

LOS ANGELES CONVENTION CENTER MONTHLY UPDATE

JANUARY 2020

ELLEN SCHWARTZ



EMPLOYEE OF THE QUARTER



MICHAEL AVERY
ABM SUPERVISOR

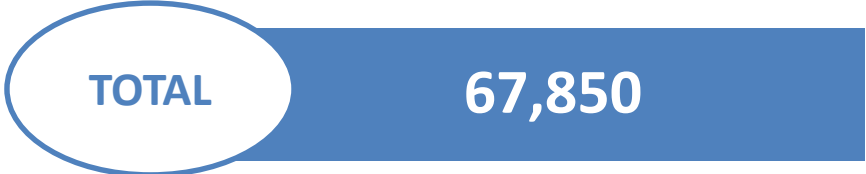
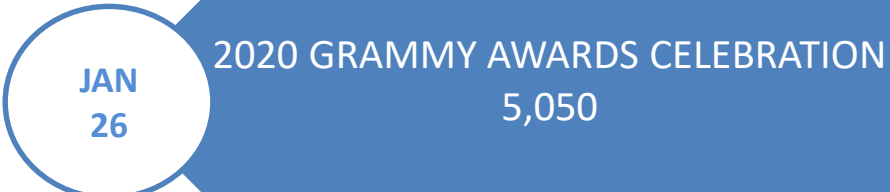
LEADER OF THE QUARTER



KEVIN MCCALL

MANAGER, TRAINING & ORGANIZATIONAL DEVELOPMENT

LACC JANUARY 2020 EVENTS



*CITYWIDE

JANUARY 2020EVENTS

GRAMMY AWARDS CELEBRATION

THE FIT EXPO



LACC JANUARY 2020 FILMING & PHOTO EVENTS

<u>DATE</u>	<u>Name</u>	<u>Location</u>	<u>Amount</u>
Jan 14	Caviar	West Lobby	\$13,340
Jan 23 - 24	All American	Venice Garage	\$3,750

TOTAL FILMING: \$17,090

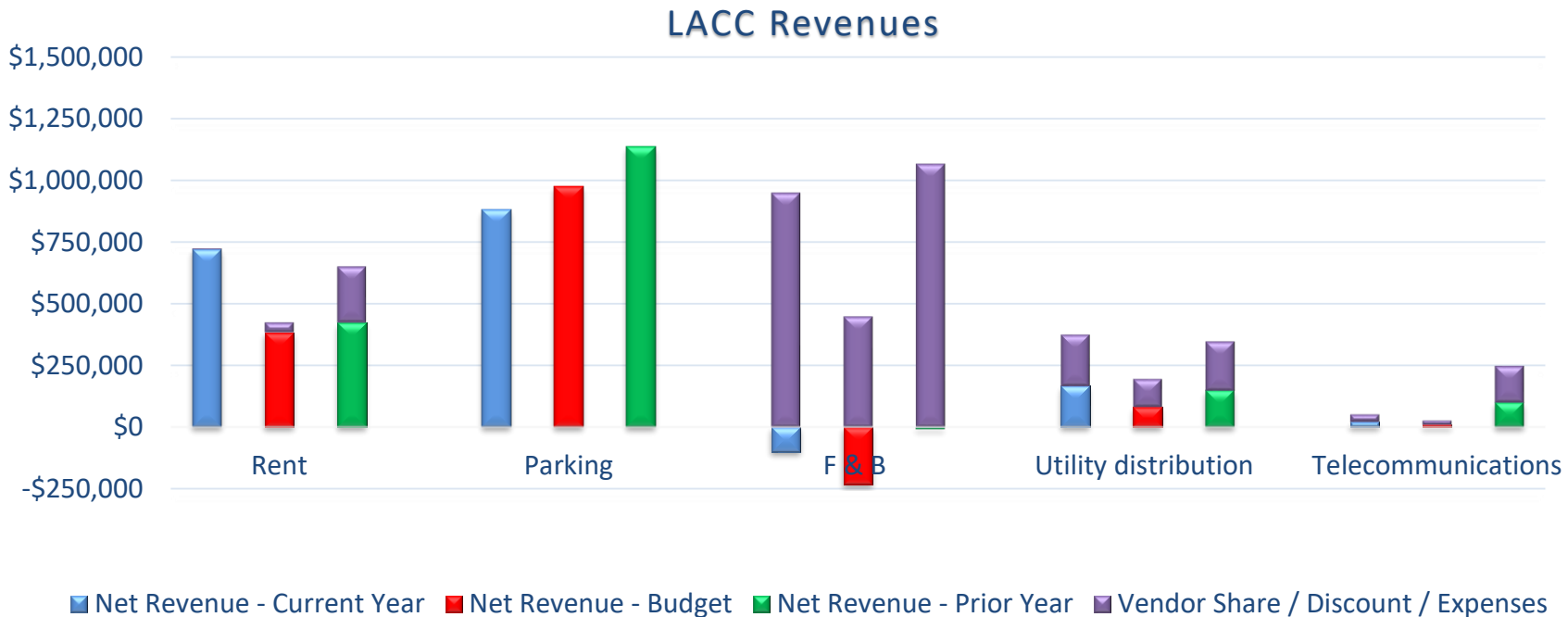
LACC JANUARY 2020 FINANCIALS

OPERATING SURPLUS (LOSS):

