

**BOARD OF LOS ANGELES CONVENTION  
AND TOURISM DEVELOPMENT COMMISSION**

Special Meeting Minutes

January 10, 2018

The Board of Los Angeles Convention and Tourism Development Commission (Board) convened a special meeting on Wednesday, January 10, 2018 at 9:30 a.m. at the Samuel Greenberg Board Room 107, Clifton A. Moore Administration Building, Los Angeles International Airport, 1 World Way, Los Angeles, California 90045.

**PRESENT:**

President, Jon F. Vein  
Vice President, Otto Padron  
Commissioner Ana Cubas

**ABSENT:**

Commissioner Stella T. Maloyan  
VACANT

**PRESENTERS:**

Brad Gessner, AEG  
Keith Hilsgen, AEG  
Doane Liu, CTD  
Patti MacJennett, LATCB  
Bruce McGregor, LATCB

***Item 1. Call to Order / Roll Call***

President Vein called the meeting to order at 9:56 a.m.

***Item 2a. Public Comment – General Comments***

None

***Item 2b. Public Comment - Neighborhood Council***

None

***Item 3a. Approval of the regular meeting minutes from November 1, 2017***

UNANIMOUSLY APPROVED

## **TAKEN OUT OF ORDER**

### ***Item 4b. AEG Monthly Update – November***

Mr. Brad Gessner reported that November had 10 events, with a total attendance of 96,000, one of which was a citywide event and one of which was filming. Mr. Hilsgen presented the financial data for November, noting an operating surplus of \$507 thousand with gross revenues of \$4.3 million and net revenues of \$2.4 million. Mr. Hilsgen also reported that occupancy for November was 88%, and the Economic Impact was \$20.3 million, of which \$6.69 million was short term business.

### ***Item 4c. LATCB Monthly Update – November***

Mr. Bruce McGregor reported that year to date, LATCB has processed 105 leads, the year-end goal is 220 leads, resulting in 210,091 room nights while the year-end goal is 390,000. Mr. McGregor also reported that in 2017 over 3,000 hotel rooms were added and that over 1,900 are expected. Mr. McGregor noted that 25 events are currently booked for 2018.

## **TAKEN OUT OF ORDER**

### ***Item 4a. Executive Director Report***

Mr. Doane Liu provided an overview of his activities since the last Board meeting which included: attending the LAANE awards dinner, meeting with the CEO's of Stan Lee's Comic Con and E3 as well as Terri Toennies of LA Auto Show, Michael Lockwood of Populous, and several hotel developers interested in the area. Mr. Liu also noted that he visited the Visitor's Center site with DOT and the Hollywood Chamber, and attended PCMA in Nashville where he met with several potential clients.

## **ADJOURNMENT**

The meeting was adjourned at 10:19 a.m.