

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

**WEDNESDAY, DECEMBER 10, 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 Proposed Board Meeting Minutes of October 29, 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) Authorize Award of Contract for Waste Disposal to Republic Services of San Diego**

**Recommendation:** The Budget Committee recommends the Board of Directors approve a contract with Republic Services of San Diego for waste disposal services at a projected annual one-year cost of \$397,762.50 and a projected three-year cost of \$1,278,765.39.

Receive Public Comment

**(3) Authorize Award of a Single-Source Contract for West Generator and Switchgear Feasibility and Design to Randall Lamb**

**Recommendation:** The Budget Committee recommends the Board of Directors authorize award of a single source contract to Randall Lamb in the amount of \$451,115, with an additional 10% contingency, for a total not-to-exceed capital project value of \$496,000.

Receive Public Comment

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

**(1) Authorization to Approve Employee Health and Welfare Benefits for PY 2026-2027 through Marsh & McLennan Agency, LLC**

**Recommendation:** The Audit Committee recommends the Board of Directors authorize Approval of Employee Health and Welfare Benefits for Policy Year 2026-2027 through Marsh McLennan Agency, LLC

Receive Public Comment

**D. Nominating Committee (Sawn VanDiver)**

**(1) Election of 2026 Board Officers**

**Recommendation:** The Nominating Committee recommends that the Board of Directors approve the slate of proposed 2026 SDCCC Board Officers.

Receive Public Comment

**(2) Ratification of Board Committee Assignments and Discussion re: Formation of Ad Hoc Committees**

**Recommendation:** The Nominating Committee recommends that the Board of Directors ratify the proposed 2026 SDCCC Board Committee Assignments.

Receive Public Comment

**E. 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)

## 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](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 OCTOBER 29, 2025

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

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

**STAFF PRESENT:** Mardeen Mattix, Corey Albright, Andy Mikschl, and Pat Evans (Recorder)

**ALSO PRESENT:** Jennifer Lyon, General Counsel, Linda Hurley, Macias & Gini Audit Partner

\*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 – Absent**  
**Director Turowski – Present**  
**Director Newsom – Absent**  
**Director Anderson - Present**  
**Director Gattas – Present**

All Directors were recorded as present except Director Rodriguez-Kennedy and Director Newsom. 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 September 24, 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 Gattas and Turowski moved and seconded, respectively, to approve the Consent Agenda as set forth hereinabove.**

**Director VanDiver – Aye**

**Director Rodriguez-Kennedy – Absent**

**Director Turowski – Aye**

**Director Newsom – Absent**

**Director Anderson– Aye**

**Director Gattas – Aye**

**Vote: Unanimous**

**AYES: 4**

**NAYS: 0**

**ABSTENTIONS: 0**

**Action Item(s):**

Director Rodriguez-Kennedy arrived at 12:09 p.m.

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

**(1) Authorization to Review and Accept Draft FY 2025 Audited Annual Financial Report**

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

**After presentations by Staff and Audit Partner, request for public comment and for Director discussion, Directors Gattas and Rodriguez-Kennedy moved and seconded, respectively, that the Board Review and Accept the FY 2025 Audited Financial Report.**

**Director VanDiver – Aye**

**Director Rodriguez-Kennedy – Aye**

**Director Turowski – Aye**

**Director Newsom – Absent**

**Director Anderson– Aye**  
**Director Gattas – Aye**

**Vote: Unanimous**

**AYES: 5**

**NAYS: 0**

**ABSTENTIONS: 0**

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

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

Deputy CEO-CFO Mattix reported:

- From a financial perspective, the Corporations financial performance has remained strong through September. Although last month we spoke of seeing early signs of moderation in our events, through September, particularly in food and beverage and utility commissions, we have had strong results.
- The first quarter was budgeted to have an operating loss; however, we have remained flat and that includes a \$1.5 million I-Bank payment.
- The Corporation’s reserves remain at the \$34 million mark, which is where they ended last year.
- Looking at the early months of this fiscal year shows the resilience of our repeat clients. We are focused on client retention as well as expanding more high-value city-wide events and looking for opportunities within the corporate market segment as well as other growth opportunities. To that end, we are working very collaboratively with SDTA.
- The challenge remains finding space within the building and having enough hotel rooms to support events. It’s a good problem to have but it is still a challenge to San Diego.
- We, internally, are remaining focused on building our key staffing levels. We have been deliberate in our approach. We are insuring that we are bringing in the right people, so we remain well positioned to be able to continue to offer the excellent service that our clients expect.
- From a capital and infrastructure perspective, the integrity of our assets, and continuing to be able to host these events without any major interruptions, is the key. It has been a focus of conversations with some of our key clients who have experienced a few of our equipment or infrastructure glitches over the last couple of years. We are focused on planning for prevention of these types of problems.
- We have been working closely with the City to align the timing and the use of the reserves and which capital projects we are focused on while still also maintaining our operational efficiency.
- Something new that you’ll see over the coming weeks is how we are revamping our financial statements to make them easier to digest not only while the Board is making decisions on items we are presenting to you, but also for officials that are using them, especially key stakeholders at the city who will see how we are using the reserves.
- We will be focusing more on presenting information in a one-page document that will show what our core business operational performance will look like. The information will also show what we are doing with regards to our enhanced efforts towards maintenance and capital projects and how our actions are

enhancing reserves over the next couple of years and how we will be depleting the reserves as we continue to move forward with more projects while the city is examining opportunities to help support bringing some of our major projects to fruition.

## **(2) Authorization to Ratify FY 2026 Restated Budget**

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.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 Turowski and Anderson moved and seconded, respectively, that the Board Ratify the FY 2026 Restated Budget.**

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

**Vote: Unanimous**

**AYES: 5**

**NAYS: 0**

**ABSTENTIONS: 0**

**ENTIONS: 0**

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

Mr. Mikschl reported that the Committee did not meet this month, but sales information packets have been included with the Board packet for Director review.

