

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

**WEDNESDAY, JANUARY 29, 2025, NOON
111 W. Harbor Drive, 2nd 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. 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 December 11, 2024 and “Special” Board Meeting of January 8, 2025.

4. Action Item(s):

A. Budget Committee (Alyssa Turowski)

(1) Chief Financial Officer Report

(2) Authorize Contract for Elevator B Modernization Including Electrical and Fire System Improvements

B. Sales & Marketing Committee (Gretchen Newsom)

5. President’s Report (Rip Rippetoe)

6. Chair’s Report (Shawn VanDiver)

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

8. Urgent non-agenda items (must meet the requirements of Government Code, Section 54954.2)

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.

Agenda Item 3.A

MINUTES* SAN DIEGO CONVENTION CENTER CORPORATION BOARD OF DIRECTORS

BOARD MEETING DECEMBER 11, 2024

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

BOARD MEMBER(S) ABSENT: Director Alyssa Turowski

STAFF PRESENT: Rip Rippetoe, Mardeen Mattix, Corey Albright, Andy Mikschl, Maren Dougherty, Michael Milligan, Victoria Mitchell, 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 to request a copy.

1. Call to Order

Chair Jeff Gattas 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 Gattas then called roll to determine which Directors were present:

Director Gattas – Present
Director VanDiver - Present
Director Bradford – Present
Director Rodriguez-Kennedy – Present
Director Turowski – Absent
Director Nejabat – Present
Director Newsom - Present

All Directors were recorded as present except Director Alyssa Turowski. Chair Gattas noted that all votes taken during this meeting would be recorded via roll call vote.

2. Non-Agenda Public Comment – Chair Gattas inquired if any member of the public wished to comment on any non-Agenda items. Ms. Lori Saldaña submitted a speaker’s slip requesting an opportunity to address the Committee regarding Agenda Item (2), and she was granted an opportunity to address her comments to the Committee regarding her appreciation to the Center staff and Board for providing better ADA access to the public and for providing Workforce Reports with agenda items. She encouraged staff to work with the City’s Employment Opportunity office to address any discrepancies that may arise in Workforce Reports.

3. Board Committee Reports and Board Action Items:

A. Approval of Minutes of Board Meeting of October 30, 2024, and “Special” Board Meeting of October 30, 2024

Chair Gattas inquired if any Director would like to pull a Consent Agenda item for discussion. Hearing no request to pull a Consent Agenda item, Chair Gattas 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 Rodriguez-Kennedy moved and seconded, respectively, to approve the Consent Agenda as set forth hereinabove.

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

Vote: Unanimous

AYES: 6

NAYS: 0

ABSTENTIONS: 0

4. Action Item(s):

A. Budget Committee (Will Rodriguez-Kennedy)

(1) Chief Financial Officer Report

Deputy CEO-CFO Mattix reported:

- This report encompasses the first four months of this fiscal year following the approval of the audited financial statements.
- Four months into the year the Corporation is surpassing its budget expectations.

- Although seventy percent of the center's business is repeat business, we have been able to welcome a few new shows and one of the most recent new shows was a corporate event.
- The sales team has been working to attract more corporate events and medical events, and the latest corporate event was fantastic. The event spread across twenty-eight hotels in the city, and it exactly fits the criteria of the type of events we want to bring here.
- The event's anticipated budget was originally \$1.9 million, and they spent \$3 million.
- Unfortunately, this event will not be a repeat customer because even though they loved the city and the center, they wanted a more compressed hotel footprint for their attendees (not spread out over 28 hotels).
- The center also hosted an event that was originally scheduled to take place at the Hilton during the strike. This event garnered an unexpected \$500,000 in revenue to the center.
- From a revenue perspective, the Corporation is greatly exceeding the budget.
- From an expense perspective, the Corporation has been prudent and intentional about waiting for the results of the election. We are on track and are, in fact, a little under budget in the Repair and Maintenance areas. That is mostly because the center has been so busy that we are addressing those repair items in November and December.
- Overall, the Corporation was expected to be at a \$4 million deficit at this point in the year and instead, we are running at a \$1.7 million positive net position (net position is after factoring in non-operating costs and depreciation).
- We originally anticipated our ending reserve balance would be \$9.5 million and we now believe it will be better than that. We will need to ask the City for considerable support in the future to address our capital maintenance needs and our improved reserve balance should assist us as we move into those discussions with the City.

After Ms. Mattix completed her update, Chair Gattas inquired if any member of the public wished to comment on Agenda Item (4.A.1). No members of the public responded to the request for comment.

Chair Gattas then called for Board discussion. Director Rodriguez-Kennedy noted that at the beginning of the year, the team faced what appeared to be an impossible financial situation. He thanked staff, especially the Deputy CEO-CFO and the finance team, for working very hard to be fiscally responsible with budgeting and contingency planning and prevailing despite very difficult initial circumstances. Director Rodriguez-Kennedy believes the team is well positioned to move forward next year. Chair Gattas noted that this agenda item requires no vote since it is an informational item.

