



BOARD OF LOS ANGELES DEPARTMENT OF CONVENTION AND TOURISM DEVELOPMENT COMMISSIONERS

Commissioners: Jon F. Vein, President; Otto Padron, Vice President;
Bricia Lopez; Noel Hyun Minor; David Stone

Members of the public who wish to speak during the meeting must submit a "Request to Speak" form to the Board Secretary prior to the commencement of the public comments for each agenda item of interest. Comments by the public on matters not identified on the agenda, but within the subject matter jurisdiction of the Commission, will be heard only during the item designated as "Public Comment." Public speaking will be limited to two minutes per speaker, unless the presiding officer grants some other amount of time before the commencement of the public comment.

Regular Meeting
Wednesday, September 4, 2019
9:00 a.m.
Los Angeles Convention Center
1201 S. Figueroa Street, L.A., CA 90015
Executive Board Room

1. CALL TO ORDER / ROLL CALL

2. COMMENTS FROM THE PUBLIC

- a) General Public Comments
- b) Neighborhood Council representatives on any Neighborhood Council Resolution or Community Impact Statement filed with the City Clerk which relate to any agenda item listed or being considered on this agenda for Board of Los Angeles Department of Convention and Tourism Development Commissioners

3. APPROVE MINUTES:

- a) Approval of the regular meeting minutes from August 22, 2019

4. REPORTS:

- a) Executive Director Report
- b) AEG Monthly Update – July
- c) LATCB Monthly Update – July

5. DISCUSSION:

None

6. ACTION ITEMS:

None

7. ADJOURNMENT

Materials related to an item on this agenda submitted to the Board of Los Angeles Convention and Tourism development after distribution of the agenda packet are available for public inspection in the Executive Office of the Los Angeles Convention Center, 1201 S. Figueroa Street, Los Angeles, CA 90015, during normal business hours.

As a covered entity under Title II of the Americans with Disabilities Act, the City of Los Angeles does not discriminate on the basis of disability and, upon request, will provide reasonable accommodation to ensure equal access to its programs, services and activities.

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

Regular Meeting Minutes
August 22, 2019

The Board of Los Angeles Convention and Tourism Development Commission (Board) convened a regular meeting on Wednesday, August 22, 2019 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 Noel Hyun Minor
Commissioner David Stone

ABSENT:

Commissioner Bricia Lopez

PRESENTERS:

Ellen Schwartz, AEG
Ben Zarhoud, AEG
Doane Liu, CTD
Darren Green, LATCB

Item 1. Call to Order / Roll Call

President Vein called the meeting to order at 9:01 a.m.

Item 2a. Public Comment

None

Item 2b. Neighborhood Council

None

Item 3. Approval of the regular meeting minutes from July 17, 2019

UNANIMOUSLY APPROVED

Item 4a. Executive Director Report

Mr. Doane Liu provided an overview of his activities since the last Board meeting, which included: meetings with the South African Consul General's office, MLB All Star Game host committee, Dodgers, potential contractors Clark and PCL/Webcor and the preferred vendor for digital kiosks; attended press conference revealing All Star Game logo, Global LA steering committee and an NFL site visit and; General Manager annual review with Mayor Garcetti.

Item 4b. AEG Monthly Update – June

Ms. Ellen Schwartz announced Gilbert Marroquin as the Leader of the Quarter. Ms. Schwartz reported that LACC had hosted seven events, three of which were citywide events, resulting in over 220,800 attendees, noting that E3's attendance was lower than last year. In addition, LACC hosted two filmings but only for parking use. Mr. Ben Zarhoud, presented the financial data for June, reporting \$8.64M in gross revenue, 56% of which was generated by utilities as well as food and beverage. Mr. Zarhoud noted that food and beverage customer satisfaction is trending upward. Mr. Zarhoud reported an 87% occupancy rate, which is consistent year over year. Mr. Zarhoud also reported \$89.3M in economic impact, \$86.7M from citywide events, driven by E3, BET, and Stem Cell Research and \$2.6M from short term business.

Item 4c. LATCB Monthly Update – June

Mr. Darren Green reported that LATCB processed 8 leads YTD, resulting in 21,892 room nights, with a year-end goals of 220 leads and projected 390,000 room nights. Mr. Green noted that the goals for leads and projected room nights remains the same as last year due to expansion unknowns. Mr. Green reported on recent bookings, noting that 2020 is expected to be a strong year with over 300,000 room nights and that LATCB has an action plan in place for "at risk" events due to construction. Mr. Green noted that Evelyn Taylor Carrion is the new Citywide Communications Director and will provide support to clients during construction. Mr. Green gave an overview of the upcoming Market Outlook Forum. Mr. Green provided a highlight video of the recent PCMA event, which resulted in \$2.7M in total Economic Impact and \$1.6M in direct spend.

Item 5. Discussion

None

Item 6. Action Items

None

ADJOURNMENT

The meeting was adjourned at 9:37 a.m.

LOS ANGELES CONVENTION CENTER MONTHLY UPDATE

JULY 2019

ELLEN SCHWARTZ



Los Angeles
CONVENTION
CENTER
Managed By 

LACC JULY 2019 EVENTS

JULY
03 - 07
ANIME EXPO
400,000

JULY
12 - 18
ALZHEIMER'S ASSOCIATION
5,950

JULY
19 - 21
THE MODEL EXPERIENCE
1,000

JULY
20 - 21
EL SEMBRADOR
16,000

July
21
TORRES EMPIRE CAR SHOW
2,500

JULY
20 - 21
BRIDE WORLD EXPO
3,000

JULY
23
NATURALIZATION
16,000

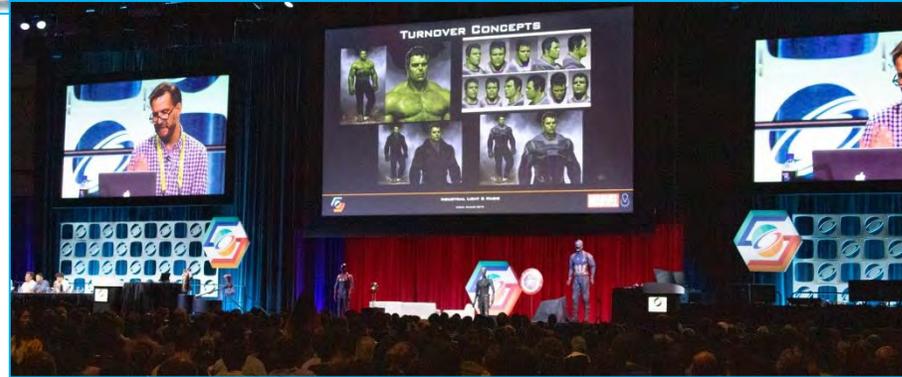
JULY
23 - 24
ACCOUNTING & FINANCE SHOW
1,400

JULY
25 - 31
SIGGRAPH 2019
18,000

TOTAL
463,850

*CITYWIDE

JULY 2019 EVENTS



LACC JULY 2019 FILMING & PHOTO EVENTS

DATE

Name

Location

Amount

JULY 10 - 14

North Face Commercial

Kentia Hall

\$41,710

TOTAL FILMING: \$41,710

(July 2018 - \$38,817)