- (\$0.1) million (before approved City Reimbursements, A & I and Capital Projects)
- \$0.6 million above budget
- \$0.1 million above prior year

REVENUES:

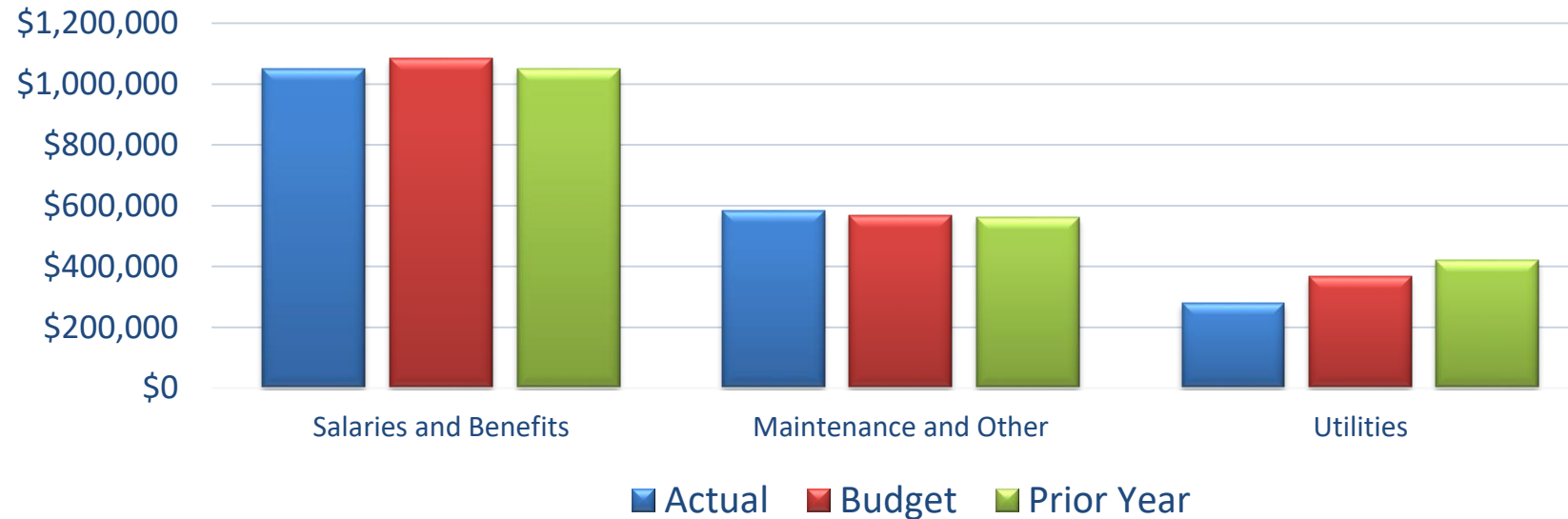
- \$3.3 million gross revenue (before discounts and service provider share)
- \$1.8 million net revenue
- \$0.5 million above budget and \$30K below prior year



LACC JANUARY 2020 FINANCIALS

OPERATING EXPENSES:

- \$1.9 million (before approved A & I, Capital Projects, and City reimbursement)
- \$0.1 million below budget and \$0.1 million below prior year

