

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

**WEDNESDAY, AUGUST 27, 2025, NOON  
111 W. Harbor Drive, 2<sup>nd</sup> 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**

Receive Public Comment For Consent Agenda

**Consent Agenda:**

**A. Approval of Minutes of Board Meeting of June 27, 2025**

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

**Action Item(s):**

**B. Budget Committee (Alyssa Turowski)**

**(1) Deputy CEO-CFO Financial Report**

Informational Item- No Discussion or Action-  
Brief Comments or Questions from Board Members Only

**(2) Authorization to Contract for Electrical Upgrades**

**Recommendation:**

The Budget Committee recommends that the Board of Directors approve a contract with Precision Electric Group in an amount not to exceed \$152,696.12, inclusive of a 10% contingency, for electrical wiring replacement, protective covering installation, and added connection hardware.

Receive Public Comment

**(3) Authorization to Negotiate and Authorize Execution of an Agreement for a Portion of Marshaling Yard Property**

**Recommendation:**

The Budget Committee recommends that the Board of Directors approve a resolution to authorize the Deputy CEO & Chief Financial Officer, or designee, to finalize negotiations consistent with the terms presented and to execute an agreement with Allied Waste Systems, Inc. for use of a portion of the marshaling yard property located at 825 Energy Way, Chula Vista, CA contingent upon receiving approval of the subsequent agreement by Santa Ana Energy Properties, LLC.

Receive Public Comment

**(4) Authorization to Revise Contract for Stormwater Repairs**

**Recommendation:**

The Budget Committee recommends the Board of Directors approve revisions to the contract with Sloan to replace the affected pumps in lieu of the originally planned rebuild, at a revised not-to-exceed amount of \$519,142.92 plus a 10% contingency, for a total of \$571,057.21.

Receive Public Comment

**C. Sales, Marketing & Events Committee (Gretchen Newsom)**

Informational Item- No Discussion or Action-  
Brief Comments or Questions from Board Members Only

**4. Chair's Report (Shawn VanDiver)**

Informational Item- No Discussion or Action-  
Brief Comments or Questions from Board Members Only

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

7. **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](mailto: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](http://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](mailto: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** **BOARD OF DIRECTORS**

#### **BOARD MEETING JUNE 25, 2025**

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

**BOARD MEMBER(S) ABSENT:** Director Jessica Anderson

**STAFF PRESENT:** Rip Rippetoe, Mardeen Mattix, Corey Albright, Andy Mikschl, Maren Dougherty, 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](mailto:pat.evans@visitsandiego.com) to request a copy.

#### **1. Call to Order**

Chair Shawn VanDiver called the Board Meeting to order at 12:00 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 - Absent**  
**Director Gattas – Present**

All Directors were recorded as present except Director Anderson. 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 non-Agenda items. No members of the public responded to the request for comment.

### **3. Committee Reports and Board Action Items:**

#### **Consent Agenda:**

##### **A. Approval of Minutes of Board Meeting of April 23, 2025, and May 21, 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 Gattas 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 – Aye**

**Director Anderson– Absent**

**Director Gattas – Aye**

**Vote: Unanimous**

**AYES: 6**

**NAYS: 0**

**ABSTENTIONS: 0**

#### **Action Item(s):**

##### **B. Budget Committee (Alyssa Turowski)**

###### **(1) Deputy CEO-CFO Financial Report**

Deputy CEO-CFO Mattix reported:

- Ms. Mattix reported that this year has been very exciting, and it will be a record-setting year in many ways not only for the Corporation, but also for our partners.
- The new sales strategy really came to fruition this year. The sales results are also attributable to the perfect client line-up as well as pent up demand from Covid.
- Revenue has exceeded by far what was budgeted based on trend. Revenue is approximately \$10 million more than the Corporation had planned for the year. Staff is trying to dissect the reason for this increase, because a lot of the increase is attributable to our partners, which obviously then benefits the Corporation as well.
- Our sales team did a good job selling the building and our partners did a good job up selling their products. Attendance has been strong, and the event line-up has been fantastic (the tech shows, the medical shows and the corporate events). The center did have a lot of corporate events this year and since staff took the conservative approach for next year, performance may even be better

than our conservative approach. We will see the outcomes as we review the budget in the future.