## **4. Chair's Report (Shawn Van Diver)**

- Chair VanDiver noted the Board Workshop is scheduled for November 19 from 1:00 – 4:00 p.m.
- The next Board meeting is scheduled for December 10, 2025, at Noon.
- Chair VanDiver stated that the team is very excited that Measure “C” funding is now able to be leveraged. Convention Center staff and the City are working hard together to figure out how we can move forward immediately and there are a lot of needs we are all eager to get started on.
- Chair VanDiver appointed an Ad Hoc Committee re: CEO Evaluation which will be made up of Chair VanDiver, Director Turowski and Director Newsom.

## **5. Board Comment [Govt. Code § 54954.2(a) (2)] – None**

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

Chair VanDiver inquired if any member of the public wished to comment on Agenda Item (7), Closed Session. No members of the public responded to the request for comment.

7. **Closed Session:** The Board entered into closed session at 12:24 p.m. to discuss the items set forth below:

**A. CONFERENCE WITH LEGAL COUNSEL- EXISTING LITIGATION**  
**Government Code section 54956.9 (d)(1) (1 case)**  
**Case No. 25 CU027655C**

The Board returned to open session at 12:31 p.m.

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

There being no further business, the meeting was adjourned 12:31 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 October 29, 2025, and that said minutes were approved by the Board of Directors on December 10, 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 October 31, 2025 (As of December 2, 2025)

**Performance Overview:** *Comparisons to budget reflect our internally revised FY2026 budget.*

Financial performance began to soften in October, consistent with indications from industry partners and internal stakeholders. Despite this, year-to-date performance remains steady, especially within our citywide business.

#### **Revenue:**

October operating revenues totaled \$4.3M, finishing (\$307K) below budget. Strong performance through September kept year-to-date operating revenues slightly favorable to budget by \$0.1K, at \$17.7M.

Year-to-date non-operating revenues exceeded budget by \$293K:

- Interest Income: \$173K
- Investment Income: \$134K

Summary of Events – October	
Citywide Events	5
Short-term	6
Regional Impact	\$117,300,000
Attendees	48,390
Est Tax Rev to City	\$2.1M

TwitchCon was a significant event for October, generating an estimated \$61.8M in regional impact and drawing 25,000 attendees.

**Expenses:** Year-to-date operating expenses are \$2.1M favorable to budget. This variance is driven by:

- Budget timing differences, including unfilled positions and related benefits.
- Prudent spending controls to support upcoming capital and infrastructure maintenance needs.

Key areas of savings include:

- Contracted Services: \$413K favorable
- Utilities: \$159K favorable

**Operating Results:** Through October, the budgeted operational loss was estimated at (\$4.1M), however actual results are significantly lower at a smaller loss of (\$1.9M), resulting in a favorable year-to-date variance of \$2.1M. This is largely due to lower-than-budgeted operating expenses.

Reserves began the fiscal year at \$34.2M and remain strong at approximately \$33.9M, after accounting for IBank debt service payments and capital investments, for a projected year-end balance of \$22M.

#### **Looking Ahead:**

Early indicators show revenues continuing to trend ahead of budget along with prudent spending contributing to a favorable operating position. FY2026 reflects steady repeat citywide clients, reinforcing the stability of core business.

Our strategic focus includes:

- Strengthening retention and leadership growth of our teams.
- Review opportunities in the corporate market as well as high-value association business.
- Building critical staffing capacity in anticipation of major capital and infrastructure projects.
- Maintaining facility and operating equipment integrity in order to meet client expectations.

**San Diego Convention Center Corporation - Detailed Statement of Revenues & Expenses**  
**FY2026 Corporate Summary**  
**For the Month Ended October 31, 2025**