(2) Authorization to Approve Contingency for Chiller Repair Costs

Chair Gattas called for a staff report regarding this item. After staff submitted its report, Chair Gattas inquired if any member of the public wished to comment on Agenda Item (4.A.2). Ms. Lori Saldaña submitted a speaker's slip requesting an opportunity to address the Committee regarding Agenda Item (4.A.2), and she was granted an opportunity to address her comments to the Committee regarding her request that the Corporation consider creating a climate resiliency fund budget item

AYES: 6

NAYS: 0

ABSTENTIONS: 0

C. Executive Committee (Jeff Gattas)

- (1) A Resolution of the San Diego Convention Center Corporation, Inc. Finding that the Compensation of the President & CEO is Just and Reasonable, Approving the Sixth Amendment to the Amended and Restated Employment Agreement Between the Corporation and Rippetoe, and Authorizing the Chair to Execute the Sixth Amendment to Amend the Terms of Employment as Specified Herein**

During Board discussion, Director Rodriguez-Kennedy noted for the record that this proposed action actually controls costs in the long term because the Board is leaving behind the ambiguous retention incentive language and now doing a fair analysis of national pay, and, additionally, cutting the Corporation's costs over time.

After presentations by staff, and Board discussion, Chair Gattas inquired if any member of the public wished to comment on Agenda Item (4.C.1). Ms. Lori Saldaña submitted a speaker's slip requesting an opportunity to address the Committee regarding Agenda Item (4.C.1), but she withdrew her request noting her question had been answered during the staff presentation.

After presentations by Staff, request for public comment and for Director discussion, Directors Rodriguez-Kennedy and VanDiver, moved and seconded, respectively, to adopt the Resolution of the San Diego Convention Center Corporation, Inc. Finding that the Compensation of the President & CEO is Just and Reasonable, Approving the Sixth Amendment to the Amended and Restated Employment Agreement Between the Corporation and Rippetoe, and Authorizing the Chair to Execute the Sixth Amendment to Amend the Terms of Employment as Specified Herein.

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

Vote: Unanimous

AYES: 6

NAYS: 0

ABSTENTIONS: 0

(D) Executive Committee (Jeff Gattas)

(1) Election of 2025 Board Officers

After presentations by staff, and Board discussion, Chair Gattas inquired if any member of the public wished to comment on Agenda Item (4.D.1). No members of the public responded to the request for comment.

After presentations by Staff, request for public comment and for Director discussion, Directors Newsom and Nejabat, moved and seconded, respectively, to approve the Proposed Slate of SDCCC 2025 Board Officers as set forth below:

**Shawn VanDiver – Chair
Will Rodriguez-Kennedy – Vice Chair
Alyssa Turowski – Treasurer
Gretchen Newsom - Secretary**

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

Vote: Unanimous

AYES: 6

NAYS: 0

ABSTENTIONS: 0

(2) Ratification of Board Committee Assignments

After presentations by staff, and Board discussion, Chair Gattas inquired if any member of the public wished to comment on Agenda Item (4.D.2). No members of the public responded to the request for comment.

After presentations by Staff, request for public comment and for Director discussion, Directors Rodriguez-Kennedy and VanDiver, moved and seconded, respectively, to Ratify San Diego Convention Center 2025 Board Committee Assignments.

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

Vote: Unanimous

AYES: 6

NAYS: 0

ABSTENTIONS: 0

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

- The Strategic Plan is moving forward as planned for the new fiscal year and staff will be working with the new Committee Chairs in preparation for the Corporation's Board Retreat which is scheduled for February 27, 2025.
- An executive coaching firm has been selected for the C-Suite and the coaching process will begin after the holidays.
- The center just hosted the American Society of Hematology event and there were 33,000 attendees. 33% of the attendees were international guests and they came from over 110 countries. This event really enjoys all San Diego has to offer, and they are booked for several future years. This event is the second largest economic contributor to our local economy and to the TOT.
- The convention industry continues to experience a strong rebound and San Diego continues to be the leader in this resurgence.
- Mr. Rippetoe also named recent events hosted by the center and upcoming meetings.
- The center has been very busy and still has a challenge finding the time needed to effect general repairs and maintenance.
- Mr. Rippetoe will be attending the Exhibitor Service Contractors Association's Venue and Management meeting next week in Los Angeles.
- The annual PCMA meeting is scheduled for the second week in January and will take place in Houston this year.
- Saturday, December 21, 2025, is our employee holiday gathering. All Directors and their guests are welcome to attend.

After staff submitted its report, Chair Gattas inquired if any member of the public wished to comment on Agenda Item (5). No members of the public responded to the request for comment.

6. Chair's Report (Jeff Gattas)

- Chair Gattas commended everyone involved in staging the 35th Anniversary celebration last week. It was an excellent event that was well attended and Chair Gattas had an opportunity to meet center guests and vendors.
- Chair Gattas acknowledged and thanked Director Bradford for her Board service as her term comes to an official end.
- Chair Gattas thanked his fellow Directors and center staff for their support this year. This year has had a variety of difficult situations arise, and everyone worked together to make this a good place, if not the best place, to have a convention.
- Chair Gattas also thanked General Counsel Lyon for helping him maneuver through some of the challenges he faced this year, and he further thanked Director Rodriguez-Kennedy for spearheading the hard tasks associated with the budget this year.
- The SDCCC Children's Holiday Party is scheduled on Saturday, December 21st from 9:00 – 11:30 a.m. Directors are invited to bring their children. The staff

Holiday Party is also scheduled on Saturday, December 21st from 6:00 p.m. to 11:00 p.m. Directors are invited to attend – please let Pat know if you will be attending.

- The next Board meeting is tentatively scheduled for January 29, 2025, at Noon.

After Chair Gattas submitted his report, Chair Gattas inquired if any member of the public wished to comment on Agenda Item (6). No members of the public responded to the request for comment.

7. **Board Comment [Govt. Code § 54954.2(a) (2)]** – Director Rodriguez-Kennedy thanked Director Bradford for many her years of service to the convention center and he thanked Chair Gattas for his leadership this year.
8. **Urgent non-agenda items** (must meet the requirements of Government Code, Section 54954.2): **None**

There being no further business, the meeting was adjourned at 12:50 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 December 11, 2024, and that said minutes were approved by the Board of Directors on January 29, 2025.