- Staff will likely be bringing the budget back to the Board in August for a fiscal year 2026 revision because there have been a couple of changes. We don't believe the City has finalized its budget this year but there was one change during the City review of our budget that was good. The City gave us an extra \$115,000 that we didn't anticipate for a capital project, so our budget needs to reflect that revision.
- Also, staff took a very prudent approach to spending this year. We have a favorable personnel expense of approximately \$1.8 million and then we have approximately \$4.2 million in overall expenses that are under budget.
- The combination of excess revenues and less spending is making our reserves look exceptional. We know that's a double-edged sword because we are projecting reserves of approximately \$30 million by the end of the year. We originally started this year with a plan of having \$9 million in reserves by the end of the year.
- We have the additional funds because we are better to budget than planned by approximately \$15 million operationally. This is because of the combination of excess revenues and prudent spending. One of the items we will be reviewing very closely is what other capital or other purchases that were deferred this past year that can be activated next year. We are looking for impactful projects that can show our clients we are investing in this building and taking care of this building while the other spending considerations are being reviewed at the City.

Since this item was an informational item only, no public comment or Board vote was required.

## **(2) Authorization to Award Contract for Temporary Staffing**

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 (3.B.2). No members of the public responded to the request for comment.

**After presentations by Staff, requests for public comment and for Director discussion, Directors Turowski and Newsom moved and seconded, respectively, that the Board authorize award of a three-year contract with Aramark for temporary staffing services, from FY 2026 through FY 2028, including escalations consistent with living wage requirements.**

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

**Vote: Unanimous**

**AYES: 6**

**NAYS: 0**

**ABSTENTIONS: 0**

**C. Audit Committee (Will Rodriguez-Kennedy)**

**(1) Authorization to Accept Money Purchase Pension Plan Audited Financial Report for the Plan Year Ended December 31, 2024**

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 (3.C.1). No members of the public responded to the request for comment.

**After presentations by Staff, requests for public comment and for Director discussion, Directors Rodriguez-Kennedy and Gattas, moved and seconded, respectively, that the Board accept for approval the FY 2024 Money Purchase Pension Plan Audited Financial Report.**

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

**Vote: Unanimous**

**AYES: 6**

**NAYS: 0**

**ABSTENTIONS: 0**

**D. Sales, Marketing & Events Committee (Gretchen Newsom))**

**(1) Authorization to Accept the San Diego Tourism Authority Program of Work**

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 (3.D.1). No members of the public responded to the request for comment.

**After presentations by Staff, requests for public comment and for Director discussion, Directors Newsom and Rodriguez-Kennedy, moved and seconded, respectively, that the Board accept the San Diego Tourism Authority Program of Work and authorize its approval for FY 2026, based on the draft document meeting the required criteria and establishing the required booking goals for the San Diego Tourism Authority's sales team.**

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

**Vote: Unanimous**

**AYES: 6**

**NAYS: 0**

**ABSTENTIONS: 0**

**4. President's Report (Rip Rippetoe)** – Ms. Mattix reported the following in Mr. Rippetoe's absence:

- Mr. Rippetoe wanted to thank everyone for the condolences extended to his family after his father's passing.
- Mr. Rippetoe will also be contacting the Board regarding the request to reconvene the Board strategy meeting.
- Ms. Mattix acknowledged that the center collaborated with Smart City on the recent upgrade to WIFI-6 within the center. The Corporation's and Smart City's Tech Fund was used to fund this upgrade. The upgrade the WIFI-6 was completed in time for the CISCO event which uses a tremendous amount of data. Very few centers in the country have WIFI-6 and the center should be able to attract and sell more tech-oriented shows with the new technology improvement. Julia Slocombe of Smart City also commented on the seamless installation of the new WIFI-6 and the excellent level of collaboration between Smart City and the center executive staff.
- Ms. Mattix noted that the center has acquired and installed new portable mother nursing pods (Mamava Pods) in conjunction with the SHRM event. Not only is the installation of the pods an opportunity to provide a highly desired amenity for which our clients have been asking, but it also could be an opportunity to leverage advertising and sponsorship packages in the future. Ms. Mattix thanked Mr. Albright for coordinating the acquisition of the pods.
- Ms. Mattix also noted the West Kitchen is officially operable. Due to a tremendous amount of hard work, the project was completed in time for the CISCO event. The CISCO event was record-breaking and was Sodexo's highest F&B revenue generating event ever.
- The Corporation would like to acknowledge the unfortunate passing of Victoria Mitchell this past week. We appreciate everyone's support as her passing has been very difficult for staff. It was Victoria's three-year anniversary with the Corporation and in reflecting upon her time here, it was pretty amazing to see the amount of impact she's had on the community as well as our staff.  
The Board should know that the \$115,000 that the City added to our budget at the last minute was directly attributable to Victoria's efforts and contacts with the City's Storm Water Department. That outreach with the City is a testament to the type of relationships Victoria was able to build.  
She also had a fantastic relationship with the Port employees. We have recently seen investments from the Port in the parking structure and with the elevators and those investments are directly connected to Victoria working so collaboratively with the Port. All of her efforts in building relationships with our partners should be recognized as a part of her legacy.  
As a reminder of Victoria, we would like to pass along to each of you one the sparkly ducks Victoria used as a part of a team-building exercise with her staff. Victoria appreciated the Board's support, and she enjoyed being able to present and show some of the work that her team has worked on over the past few years and she felt like the Board had an impact on her professional growth.