	Monthly Amounts			YTD Amounts			Annual Budget - Revised	
	Revised Internal Budget	Actual	Act vs Bud Fav/(Unfav)	Revised Internal Budget	Actual	Act vs Bud Fav/(Unfav)	Revised Internal Budget	Remaining Budget
<b>OPERATING REVENUES</b>								
Building Rent (Gross Rent)	1,602,590	1,598,451	(4,139)	6,086,743	6,189,524	102,781	18,633,043	12,443,519
Building Rent (Rental Credits)	(498,486)	(573,961)	(75,475)	(3,180,824)	(3,295,149)	(114,325)	(9,003,980)	(5,708,831)
Building Rent (Net)	1,104,104	1,024,490	(79,614)	2,905,919	2,894,376	(11,543)	9,629,063	6,734,687
Food & Beverage	1,114,920	1,094,077	(20,843)	6,984,423	7,594,017	609,594	17,751,200	10,157,183
Event Services	392,616	463,334	70,718	1,883,294	1,921,098	37,804	5,137,404	3,216,306
Utilities	829,134	573,790	(255,344)	2,475,552	2,212,927	(262,625)	7,928,612	5,715,685
Telecommunications	625,758	546,398	(79,360)	2,273,036	2,058,798	(214,238)	5,884,244	3,825,446
Audio Visual	142,423	192,135	49,712	738,698	712,338	(26,360)	1,777,994	1,065,656
Other Ancillaries	88,003	97,719	9,716	297,498	315,889	18,391	936,736	620,847
Other Revenues	3,000	900	(2,100)	21,000	(674)	(21,674)	45,000	45,674
<b>TOTAL OPERATING REVENUES</b>	<b>\$ 4,299,958</b>	<b>\$ 3,992,843</b>	<b>\$ (307,115)</b>	<b>\$ 17,579,420</b>	<b>\$ 17,708,769</b>	<b>\$ 129,349</b>	<b>\$ 49,090,253</b>	<b>\$ 31,381,484</b>
<b>OPERATING EXPENSES</b>								
<b>PERSONNEL EXPENSES</b>								
Salaries & Wages - Full Time	1,913,526	1,703,829	209,697	7,404,948	6,867,130	537,818	21,716,526	14,849,396
Salaries & Wages - Part Time	463,965	533,199	(69,234)	1,953,188	2,212,316	(259,128)	5,607,253	3,394,937
Fringe Benefits	624,035	693,622	(69,587)	2,489,064	2,280,032	209,032	7,352,581	5,072,549
<b>Total: Personnel Expenses</b>	<b>\$ 3,001,526</b>	<b>\$ 2,930,649</b>	<b>\$ 70,877</b>	<b>\$ 11,847,200</b>	<b>\$ 11,359,479</b>	<b>\$ 487,721</b>	<b>\$ 34,676,360</b>	<b>\$ 23,316,881</b>
<b>SUPPLIES &amp; SERVICES EXPENSES</b>								
General Expenses	150,223	124,102	26,121	640,299	403,552	236,747	1,858,498	1,454,946
Repairs & Maintenance	490,170	351,729	138,441	1,949,091	1,426,937	522,154	5,427,557	4,000,620
Utilities	671,460	624,736	46,724	2,904,080	2,745,480	158,600	6,635,000	3,889,520
Contracted Services	169,601	97,849	71,752	935,300	522,119	413,181	2,550,239	2,028,120
Travel & Transportation	13,673	5,536	8,137	47,951	22,367	25,584	73,937	51,570
Insurance	96,348	71,187	25,161	385,392	284,185	101,207	1,156,150	871,965
Telecomm Services	5,333	5,203	130	26,182	24,829	1,353	83,100	58,271
Sales & Marketing	244,466	241,827	2,639	976,566	968,852	7,714	2,969,073	2,000,221
Supplies	52,831	45,284	7,547	403,059	264,006	139,053	843,420	579,414
<b>Total: Supplies &amp; Services Expenses</b>	<b>\$ 1,894,105</b>	<b>\$ 1,567,454</b>	<b>\$ 326,651</b>	<b>\$ 8,267,920</b>	<b>\$ 6,662,326</b>	<b>\$ 1,605,594</b>	<b>\$ 21,596,974</b>	<b>\$ 14,934,648</b>
<b>DEPRECIATION</b>								
Depreciation	281,650	281,452	198	1,126,600	1,132,524	(5,924)	3,379,800	2,247,276
Amortization	120,814	120,185	629	483,256	480,742	2,514	1,449,773	969,031
<b>Total: Depreciation &amp; Amortization</b>	<b>\$ 402,464</b>	<b>\$ 401,638</b>	<b>\$ 826</b>	<b>\$ 1,609,856</b>	<b>\$ 1,613,265</b>	<b>\$ (3,409)</b>	<b>\$ 4,829,573</b>	<b>\$ 3,216,308</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 5,298,095</b>	<b>\$ 4,899,741</b>	<b>\$ 398,354</b>	<b>\$ 21,724,976</b>	<b>\$ 19,635,071</b>	<b>\$ 2,089,905</b>	<b>\$ 61,102,907</b>	<b>\$ 41,467,836</b>
<b>NET OPERATING REVENUE/(EXPENSE)</b>	<b>\$ (998,137)</b>	<b>\$ (906,898)</b>	<b>\$ 91,239</b>	<b>\$ (4,145,556)</b>	<b>\$ (1,926,302)</b>	<b>\$ 2,219,254</b>	<b>\$ (12,012,654)</b>	<b>\$ (10,086,352)</b>
<b>NON-OPERATING REVENUES &amp; EXPENSES</b>								
Non-Operating Revenues	443,183	496,914	53,731	1,772,732	2,065,468	292,736	5,344,350	3,278,882
Non-Operating Expenses	136,496	136,364	132	549,702	549,178	524	1,636,762	1,087,584
<b>Net Non-Operating Revenue (Expense)</b>	<b>\$ 306,687</b>	<b>\$ 360,550</b>	<b>\$ 53,863</b>	<b>\$ 1,223,030</b>	<b>\$ 1,516,291</b>	<b>\$ 293,261</b>	<b>\$ 3,707,588</b>	<b>\$ 4,366,466</b>
<b>CHANGE IN NET POSITION (Net Income/Loss)</b>	<b>\$ (691,450)</b>	<b>\$ (546,348)</b>	<b>\$ 145,102</b>	<b>\$ (2,922,526)</b>	<b>\$ (410,011)</b>	<b>\$ 2,512,515</b>	<b>\$ (8,305,066)</b>	<b>\$ (7,895,055)</b>
<b>+ Depreciation (does not impact reserves)</b>	402,464	401,638	(826)	1,609,856	1,613,265	3,409	4,829,573	3,216,308
<b>- Principal: iBank Loan &amp; Lease Payable</b>	(52,657)	(52,657)	(0)	(1,114,328)	(1,114,328)	0	(1,562,992)	(448,664)
<b>- Capital Purchases</b>	(409,400)	(23,537)	385,863	(1,012,671)	(407,726)	604,945	(7,614,956)	(7,207,230)
<b>TOTAL NET IMPACT ON RESERVES</b>	<b>\$ (751,043)</b>	<b>\$ (220,904)</b>	<b>\$ 530,139</b>	<b>\$ (3,439,669)</b>	<b>\$ (318,800)</b>	<b>\$ 3,120,869</b>	<b>\$ (12,653,441)</b>	<b>\$ (12,334,641)</b>
<b>OPERATING RESERVE ACTIVITY</b>								
<b>Beginning Operating Reserve:</b>				34,192,613			34,192,613	0
+ Financial Result				1,752,432			(1,954,231)	3,706,663
- Debt Services Payments				(1,663,506)			(3,199,754)	1,536,249
- Net Capital Investments				(407,726)			(6,199,456)	5,791,730
- Restricted Reserve Adjustment				0			0	0
<b>Ending Reserve Balance:</b>				33,873,813			22,839,172	11,034,641
<b>Restricted Reserve Balance:</b>				2,320,790			2,320,790	0
Target Balance (14%)				6,028,887			6,028,887	
Minimum Balance (8%)				3,445,078			3,445,078	