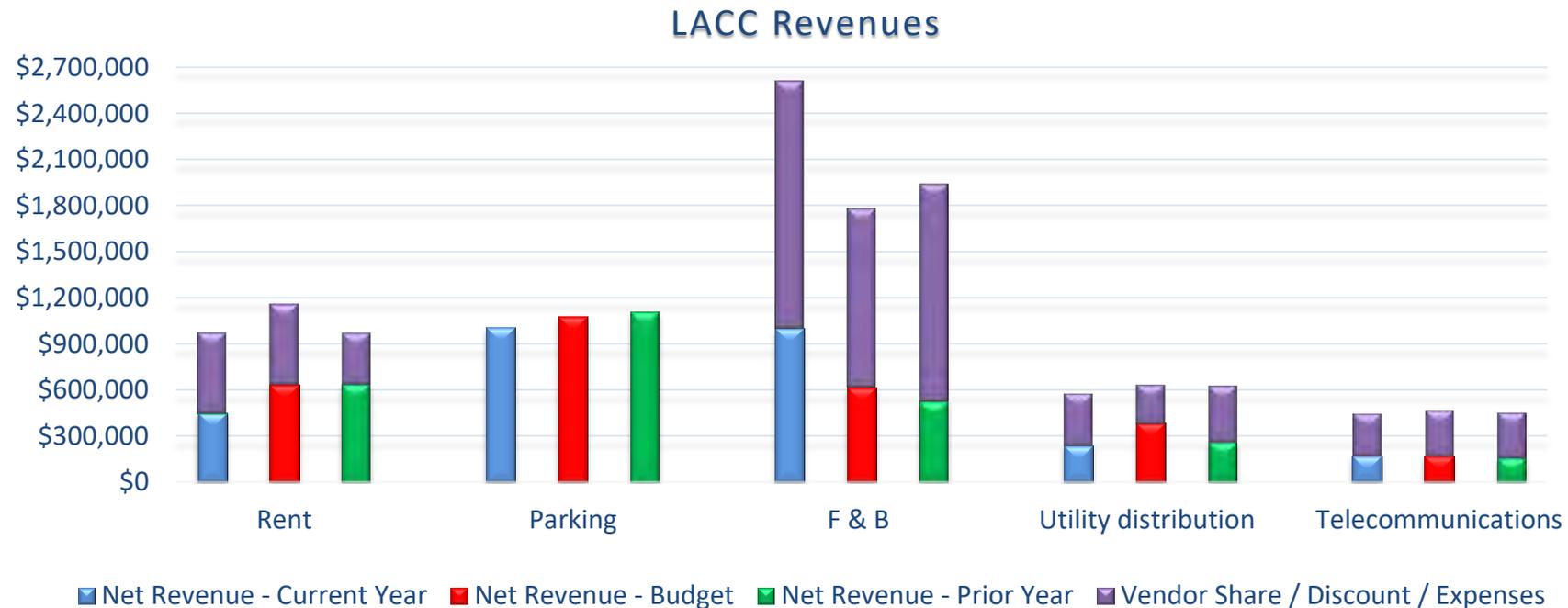
LACC JULY 2019 FINANCIALS

OPERATING SURPLUS (LOSS):

- \$0.62 million (before approved City Reimbursements, A & I and Capital Projects)
- \$15K below budget
- \$111K above prior year

REVENUES:

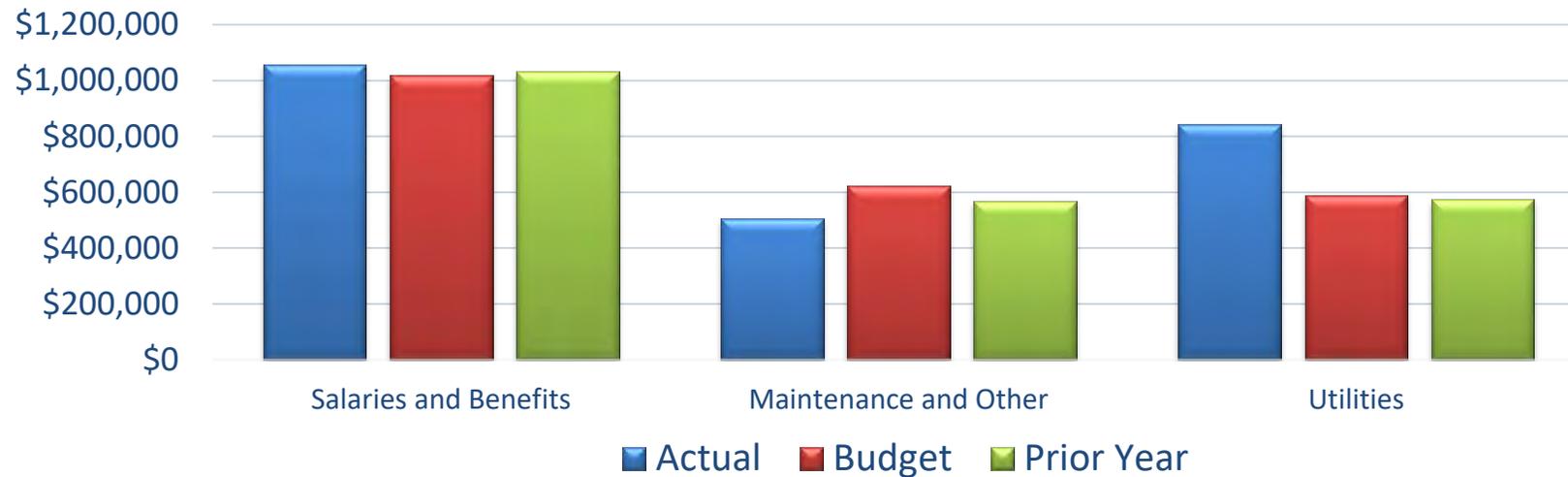
- \$6.14 million gross revenue (before discounts and service provider share)
- \$3.02 million net revenue
- \$160K above budget and \$340K above prior year



LACC JULY 2019 FINANCIALS

OPERATING EXPENSES:

- \$1.35 million (before approved A & I, Capital Projects, and City reimbursement)
- \$175K above budget and \$229K above prior year
- Utility expenses \$253K above budget and \$268K above prior year

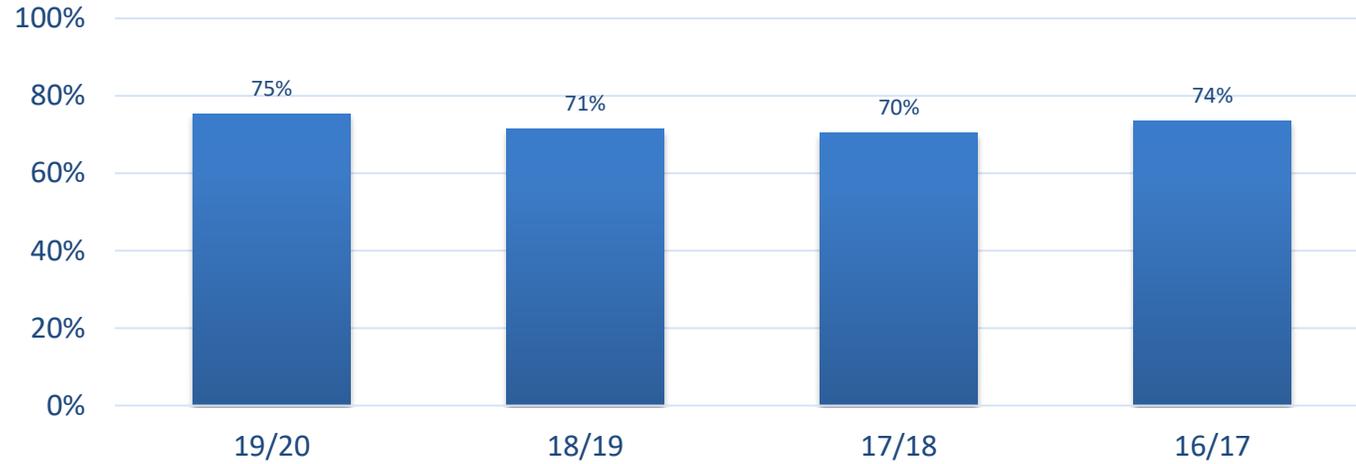


CITY REIMBURSEMENT - \$351K (excluding Utility User Tax)