5. **Chair's Report (Shawn Van Diver)**

- Chair VanDiver reported there are no Board or Committee meetings in July because of Comic-Con.
- Chair VanDiver also addressed Ms. Mitchell's passing. He stated that Ms. Mitchell had a great impact on the entire organization, and he thanked Ms. Mattix for sharing her thoughts on Ms. Mitchell. He further stated that Ms. Mitchell's passing has had an impact on everyone who is a part of the convention center family and how each person deals with grief or loss is different, and he appreciated that Mr. Albright reached out to staff with resources that were available to assist staff in dealing with this loss. Chair VanDiver encouraged the senior executive team to make sure that they were taking care of themselves and keeping an eye on the folks that are a part of our team.
- Chair VanDiver handed out the annual Board picture that commemorates the Comic-Con event.

6. **Board Comment [Govt. Code § 54954.2(a) (2)]** – Director Rodriguez-Kennedy wanted to make sure, as was done at the Sales, Marketing & Events committee meeting, that the Board adjourned the meeting in memory of Victoria Mitchell. Director Rodriguez-Kennedy stated: I do not speak about faith often, but on matters like this, when we have such a brilliant person, someone who was so young taken from us, I think it causes a lot of reflection. In my faith, it is said that you learn things and sometimes you suffer through things, and if it doesn't help build a wise person in this life, it builds a wise soul for the next and Victoria was certainly someone who had an immense amount of strength, an immense amount of grace, an immense amount of brilliance and intelligence and wisdom and I have been thinking about her a lot and so, I'm glad that we were able to have some time with her. We were kind of age peers so I had a little bit of extra time, but I will miss her, and it is also cool to hear just how much impact she had on the work that we did. She had meaningful impact on our budget in so many different ways, and it was like her in spirit when she reached out to these people and built these relationships and inspired them to help us or to invest in us and that is something that is just remarkable. So, I want to make sure that we adjourn in her honor today.

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

There being no further business, the meeting was adjourned in honor of Victoria Mitchell at 12:42 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 June 25, 2025, and that said minutes were approved by the Board of Directors on August 27, 2025.

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Gretchen Newsom, Secretary

### Agenda Item 3.B.1

## Deputy CEO & CFO Report to Board of Directors For the month ending July 31, 2025

*(As of August 22, 2025)*

### **FY25 (Preliminary Audit) Financial Performance:**

**Overall Performance:** The Convention Center is projecting a strong preliminary net income of nearly \$10 million, significantly exceeding the annual budget and forecast. This positive outcome was driven by stronger-than-anticipated event activity and disciplined expense management, particularly in the final quarter of the fiscal year.

**Revenue:** Total Operating Revenues reached nearly \$60M, surpassing expectations across all major categories. The increase was primarily the result of several large-scale events in the final quarter that outperformed projections, reinforcing the Convention Center's role as a premier destination for major conventions and gatherings.

**Expenses:** Total operating expenses are estimated at approximately \$54 million, coming in below forecast. Personnel costs were largely on target, with lower full-time salary expenses offset by higher part-time wages to support increased event activity. Notable savings were realized in Repairs & Maintenance, Utilities, and General Expenses, primarily due to staffing vacancies that delayed completion of certain planned projects.

**Operating Result:** After accounting for net non-operating revenues, the change in net position is estimated at \$11 million. During the year, the organization reinvested \$8.6 million in capital improvements and debt service payments. The year will conclude with an ending reserve balance of more than \$30 million, positioning the organization with a strong financial foundation heading into FY26.