Gretchen Newsom, Secretary

Agenda Item 3.A

MINUTES* SAN DIEGO CONVENTION CENTER CORPORATION “SPECIAL” BOARD OF DIRECTORS

BOARD MEETING JANUARY 8, 2025

BOARD MEMBERS PRESENT: Chair Shawn VanDiver and Directors Alyssa Turowski, Sam Nejabat, Jessica Anderson, and Jeff Gattas

BOARD MEMBER(S) ABSENT: Directors Will Rodriguez-Kennedy and Gretchen Newsom

STAFF PRESENT: Rip Rippetoe, Mardeen Mattix, Corey Albright, Andy Mikschl, Maren Dougherty, Michael Milligan, Victoria Mitchell, 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 to request a copy.

1. Call to Order

Chair Shawn VanDiver 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 VanDiver then called roll to determine which Directors were present:

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

All Directors were recorded as present except Director Will Rodriguez-Kennedy and Director Gretchen Newsom. Chair VanDiver noted that all votes taken during this meeting would be recorded via roll call vote.

2. **Non-Agenda 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. **Board Committee Reports and Board Action Items:**

A. **Authorization to Approve Change Order Allowance for West Kitchen Construction & Temporary Kitchen**

Director Rodriguez-Kennedy arrives on site at 12:13 p.m.

After presentations by staff, and Board discussion, Chair VanDiver 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 presentations by Staff, and Board discussion, Directors Gattas and Turowski moved and seconded, respectively, to Authorize Approval of the Change Order Allowance for West Kitchen Construction in the amount of \$500,000 and reimbursement to SodexoLive! for Temporary Kitchen and Refrigerator Trucks at a cost of \$300,000. This brings the total not-to-exceed budget project cost from \$7,940,223.61 to \$8,740,223.61.

Vote: Unanimous

AYES: 6

NAYS: 0

ABSTENTIONS: 0

4. **Board Comment [Govt. Code § 54954.2(a) (2)]** – Chair VanDiver welcomed Director Anderson to her first Board meeting.

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

There being no further business, the meeting adjourned at 12:20 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 December 8, 2024, and that said minutes were approved by the Board of Directors on January 29, 2025.

Gretchen Newsom, Secretary

Agenda Item 4.A.1

CFO Report to Board of Directors For the month ending December 31, 2024 (As of January 27, 2025)

Financial Performance:

Revenue: Over the first half of the year, revenue has exceeded budget expectations by over \$4.5M, fueled by a combination of new corporate and medical events surpassing projections, and event performance related to ancillary services. November welcomed a new medical show, “The Liver Meeting,” presented by the American Association for the Study of Liver Diseases, that brought more than 7,700 attendees, driven by concerted efforts to book this type of event.

Summary of Events, Nov – Dec	
Citywide Events	8
Short-term	10
Econ Impact	\$291M
Attendees	96,500
Est Tax Rev to City	\$9.3M

Expenses: Most expenses are in line with the budget, with the exception of repair and maintenance, wardrobe supplies, leased assets, and capital assets. The variances in repair and maintenance, as well as capital assets, are primarily due to limited time available for repairs around event schedules. Wardrobe supplies are under budget due to delays in finalizing the new uniform contract, which were caused by renegotiated quantity adjustments during labor negotiations. Additionally, the amortization of leased assets will reflect an unplanned \$121K monthly expense due to the earlier-than-expected execution of the marshal yard contract, resulting in an anticipated \$1M excess cost by year-end.

Operating results: Although the budgeted year-to-date operational loss was projected at \$5.5 million, our actual performance reflects a positive \$2.2 million, resulting in a favorable variance of \$7.7 million year-to-date. This improvement is largely due to prudent spending and unexpected exceptional event activity. Reserves started the year at \$27,356,529 and remain strong at approximately \$29.0 million, after accounting for IBank debt payments and capital investments.

Capital and maintenance efforts: FY25 is shaping up to be a record-setting year, particularly in revenue performance. SDCC has strategically leveraged these revenues to build and expand a dedicated engineering team focused on long-term asset maintenance and capital renewal. Over the past three years, SDCC has significantly increased spending on repair and maintenance, with annual expenditure growing from \$3.5M to \$6M. Additionally, capital expenditures have risen from an average of \$3M annually to \$9M, as major projects near completion.

Given the City’s budget shortfall, SDCC will continue to exercise fiscal prudence, per the City’s directive to prioritize only critical capital expenditures. As we develop our long-term asset management program and enhance capital planning, it is critical to emphasize the continued need for future reinvestment from the City in order to continue our ongoing capital initiatives and ensure we can meet the evolving demands of our infrastructure and service commitments.