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

October 31, 2025

	Oct 31, 2025	Jun 30, 2025	Variance	% Change
<b>ASSETS</b>				
Cash and cash equivalents	5,462,784	4,749,989	712,794	15%
Restricted cash	2,320,790	2,320,790	0	0%
Investments	37,621,184	33,834,398	3,786,786	11%
Accounts receivable, net	12,959,038	18,418,873	(5,459,835)	-30%
Prepaid expenses	954,558	1,523,244	(568,687)	-37%
Deposits with others	114,430	159,484	(45,054)	-28%
Inventory	46,796	46,796	0	0%
Note receivable	0	0	0	--
Capital assets, net	67,051,765	68,257,304	(1,205,539)	-2%
<b>Total Assets</b>	<b>126,531,344</b>	<b>129,310,878</b>	<b>(2,779,534)</b>	<b>-2%</b>
<b>LIABILITIES</b>				
Accounts payable	433,540	2,188,958	(1,755,419)	-80%
Accrued liabilities	1,649,758	1,454,197	195,560	13%
Accrued workers' compensation claims liabilities	1,217,938	1,089,319	128,619	12%
Accrued I-Bank interest and loan administrative fe	264,670	439,203	(174,533)	-40%
Retention payable	329,663	316,321	13,343	4%
Accrued compensated employee absences	1,878,929	2,074,388	(195,459)	-9%
Unearned income	16,012,627	15,479,933	532,694	3%
Long-term debt	48,674,637	49,788,965	(1,114,328)	-2%
<b>Total Liabilities</b>	<b>70,461,762</b>	<b>72,831,285</b>	<b>(2,369,523)</b>	<b>-3%</b>
<b>NET POSITION</b>				
Net investment in capital assets	19,875,899	19,967,110	(91,211)	0%
Restricted	2,320,790	2,320,790	0	0%
Unrestricted	33,872,893	34,191,693	(318,800)	-1%
Total net position	56,069,582	56,479,593	(410,011)	-1%
<b>Total Liabilities and Net Position</b>	<b>126,531,344</b>	<b>129,310,878</b>	<b>(2,779,534)</b>	<b>-2%</b>

**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:** Allysa Turowski, Budget Chair

**DATE:** For the Agenda of December 10, 2025

**RE:** Authorize Award of Contract for Waste Disposal to Republic Services of San Diego

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**BACKGROUND**

In January 2021, Corporation entered into an agreement with Republic Services of San Diego for waste disposal services. The initial term was for three (3) years with the option for two (2) single-year extensions. Republic Services held pricing for the first three years of the contract and then escalated costs for years four and five by 7% annually. The full contract term, including the two single-year extensions, will expire on December 31, 2025.

**DISCUSSION**

On September 30, 2025, Staff issued a request for proposals (RFP) to award a three (3) year contract term for waste disposal services. The award determination was based on best value, and five (5) bid responses were received. An evaluation panel was formed and evaluated bidders based on the following criteria outlined in the RFP:

- a. Company Experience – 35%
- b. Cost – 30%
- c. Ability to Meet Corporation's Requirements – 25%
- d. Interview Presentation – 10%

The evaluation panel decided to interview all five (5) bidders. Each bid response consists of a variety of defined services at a set unit rate. The bids for the initial three (3) year contract term ranged from a high of \$1,437,753 to a low of \$1,024,833. The projected costs by bidder are:

<b>Bidder</b>	<b>Annual (Year 1)</b>	<b>3 Year Total</b>
Diamond Environmental	\$328,721.00	\$1,024,833.00
EDCO	\$373,837.00	\$1,212,803.50
Republic Services of San Diego	\$397,762.50	\$1,278,765.39
Ware Disposal	\$404,890.00	\$1,282,800.00
Waste Management	\$445,809.19	\$1,437,753.30
<b><i>Bidder Average</i></b>	<b><i>\$390,203.94</i></b>	<b><i>\$1,247,391.04</i></b>

The evaluation panel determined that Republic Services of San Diego offered the best value with a projected annual cost of \$397,762.50 (year 1) and a three (3) year cost of \$1,278,00.00. Important factors supporting the recommendation included:

- Demonstrated ability to provide timely, reliable service for waste removal and compactor cleaning.
- Extended operational hours to ensure that there is adequate service coverage to support event activity on non-standard schedules, including weekends.
- Ability to provide advice, support, and data reporting to maximize landfill diversion through composting, recycling, and other waste reduction efforts. While Republic Services of San Diego's proposal includes an annual cost increase of 106% compared to the current annual cost of \$192,636.81. The cost increase was consistently seen across all proposals with an average increase of 103% across all bidders, compared to the current year.
- These higher costs are driven by current market forces that include labor, transportation costs, and special handling for landfill diversion efforts. The evaluation panel determined the cost increase to be fair and reasonable and recommend proceeding with awarding a contract to Republic Services of San Diego for waste disposal services.

#### BUDGETARY IMPACT

The recommended waste disposal contract with Republic Services of San Diego represents an increase that will potentially exceed the monthly projected costs in the current FY26 budget.

#### RECOMMENDATION

The Budget Committee recommends the Board of Directors approve a contract with Republic Services of San Diego for waste disposal services at a projected annual one-year cost of \$397,762.50 and a projected three-year cost of \$1,278,765.39.

\_\_\_\_\_/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: \_\_\_\_\_

ADA/DBA: \_\_\_\_\_

Address (Corporate Headquarters, where applicable): \_\_\_\_\_

City: \_\_\_\_\_ County: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

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

Name of Company CEO: \_\_\_\_\_

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: \_\_\_\_\_ Type of License: \_\_\_\_\_

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.

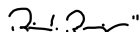
\*Submit a separate Work Force Report for all participating branches. Combine WFRs if more than one branch per county.

I, the undersigned representative of \_\_\_\_\_

(Firm Name)

\_\_\_\_\_, \_\_\_\_\_ hereby certify that information provided  
(County) (State)

herein is true and correct. This document was executed on this \_\_\_\_\_ day of \_\_\_\_\_, 20.\_\_\_\_



(Authorized Signature)

(Print Authorized Signature Name)

**WORK FORCE REPORT – Page 2**

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:

- |                                      |   |
|--------------------------------------|---|
| (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														
Professional														
A&E, Science, Computer														
Technical														
Sales														
Administrative Support														
Services														
Crafts														
Operative Workers														
Transportation														
Laborers*														

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

Totals Each Column														
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**Grand Total All Employees**

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: \_\_\_\_\_

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														
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:

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 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 \*
- <sup>3</sup> 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.

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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 December 10, 2025

**RE:** Authorize Award of a Single-Source Contract for West Generator and Switchgear Feasibility and Design to Randall Lamb

---

### **BACKGROUND**

The San Diego Convention Center previously awarded a contract for the Central Plant design to SC Engineers, who subcontracted the electrical scope to Randall Lamb. As part of this work, Randall Lamb conducted load studies and engineering analysis to identify optimal solutions for equipment selection and energy management.