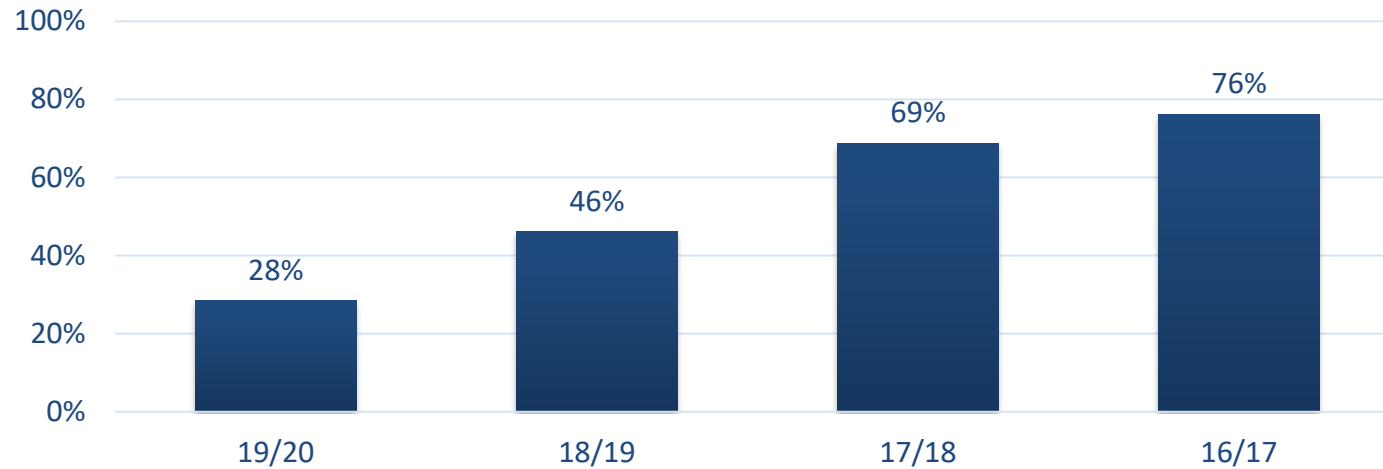


CITY REIMBURSEMENT - \$0.3M (excluding Utility User Tax)