San Diego Convention Center Corporation - Detailed Statement of Revenues & Expenses
FY2025 Corporate Summary
For the Month Ended December 31, 2024

	Monthly Amounts			YTD Amounts			Annual	
	Budget	Actual	Act vs Bud Fav/(Unfav)	Budget	Actual	Act vs Bud Fav/(Unfav)	Budget	Remaining Budget
REVENUES								
Building Rent - Net	328,220	359,467	31,247	4,464,019	4,475,289	11,270	8,849,187	4,373,898
Food & Beverage	666,330	805,195	138,865	7,674,166	10,277,555	2,603,389	17,943,514	7,665,959
Event Services	504,335	623,183	118,848	2,669,593	3,176,625	507,032	5,230,729	2,054,104
Utilities	1,074,049	1,291,157	217,108	3,114,744	4,344,357	1,229,613	7,410,910	3,066,553
Telecommunications	661,690	542,786	(118,904)	3,298,195	3,310,188	11,993	5,785,568	2,475,380
Audio Visual	121,775	181,627	59,852	892,204	1,002,210	110,006	1,897,830	895,620
Other Ancillaries	35,666	37,679	2,013	376,746	423,903	47,157	706,250	282,347
Other Revenues	3,000	1,645	(1,355)	3,000	53,909	50,909	3,000	(50,909)
TOTAL OPERATING REVENUE	\$ 3,395,065	\$ 3,842,738	\$ 447,673	\$ 22,492,667	\$ 27,064,036	\$ 4,571,369	\$ 47,826,988	\$ 20,762,952
PERSONNEL EXPENSES								
Salaries & Wages - Full Time	1,710,332	1,623,136	87,196	10,668,685	9,924,769	743,916	21,211,564	11,286,795
Salaries & Wages - Part Time	223,466	482,453	(258,987)	2,653,501	2,872,553	(219,052)	5,850,833	2,978,280
Fringe Benefits	551,459	528,248	23,211	3,548,880	3,330,595	218,285	7,176,191	3,845,596
Total: Personnel Expenses	\$ 2,485,257	\$ 2,633,837	\$ (148,580)	\$ 16,871,066	\$ 16,127,917	\$ 743,149	\$ 34,238,588	\$ 18,110,671
SUPPLIES & SERVICES EXPENSES								
General Expenses	221,897	317,265	(95,368)	929,443	887,711	41,732	2,471,027	1,583,316
Repairs & Maintenance	709,819	372,942	336,877	3,151,503	1,842,754	1,308,749	5,582,301	3,739,547
Utilities	499,583	392,358	107,225	3,977,502	3,616,458	361,044	7,155,000	3,538,542
Contracted Services	251,256	88,794	162,462	864,672	639,499	225,173	1,400,760	761,261
Travel & Transportation	695	28	667	52,219	56,344	(4,125)	97,925	41,581
Insurance	82,180	42,486	39,694	493,082	419,441	73,641	1,011,286	591,845
Telecom Services	7,148	4,807	2,341	44,488	29,853	14,635	83,100	53,247
Sales & Marketing	242,924	238,594	4,330	1,433,019	1,411,251	21,768	2,876,545	1,465,294
Supplies	67,499	45,042	22,457	628,722	318,836	309,886	1,032,605	713,769
Total: Supplies & Services Expenses	\$ 2,083,001	\$ 1,502,317	\$ 580,684	\$ 11,574,650	\$ 9,222,148	\$ 2,352,502	\$ 21,710,549	\$ 12,488,401
DEPRECIATION								
Depreciation	238,525	239,840	(1,315)	1,431,150	1,430,870	280	3,012,300	1,581,430
Amortization	46,764	167,578	(120,814)	280,584	763,840	(483,256)	561,184	(202,656)
Total: Depreciation & Amortization	\$ 285,289	\$ 407,418	\$ (122,129)	\$ 1,711,734	\$ 2,194,709	\$ (482,975)	\$ 3,573,484	\$ 1,378,775
TOTAL OPERATING EXPENSES	\$ 4,853,547	\$ 4,543,572	\$ 309,975	\$ 30,157,450	\$ 27,544,774	\$ 2,612,676	\$ 59,522,621	\$ 31,977,847
NET OPERATING INCOME/(LOSS)	\$ (1,458,482)	\$ (700,834)	\$ 757,648	\$ (7,664,783)	\$ (480,737)	\$ 7,184,046	\$ (11,695,633)	\$ (11,214,896)
NON-OPERATING								
NON-OPERATING REVENUE								
Contributions City of SD	272,724	272,724	0	1,636,344	1,636,344	0	3,272,690	1,636,346
Interest Income	50,000	27,269	(22,731)	300,000	828,909	528,909	600,000	(228,909)
Gain (Loss) Disposal of Fixed Asset	0	0	0	0	5,850	5,850	0	(5,850)
Capital Contribution	25,000	0	(25,000)	150,000	0	(150,000)	300,000	300,000
Other Income	124,742	232,945	108,203	528,634	661,327	132,693	1,238,191	576,864
Contributions	0	41,500	41,500	0	41,500	41,500	0	(41,500)
Total: NON-OPERATING REVENUE	\$ 472,466	\$ 574,437	\$ 101,971	\$ 2,614,978	\$ 3,173,930	\$ 558,952	\$ 5,410,881	\$ 2,236,951
NON-OPERATING EXPENSE								
Non-Operating Expense	68,626	68,626	0	420,200	420,200	0	834,036	413,836
Total: NON-OPERATING EXPENSE	\$ 68,626	\$ 68,626	\$ 0	\$ 420,200	\$ 420,200	\$ 0	\$ 834,036	\$ 413,836
NET NON-OPERATING REVENUE (EXPENSE)	\$ 403,840	\$ 505,811	\$ 101,971	\$ 2,194,778	\$ 2,753,730	\$ 558,952	\$ 4,576,845	\$ -
CHANGE IN NET POSITION (YTD Income/Loss)	\$ (1,054,642)	\$ (195,023)	\$ 859,619	\$ (5,470,005)	\$ 2,272,993	\$ 7,742,998	\$ (7,118,788)	\$ (9,391,781)
+ Depreciation (does not impact reserves)	285,289	407,418	122,129	1,711,734	2,194,709	482,975	3,573,484	1,378,775
- Principal: IBank Loan & Lease Payable	(50,784)	(50,784)	(0)	(1,172,231)	(1,172,231)	(0)	(1,467,880)	(295,649)
- Capital Purchases	(1,360,564)	(866,423)	494,141	(6,923,922)	(1,609,173)	5,314,749	(8,777,078)	(7,167,905)
TOTAL NET IMPACT ON RESERVES	\$ (2,180,701)	\$ (704,812)	\$ 1,475,889	\$ (11,854,424)	\$ 1,686,298	\$ 13,540,722	\$ (13,790,262)	\$ (15,476,560)