### **Looking ahead – FY26 Kick-off:**

The new fiscal year began on a strong note, with July hosting major events including SHRM, ESRI, and Comic-Con. While formal July financials are still being finalized, preliminary results indicate revenues are trending slightly ahead of budget.

Management remains focused on rebuilding staffing levels following recent key vacancies and ensuring the organization is well-positioned to deliver another successful year of high-impact events.+

## **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: Alyssa Turowski, Budget Chair**

**DATE: For the Agenda of August 27, 2025**

**RE: Authorization to Contract for Electrical Upgrades**

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### **BACKGROUND**

The San Diego Convention Center ("Center") is a large facility that relies on a safe and dependable electrical system to support event activity each year. During routine inspections, Staff identified several areas where electrical wiring was not adequately protected or supported.

To meet safety requirements, protect guests and staff, and improve the reliability of the Center's electrical systems, Staff determined that portions of the wiring should be replaced and properly enclosed and supported.

### **DISCUSSION**

The Corporation solicited proposals from qualified electrical contractors and received three (3) bids. Based on the unit rates provided during the bidding process and the confirmed lengths resulting from the site survey, the estimated project budget by contractor is as follows:

- Chula Vista Electric: \$424,685.00
- GO Electric: \$211,919.00
- Precision Electric Group: \$125,588.35

Staff determined that Precision Electric Group offered the best overall value. The Corporation issued a purchase order to Precision Electric Group in the amount of \$5,820 to conduct a site survey and provide a findings report. All resulting repairs and upgrades, totaling \$119,768.35, were based on fixed unit rate costs provided during Precision's proposal phase, with the site survey serving to confirm quantities. During the course of the site survey and resulting repairs, our Engineering and Capital Projects staff recommended adding cam locks to the scope of this engagement for an additional \$13,226.30.

This work will improve safety, reduce the risk of electrical issues, and extend the useful life of the Center's electrical systems. The addition of cam locks will provide a safer and more efficient means of connecting temporary high-voltage equipment for events as well as other operational needs.

## BUDGETARY IMPACT

The total recommended contract award to Precision Electric Group is \$138,814.65, which includes \$119,768.35 for the fixed unit rate repairs and upgrades and \$13,226.30 for the addition of cam locks, plus the \$5,820 site survey. Staff further recommends including a 10% contingency, bringing the total authorization request to \$152,696.12. This project was originally budgeted in FY25 at \$90,000.

## RECOMMENDATION

The Budget Committee recommends that the Board of Directors approve a contract with Precision Electric Group in an amount not to exceed \$152,696.12, inclusive of a 10% contingency, for electrical wiring replacement, protective covering installation, and added connection hardware.

/s/  
Alyssa Turowski  
Budget Chair

**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 State: CA Zip: 92081

Telephone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Name of Company CEO: Mark 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 Contractor Type of License: C10

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: craigl@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, CA hereby certify that information provided  
(County) (State)

herein is true and correct. This document was executed on this 11th day of June, 2025

**Mark Pradels**  
Digitally signed by Mark Pradels  
DN: C=US, E=markp@pegica.com, O="Precision Electric Group,  
CA", OU=Service/Special Projects, CN=Mark Pradels  
Date: 2025.06.11 06:59:23-0700

(Authorized Signature)

**Mark Pradels**

(Print Authorized Signature Name)

**WORK FORCE REPORT – Page 2**NAME 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

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					9	1		
Professional														
A&E, Science, Computer														
Technical														
Sales														
Administrative Support			1								2	2		
Services														
Crafts														
Operative Workers														
Transportation											1			
Laborers*														

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

Totals Each Column			1	1		1					12	3		
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Grand Total All Employees

18

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

Disabled														
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Non-Profit Organizations Only:

Board of Directors														
Volunteers														
Artists														

**WORK FORCE REPORT – Page 3**NAME 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		51	1	4						45	2	1	
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		51	1	4						45	2	1	
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<b>Grand Total All Employees</b>	<b>129</b>
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Indicate By Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled														
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## 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 Report<sup>1</sup>. 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 county<sup>2</sup>. 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<sup>1, 3</sup>. In another case, when work is done only by the Managing Office, only the MOWF Report may be necessary.<sup>3</sup>

### TYPES OF WORK FORCE REPORTS:

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

- <sup>1</sup> One San Diego County (or Most Local County) Work Force – Mandatory in most cases
- <sup>2</sup> Branch Work Force \*
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*\*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.