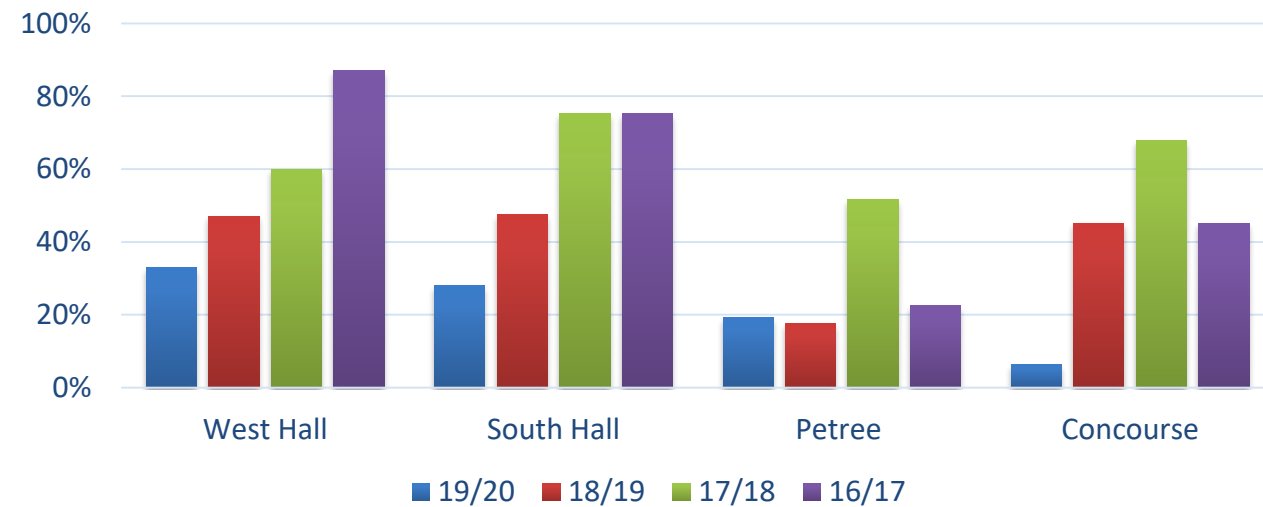
Capital and Alterations & Improvements

LACC JANUARY 2020 OCCUPANCY

Exhibit Hall Occupancy

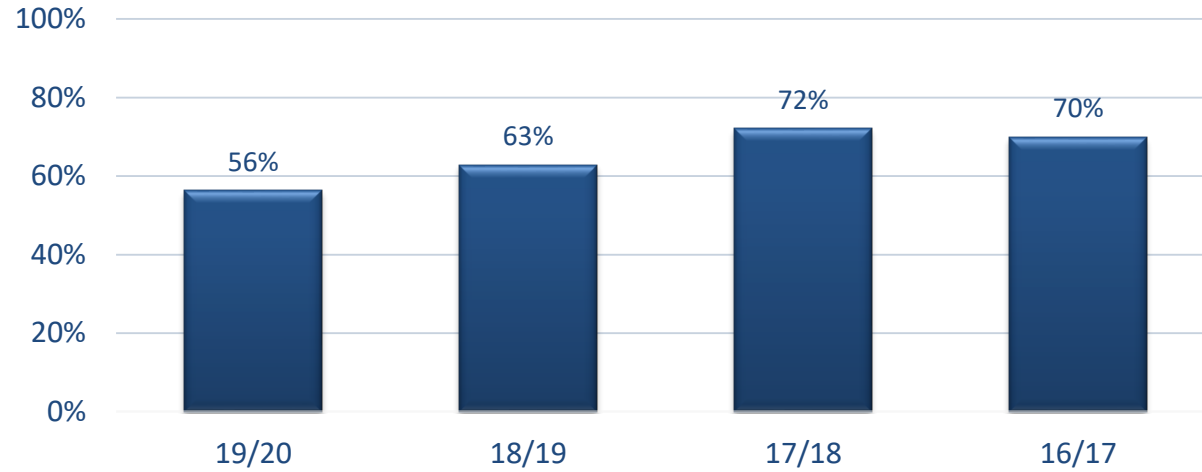


Occupancy by Exhibit Hall

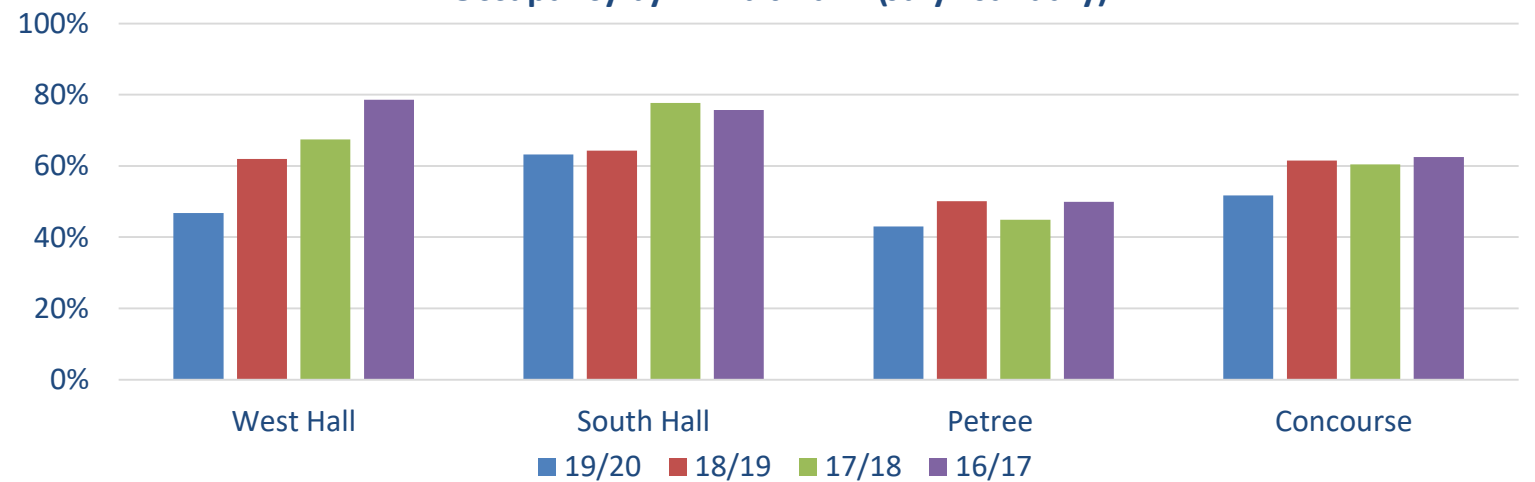


LACC YTD 2019/2020 OCCUPANCY

Exhibit Hall Occupancy - (July-January)



Occupancy by Exhibit Hall - (July - January)