OPERATING RESERVE ACTIVITY								
Beginning Operating Reserve:	-	-	-	-	27,356,529	-	23,397,347	3,959,182
+ Change in Net Position	-	-	-	-	2,272,993	-	-7,118,788	9,391,781
+ Depreciation & Amortization (No Impact)	-	-	-	-	2,194,709	-	3,573,484	-1,378,775
- Principal Payments: IBank Loan & Leases	-	-	-	-	-1,172,231	-	-1,467,880	295,649
- Capital Investments	-	-	-	-	-1,609,173	-	-8,777,078	7,167,905
- Restricted Reserve Adjustment	-	-	-	-	0	-	0	0
Ending Reserve Balance:	-	-	-	-	29,042,826	-	9,607,085	19,435,742
Restricted Reserve Balance:	-	-	-	-	2,120,790	-	0	2,120,790
MRM - Recommended Target Balance (25%)					10,544,485		10,544,485	
Target Balance (14%)					5,904,911		5,904,911	
Minimum Balance (8%)					3,374,235		3,374,235	

San Diego Convention Center Corporation**Statement of Net Position**

December 31, 2024

	December 31, 2024	June 30, 2024	Variance	% Change
ASSETS				
Cash and cash equivalents	4,027,665	7,963,046	(3,935,382)	-49%
Restricted cash	2,120,790	2,120,790	0	0%
Investments	35,005,424	25,169,159	9,836,265	39%
Accounts receivable, net	14,026,732	8,525,419	5,501,313	65%
Prepaid expenses	883,243	1,320,145	(436,902)	-33%
Deposits with others	143,177	143,177	0	0%
Inventory	48,891	48,891	0	0%
Note receivable	0	0	0	--
Capital assets, net	65,229,793	36,336,607	28,893,186	80%
Total Assets	121,485,715	81,627,234	39,858,481	49%
LIABILITIES				
Accounts payable	580,273	1,016,166	(435,893)	-43%
Accrued liabilities	2,020,141	1,719,232	300,909	18%
Accrued workers' compensation claims liabilities	1,165,688	1,250,636	(84,949)	-7%
Accrued I-Bank interest and loan administrative fee	335,425	381,929	(46,504)	-12%
Retention payable	182,511	146,860	35,652	24%
Accrued compensated employee absences	1,768,735	1,673,920	94,816	6%
Unearned income	17,541,681	8,126,715	9,414,965	116%
Long-term debt	50,327,986	22,021,494	28,306,492	129%
Total Liabilities	73,922,440	36,336,952	37,585,488	103%
NET POSITION				
Net investment in capital assets	16,400,577	15,813,882	586,695	4%
Restricted	2,120,790	2,120,790	0	0%
Unrestricted	29,041,908	27,355,610	1,686,298	6%
Total net position	47,563,275	45,290,282	2,272,992	5%
Total Liabilities and Net Position	121,485,715	81,627,234	39,858,481	49%

Agenda Item 4.A.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 January 29, 2025

RE: Authorization to Contract for Elevator B Modernization Including Electrical and Fire System Improvements

BACKGROUND

The San Diego Convention Center currently operates a total of 22 elevators, including 8 freight, 13 passenger, and 1 incline, along with 14 escalators. Of these, 14 elevators are situated within the West Building, 5 of which contain original control systems and components dating back to 1989. Notably, Elevator B, one of these five, has been nonoperational since Fall 2024 following several unsuccessful repair attempts. Given the advanced age of its infrastructure, it is strongly recommended that we proceed with the modernization of Elevator B to restore its functionality.

DISCUSSION

Our team consulted with Otis Elevator Company, the current contractor for elevator and escalator maintenance, to assess the condition of Elevator B. The evaluation revealed that numerous components are outdated and would require replacement, but those repairs would likely not provide long-term reliability. After considering the potential for ongoing failures, modernization was identified as the optimal solution. This approach will replace the outdated components with state-of-the-art technology, ensuring compliance with current safety standards, enhancing reliability, and minimizing future downtime.

Otis has provided a quote for the modernization of Elevator B totaling \$154,916.40.

As part of the modernization, the fire recall system in the unit must also be upgraded to integrate with our existing fire alarm system. Our contracted vendor, Sygnal Systems, has provided a quote for the electrical and fire system improvements at \$75,000.00.

We anticipate that the project will be completed by December 2025, accounting for lead times and installation schedules.