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## 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.3**

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

**TO:** Board of Directors

**FROM:** Alyssa Turowski, Budget Chair

**DATE:** For the Agenda of August 27, 2025

**RE:** Authorization to Negotiate and Authorize Execution of an Agreement for a Portion of Marshaling Yard Property

---

### **BACKGROUND**

The San Diego Convention Center Corporation (SDCCC) leases property located at 825 Energy Way, Chula Vista, CA from Santa Ana Energy Properties, LLC, pursuant to an industrial real estate lease dated August 29, 2024, with a ten-year term. This property serves as the Corporation's marshaling yard to support freight operations for events at the Convention Center.

As noted in the August 28, 2024, Board approval of the Master Lease, securing this 10.3-acre site was a strategic move to ensure long-term stability for critical logistics operations. The site's size and existing infrastructure were identified as offering flexibility for future operational growth and potential revenue generation from portions of the property not presently needed for core operations.

Consistent with that vision, Staff entered negotiations with Allied Waste Systems, Inc., part of the Republic Services family of companies, to rent an approximate 0.55-acre portion of this property for the parking and storage of vehicles, containers, and equipment.

### **DISCUSSION**

Staff have negotiated the principal terms and conditions of the proposed agreement.

Key terms include:

- Area Size: Approximately 0.55 acres.
- Term: Initial one-year term, with up to five (5) automatic one-year extension terms, unless terminated earlier by either party with at least thirty (30) days' written notice.
- Agreement Fee: \$6,674.76/month in the Initial Term, escalating annually at 3% through the fifth extension term to \$7,737.88/month.
- Access: 24/7 access to the designated area.
- Permitted Use: Limited to parking and storage of vehicles, containers, and equipment.

### BUDGETARY IMPACT

The agreement will generate approximately \$80,097 during the Initial Term, with increases in subsequent extension terms. If all extension terms are exercised, the total potential received under the agreement over the full six-year period would be approximately \$507,844. Although these funds will not exceed the rent paid by the Corporation under the Master Lease, these funds will help offset the rent and operating expenses paid by the Corporation under the Master Lease for the marshaling yard which supports operational cost recovery.

### RECOMMENDATION

The Budget Committee recommends that the Board of Directors authorize the Deputy CEO & Chief Financial Officer, or designee, to finalize negotiations consistent with the terms presented and to execute the final agreement with Allied Waste Systems, Inc. for use of a portion of the marshaling yard property located at 825 Energy Way, Chula Vista, CA, contingent upon receiving approval of a subsequent agreement by Santa Ana Energy Properties, LLC.

\_\_\_\_\_/s/  
Alyssa Turowski  
Budget Committee Chair

### Agenda Item 3.B.3

#### RESOLUTION NO. 2025-01

**A RESOLUTION OF THE SAN DIEGO CONVENTION CENTER CORPORATION, INC. AUTHORIZING THE DEPUTY CEO & CHIEF FINANCIAL OFFICER, OR DESIGNEE, TO NEGOTIATE AND ENTER INTO AN AGREEMENT FOR USE OF A PORTION OF THE MARSHALING YARD LOCATED AT 825 ENERGY WAY, CHULA VISTA, CA**

**WHEREAS**, the San Diego Convention Center Corporation (“Corporation”) relies on efficient logistics to ensure smooth operations and a positive experience for all clients and exhibitors, and a key component of this logistics infrastructure is a dedicated marshaling yard at 825 Energy Way Chula Vista, CA 91911 (“Property”), which serves as a staging area for trucks and trailers delivering various freight requirements to the Convention Center; and

**WHEREAS**, the marshaling yard allows for the orderly coordination and scheduling of vehicle arrivals and departures, minimizing congestion in and around the Convention Center, and mitigating air pollution, noise, and traffic congestion; and

**WHEREAS**, the property owner of the Property is Santa Ana Energy Properties LLC, (“Master Lessor”). After Board approval on August 28, 2024, the Corporation entered into a direct lease (“Master Lease”) with Master Lessor of the Property for a 10-year lease term securing the Property through 2034; and

**WHEREAS**, both the Master Lease and prior Board authorization contemplated the Corporation finding parties to use or sublease a portion of the Property to offset the costs to the Corporation for the Master Lease;

**WHEREAS**, Allied Waste Systems, Inc., part of the Republic Services family of companies, desires to use an approximately 0.55-acre portion of this Property for the parking and storage of vehicles, containers, and equipment.