LACC JANUARY 2020 ECONOMIC IMPACT

\$6.5 million in Projected Economic Impact



CTD BOARD OF COMMISSIONERS MEETING

March 18, 2020

*Los Angeles*TM

Los Angeles Tourism & Convention Board

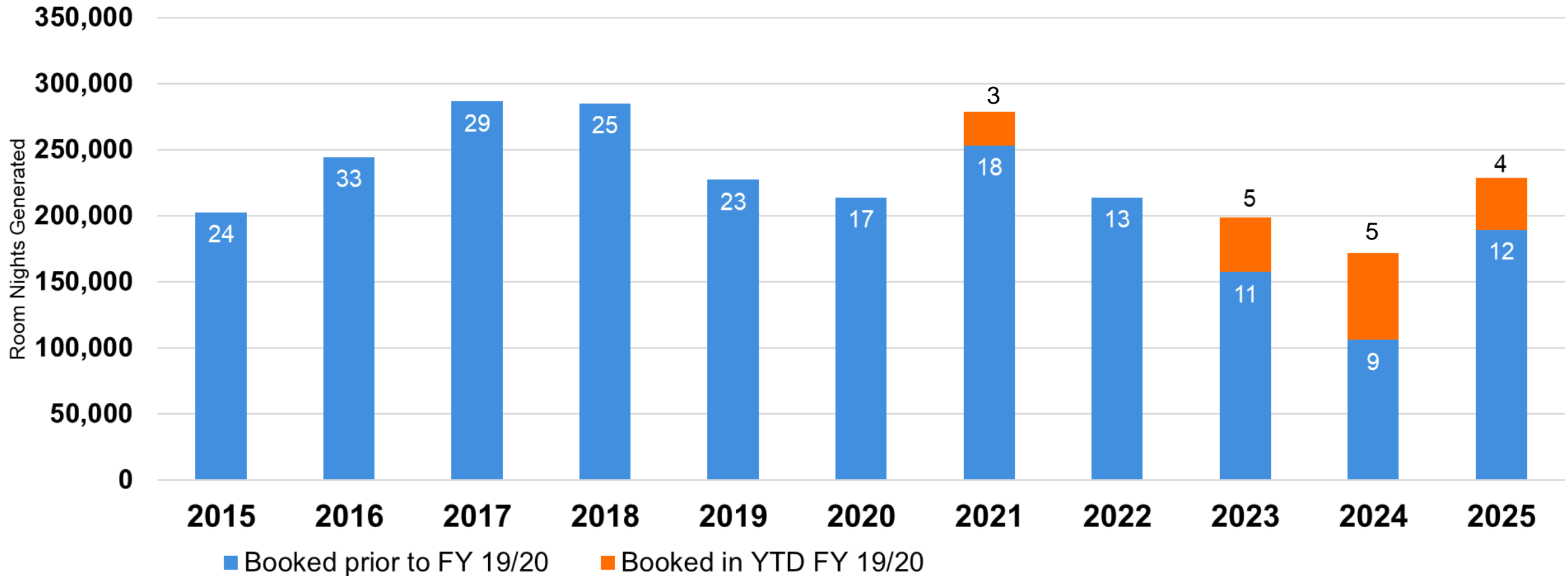
CITYWIDE CONVENTION SALES YTD FY19/20 PRODUCTION RESULTS

Lead Production	Leads Actual
FY 19/20 Goal	220
FY 19/20 YTD	126
FY 18/19 STLY	158

Booked Room Nights Produced	RNs Actual
FY 19/20 Goal	390,000
FY 19/20 YTD	283,349
FY 18/19 STLY	217,261

Dated March 11, 2020

CITYWIDE CONVENTION BOOKED ROOM NIGHTS 2015-2025 CALENDAR YEAR ARRIVAL DATE



Dated March 12, 2020

2020 CITYWIDE CONVENTION CALENDAR

Status	Cancelled Date	Company	Event	Arrival	Departure	Show Attendees	Peak Rooms	Total Rooms
Definite		American Heart Association	International Stroke Conference-2020	2/19/2020	2/21/2020	6,000	2,980	11,376
Definite		United States and Canadian Academy of	2020 USCAP Annual Meeting	2/29/2020	3/5/2020	5,222	2,172	10,755
Definite		Conqur Endurance Group	LA Marathon-2020	3/6/2020	3/7/2020	19,657	664	1,258
Cancelled	3/9/2020	ASCD	Empower20 - ASCD Annual Conference	3/14/2020	3/16/2020	5,000	3,507	14,380
Cancelled	3/2/2020	Herbalife International of America, Inc.	2020-Summit	3/24/2020	3/27/2020	5,500	1,485	8,365
Cancelled	3/11/2020	American College of Physicians	ACP Internal Medicine 2020	4/20/2020	4/25/2020	12,000	4,384	19,362
Definite		American Institute of Architects - AIA	2020 AIA Conference on Architecture	5/14/2020	5/16/2020	19,000	5,345	21,681
Definite		NeighborWorks America	2020 NeighborWorks Training Institute (NTI)	5/18/2020	5/22/2020	2,000	1,700	9,145
Definite		Institute for Educational Leadership - IEL	Rise Up for Equity: A National Summit on	5/26/2020	5/29/2020	4,000	1,500	3,819
Cancelled	3/11/2020	Dolahr Events	E3 2020	6/9/2020	6/11/2020	68,400	6,100	27,609
Definite		IEEE Computer Society	2020 International Microwave Symposium	6/20/2020	6/26/2020	9,000	2,658	13,616
Definite		Black Entertainment Television - BET	2020 BET Experience & 20th Annual BET A	6/25/2020	6/28/2020	10,000	825	3,959
Definite		Barbershop Harmony Society	2020 Barbershop Harmony Society Intern	6/30/2020	7/5/2020	10,000	1,375	7,274
Definite		Society for the Promotion of Japanese Ar	Anime Expo-2020	7/3/2020	7/6/2020	115,000	4,034	17,868
Definite		Major League Baseball	MLB 2020 All-Star Week	7/9/2020	7/14/2020	25,000	3,168	14,746
Definite		Credit Union National Association	2020 CUNA & WOCCU Joint Conference	7/19/2020	7/22/2020	5,000	2,020	10,182
Definite		American Federation of State County and	44th AFSCME International Convention -	8/9/2020	8/14/2020	7,000	4,016	27,634
Definite		American Postal Workers Union	25th APWU Biennial National Convention	8/17/2020	8/21/2020	5,000	1,700	12,725
Definite		Intelligent Transportation Society of Ame	ITS World Congress 2020	10/5/2020	10/8/2020	9,140	1,250	6,025
Definite		Adobe Systems Incorporated	MAX-2020	10/19/2020	10/21/2020	10,000	5,500	21,800
Definite		GSMA, Ltd.	MWC Los Angeles 2020	10/28/2020	10/30/2020	25,000	5,400	19,706