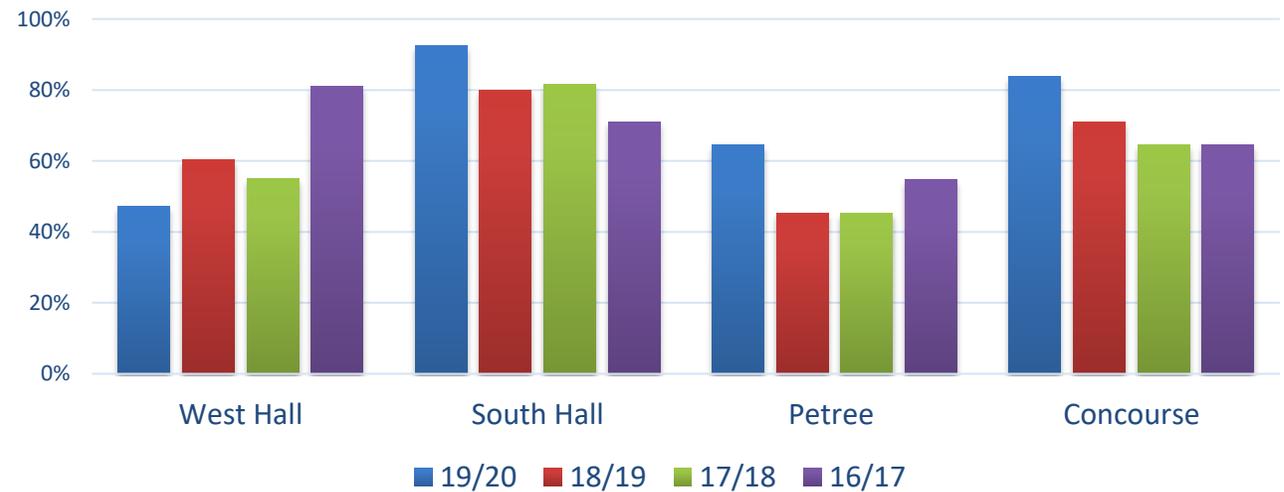
Capital and Alterations & Improvements

LACC JULY 2019 OCCUPANCY

Exhibit Hall Occupancy



Occupancy by Exhibit Hall



LACC JULY 2019 ECONOMIC IMPACT

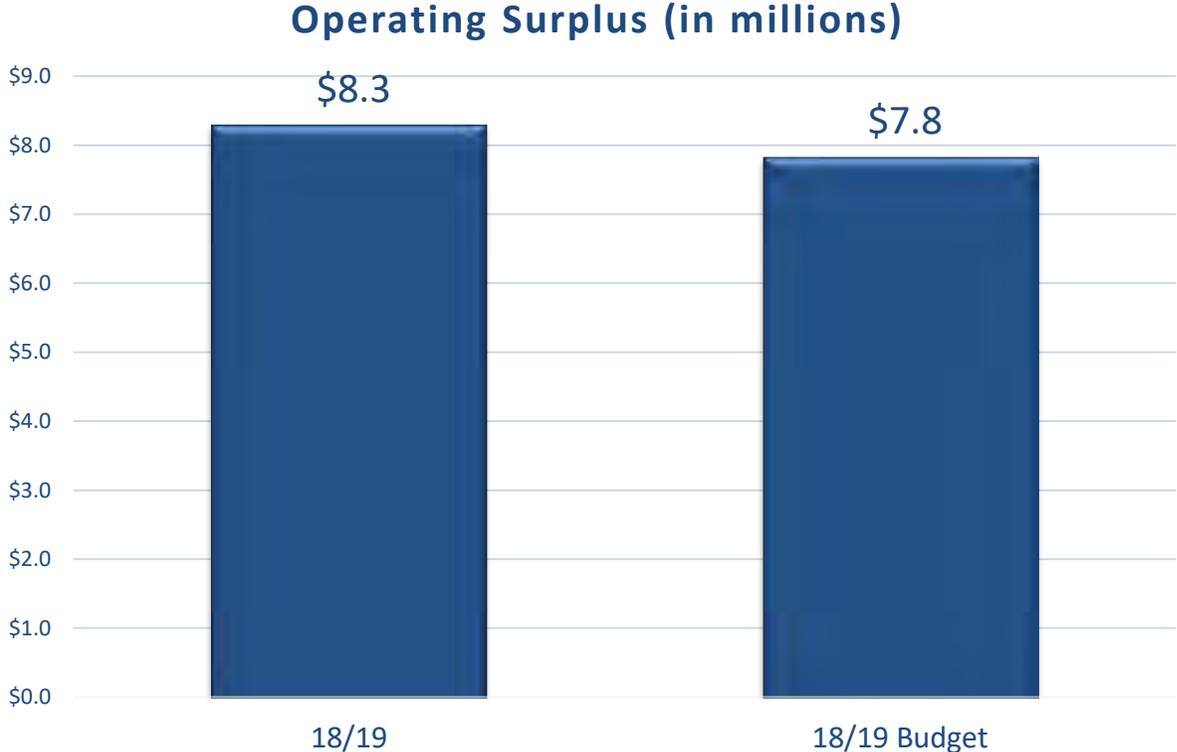
\$83.2 million in Projected Economic Impact



