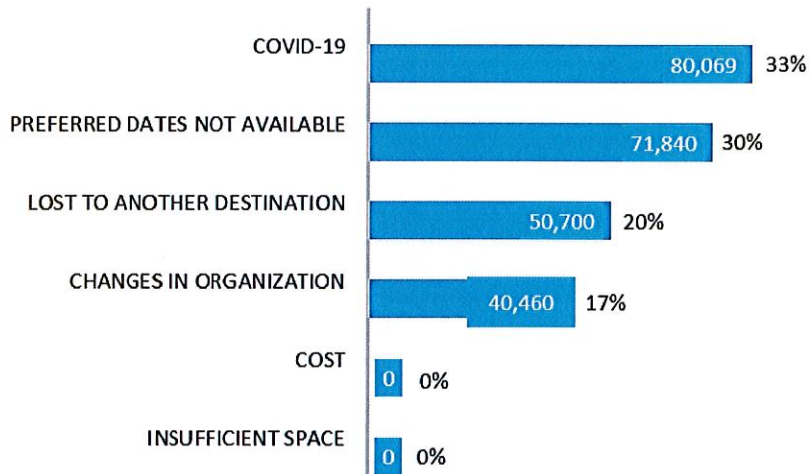
Conventions, Trade Shows, Corporate & Incentive Events, MARCH 2021

Account Name	Event Begin Date	Event End Date	Peak Room Nights	Estimated Attendance	Definite Room Nights
Digital Solutions Cooperative	10/24/2021	10/27/2021	1,423	2,500	5,218
Irrigation Association/Connections Housing	12/6/2021	12/10/2021	1,300	5,000	4,433
Morley Companies, Inc.	5/3/2023	5/13/2023	850	2,700	2,481
American Association for Cancer Research	4/2/2024	4/10/2024	11,100	24,000	51,074
American Academy of Orthopaedic Surgeons	3/3/2032	3/15/2032	16,000	33,100	74,720
Total			30,673	67,300	137,926

BREAKDOWN OF LOST BUSINESS

Conventions, Trade Shows, Corporate & Incentive Events, MARCH 2021

Lost Room Nights 243k



SITE INSPECTIONS

- AMERICAN ACADEMY OF ORTHAEPEDIC SURGEONS – VIRTUAL
- CLUB MANAGEMENT ASSOCIATION OF AMERICA - VIRTUAL
- DIGESTIVE DISEASE WEEK - VIRTUAL
- DSCOOP - F2F
- IRRIGATION ASSOCIATION - VIRTUAL
- NATIONAL APARTMENT ASSOCIATION- VIRTUAL
- NATIONAL CATTLEMEN'S BEEF ASSOCIATION -VIRTUAL
- TURNING POINT USA - F2F
- U.S. GREEN BUILDING COUNCIL - VIRTUAL

CLIENT APPOINTMENTS

- AFCEA INTERNATIONAL
- AMERICAN ACADEMY OF DERMATOLOGY
- AMERICAN ACADEMY OF FAMILY PHYSICIANS
- AMERICAN ACADEMY OF ORTHOPAEDIC SURGEONS
- AMERICAN ACADEMY OF PEDIATRIC DENTISTRY
- AMERICAN ASSOCIATION CRITICAL-CARE NURSES
- AMERICAN COUNCIL ON THE TEACHING OF FOREIGN LANGUAGES
- AMERICAN DIABETES ASSOCIATION
- AMERICAN HOSPITAL ASSOCIATION
- AMERICAN PHARMACISTS ASSOCIATION
- AMERICAN SOCIETY FOR CELL BIOLOGY
- AMERICAN SOCIETY FOR RADIATION ONCOLOGY
- AMERICAN SOCIETY OF ANESTHESIOLOGISTS
- AMERICAN SOCIETY OF NEPHROLOGY
- AMERICAN THORACIC SOCIETY
- AMERICAN WATER WORKS ASSOCIATION
- AVID CENTER
- BUFFINI & COMPANY
- CALIFORNIA SCHOOL BOARD ASSOCIATION
- CGI COMPETITOR GROUP
- CHARLES SCHWAB
- CLUB MANAGERS ASSN OF AMERICA
- CONFERENCEDIRECT
- CONSORTIUM OF MULTIPLE SCLEROSIS CENTERS
- COUNCIL ON SOCIAL WORK EDUCATION
- GOLF COURSE SUPERINTENDENTS ASSOCIATION OF AMERICA
- INFECTIOUS DISEASES SOCIETY OF AMERICA
- INFORMA
- INTERNATIONAL TEAM FOR IMPLANTOLOGY
- IRRIGATION ASSOCIATION
- JACK HENRY & ASSOCIATES
- MARITZ TRAVEL
- MCKESSON CORPORATION
- MORTGAGE BANKERS ASSOCIATION
- NACHA ELECTRONICS PAYMENT ASSOCIATION
- NAFSA: ASSOCIATION OF INTERNATIONAL EDUCATORS
- NATIONAL APARTMENT ASSOCIATION
- NATIONAL ASSOCIATION OF REALTORS
- NATIONAL RURAL ELECTRIC COOPERATIVE ASSOCIATION
- NEURAL INFORMATION PROCESSING SYSTEMS FOUNDATION
- ONPEAK
- PCMA
- PETCO ANIMAL SUPPLIES, INC
- SAN DIEGO COMIC-CON INTERNATIONAL
- SMITHBUCKLIN
- SOCIETY FOR NEUROSCIENCE
- SOCIETY OF THORACIC SURGEONS
- SPARGO, INC.
- SPIE THE INTERNATIONAL SOCIETY FOR OPTICS AND PHOTONICS
- TURNING POINT USA

INDUSTRY APPOINTMENTS

- ASSOCIATION FORUM PARTNER MEETING
- CA TRAVEL ASSOCIATION- THE CA COMEBACK MEETING
- CVBREPS: INFORMAL MEETING
- CVBREPS: SOCIAL MEDIA COMMITTEE MEETING
- DESTINATION REPS MARKETING MEETING
- EVENT STRATEGISTS VIRTUAL HAPPY HOUR
- GREATER MIDWEST CHAPTER PCMA QUARTERLY EDUCATION PROGRAM
- INDUSTRY BOOK CLUB
- INTERNATIONAL ASSOCIATION OF EXHIBITIONS AND EVENTS
- INTERNATIONAL ASSOCIATION OF VENUE MANAGERS TOWN HALL MEETING
- LEADING INTO THE UNKNOWN
- LESSONS IN LEADERSHIP
- PCMA ALWAYS A LEADER CONVERSATION
- PCMA BOARD MEETING
- PCMA BOARD SOCIAL MEETING
- PCMA CHAPTER LEADERS MEETING
- PCMA COMMUNICATIONS COMMITTEE MEETING
- PCMA FOUNDATION EXECUTIVE MEETING
- PCMA FOUNDATION FINANCE MEETING
- PCMA GMC MEETING
- PCMA MARKETING COMMITTEE MEETING
- PCMA TOWN HALL MEETING
- PCMA TOWN HALL PREP MEETING
- SAN DIEGO TOWN HALL MEETING
- SDCCC TOWN HALL
- SDTA MARCH MEMBER UPDATE