Their findings concluded that the existing switchgear feeding the Central Plant is obsolete and cannot support future requirements based on the proposed design. Additionally, the West Building generator is outdated and poses a risk to the Convention Center's resiliency. Both components have been identified as top priorities within the modernization efforts approved under City of San Diego Measure C.

### **DISCUSSION**

The San Diego Convention Center Corporation ("SDCCC") has identified the need for a feasibility study and design services to support the upcoming modernization of the West Building's generator and switchgear systems. To ensure an efficient and accurate assessment, SDCCC recommends engaging Randall Lamb for this work.

Randall Lamb has an established and comprehensive understanding of the Convention Center's electrical infrastructure, gained through years of direct involvement in major system upgrades. Notably, their leadership in the Central Plant design provided them with deep familiarity with existing load capacities, system interdependencies, and operational constraints unique to our facility. This institutional knowledge significantly reduces onboarding time, minimizes the risk of design inconsistencies, and enhances the accuracy of feasibility outcomes.

Selecting Randall Lamb for the West Building Generator and Switchgear project supports continuity, leverages proven expertise, and ensures that future construction efforts are built on reliable, well-informed engineering analysis. This approach is both cost-effective and operationally prudent for the Convention Center's long-term modernization strategy.

### BUDGETARY IMPACT

This work supports three of the four modernization capital projects approved under Measure C and will be funded accordingly. The proposed fee for design, plan check, bidding, and construction administration is \$451,115. The Engineering and Capital Projects team has reviewed the estimate and determined it to be fair and reasonable.

### RECOMMENDATION

Electrical infrastructure is highly complex and deeply interconnected, and assigning responsibility to one qualified contractor provides several critical advantages, therefore; staff recommends awarding a single-source contract to Randall Lamb. Engaging the same consultant for all major electrical projects will ensure consistency, reduce risk, and improve efficiency. Additionally, the proposed fee aligns with current market conditions.

Key advantages of awarding this contract to Randall Lamb include:

- In-depth familiarity with the Central Plant and overall Convention Center requirements.
- Ability to complete work prior to Central Plant construction, minimizing potential delays.
- Single point of contact for all major electrical capital projects, improving response times.
- Enhanced collaboration with internal staff, contractors, and consultants.

The Budget Committee recommends the Board of Directors authorize award of a single source contract to Randall Lamb in the amount of \$451,115, with an additional 10% contingency, for a total not-to-exceed capital project value of \$496,000.

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

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

**TO:** Board of Directors

**FROM:** Mardeen Mattix, Deputy Chief Executive Officer & CFO

**DATE:** For the Agenda of December 10, 2025

**RE:** Authorize Approval of Employee Health and Welfare Benefits for PY 2026-2027 through Marsh & McLennan Agency, LLC

---

**OVERVIEW**

The San Diego Convention Center Corporation (“SDCCC”) is preparing for its annual renewal of employee Health and Welfare Benefits for the plan year beginning March 1, 2026. This renewal covers medical, dental, vision, life, accidental death and dismemberment (AD&D), long-term disability, flexible spending accounts, and other voluntary benefits.

Marsh & McLennan Agency (“Marsh”) has served as SDCCC’s benefits broker since March 2018, with an option to extend through February 2026. SDCCC recommends exercising a one-year extension through February 2027 to support continuity as we enter the upcoming plan year.

**OBJECTIVES OF HEALTH RENEWAL**

- **Maintain Comprehensive Coverage:** Continue offering a competitive, high-quality benefit package that supports employee health and retention.
- **Minimize Disruption:** Maintain current plan designs to reduce employee impact.
- **Financial Sustainability:** Balance competitive benefits through reasonable costs.

**PROPOSED PLAN RENEWAL**

**1. Maintain existing Medical Plans**

Sharp’s PY 2026 – 2027 initial renewal had a one-year rate cap of 7.5% for the HMO and Point of Service (POS) plans as well as offered a negotiated rate cap of 15% for next year’s renewal. Total Sharp annual premiums are expected to increase by \$117,594.

The SIMNSA HMO plan, designed for Mexican Nationals, maintains a 4% premium increase, or \$8,295.

Recommendation: Renew all three medical plan options (Sharp HMO, Sharp POS, and SIMNSA HMO).

## **2. Maintain Dental Plans**

United Concordia's renewal for the DPPO plan was presented at 10.1% and negotiated down to a 7.0% increase (\$4,875 annualized cost increase). The DHMO plan renewal was 0%.

The SIMNSA Dental HMO plan will remain, catering to Mexican Nationals, with a 0% premium increase.

Recommendation: Renew all three dental offerings.

## **3. Rate Guarantees for Other Benefits**

- **Vision (EyeMed):** No rate increases guaranteed through **3/1/2030**.
- **Life, Disability, and Voluntary Plans:** No increase for policies through **3/1/2027**; includes the addition of a 100% employee-paid Hospital Indemnity Plan.
- **Employee Assistance Program (Aetna):** No increase with contract extension through **3/1/2027**.
- **COBRA (IGOE):** No cost increase.
- **Critical Illness (Aflac):** 100% employee-paid; no increase.
- **Flexible Spending (IGOE):** 100% employee-paid; no increase.
- **Pet Insurance (Nationwide):** 100% employee-paid; no increase.

## **FINANCIAL IMPACT**

The renewal of SDCCC's current medical, dental, and vision plans results in nearly \$1,400,000 in annual premium costs, a **net premium increase of approximately \$78,000** over the prior plan year.

In addition, Sharp has offered SDCCC a **\$10,000 premium credit** to offset future premium costs in the plan year.

## **EMPLOYEE ENROLLMENT AND COMMUNICATION**

**Enrollment Period:** January 08 – 23, 2026.

**Employee Education:** Educational campaigns will ensure understanding of new options.



**Enrollment Assistance:** Town halls, department meetings, one-on-one meetings, video, and a detailed benefits guide will be available.