* Based on estimates provided by LATCB

LACC 2018/2019 FISCAL YEAR-END FINANCIALS

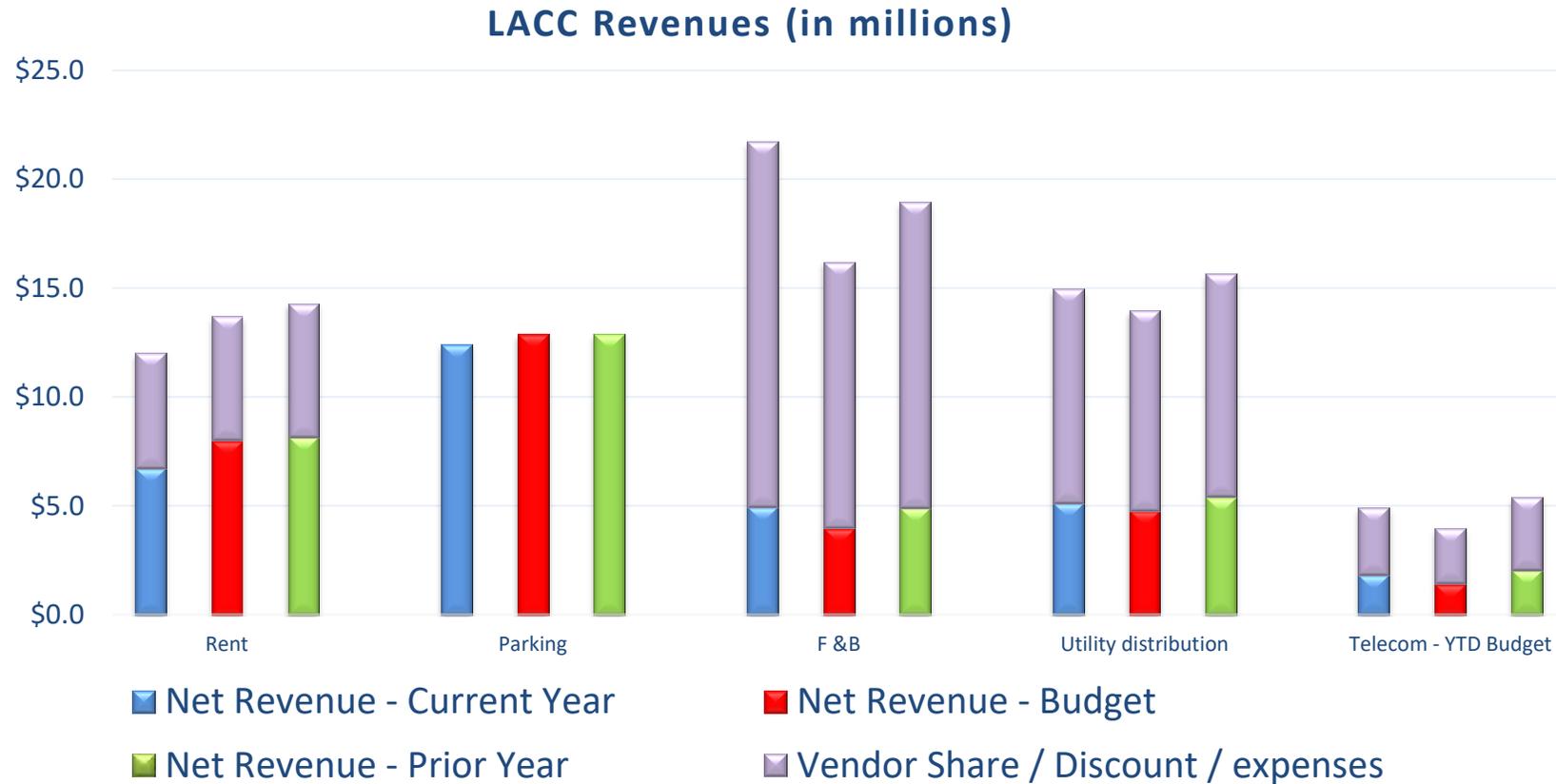
LACC Operating Surplus \$8.3 million
(before city reimbursements, and Alterations and Improvements)



LACC 2018/2019 FISCAL YEAR-END FINANCIALS

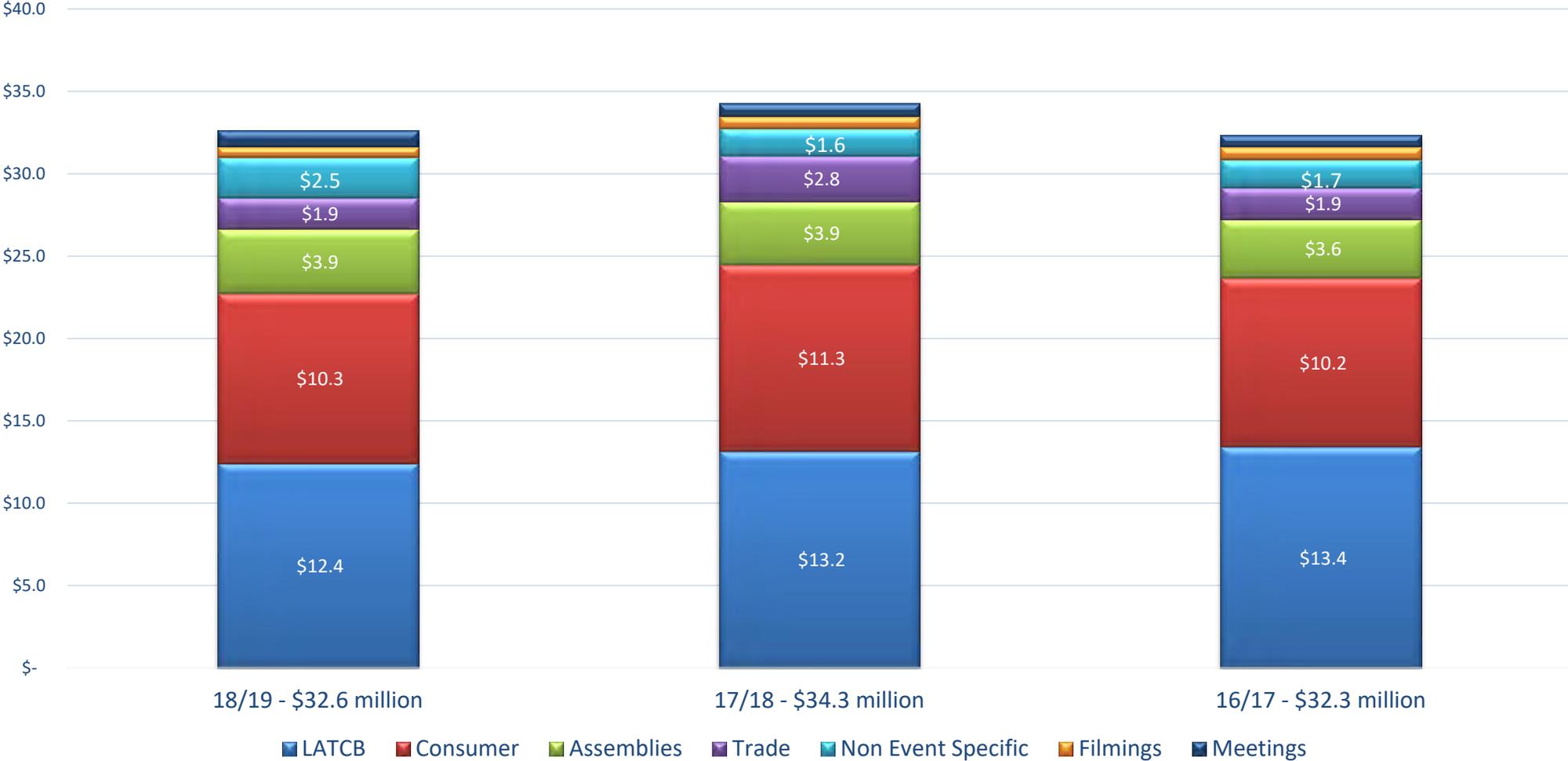
Revenues:

- \$32.6 million vs budget \$31.9 million
- \$0.7 million above budget
- \$1.6 million below prior year