CONTINUITY OF BUSINESS

COMMUNICATION EFFORTS

1. Contacting groups **scheduled to hold their meetings within the next 90 days** to get feedback on their meetings moving forward
2. Communicating the latest information on the **state and city protocols** as it addresses non-essential meetings taking place
3. Recommending **rebooking as opposed to cancellation** when and where possible
4. **Informing the hospitality community** on developments as we receive information
5. **Addressing Force Majeure questions** and issues, recommending that stakeholders communicate directly with customers as these clauses vary by hotel and venue
6. **Updating the MeetLA website** daily and referring clients and stakeholders which addresses most questions. www.discoverlosangeles.com/health-and-safety-update

CONTINUITY OF BUSINESS

SALE STRATEGIES

1. Presenting alternate dates for short term bookings to **mitigate full cancellations**
2. Continuing to **do site inspections as needed and requested** to secure future business
3. As our booking window is well beyond the projected containment timeline, we are staying the course when it comes to **generating leads and bookings**
4. Reviewing tradeshow and client events in key markets and **making adjustments as needed**
5. Thoughtful approach when it comes to sales/client engagement, offering assistance and getting a temperature check by **being sensitive to what our planners are currently dealing with**
6. **Proactive planning for a new digital campaign** that will launch as soon as the crisis subsides

STAKEHOLDER LETTER

Dear ,

The global tourism and events communities are keenly attuned to the evolving COVID-19 pandemic, and its disruptions to our industry.

The last 24 hours have delivered an unprecedented volume of news; and to ensure that we are providing fact-based, accurate counsel to our visitors, attendees, staff and partners, our organization has been in constant communication with entities ranging from the U.S. Travel Association, Visit California, Meetings Mean Business, LAX and the City and County of Los Angeles while closely monitoring updates from official health sources like the CDC, WHO and County of Los Angeles Public Health.

Overnight, Gov. Gavin Newsom announced a new policy designed to address the ongoing spread of coronavirus in California. Group events of 250 people or more (or 10 higher-risk individuals) should be canceled through at least the end of March. [The announcement is available here.](#)

This morning, Mayor Garcetti announced a new policy to address similar concerns, which prohibits gatherings of 50 or more individuals through XX. You can view that announcement [here](#).

Last night, President Trump banned travel from 26 European countries to the United States for the next 30 days, beginning Friday at midnight. The restrictions do not apply to U.S. citizens and include exceptions for Britain, Croatia, Cyprus, Ireland, Turkey and Ukraine.

Additionally, in the last 24 hours, the NBA and MLS have suspended its seasons; major conventions like E3 canceled; television shows are canceling live audiences; _ .

We know that these proclamations to limit large gatherings and use social distancing are reflective of an altruistic responsibility to keep the public safe and healthy, and we can all agree that keeping our employees, attendees, visitors and partners safe is our paramount priority.

We are acutely aware of the impact that such decisions have on you – our partners – and the devastating economic impact rippling through our industry. This is a time for planning and preparing, not panic, and we are working closely with our friends at Visit California, Brand USA and the U.S. Travel Association to develop recovery plans to capitalize on pent-up demand and the rapid industry recovery that economists are still predicting.

We are all in this together, and together we will get through this.