**NOW, THEREFORE**, be it resolved by the Board of Directors of the San Diego Convention Center Corporation (the “Board”) as follows:

**Section 1.** The findings listed in the above recitals are true and correct and are used as a basis for approving this Resolution.

**Section 2.** The Board hereby authorizes the Deputy CEO & Chief Financial Officer, or designee, to negotiate and finalize an agreement with Allied Waste Systems, Inc., to use a portion of the Property, contingent upon approval by the Master Lessor, with the terms as follows:

- Area Size: Approximately 0.55 acres.
- Term: Initial one-year term, with up to five (5) automatic one-year extension terms, unless terminated earlier by either party with at least thirty (30) days’ written notice.

### Agenda Item 3.B.3

- Agreement Fee: \$6,674.76/month in the Initial Term, escalating annually at 3% through the fifth extension term to \$7,737.88/month.
- Access: 24/7 access to the designated area.
- Permitted Use: Limited to parking and storage of vehicles, containers, and equipment.

**Section 3.** Once the agreement is finalized and approved by the Master Lessor, the Deputy CEO & Chief Financial Officer, or designee, may execute the agreement on behalf of the Corporation and take any and all actions necessary to carry out the intent of this Resolution and the agreement.

**Section 4.** This Resolution shall become effective immediately upon adoption.

**PASSED, APPROVED and ADOPTED** this 27th day of August, 2025 by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

\_\_\_\_\_  
Shawn Vandiver, Chairperson

ATTEST:

\_\_\_\_\_  
Gretchen Newsom,  
Secretary of the Board



**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: Alyssa Turowski, Budget Chair**

**DATE: For the Agenda of August 27, 2025**

**RE: Authorization to Revise Contract for Stormwater Repairs**

---

**BACKGROUND**

The San Diego Convention Center has a stormwater pump station constructed during the facility's expansion when Harbor Drive was lowered between First and Fifth Avenue. This infrastructure adjustment created a new garage entrance, with the pump station designed to manage stormwater drainage in the lowered area.

In October 2024, the Board of Directors approved a contract award to Sloan for \$375,885.37 plus a 10% contingency for a total contract budget of \$413,440.91. The approved scope included the inspection and rebuild of the pump station's primary components, including pumps, check valves, and related electrical and control work.

**DISCUSSION**

During the rebuild process, Sloan discovered that the impellers inside the primary pumps were disintegrating. This condition could not have been identified during the initial inspection since complete disassembly was required. Upon contacting the manufacturer, it was confirmed that replacement impellers are no longer available due to the model being discontinued. Since the impellers are essential and unavailable, the only viable solution is full pump replacement.

**BUDGETARY IMPACT**

The original Board-approved contract value was \$375,885.37 plus a 10% contingency for a total of \$413,440.91. Approval of this revision will increase the contract value to \$519,142.92 plus a 10% contingency, for a new total project budget of \$571,057.21. This reflects the cost of full pump replacements necessitated by the scope change, as well as necessary code requirement upgrades resulting from the full replacement.

The City of San Diego has already funded \$456,000 for this project in FY25 and an additional \$115,500 is allocated in FY26 for stormwater work for a total of \$571,500.

RECOMMENDATION

The Budget Committee recommends the Board of Directors approve revisions to the contract with Sloan to replace the affected pumps in lieu of the originally planned rebuild, at a revised not-to-exceed amount of \$519,142.92 plus a 10% contingency, for a total of \$571,057.21.

\_\_\_\_\_/s/  
Alyssa Turowski  
Budget Chair

**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: Sloan Electromechanical Service and Sales Inc.

ADA/DBA: Sloan Electric Inc.

Address (Corporate Headquarters, where applicable): 3520 Main St.

City: San Diego County: San Diego State: Calif Zip: 92113

Telephone Number: 619 239 5174 Fax Number: 619 239 8410

Name of Company CEO: Jerry Gray

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: 619 241 4761 Fax Number: 619 239 8410 Email: jgray@sloanelectric.com

Type of Business: Electric Motor REPAIR Type of License: C10/C61/D21

The Company has appointed: GLENN WALLIS License # 286497

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: 3520 Main St San Diego CALIF 92113

Telephone number: 619 241 4766 Fax Number: 619 239 8410 Email: glwallis@sloanelectric.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 Sloan Electromechanical SERVICE and Sales INC.