## Financial Overview

### Status Quo Renewal

TOTAL OVERALL COST	#	2026 Renewal - Status Quo		
		CURRENT (2025)	INITIAL RENEWAL	NEGOTIATED RENEWAL
<b>Medical Plans</b>				
Sharp Medical	127	\$1,559,969	\$1,677,563	\$1,677,563
Premium Holiday				-\$10,000
SIMNSA	41	\$207,352	\$215,647	\$215,647
Net Medical Coverage	168	\$1,767,321	\$1,893,210	\$1,883,210
Change from Current - \$			\$125,889	\$115,889
Change from Current - %			7.1%	6.6%
<b>Dental Plans</b>				
UCCI Dental	152	\$80,709	\$87,734	\$85,584
SIMNSA DHMO	19	\$7,344	\$7,344	\$7,344
Net Dental Coverage	171	\$88,053	\$95,078	\$92,928
Change from Current - \$			\$7,025	\$4,875
Change from Current - %			8.0%	5.5%
<b>Vision Plan</b>	151	\$17,371	\$17,371	\$17,371
Change from Current - \$			\$0	\$0
Change from Current - %			0.0%	0.0%
<b>Aetna EAP</b>	449	\$7,112	\$7,112	\$7,112
Change from Current - \$			\$0	\$0
Change from Current - %			0.0%	0.0%
<b>Hartford Life/Disability</b>	206	\$60,891	\$60,891	\$60,891
Change from Current - \$			\$0	\$0
Change from Current - %			0.0%	0.0%
<b>Combined Health Plans</b>		\$1,940,748	\$2,073,662	\$2,061,512
Change from Current - \$			\$132,914	\$120,764
Change from Current - %			6.8%	6.2%
<b>SDCC's Health Plan Costs</b>		\$1,321,995	\$1,410,307	\$1,399,310
Change from Current - \$			\$88,312	\$77,315
Change from Current - %			6.7%	5.8%

### Recommendation

The Audit Committee recommends the Board authorize renewal of all current benefit plan designs for a one-year term, effective March 1, 2026 – February 28, 2027, including the addition of a 100% employee-paid Hospital Indemnity Plan.

The Audit Committee further recommends extending the brokerage contract with Marsh & McLennan Agency through February 2027 to support this renewal cycle.



Mardeen Mattix  
Deputy Chief Executive Officer & CFO

**Agenda Item 3.D.1**

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

**TO: Board of Directors**  
**FROM: Shawn VanDiver, Nominating Committee Chair**  
**DATE: For the Agenda of December 10, 2025**  
**RE: Election of Officers**

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**BACKGROUND**

The Nominating Committee of the Board of Directors of the San Diego Convention Center Corporation (“SDCCC”) has selected a proposed slate of Officers to serve on the SDCCC Board for 2026.

**DISCUSSION**

The Nominating Committee of the Board of Directors, consisting of Chair Shawn VanDiver and Directors Jeff Gattas and Jessica Anderson, met on November 8, 2025. After deliberations, the Committee submitted following slate of officers for consideration for 2026 San Diego Convention Center Board service:

Chair – Will Rodriguez-Kennedy  
Vice-Chair – Alyssa Turowski  
Treasurer – Gretchen Newsom  
Secretary – Jessica Anderson

**RECOMMENDATION**

The Nominating Committee recommends that the Board approve the slate of officers as set forth hereinabove.

                  /s/                    
Shawn VanDiver  
Nominating Committee Chair

## Agenda Item 3.D.2

### SAN DIEGO CONVENTION CENTER CORPORATION MEMORANDUM

**TO:** Shawn VanDiver, Chair  
Mardeen Mattix, Deputy CEO and Chief Financial Officer  
Corey Albright, COO  
Pat Evans, Board Administrator and Executive Office Manager  
Jennifer Lyon, General Counsel

**CC:** Rip Rippetoe, President and CEO

**FROM:** Will Rodriguez-Kennedy, Vice Chair and Chair Nominee

**DATE:** December 4, 2025

**SUBJECT:** 2026 Board Committee Structure

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Chair VanDiver, Ms. Mattix, Mr. Albright, Ms. Evans and Ms. Lyon:

The Nominations Committee has nominated me to serve as Chair of the Board of Directors for the Convention Center Corporation for the 2026 term pursuant to Board Policy 518 which lays out the framework by which our officers are elected, and our committees are appointed.

Board Policy 518 states, “With the approval of the Board, the Chair of the Board shall appoint the members and chairs of the Corporation’s standing and ad hoc committees...” The standing convention of the Board is that this policy means that the incoming Chair shall appoint the committees and committee chairs for the term corresponding with their term as Chair.

Therefore, in preparation for a productive 2026 cycle, I propose the following standing committee appointments should I be elected as Chair:

<b><u>Executive Committee:</u></b> Will Rodriguez-Kennedy – Chair Alyssa Turowski, Vice Chair Gretchen Newsom, Treasurer Jessica Anderson, Secretary Staff Liaisons: CEO and Deputy CEO	<b><u>Audit Committee:</u></b> Jessica Anderson – Chair Will Rodriguez-Kennedy Mayor-Council Appointee 2 Staff Liaisons: Deputy CEO and Controller
<b><u>Budget Committee:</u></b> Gretchen Newsom – Chair Will Rodriguez-Kennedy Mayor-Council Appointee 1 Staff Liaisons: Deputy CEO and COO	<b><u>Sales, Marketing, and Events Committee:</u></b> Alyssa Turowski – Chair Shawn VanDiver Mayor-Council Appointee 2 Staff Liaisons: Deputy CEO and EVP S+M
<b><u>Retirement Committee:</u></b> Mayor-Council Appointee 1 Staff Liaisons: Deputy CEO and Controller	

For the purposes of clarity, I am designating Mr. Carlos Cota as Mayor-Council Appointee 1 to fill the partial term vacated by Sam Nejabat and Shawn Dixon as Mayor-Council Appointee 2 to succeed Jeff Gattas in a full term as Mayor Gloria has laid out in their appointment memo to the San Diego City Council dated December 3<sup>rd</sup>, 2025. In the event either appointment does not proceed, the successor appointee to that vacant seat shall be designated to the associated committee(s) as listed in this memo.