LACC 2018/2019 FISCAL YEAR-END FINANCIALS

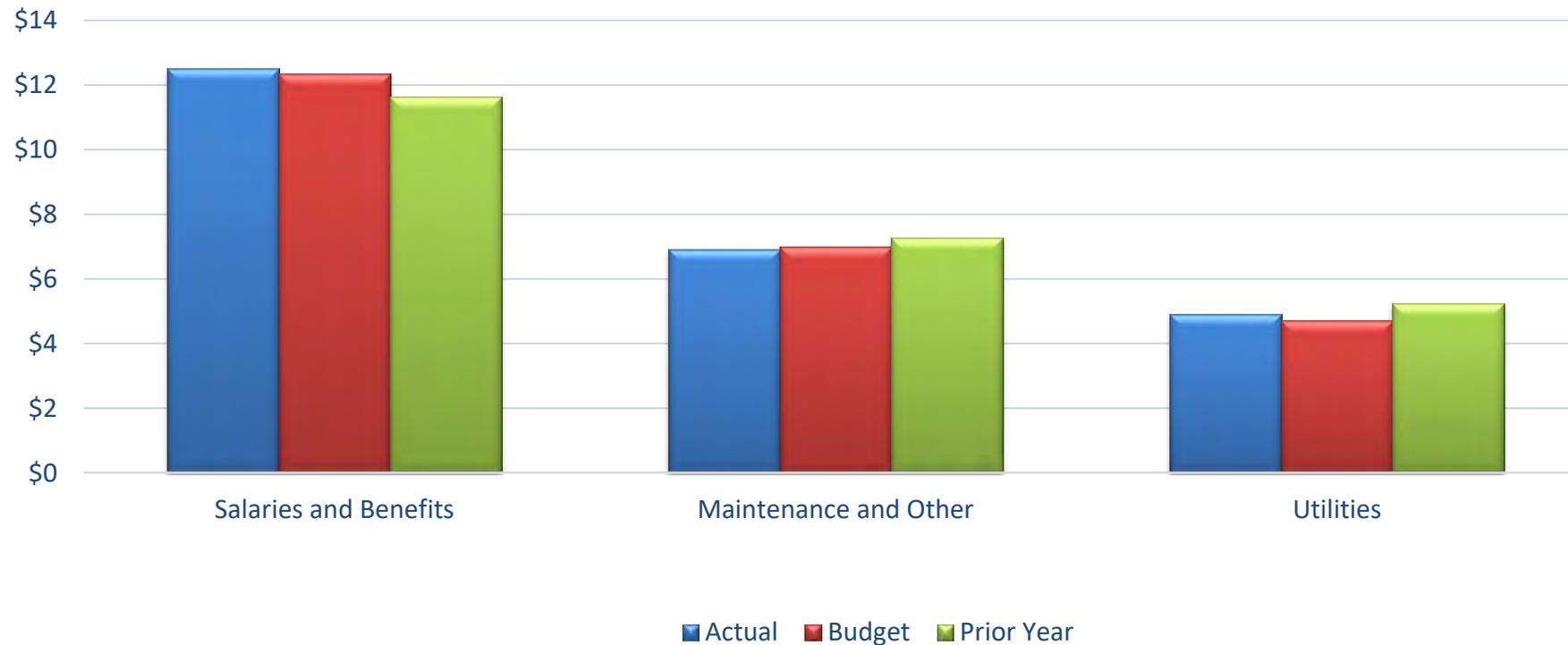
Revenue by Event Type (in millions)



LACC 2018/2019 FISCAL YEAR-END FINANCIALS

OPERATING EXPENSES:

- \$24.3 million (before approved A & I, Capital Projects, and City reimbursement)
- \$0.3 million above budget
- \$0.2 million above prior year



LACC 2018/2019 FISCAL YEAR-END FINANCIALS

Allocation of 2018/2019 Operating Profit (in millions)



■ Reserve ■ A & I ■ City Reimbursement

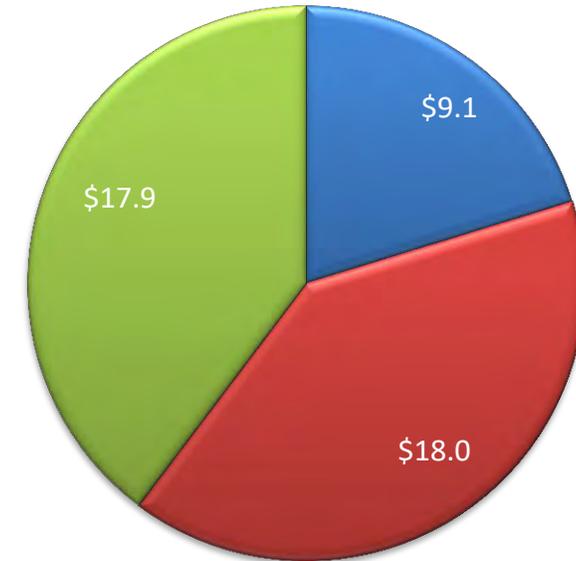
LACC 2018/2019 FISCAL YEAR-END FINANCIALS

Cumulative Operating Surplus/Allocations

\$45.0 million in operating surplus



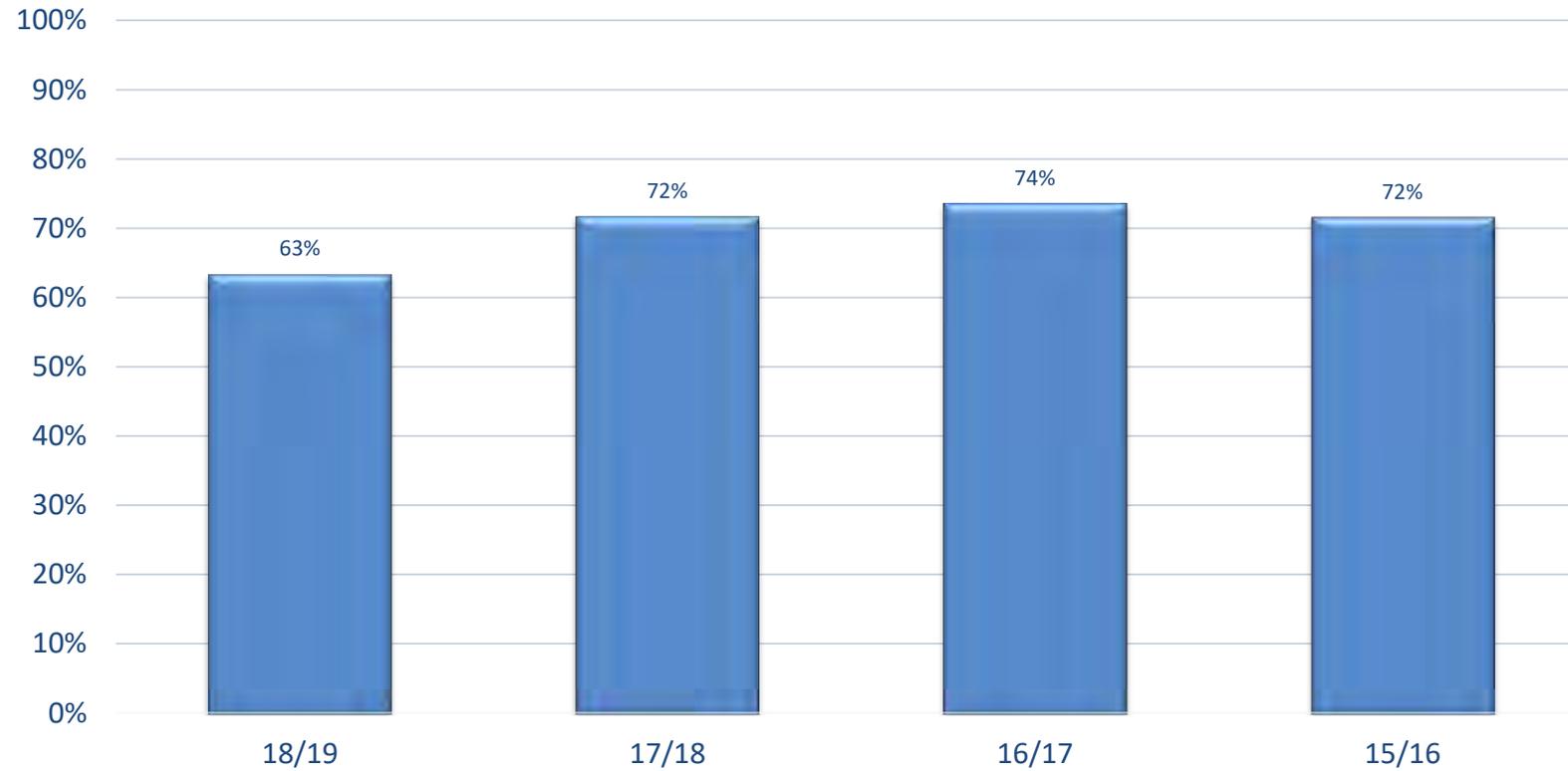
LACC surplus allocation since private management (in millions)