San Diego, CALIFORNIA (Firm Name)  
(County) (State) hereby certify that information provided

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

Glenn Wallis  
(Authorized Signature)

GLENN A. WALLIS  
(Print Authorized Signature Name)

**WORK FORCE REPORT – Page 2**

NAME OF FIRM: Sloan Electromechanical Service and Sales

DATE: 18 OCT 2024

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

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											2	1		
Professional														
A&E, Science, Computer														
Technical											1			
Sales											1			
Administrative Support			2				1							
Services														
Crafts			7								3			
Operative Workers														
Transportation														
Laborers*														

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

Totals Each Column			9				1				7	1		
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Grand Total All Employees

18

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

Disabled														
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Non-Profit Organizations Only:

Board of Directors														
Volunteers														
Artists														

**WORK FORCE REPORT – Page 3**

NAME OF FIRM: \_\_\_\_\_ DATE: \_\_\_\_\_

OFFICE(S) or BRANCH(ES): \_\_\_\_\_ COUNTY: \_\_\_\_\_

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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:

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----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

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**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.

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## **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 JULY 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		FY26 JULY 25	FY25 JULY 24	CUMULATIVE FYTD 2026	CUMULATIVE FYTD 2025
	EVENTS	6	5	6	5
	ATTENDANCE	24,400	6,300	24,400	6,300
	ROOM NIGHTS	5,200	2,637	5,200	2,637
	RENTAL REVENUE	\$317,280	\$168,480	\$317,280	\$168,480

### FY26 PERCENT TO GOAL

*Convention Center Rental Revenue*

	GOAL	YTD	PERCENT TO GOAL
CONTRACTED RENTAL REVENUE	\$1,500,000	\$317,280	21%

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

CONTRACTED SHORT TERM EVENTS/ JULY 2025

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Bandai Card Games	11/07/25	1,300	0	0	\$15,680
Developmental Gymnastics Championships	03/20/26	2,500	0	0	\$69,600
CARV Expo	05/11/26	600	250	750	\$31,250
Anime San Diego 2026	09/03/26	14,000	0	0	\$67,800
brightonSEO San Diego & Hero Conference	09/14/26	4,000	475	1,570	\$39,050
Advanced Therapies Week 2027	01/17/27	2,000	800	2,880	\$93,900
TOTAL		24,400		5,200	\$317,280

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

CONTRACTED SHORT TERM EVENTS/ FY26 YTD

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Advanced Therapies Week 2027	01/17/27	2,000	800	2,880	\$93,900
TOTAL		24,400		5,200	\$317,280

# Citywide Sales Activity Report

Bookings & Leads as of July 2025

Agenda Item 3.C



## Citywide Primary Market

Conventions, Trade Shows, Corporate & Incentive Events

DEFINITE	July 2025		July 2024		CUMULATIVE FY2026	CUMULATIVE FY2025
	Conventions	1	1	1	1	1
	Attend.	3,000	4,570	3,000	4,570	4,570
	Contract Rooms	5,613	9,620	5,613	9,620	9,620

LEAD	July 2025		July 2024		CUMULATIVE FY2026	CUMULATIVE FY2025
	Conventions	14	6	14	6	6
	Attend.	118,050	25,800	118,050	25,800	25,800
	Requested Rooms	227,777	55,391	227,777	55,391	55,391

### Variance Fiscal Year-to-Date

	CUMULATIVE FY2026	CUMULATIVE FY2025	YOY Variance	% YOY Variance
Definite Rooms	5,613	9,620	-4,007	-41.7%
New Lead Status Rooms	227,777	55,391	172,386	311.22%
Total Lead Status Rooms	1,650,233	1,348,876	+301,357	+22.3%

## Definite Event Breakdown

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

SDTA Lead ID	SDCCC Lead ID	Account Name	National Sales Director	Event Dates	Contract Rooms	Peak Room Nights	Attend.
1236006	2829-65-65-29090	American Association of Gynecologic Laparoscopists	Kim Borneman	Nov 3 - 6, 2027	5,613	1,412	3,000

### SUMMARY

July is traditionally a slower month of production as it follows June, our fiscal year-end.