BUDGETARY IMPACT

While modernization of the Convention Center's elevators and escalators is included in the broader Capital Plan for future years, the specific upgrade of Elevator B was not forecasted for FY25 or FY26. As such, this project represents an unplanned and unbudgeted capital expenditure. The financial impact will be as follows:

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: Otis Elevator Company

ADA/DBA: Otis Elevator Company

Address (Corporate Headquarters, where applicable): One Carrier Place

City: Farmington County: Hartford State: CT Zip: 06032

Telephone Number: (860) 676-6000 Fax Number: (860) 676-5111

Name of Company CEO: Judy Marks

Address(es), phone and fax number(s) of company facilities located in San Diego County (if different from above):

Address: 4949 Viewridge Avenue

City: San Diego County: San Diego State: CA Zip: 92123

Telephone Number: (858) 560-5881 Fax Number: 858-560-7465 Email: sarah.espinoza@otis.com

Type of Business: Elevator/Escalator Install Repair Type of License: Elevator Contractor License, C-11

The Company has appointed: Alecia Smith

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: Western Region

Telephone Number: (561) 339-9045 Fax Number: N/A Email: Alecia.Smith@otis.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 Otis Elevator Company

(Firm Name)

San Diego

CA

hereby certify that information provided

(County)

(State)

herein is true and correct. This document was executed on this 17th day of October, 2024



Brian Kegler - Director & GM

(Authorized Signature)

(Print Authorized Signature Name)

WORK FORCE REPORT – Page 2

NAME OF FIRM: Otis Elevator Company

DATE: 10/17/2024

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
- (2) Hispanic or Latino
- (3) Asian
- (4) American Indian or Alaska Native
- (5) Native Hawaiian or Pacific Islander
- (6) White
- (7) Other race/ethnicity; not falling into other groups

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											8			
Professional						1					2			
A&E, Science, Computer														
Technical				1							1			
Sales				1	1	1					4	2		
Administrative Support			1			2						2		
Services														
Crafts														
Operative Workers														
Transportation														
Laborers*														

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

Totals Each Column			1	2	1	4					15	4		
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Grand Total All Employees 27

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

Disabled	N/A													
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Non-Profit Organizations Only:

Board of Directors														
Volunteers														
Artists														

WORK FORCE REPORT – Page 3

NAME OF FIRM: Otis Elevator Company

DATE: 10/17/2024

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:

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- (4) American Indian or Alaska Native
- (5) Native Hawaiian or Pacific Islander
- (6) White
- (7) Other race/ethnicity; not falling into other groups

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														
Elevator Installers	2		9						1		86			
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	2		9						1		86			
--------------------	---	--	---	--	--	--	--	--	---	--	----	--	--	--

Grand Total All Employees 98

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

Disabled														
----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

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 Report¹. 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 county². 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^{1, 3}. In another case, when work is done only by the Managing Office, only the MOWF Report may be necessary.³

TYPES OF WORK FORCE REPORTS:

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

- ¹ One San Diego County (or Most Local County) Work Force – Mandatory in most cases
- ² Branch Work Force *
- ³ Managing Office Work Force

**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.

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.

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

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: Sygnal Systems

ADA/DBA: _____

Address (Corporate Headquarters, where applicable): 427 El Cajon Blvd.

City: El Cajon County: San Diego State: CA Zip: 92020

Telephone Number: (619)499-5609 Fax Number: _____

Name of Company CEO: Joe Tancil

Address(es), phone and fax number(s) of company facilities located in San Diego County (if different from above):

Address: 2157 Rose Fern Lane

City: Ramona County: San Diego State: CA Zip: 92065

Telephone Number: _____ Fax Number: _____ Email: ashley@sygnalsystems.com

Type of Business: Fire Protection Type of License: C10, C16

The Company has appointed: _____

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: _____

Telephone Number: _____ Fax Number: _____ Email: _____

- 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 Sygnal Systems

(Firm Name)

San Diego, California hereby certify that information provided
(County) (State)

herein is true and correct. This document was executed on this 22 day of January, 2025

Ashley Tancil

(Authorized Signature)

(Print Authorized Signature Name)

NAME OF FIRM: _____ DATE: _____

OFFICE(S) or BRANCH(ES): _____ COUNTY: _____

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:

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- (5) Native Hawaiian or Pacific Islander
- (6) White
- (7) Other race/ethnicity; not falling into other groups

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

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

Totals Each Column	0	0	1	0	0	0	0	0	0	0	0	3	2	0	0
--------------------	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---

Grand Total All Employees

6

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

Disabled	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
----------	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---

Non-Profit Organizations Only:

Board of Directors															
Volunteers															
Artists															

NAME OF FIRM: _____ DATE: _____

OFFICE(S) or BRANCH(ES): _____ COUNTY: _____

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:

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	(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	1		5								3			
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	1	0	5	0	0	0	0	0	0	0	0	3	0	0	0
--------------------	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---

Grand Total All Employees 9

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

Disabled														
----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Work Force Report

HISTORY

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WORK FORCE & BRANCH WORK FORCE REPORTS

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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^{1,3}. In another case, when work is done only by the Managing Office, only the MOWF Report may be necessary.³

TYPES OF WORK FORCE REPORTS:

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

- ¹ One San Diego County (or Most Local County) Work Force – Mandatory in most cases
- ² Branch Work Force *
- ³ Managing Office Work Force

**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.

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.

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 4.B



SAN DIEGO CONVENTION CENTER/ SHORT TERM SALES DECEMBER 2024 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

	FY25 DECEMBER 24	FY24 DECEMBER 23	CUMULATIVE FYTD 2025	CUMULATIVE FYTD 2024
DEFINITE	EVENTS	3	3	26
	ATTENDANCE	5,000	2,262	76,565
	ROOM NIGHTS	3,398	0	11,377
	RENTAL REVENUE	\$53,900	\$27,200	\$934,020

FY25 PERCENT TO GOAL

Convention Center Rental Revenue

	GOAL	YTD	PERCENT TO GOAL
CONTRACTED RENTAL REVENUE	\$1,500,000	\$934,020	62.3%

San Diego Convention Center Short Term Sales December 2024 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ DECEMBER 2024

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Progressive Labor Summit 2025	03/29/25	500	0	0	\$9,800
Bridal Bazaar Fall 2025	09/21/25	2,000	0	0	\$12,750
2025 Great Minds in STEM Conference	10/04/25	2,500	1,040	3,398	\$31,350
TOTAL		5,000		3,398	\$53,900