- Reserve Contribution
- CIP and Alteration and Improvements
- City Reimbursement and Allocation

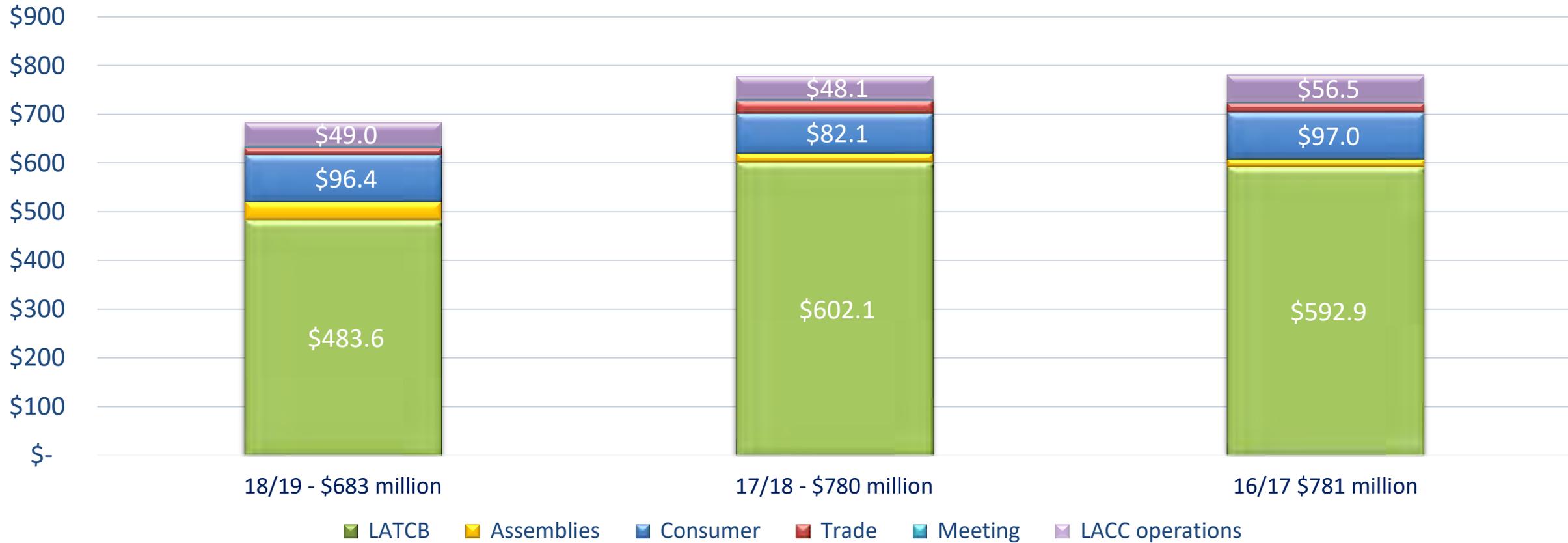
LACC 2018/2019 FISCAL YEAR-END FINANCIALS

Occupancy - Fiscal Year



LACC 2018/2019 FISCAL YEAR-END FINANCIALS

Economic Impact



An aerial photograph of Los Angeles, California, showing a dense urban landscape with various buildings and green spaces. In the foreground, a modern building with a curved, stone-clad wall and a green roof is visible. The city skyline is visible in the distance under a clear sky.

CTD BOARD OF COMMISSIONERS MEETING

September 4, 2019

Los Angeles

CITYWIDE CONVENTION SALES YTD FY 19/20 PRODUCTION RESULTS

Lead Production	Leads Actual
FY 19/20 Goal	220
FY 19/20 YTD	30
FY 18/19 STLY	28

Booked Room Nights Produced	RNs Actual
FY 19/20 Goal	390,000
FY 19/20 YTD	86,166
FY 18/19 STLY	40,261

Dated August 29, 2019

RECENT BOOKINGS - 64,274 TRNs



Herbalife International of America, Inc.
2025 Herbalife Honors
March 12-16, 2025
8,203 Room Nights



American Association of Physicists in Medicine
AAPM 2024 Annual Conference
July 20-24, 2024
12,500 Room Nights



American Speech-Language-Hearing Association
ASHA 2031 Annual Convention
November 6-8, 2031
16,825 Room Nights



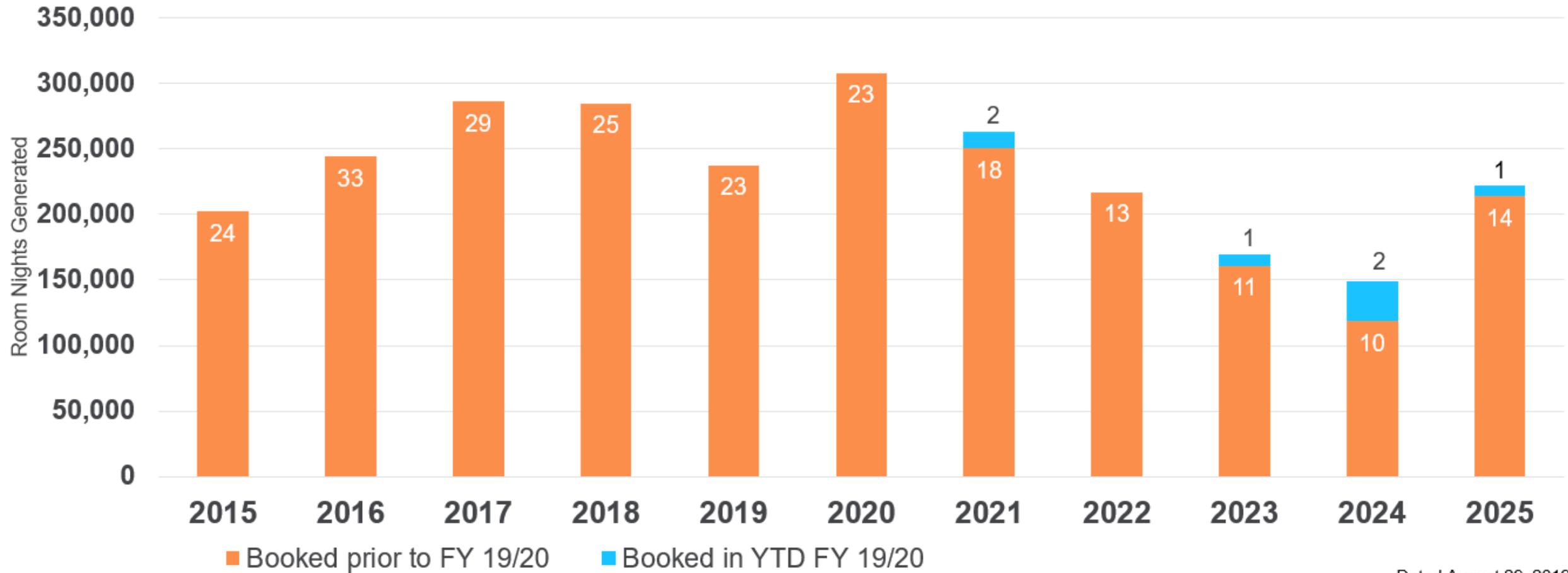
National Association for
College Admission Counseling

National Association for College Admission Counseling
2024 NACAC National Conference
September 25-29, 2024
18,046 Room Nights



The Trade Desk
2021 Trade Desk Palooza
February 1-5, 2021
8,700 Room Nights

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



Dated August 29, 2019

RECENT SITES...



