

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

Regular Meeting Minutes

July 18, 2018

The Board of Los Angeles Convention and Tourism Development Commission (Board) convened a regular meeting on Wednesday, July 18, 2018 at 9:00 a.m. at the Los Angeles Convention Center (LACC), located at 1201 S. Figueroa Street, Los Angeles, CA 90015, in the Executive Board Room.

PRESENT:

President, Jon F. Vein
Commissioner Ana Cubas
Commissioner Stella T. Maloyan

ABSENT:

Vice President, Otto Padron
Commissioner David Stone

PRESENTERS:

Keith Hilsgen, AEG
Doane Liu, CTD
Tom Fields, CTD
Diana Mangioglou, CTD
Darren Green, LATCB
Laine Haynes-Smith , LATCB

Item 1. Call to Order / Roll Call

President Vein called the meeting to order at 9:03 a.m.

Item 2. Public Comment

None

Item 2b. Neighborhood Council

None

Item 3a. FY 18-19 Election of Officers

Motion to elect Jon Vein as President and Otto Padron as Vice President.

Ayes: President Vein, Commissioners Cubas and Maloyan

Nays: None

Absent: Vice President Padron and Commissioner Stone

UNANIMOUSLY APPROVED

Item 4a. Approval of the special meeting minutes from June 6, 2018

UNANIMOUSLY APPROVED.

Item 5a. Executive Director Report

Mr. Doane Liu provided an overview of his activities since the last Board meeting which included: meetings with LADOT regarding the downtown shuttle; CLA regarding the hotel incentive agreements; City departments regarding the expansion CEQA documents; local hotel general managers; Sandstone developers regarding a 800 key hotel project at Pico/110; BOE regarding modernization requirements; various City departments and the Ethiopian Counsel regarding the Prime Minister's visit. Mr. Liu also reported that he attended the AEG press conference celebrating LA Live's 10th anniversary and an AEG outreach event on expansion. Mr. Liu noted that he also met with Reed Peterson, GSMA regarding the opportunity for collaboration between technical and entertainment industries.

Item 5b. AEG Monthly Update – May

Mr. Keith Hilsgen reported that LACC had hosted 12 events that included 1 citywide and over 127 thousand attendees and an additional 2 filmings in the month of May. Mr. Hilsgen presented the financial data for May reporting \$3.8M gross revenue, which was above budget, due to an increase in parking due to the DragCon event. Mr. Hilsgen also reported 42% occupancy, and \$14M economic impact, \$6.77M of which was short term business. The short term economic impact was driven by the DragCon event.

Item 5c. LATCB Monthly Update – May

Mr. Darren Green reported that year to date LATCB processed 222 leads, resulting in 440,812 room nights with a year-end goal of 220 leads and projected 390,000 room nights. Mr. Green provided an overview of recent bookings, noting that large bookings are banking on the expansion and that 2019 was off pace due to large citywide cancellations. Mr. Green also presented the booking goals and strategies for the expansion project, as well as a review of citywide convention at risk due to the estimated 2 ½ years of construction.

Ms. Laine Haynes-Smith provided an overview of Destination & Client Services, highlighting the expanded visual experience and human presence for clients. Ms. Haynes-Smith also presented the targeted deliverables and objectives for FY18/19.

Item 5d. CIP Update

Mr. Tom Fields provided a summary of the ongoing CIP items as well as a list of completed items. Mr. Fields also noted the \$10M was budgeted in FY 18/19 for CIP projects and that the West Hall roof and chiller plant modernization is upcoming.

Item 5e. AEG, Facilities Contract Extension Update – Board Report #18-003

Ms. Diana Mangioglu provide an update on the contract extension noting that the contract is for 1-year plus two 1-year extensions and that the management agreement may be rolled into a P3 agreement.

Item 6a. LACC Expansion Report

Mr. Doane Liu reviewed key dates of the expansion project, with the opening no later than February 2022, in time for the Super Bowl in Los Angeles. Mr. Liu reported that the design phase should last one year, with construction starting as the end of 2019, plus a two year construction phase. Mr. Liu also noted the next steps are the Exclusive Negotiating Agreement, which is expected to be presented to City Council upon their return from the summer recess, and the P3/DBFOM documents. Mr. Liu stated that the JW Marriott's goal was to begin construction three months prior to the start of the Center.

ADJOURNMENT

The meeting was adjourned at 10:02 a.m.