Kind Regards,

Los Angeles Tourism & Convention Board

STAKEHOLDER COMMUNICATION

2020 HOSTED CITYWIDE CONVENTIONS

Status	Company	Event	Sales Director	Arrival	Departure	Peak	Notes on possible Impact from Coronavirus
Definite	American Heart Association	International Stroke Conference-2020	Faust	2/19/2020	2/21/2020	3,194	Only 21 delegates from China. Up by 300 registrants but down by 8% to 2018
Definite	United States and Canadian Academy of Pathology	2020 USCAP Annual Meeting	Glenn	2/29/2020	3/5/2020	1,700	108 cancellations (all Chinese visitors) & 6 Exhibitors to-date. They do not anticipate any further cancellations and their numbers still look good even with the cancellations.
Definite	ASCD	Empower20 - ASCD Annual Conference & Exhibit Show 2020	Glenn	3/14/2020	3/16/2020	4,600	Cancelled
Definite	Herbalife International of America, Inc.	2020-Summit	Faust	3/24/2020	3/27/2020	1,485	Cancelled
Definite	American College of Physicians	ACP Internal Medicine 2020	Blank	4/20/2020	4/25/2020	4,200	Cancelled
Definite	American Institute of Architects - AIA	2020 AIA Conference on Architecture	Gallagher	5/14/2020	5/16/2020	5,345	Monitoring however minimal impact anticipated. 800-1000 attendees are from China. Mary is having day to day conversations with client.
Definite	NeighborWorks America	2020 NeighborWorks Training Institute (NTI)	Glenn	5/18/2020	5/22/2020	1,700	Client is keeping a close eye as things evolve.
Definite	Institute for Educational Leadership - IEL	Rise Up for Equity: A National Summit on Community Schools & Family Engagement	Gallagher	5/26/2020	5/29/2020	1,500	Slower pick up than usual but not Corona-virus related; awaiting hotel pick up pace reports
Definite	Dolahaer Events	E3 2020	McAdams	6/9/2020	6/11/2020	6,100	Cancelled
Definite	IEEE Computer Society	2020 International Microwave Symposium	Faust	6/20/2020	6/26/2020	2,658	Meeting tomorrow morning with clients who are in town siting for a future event.
Definite	Black Entertainment Television - BET	2020 BET Experience & 20th Annual BET Awards Show	Glenn	6/25/2020	6/28/2020	825	Keeping an eye as this is an entertainment related event that draws a strong local attendance.
Definite	Barbershop Harmony Society	2020 Barbershop Harmony Society International Convention	Glenn	6/30/2020	7/5/2020	1,200	Currently not anticipating any impact.
Definite	Society for the Promotion of Japanese Animation	Anime Expo-2020	Faust	7/3/2020	7/6/2020	4,034	They have listed information on the COVID-19 on their website, keeping an eye on impact in Japan
Definite	Major League Baseball	MLB 2020 All-Star Week	Blank	7/9/2020	7/14/2020	3,050	Currently not anticipating any impact.
Definite	Credit Union National Association	2020 CUNA & WOCCU Joint Conference	Tarr	7/19/2020	7/22/2020	1,758	Two weeks out from a Government Affairs Annual Conference. Will connect after their meeting and see what has developed in the next 30 days with the virus.
Definite	American Federation of State County and Municipal Employees-AFSCME	44th AFSCME International Convention - 2020	Glenn	8/9/2020	8/14/2020	4,016	Currently not anticipating any impact.
Definite	American Postal Workers Union	25th APWU Biennial National Convention - 2020	Glenn	8/17/2020	8/21/2020	1,500	Currently not anticipating any impact.
Definite	Intelligent Transportation Society of America	ITS World Congress 2020	Gallagher	10/5/2020	10/8/2020	1,250	They are monitoring, housing just opened so no strong data as of last week
Definite	Adobe Systems Incorporated	MAX-2020	McAdams	10/19/2020	10/21/2020	5,500	Adobe is keeping an eye on events that are cancelling. Feel it is too soon to make any decisions.
Definite	GSMA, Ltd.	MWC Los Angeles 2020	Gallagher	10/28/2020	10/30/2020	5,400	Dealing with Barcelona cancellation and Shanghei event in June, which is still on.

EXPERIENT LETTER

Dear ,

The evolving nature of the COVID-19 pandemic has made these uncertain times. To ensure that we are providing fact-based, accurate counsel to our visitors, attendees, staff and partners, our organization has been in constant communication with entities ranging from the U.S. Travel Association, Visit California, Meetings Mean Business, LAX and the City and County of Los Angeles while closely monitoring updates from official health sources like the CDC, WHO and County of Los Angeles Public Health.

The entire meetings and conventions industry is keenly attuned to the evolving COVID-19 pandemic, and its disruptions to our industry. Today alone saw the cancellation of E3 in Los Angeles; the NCAA announcement about playoffs without fans; and the City of San Francisco ban on public gatherings of more than 1,000 people. While Public Health officials in Los Angeles have not yet issued restrictions like the ones seen in San Francisco, recent conversations with officials have given us the clear expectation that such restrictions are imminent.

We are acutely aware of the impact that such a decision would have on our partners who have been planning to meet in Los Angeles for months or years, and the devastating economic impact such a decision will have for our groups and our local tourism economy. We know that Public Health's forthcoming proclamation to limit large gatherings and use social distancing reflects their responsibility to keep the public safe and healthy, and we can all agree that keeping our employees, attendees, visitors and partners is our paramount priority. Therefore, it is with this understanding, and a heavy heart, that we support the likely decision to postpone Experient's Envision conference that is due to begin in Los Angeles next week.

Like everyone around the globe affected by this virus, we anxiously await the day that we can begin the process of recovery for our industry, and welcome you to Los Angeles.