The Trade Desk
2021 Trade Desk Palooza
February 1-5, 2021
8,700 Room Nights



KubeCon



CloudNativeCon

Linux Foundation
KubeCon + CloudNativeCon NA 2021
November 10-12, 2021
13,020 Room Nights



Solid Waste Association of North America - SWANA
WASTECON 2022
September 12-15, 2022
2,700 Room Nights

UNITEDHEALTH GROUP®

UnitedHealth Group
CWT Meetings & Events
September 20-22, 2022
7,836 Room Nights

RECENT SITES *Continued*



American Industrial Hygiene Association - AIHA
AIHce 2023
May 20-24, 2023
12,246 Room Nights



American Institute of Aeronautics and Astronautics
AIAA SciTech Forum
January 8-12, 2024
7,030 Room Nights



National Apartment Association
Apartmentalize 2029
June 28-29, 2029
23,289 Room Nights



NEARLY
22,000
ATTENDEES

Representing the industry



ATTENDEES
from

**112 Countries
and Territories**

TOP COUNTRIES:

- | | |
|--------|-----------|
| U.S. | JAPAN |
| KOREA | MEXICO |
| CANADA | INDIA |
| U.K. | HONG KONG |



2,500+

CEOs PARTICIPATED



400+
SPEAKERS ACROSS
4YFN, SUMMITS, &
CONFERENCE



MWC19™
Los Angeles



IN PARTNERSHIP WITH

October 22-24 2019

75 HOURS

PROGRAM CONTENT



220
Media and
Industry Analysts

4YFN | Connecting
Startups

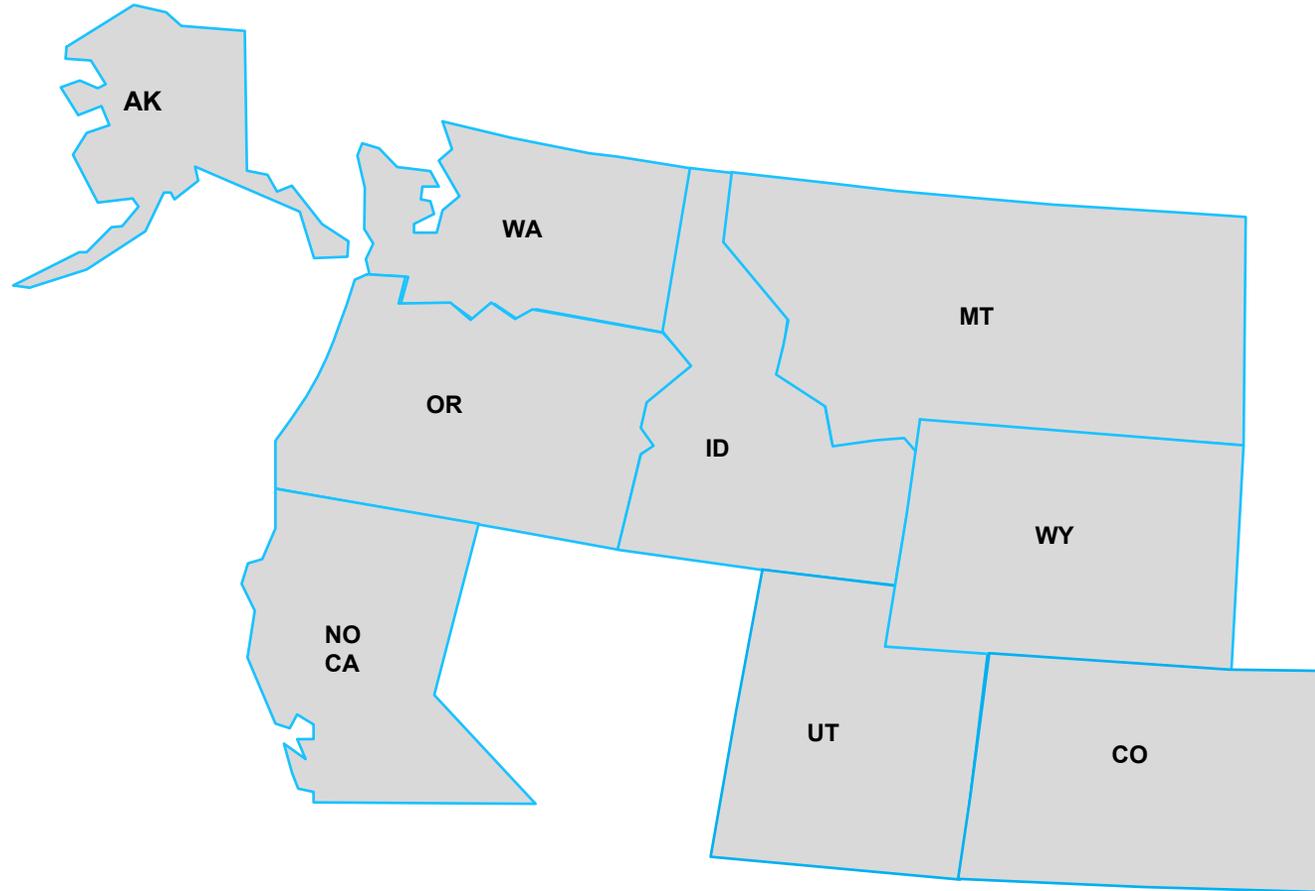
130 STARTUPS



6,500*
YOMO
STUDENTS

*not included in overall attendance number

NEW DIRECTOR: WESTERN REGION CONVENTION SALES





MARKET OUTLOOK '19 FORUM

- Tuesday, August 20th
- JW Marriott Los Angeles L.A. LIVE
- Over 750 Attendees
- 200 guests at International Market Updates
- Key Insights into major travel industry trends and forecasts
- First Look at our 2020 Sales & Marketing plans
- Dedicated Breakout Sessions for Hotel and Non-Hotel attendees
- Expert Guest Speakers and Local Entertainment Performances

An aerial photograph of Los Angeles at sunset. The sun is low on the horizon, casting a warm orange and yellow glow over the city and the surrounding hills. The downtown skyline is visible in the distance. A large blue text overlay is centered on the image.

MARKET OUTLOOK '19 FORUM

LOS ANGELES | AUG 20 | JW MARRIOTT L.A. LIVE

L.A. CITY HOTEL SOFTNESS

SEPTEMBER 4, 2019

Wendy Kheel, VP Tourism Insights

Los Angeles

WEEKLY DEMAND/ADR: STR MARKETS

STR Occupancy - YOY % Change

Week of	LA City	DTLA	Hollywood /Bev Hills	LAX	South Bay	LA Southeast	LA East	LA North
06/23 - 06/29	-1.3%	-4.3%	-1.5%	-0.6%	-3.3%	-3.3%	-7.3%	-0.4%
06/30 - 07/06	2.2%	-2.8%	2.0%	3.0%	0.2%	2.3%	0.7%	4.1%
07/07 - 07/13	0.5%	4.0%	-0.7%	-4.2%	-3.7%	-2.6%	-4.9%	-2.5%
07/14 - 07/20	-0.7%	-0.5%	-1.0%	-1.5%	-0.3%	0.1%	-5.4%	-2.2%
07/21 - 07/27	-1.1%	0.2%	-1.0%	-3.1%	-3.6%	-0.9%	-4.0%	-2.7%
07/28 - 08/03	-0.3%	0.5%	0.0%	-1.1%	-1.9%	-1.1%	-2.0%	-4.1%
08/04 - 08/10	-1.3%	0.2%	-0.8%	-3.3%	-3.9%	-2.0%	-5.9%	-2.8%
08/11 - 08/17	-0.5%	-1.4%	2.6%	-3.4%	-3.6%	-3.8%	-5.0%	1.9%

