

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

Special Meeting Minutes

July 26, 2017

The Board of Los Angeles Convention and Tourism Development Commission (Board) convened a special meeting on Wednesday, July 26, 2017 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
Vice President Otto Padron
Commissioner Jeremy Bernard (arrived 9:05 a.m.)
Commissioner Stella T. Maloyan

ABSENT:

Vacant

PRESENTERS:

Brad Gessner, AEG
Keith Hilsgen, AEG
Tom Fields, CTD
Doane Liu, CTD
Darren Green, LATCB
Ernie Wooden, LATCB

Item 1. Call to Order / Roll Call

President Vein called the meeting to order at 9:00 a.m.

Item 2. Public Comment

None

Item 3a. FY 17-18 Election of Officers

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

Ayes: President Vein, Commissioners Bernard, Maloyan, and Padron

Nays: None

Absent: Vacant

UNANIMOUSLY APPROVED

Item 3b. Approval of the regular meeting minutes from June 7, 2017

UNANIMOUSLY APPROVED

Item 4a. Neighborhood Council

None

Item 4b. AEG Monthly Update – May and June

Mr. Brad Gessner recognized Brian Delostrinos as Employee of the Month, and Bladimir Reyes, Leader of the Quarter. Mr. Gessner reported that May had 6 events, with a total attendance of 132,114, four of which were citywide events and that there were 3 filmings. Mr. Gessner also noted that June had four events, with a total attendance of 151,560, three of which were citywide events and that there was one filming. Mr. Gessner announced that FY 16-17 was a record year with an operating profit of \$10.2 million dollars. Mr. Hilsgen presented the financial data for May and June. Mr. Hilsgen also reported that occupancy for the year end occupancy was 74%, which is the highest in over 5 years and the year end Economic Interest was \$732 million.

*President Vein would like to see indirect spend data included in the next presentation as well as the tax base figures if there was no Convention Center.

Item 4c. LATCB Monthly Update – Year End

Mr. Darren Green reported that at year end, LATCB has processed 222 leads, the goal was 220 leads, resulting in 393,708 room nights which exceeded the goal of 390,000. Mr. Ernie Wooden added that Air BnB was voluntarily paying TOT Tax. Mr. Green also reported that 24 events were booked in FY 16-17 with 246,306 Room Nights. Mr. Green reported on the June Client Advisory Board Forum and showed a video highlighting the event. Mr. Wooden reported that last year Los Angeles had 47 million visitors which resulted in \$22 billion spent and \$32 billion in indirect spend. Mr. Wooden also reported that over the last six years, 39 conventions have been lost and \$650 million due to the condition of the Convention Center and the lack of hotel room inventory dedicated to citywide events. Mr. Wooden stressed the need to futurization and expansion of the center and for additional hotel rooms.

Item 4d. CIP Update

Mr. Tom Fields provided an update on CIP projects and noted that the City and AEG have funded close to \$40 million in both CIP and A&I projects over the last three years.

Item 4e. Update on Expansion and Modernization

Item will be addressed in closed session during the 10:30 am Special Meeting.

Item 4f. Executive Director Report

Mr. Doane Liu reported the CTD now reports to two City Council Committees: Trade, Travel, and Tourism (TTT) and Economic Development Committee (EDC). Mr. Liu introduced Dennis Glenson and Amy Gavart, representatives of Council District 15. Mr. Liu reported on his activities since the last Board meeting, which included meeting with E3 representatives to discuss future events, discussing with the Mayor's office homelessness and how it affects clients and event attendees, meeting with CBRE to discuss downtown hotel activity, meeting with CD4 regarding concerns of tourism at the Hollywood sign. Mr. Liu also reported on his trip with City staff to meet with the International Olympic Committee and Sister Cities representatives and his discussions with AEG and Council offices regarding modernization and expansion.

ADJOURNMENT

The meeting was adjourned at 10:05 a.m.