Additionally, for the December 10<sup>th</sup>, 2025, meeting, I am placing consideration of Ad-Hoc committees that parallel with the important work we must do in the 2026 cycle. The committees and my appointments should I be elected are:

**The Ad-Hoc Committee on Strategic Planning:** Board Policy 528 mandates that the Board must set the imperatives for the Strategic Planning process and that the CEO and his staff present the Strategic Plan based upon those imperatives. BP 528 does not describe how the board does this, so I am forming an ad hoc committee to perform this task. For this committee I nominate:

Gretchen Newsom (Chair), Will Rodriguez-Kennedy, and Carlos Cota

**The Ad-Hoc Committee on Convention Center Expansion and Modernization:** With the passage of Measure C and the ending of the related lawsuit the City and the SDCCC are going to make several critical decision about the Convention Center Expansion and Modernization Project in the near future. This Ad-Hoc will help the Board navigate, participate, and be apprised of these evolving developments. For this committee I nominate:

Will Rodriguez-Kennedy (Chair), Jessica Anderson, and Carlos Cota

**The Ad-Hoc Committee on Special Events and Projects:** This Ad-Hoc will look at potential opportunities to highlight the Convention Center and our community engagement. Among the initiatives this Ad-Hoc might explore is re-establishing the Election Central concept that used to be hosted at City Hall or events during the Fourth of July or New Years Eve holidays. For this committee I nominate:

Shawn VanDiver (Chair) and Will Rodriguez-Kennedy

To conclude, I am excited about the opportunities that 2026 presents for the San Diego Convention Center Corporation and it is my belief that these standing committee appointments and an assertive deployment of mission-oriented ad-hoc committees will position the board for success in this year and beyond. Should you have any questions please feel free to reach out to me.

Thank you so much for everything you all do for the San Diego Convention Center Corporation and the San Diego region that we serve.

Very Respectfully,

A handwritten signature in black ink, appearing to read 'Will Rodriguez-Kennedy', written over a horizontal line.

Will Rodriguez-Kennedy  
Vice Chair/Chair Nominee  
Board of Directors  
San Diego Convention Center Corporation



## 2026 SAN DIEGO CONVENTION CENTER CORPORATION COMMITTEE APPOINTMENTS/LIAISONS

### AUDIT

(QUARTERLY MEETINGS / OR AS  
NEEDED)

*Oversees the external audit, financial internal controls and policies, risk management, whistleblower and other HR policy/handbook matters.*

Jessica Anderson – Chair

Will Rodriguez-Kennedy

Mayor-Council Appointee 2

Staff Liaison: Deputy CEO and Controller

### BUDGET (MONTHLY MEETINGS)

*Reviews and approves the Corporation's Budget and financial performance, including capital projects.*

Gretchen Newsom – Chair

Will Rodriguez-Kennedy

Mayor-Council Appointee 1

Staff Liaison: Deputy CEO and COO

### RETIREMENT COMMITTEE

(QUARTERLY MEETINGS)

*Review the Plan's investment policy, performance, and fiduciary responsibilities.*

Mayor-Council Appointee 1

Staff Liaison: Deputy CEO and Controller

### EXECUTIVE COMMITTEE (MONTHLY MEETINGS)

Will Rodriguez-Kennedy, Chair

Alyssa Turowski, Vice Chair

Gretchen Newsom, Treasurer

Jessica Anderson, Secretary

Staff Liaison: CEO and Deputy CEO

### SALES, MARKETING & EVENTS COMMITTEE

(4 MEETINGS A YEAR)

*Review strategies for Convention Center sales and marketing and annual contract compliance as well as event performance.*

Alyssa Turowski - Chair

Shawn VanDiver

Mayor-Council Appointee 2

Staff Liaisons: Deputy CEO and EVP

Sales, Marketing & Events

## Agenda Item 3.E



### SAN DIEGO CONVENTION CENTER/ SHORT TERM SALES NOVEMBER 2025 SALES ACTIVITY REPORT



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

### SHORT TERM BOOKING ACTIVITY

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

DEFINITE		FY26 NOVEMBER 25	FY25 NOVEMBER 24	CUMULATIVE FYTD 2026	CUMULATIVE FYTD 2025
	EVENTS	2	1	21	23
	ATTENDANCE	7,200	400	102,200	71,565
	ROOM NIGHTS	0	0	14,339	7,979
	RENTAL REVENUE	\$25,000	\$16,600	\$1,103,630	\$880,120

### FY26 PERCENT TO GOAL

*Convention Center Rental Revenue*

	GOAL	YTD	PERCENT TO GOAL
CONTRACTED RENTAL REVENUE	\$1,500,000	\$1,103,630	73.5%

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

CONTRACTED SHORT TERM EVENTS/ NOVEMBER 2025

EVENT NAME	EVENT DATES	PROJECTED ATTENDANCE	PEAK ROOMS	ROOM NIGHTS	RENTAL
Gujarati Association of San Diego	09/26/26	1,200	0	0	\$5,700
West Coast Conference Cheer Competition 2026	10/11/26	6,000	0	0	\$19,300
TOTAL		7,200			\$25,000

## San Diego Convention Center Short Term Sales November 2025 Sales Activity Report

### CONTRACTED SHORT TERM EVENTS/ FY26 YTD

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
Non Violent Direc Action Training	08/19/25	500	0	0	\$12,000
Tap Cancer Out San Diego	02/15/26	1,000	0	0	\$9,400
Grupo Bimbo Global Business Forum 2026	08/31/26	600	600	3,000	\$110,800
Sharp Healthcare All-Staff Assembly 2026	09/30/26	12,000	0	0	\$101,250
BPI West 2027	03/16/27	1,000	250	850	\$64,650
San Diego Fall Home Show - 2026	08/22/26	5,000	0	0	\$18,800
WWE Survivor Series Superstore	11/28/25	35,000	0	0	\$33,900
Realcomm / IBcon 2026	06/02/26	1,400	350	1,070	\$51,325
Azarian Team Cup Classic	02/14/26	4,000	0	0	\$18,800
Navy Gold Coast 2026	08/17/26	2,000	0	0	\$88,500
Proofpoint Protect 2026	09/01/26	2,600	1,132	4,219	\$231,400
Progressive Labor Summit 2026	04/11/26	500	0	0	\$11,125
California Bridal & Wedding Expo Fall 2026	10/11/26	5,000	0	0	\$9,400
Gujarati Association of San Diego	09/26/26	1,200	0	0	\$5,700
West Coast Conference Cheer Competition 2026	10/11/26	6,000	0	0	\$19,300
<b>TOTAL</b>		<b>102,200</b>		<b>14,339</b>	<b>\$1,103,630</b>