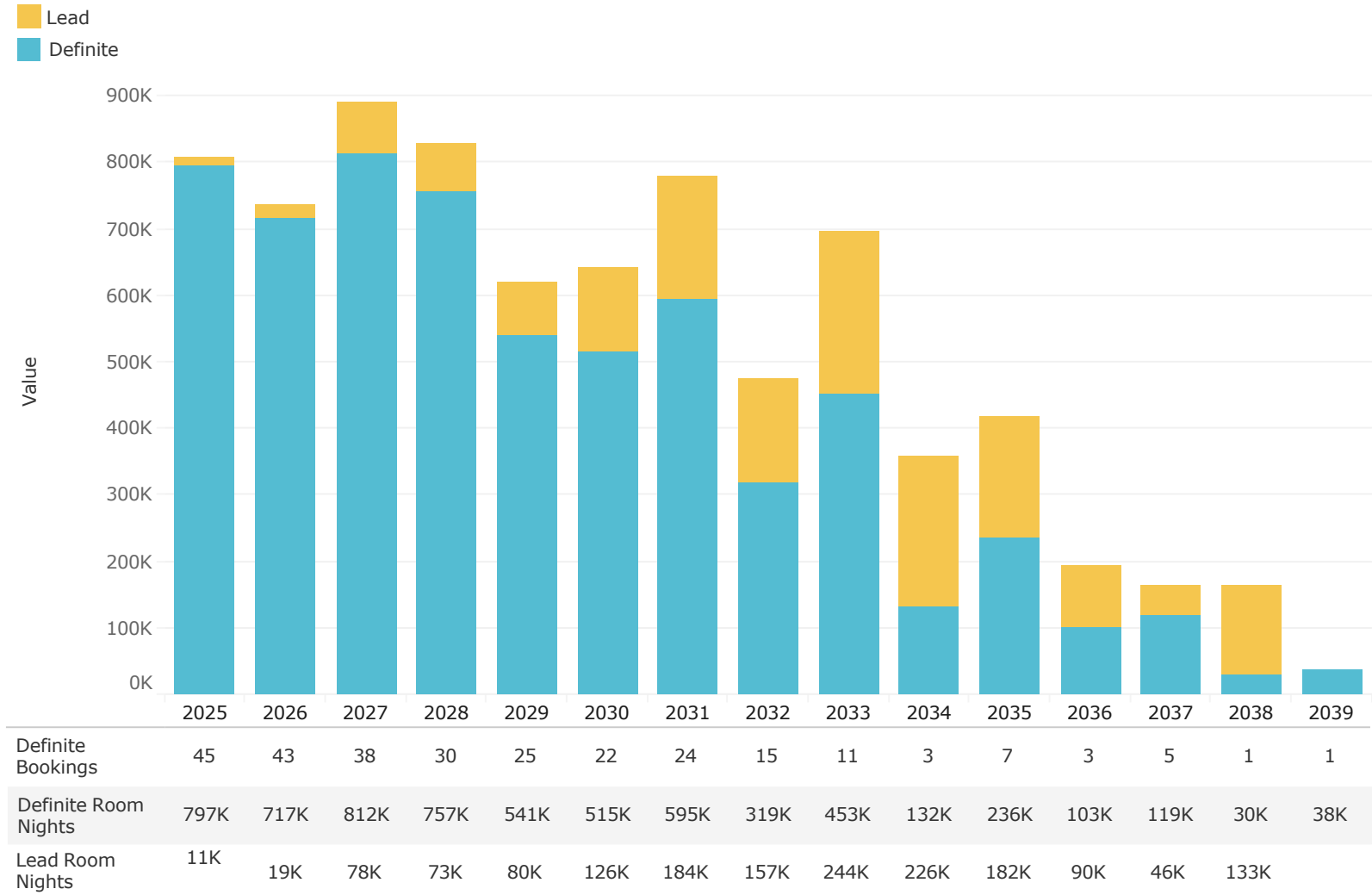
This month, Kim Borneman (NSD) secured a first-time event for San Diego, the American Association of Gynecologic Laparoscopists (AAGL) Global Congress 2027. AAGL will bring 3,000 attendees to San Diego arriving within the next 2 years.

# Citywide Sales Activity Report

Definite Events On-the-Books as of July 2025

## Room Night Summary

Room nights by calendar year of event



### NOTE:

- 2025 Definite Total Room Night Changes: -6,854 definite adjustments driven by AAOS true up after receiving final pick up.
- 2026 Definite Total Room Night Changes: +2,258 definite adjustments
- 2027 Definite Total Room Night Changes: +11,187 primarily driven by +5,613 NEW definite rns
- 2028 Definite Total Room Night Changes: -60,512 primarily driven by adjusting large citywide to match 2024 final pick up. Original room block growth booked in 2019 contingent on SDCC expansion.
- 2029 Definite Total Room Night Changes: -13,460 definite adjustments
- 2030-2039 Definite Total Room Night Changes: No Change