Kind Regards,

CURRENT SALES EFFORTS

Focused on closing future business, despite recent cancellations.

- **Pending LOIs: LinkedIn** 2024 12,440 TRNs & **Society for Science & the Public** 2021 13,725 TRNs
- Other Prospects in FY 19 20 Sales Forecast:
 - **Pure Storage** 2021 8,384 TRNs
 - **American Society of Gene and Cell Therapy** 2023 5,431 TRNs
 - **American Association for Cancer Research** 2031 43,823 TRNs
 - **APEX - Airline Passenger Experience Association** 2023 4,943 TRNs
 - **International Avaya Users Group** 2022 5,588 TRNs
 - **Adobe Systems** 2026 25,905 TRNs & 2027 25,705 TRNs
 - **National Association of Counties** 2023 7,900 TRNs
 - **Academy of Nutrition and Dietetics** 2028 17,040 TRNs



RECENT SITES



American Society of Gene and Cell Therapy
ASGCT 2023 Annual Meeting
May 17-18, 2023
5,431 Room Nights



Institute for Healthcare Improvement
IHI National Forum 2023
December 5-6, 2023
10,570 Room Nights



IEEE Computer Society
2028 International Microwave Symposium
May 20-26, 2028
15,180 Room Nights



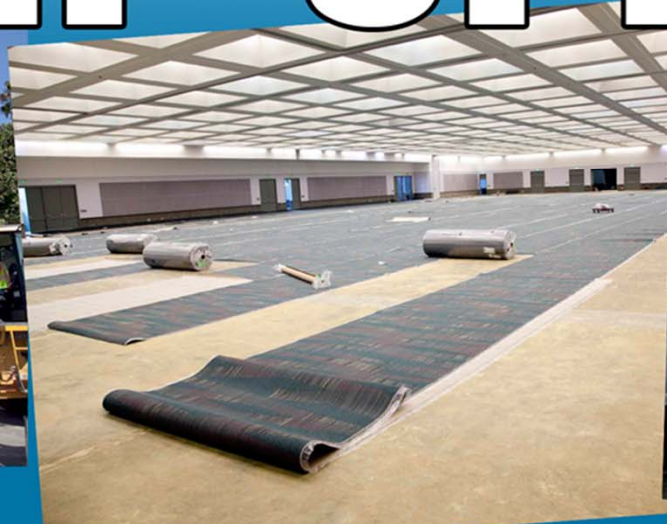
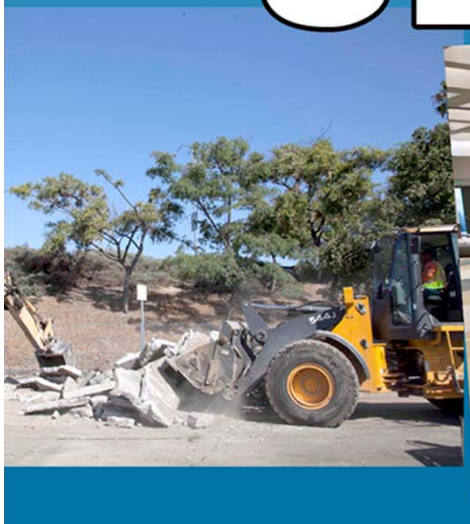
Association for Professionals in Infection Control and Epidemiology
APIC 2024 Annual Conference
June 26-28, 2024
9,387 Room Nights

THANK YOU

*Los Angeles*TM

Los Angeles Tourism & Convention Board

CIP UPDATE



CIP UPDATE - SUMMARY

TO BE COORDINATED WITH LACC EXPANSION PROJECT

West Hall Elevator

Escalator Replacement

Fire Alarm System Upgrade

Building Automation System Upgrade

West Hall Walk-in Coolers Replacement and Refurbishment

PLANNING

Room Lighting Dimming Control System Upgrade – 500 Series Meeting Rooms & Petree Hall

Escalator and Elevator Repair/Modernization

IN PROGRESS

VFD Installation

Security Surveillance System – Phase IV

CIP UPDATE - SUMMARY

COMPLETED

Petree & 500 Series Meeting Room Lighting Upgrade

South Hall Garage Lighting Upgrade

Automatic Transfer Switch Replacement

LED Reader Boards for Parking

Roof Replacement – Lower West Hall

Elevator Repair and Modernization* (FY18)

Room Lighting Dimming Control System Upgrade – 300 Series Meeting Rooms* (FY17)

COMPLETED

Room Lighting Dimming Control System Upgrade



- Addressed 300 series meeting rooms
- Offers increased functionality and reliability, and improved user interface

COMPLETED

Elevator Repair and Modernization



- Back of house elevators P4 and P15 addressed
- Work included upgrades to controls, hydraulics and elevator doors