San Diego Convention Center Short Term Sales December 2024 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ FY25 YTD

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
ASNE Fleet Maintenance Symposium 2025	09/24/25	1,300	200	445	\$59,000
One Piece Trading Card Game Offline Regional	11/02/24	1,300	0	0	\$15,680
Advance Automotive Battery Conference 2026	12/06/26	2,000	575	2,192	\$71,700
Gujarati Cultural Dance 2024	09/14/24	700	0	0	\$5,100
Broadband Communities West 2024	10/30/24	1,000	0	0	\$17,000
Toray Meeting	09/11/24	15	0	0	\$600
United States Univ. Commencement Ceremony	09/14/24	4,000	25	50	\$11,300
California Bridal & Wedding Expo2025	06/22/25	5,000	0	0	\$7,700
Shamrock Foods Company	09/25/25	2,000	303	424	\$41,800
San Diego World Running Championships	09/27/25	5,000	0	0	\$54,300
Wellness Together	10/01/25	2,000	500	1,000	\$104,800
Regional Task Force on Homelessness	12/11/25	1,200	100	300	\$55,800
Fanatics Fest San Diego 2025	12/15/25	30,000	500	1,200	\$111,900
Project Lead the Way Summit 2024	10/02/24	1,300	779	2,368	\$164,400
Yugioh! ROTA Regional Qualifier	10/20/24	600	0	0	\$5,600
Art San Diego	10/21/25	5,000	0	0	\$30,940
San Diego Home Fall Show 2025	08/17/25	5,000	0	0	\$15,400
IWRP Industry Day 2025	06/24/25	300	0	0	\$6,900
Global CTI Group	11/19/24	50	0	0	\$1,800
YBNB Bizcon 2025	09/12/25	500	0	0	\$3,600
Navy Gold Coast 2025	08/21/25	2,000	0	0	\$72,200
X-STEM Workshop San Diego 2025	09/23/25	900	0	0	\$6,000
Neighborhood House Association	11/23/24	400	0	0	\$16,600

San Diego Convention Center Short Term Sales December 2024 Sales Activity Report

CONTRACTED SHORT TERM EVENTS/ FY25 YTD (cont.)

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Progressive Labor Summit 2025	03/29/25	500	0	0	\$9,800
Bridal Bazaar Fall 2025	09/21/25	2,000	0	0	\$12,750
2025 Great Minds in STEM Conference	10/04/25	2,500	1,040	3,398	\$31,350
TOTAL		76,565		11,377	\$934,020

San Diego Convention Center Short Term Sales December 2024 Sales Activity Report



Citywide Sales Activity Report

Bookings & Leads as of December 2024

Citywide Primary Market

Conventions, Trade Shows, Corporate & Incentive Events

DEFINITE	December 2024		December 2023		CUMULATIVE FY2025		CUMULATIVE FY2024	
	Conventions	6	11	18	18			
	Attend.	163,900	99,400	285,910	165,200			
	Contract Rooms	128,863	180,440	361,999	303,734			

LEAD	December 2024		December 2023		CUMULATIVE FY2025		CUMULATIVE FY2024	
	Conventions	5	3	62	97			
	Attend.	38,700	5,000	401,850	795,540			
	Requested Rooms	107,560	12,250	680,711	1,585,809			

Variance Fiscal Year-to-Date

	CUMULATIVE FY2025	CUMULATIVE FY2024	YOY Variance	% YOY Variance
Definite Rooms	361,999	303,734	+58,265	+19.2%
New Lead Status Rooms	680,711	1,585,809	-905,098	-57.07%
Total Lead Status Rooms	1,262,810	1,670,962	-408,152	-24.4%

*"Lead" status room nights in FY24 skewed by Hematology (ASH) entering lead status for two (2) years in July '23 (275,400 rns) and future years for annual corporate events (258,195 rns) equating to a total of 533,595 rns.

Definite Event Breakdown

Conventions, Trade Shows, Corporate & Incentive Events Booked in December 2024

SDTA Lead ID	SDCCC Lead ID	Account Name	National Sales Director	Event Dates	Contract Rooms	Peak Room Nights	Attend.
1223169	2707001	San Diego Comic-Con, Inc.	Jacqueline Scott	Jul 22 - 25, 2027	62,020	14,000	135,000
1236614	2829-65-65-30882	Confidential	Angie Ranalli	Mar 23 - 26, 2029	26,940	6,000	11,000
1232393	2829-65-65-11170	Avid Center	Kim Borneman	Jun 16 - 19, 2030	11,285	3,700	4,700
1232394	2829-65-65-20002	Avid Center	Kim Borneman	Jun 15 - 17, 2031	11,285	3,700	4,700
1233963	2829-65-65-19236	Avid Center	Kim Borneman	Jul 28 - 30, 2030	10,745	3,500	4,500
1235881	2829-65-65-27426	American College of Foot and Ankle Surgeons	Joe Clifford	Feb 20 - 23, 2031	6,588	1,800	4,000

SUMMARY

Happy to report that overall, December's bookings and Mid-Year performance continues to follow the strategy implemented at the beginning of Fiscal Year 2023 and approved by the SDCCC Board to focus on quality vs. quantity bookings, target events that fall within the next five to seven years at a higher pace and/or that fall into a traditionally slower time for meetings & conventions.