# Citywide Sales Activity Report

Bookings & Leads as of November 2025

Agenda Item 3.E



## Citywide Primary Market

Conventions, Trade Shows, Corporate & Incentive Events

DEFINITE	November 2025		November 2024		CUMULATIVE FY2026	CUMULATIVE FY2025
	Conventions	0	2		11	12
	Attend.	0	42,000		68,950	119,120
	Requested Rooms	0	113,850		160,512	244,575

LEAD	November 2025		November 2024		CUMULATIVE FY2026	CUMULATIVE FY2025
	Conventions	4	3		53	56
	Attend.	20,725	9,900		743,875	366,320
	Requested Rooms	48,972	26,605		836,388	575,961

### Variance Fiscal Year-to-Date

	CUMULATIVE FY2026	CUMULATIVE FY2025	YOY Variance	% YOY Variance
Definite Rooms	160,512	244,575	-84,063	-34.4%
New Lead Status Rooms	836,388	575,961	260,427	45.22%
Total Lead Status Rooms	1,870,494	1,339,416	+531,078	+39.6%

## SUMMARY

In November 2025, no citywide events were turned definite.

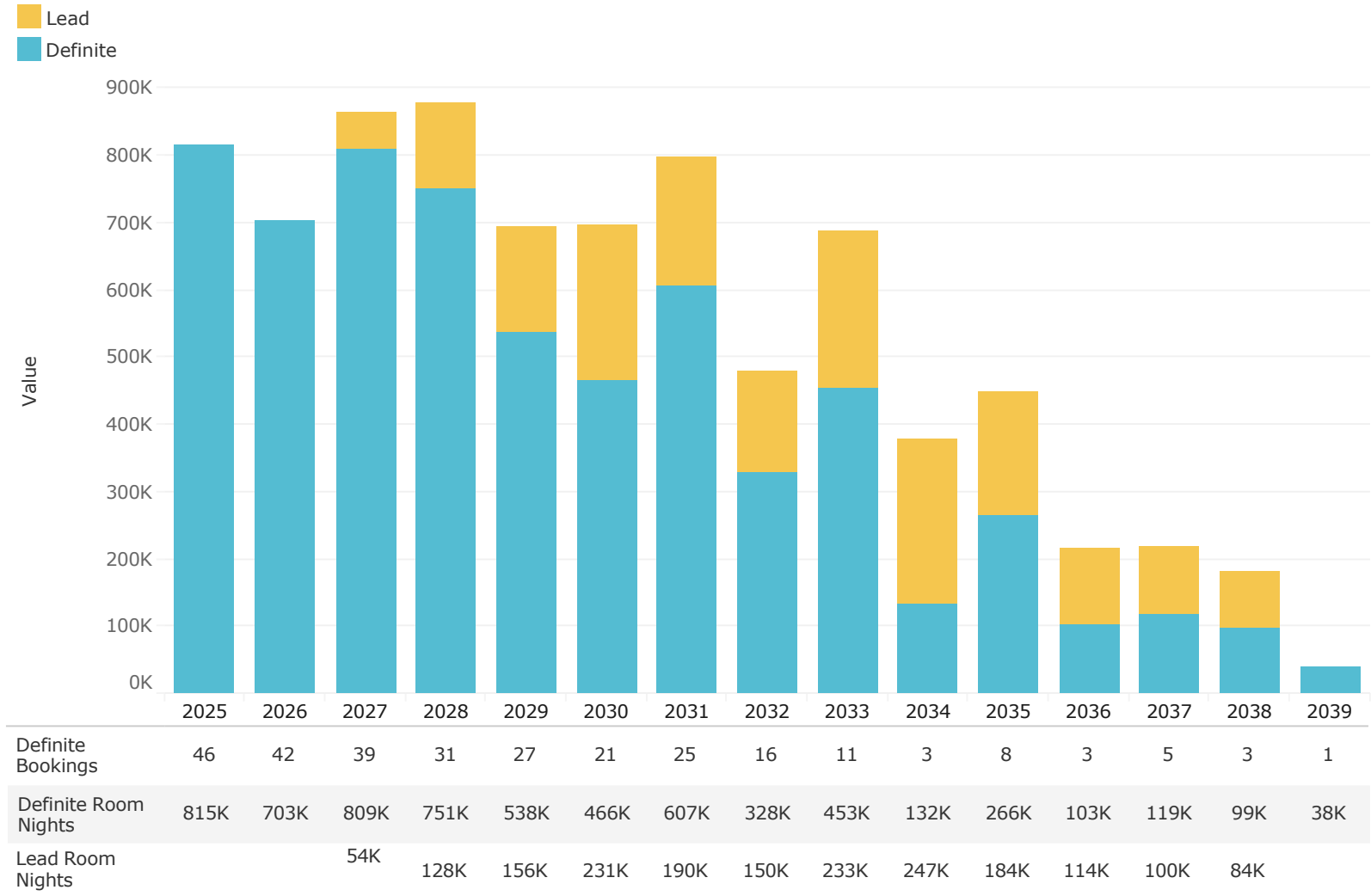
# Citywide Sales Activity Report

Definite Events On-the-Books as of November 2025



## Room Night Summary

Room nights by calendar year of event



### NOTE:

- **2025** Definite Total Room Night Changes: No change
- **2026** Definite Total Room Night Changes: -10,675 primarily due to American Society of Anesthesiologists in October. Peak night anticipated dropped from 6700 peak to 4755 following this year's event in October in San Antonio. Group is being conservative and may increase as they open housing.
- **2027** Definite Total Room Night Changes: -3,002 due to NRECA adjusting their shoulder nights to be in alignment with recent history.
- **2028** Definite Total Room Night Changes: +701 due to definite increases to follow history.
- **2029 - 2039** Definite Total Room Night Changes: No change