- December production: 100% or 128,863 rooms, fall within the next 7 years with 69%, 88,960 rooms, falling within the next 5 years
- San Diego's beloved Comic-Con signed their license agreement for 62k rooms, 135K attendees to return in July of 2027.
- Fiscal year-to-date 56% of rooms booked, 204,360 rooms, fall within the next 5 years.
- Fiscal year-to-date 92% of rooms booked, 332,691 rooms, fall within the next 7 years

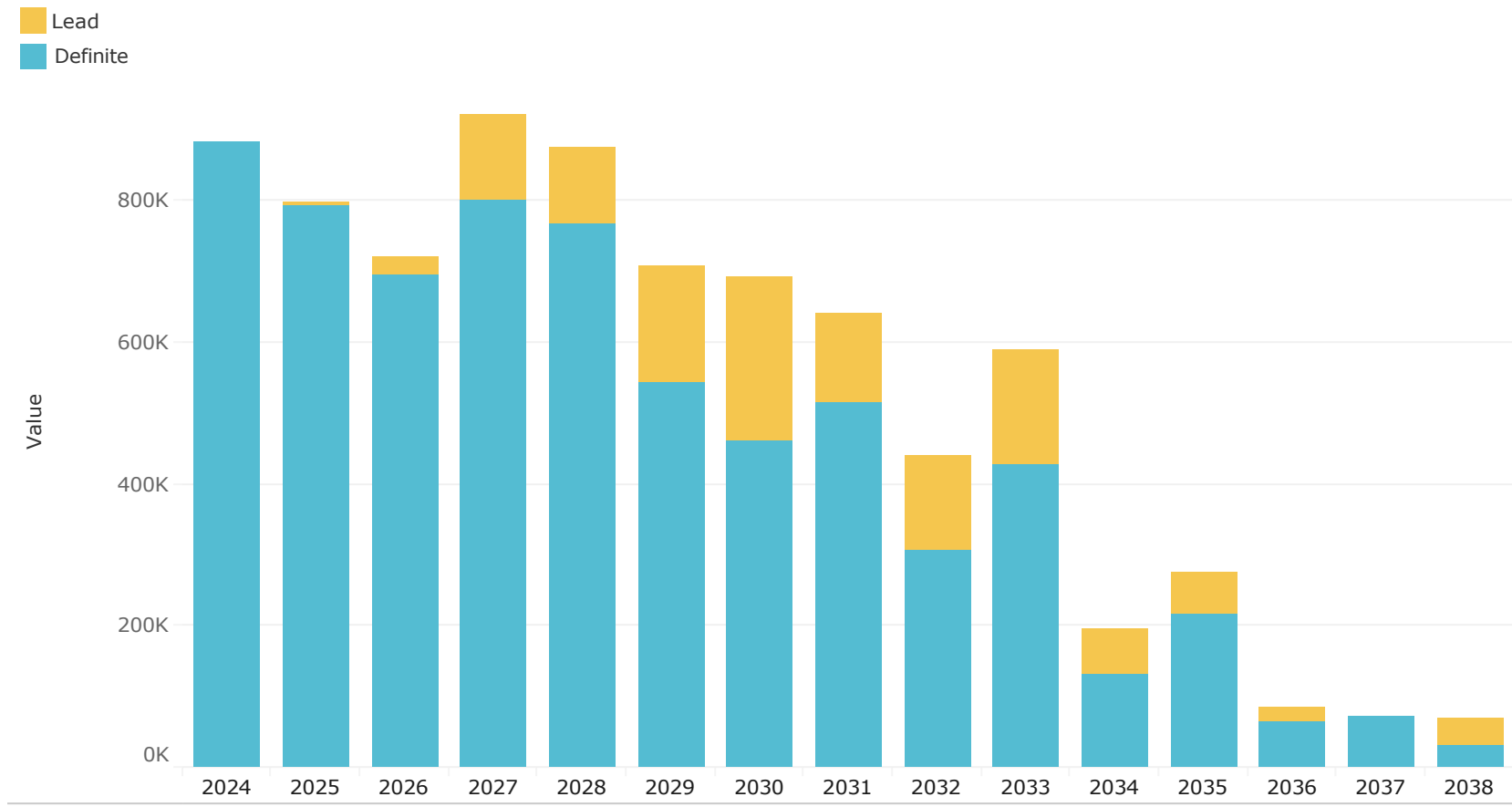
Citywide Sales Activity Report

Definite Events On-the-Books as of December 2024



Room Night Summary

Room nights by calendar year of event



	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038
Definite Bookings	50	45	42	37	28	24	19	21	13	10	3	6	2	3	1
Definite Room Nights	884K	792K	695K	801K	768K	542K	460K	515K	306K	426K	132K	215K	64K	71K	30K
Lead Room Nights		5K	25K	121K	109K	166K	232K	125K	135K	163K	63K	59K	20K		38K

- NOTE:
- 2024 Definite Total Room Night Changes: + 6,356 definite room night increases primarily due to ALA (+3217) and
 - 2025 Definite Total Room Night Changes: + 432 definite room night increases due to AFCEA WEST increasing peak.
 - 2026 Definite Total Room Night Changes: - 5,288 definite room night decreases primarily due to CRF decreasing peak from 5K to 4K.
 - 2027 Definite Total Room Night Changes: + 62,020 New Definite and -3,430 in definite room night decreases primarily due to ASCRS and AAFP shoulder adjustments.
 - 2028 Definite Total Room Night Changes: No changes
 - 2029 Definite Total Room Night Changes: + 26,940 New Definite
 - 2030 Definite Total Room Night Changes: + 22,030 New Definite
 - 2031 Definite Total Room Night Changes: + 17,873 New Definite
 - 2032 - 2038 Definite Total Room Night Changes: No changes