STR ADR - YOY % Change

Week of	LA City	DTLA	Hollywood /Bev Hills	LAX	South Bay	LA Southeast	LA East	LA North
06/02 - 06/08	0.5%	-2.2%	4.1%	-0.9%	-0.8%	4.8%	3.4%	1.8%
06/09 - 06/15	1.1%	2.7%	0.5%	3.0%	3.8%	5.3%	3.1%	1.0%
06/16 - 06/22	0.2%	-3.2%	-1.1%	3.2%	2.9%	1.5%	2.2%	4.2%
06/23 - 06/29	-1.6%	-2.2%	-2.1%	-0.9%	1.3%	2.2%	-0.7%	3.1%
06/30 - 07/06	1.2%	2.9%	0.6%	1.3%	2.0%	7.0%	2.8%	1.7%
07/07 - 07/13	2.5%	7.8%	1.1%	-1.2%	2.7%	1.1%	0.4%	1.7%
07/14 - 07/20	-0.8%	0.7%	-4.4%	-0.4%	2.8%	3.0%	-0.7%	1.6%
07/21 - 07/27	-2.7%	-2.1%	-7.6%	-1.3%	-0.3%	1.5%	-0.3%	1.1%
07/28 - 08/03	-2.7%	-7.5%	-2.9%	0.7%	-1.9%	1.8%	3.0%	0.5%
08/04 - 08/10	-1.3%	-0.9%	-5.7%	-2.5%	-2.7%	3.0%	0.2%	4.1%
08/11 - 08/17	-2.2%	-3.1%	-5.4%	-3.3%	-1.0%	1.1%	-1.6%	1.6%



COMPETITIVE MARKETS

STR Occupancy - YOY % Change											
Week of	Long Beach	South Bay	Santa Monica/MDR	Pasadena/Glendale/Burbank	SF	Anaheim	San Diego	NYC	Miami	Chicago	Atlanta
06/02 - 06/08	6.4%	-2.0%	-0.9%	-5.9%	1.1%	-3.2%	-5.7%	-0.7%	-1.4%	-0.3%	-1.2%
06/09 - 06/15	10.9%	4.3%	0.2%	-4.3%	0.9%	1.7%	4.7%	-2.0%	1.6%	3.6%	-0.8%
06/16 - 06/22	13.4%	1.4%	-3.6%	0.3%	-2.0%	-2.5%	-4.2%	-0.9%	2.5%	-0.6%	0.7%
06/23 - 06/29	-10.2%	-3.3%	-7.0%	-5.8%	-1.6%	-1.9%	1.8%	0.4%	0.4%	-1.7%	-2.5%
06/30 - 07/06	-12.7%	0.2%	-7.6%	1.6%	-0.9%	0.8%	-1.1%	1.7%	4.7%	3.9%	8.8%
07/07 - 07/13	-2.9%	-3.7%	-6.1%	-2.7%	-8.0%	-3.9%	-5.8%	-0.7%	0.2%	-2.5%	-3.6%
07/14 - 07/20	-1.5%	-0.3%	-3.4%	-2.6%	-4.6%	-0.8%	-0.7%	-0.9%	-4.3%	-1.3%	0.3%
07/21 - 07/27	-6.5%	-3.6%	-3.9%	-3.1%	-6.2%	-0.7%	-4.3%	-1.9%	-3.9%	-3.1%	-5.2%
07/28 - 08/03	-6.0%	-1.9%	-3.3%	0.9%	-5.9%	-2.8%	-4.2%	-1.1%	-4.6%	-2.9%	-0.5%
08/04 - 08/10	-2.9%	-3.9%	-4.1%	-4.5%	-0.8%	-0.4%	-5.5%	1.4%	-1.9%	2.9%	-6.4%
08/11 - 08/17	-6.2%	-3.6%	-3.5%	-4.1%	1.9%	-0.8%	-2.5%	-0.5%	-3.3%	-4.6%	2.1%

STR ADR - YOY % Change											
Week of	Long Beach	South Bay	Santa Monica/MDR	Pasadena/Glendale/Burbank	SF	Anaheim	San Diego	NYC	Miami	Chicago	Atlanta
06/02 - 06/08	6.3%	-0.8%	-0.5%	-1.7%	13.2%	3.5%	0.7%	-3.3%	-1.0%	-2.2%	4.0%
06/09 - 06/15	24.1%	3.8%	-0.7%	-3.6%	6.0%	3.3%	12.8%	-4.2%	1.6%	-0.5%	4.7%
06/16 - 06/22	21.2%	2.9%	-0.8%	-3.3%	4.9%	-1.3%	-0.7%	-4.9%	-0.2%	-3.4%	7.2%
06/23 - 06/29	-4.0%	1.3%	-0.6%	-2.4%	-3.5%	0.3%	3.9%	4.0%	-2.7%	-2.6%	1.2%
06/30 - 07/06	-0.1%	2.0%	2.6%	0.0%	-2.2%	2.8%	1.9%	-0.8%	-0.6%	-3.5%	4.0%
07/07 - 07/13	12.3%	2.7%	-3.2%	-4.0%	-6.9%	4.5%	-2.6%	-3.9%	-2.7%	-4.5%	-2.0%
07/14 - 07/20	1.2%	2.8%	-4.6%	-6.5%	-10.1%	-0.4%	0.6%	-3.7%	-4.9%	-5.5%	1.7%
07/21 - 07/27	6.2%	-0.3%	-5.9%	-4.6%	-17.8%	-0.1%	-2.8%	-4.6%	-3.5%	-5.1%	-1.8%
07/28 - 08/03	2.9%	-1.9%	-4.8%	4.2%	-9.7%	-0.2%	-2.4%	-2.4%	-3.4%	-6.3%	1.2%
08/04 - 08/10	3.5%	-2.7%	-4.8%	-0.7%	-2.2%	6.9%	-3.8%	-0.4%	-1.7%	0.8%	0.0%
08/11 - 08/17	-0.5%	-1.0%	-3.9%	-6.2%	0.5%	3.1%	-3.5%	-1.9%	-2.7%	-8.0%	2.1%

FACTORS IMPACTING HOTEL SOFTNESS

L.A. COUNTY NEW SUPPLY

JAN 2018 – APR 2019

HOTEL	MONTH/YEAR OPENED	# ROOMS	STR SUBMARKET
Sheraton San Gabriel	18-Jan	288	Los Angeles East
Kimpton La Peer Hotel	18-Jan	105	Hollywood/Beverly Hills/Westside
NoMad Hotel Los Angeles	18-Jan	241	Downtown L.A.
Home2 Suites Palmdale	18-Feb	93	L.A. North
Hotel Figueroa Re-Opening	18-Feb	286	Downtown L.A.
Hyatt Place Glendale	18-Aug	179	Pasadena/Glendale/Burbank
Courtyard Los Angeles LAX Hawthorne	18-Sep	221	South Bay
Home2 Suites Los Angeles Montebello	18-Sep	203	Los Angeles Southeast
TownePlace Suites Los Angeles LAX Hawthorne	18-Nov	133	South Bay
Hyatt Place Pasadena	18-Dec	189	Pasadena/Glendale/Burbank
AC Hotels by Marriott Beverly Hills	19-Jan	142	Hollywood/Beverly Hills/Westside
Palihotel Culver City	19-Jan	49	Los Angeles Airport

L.A. COUNTY NEW SUPPLY

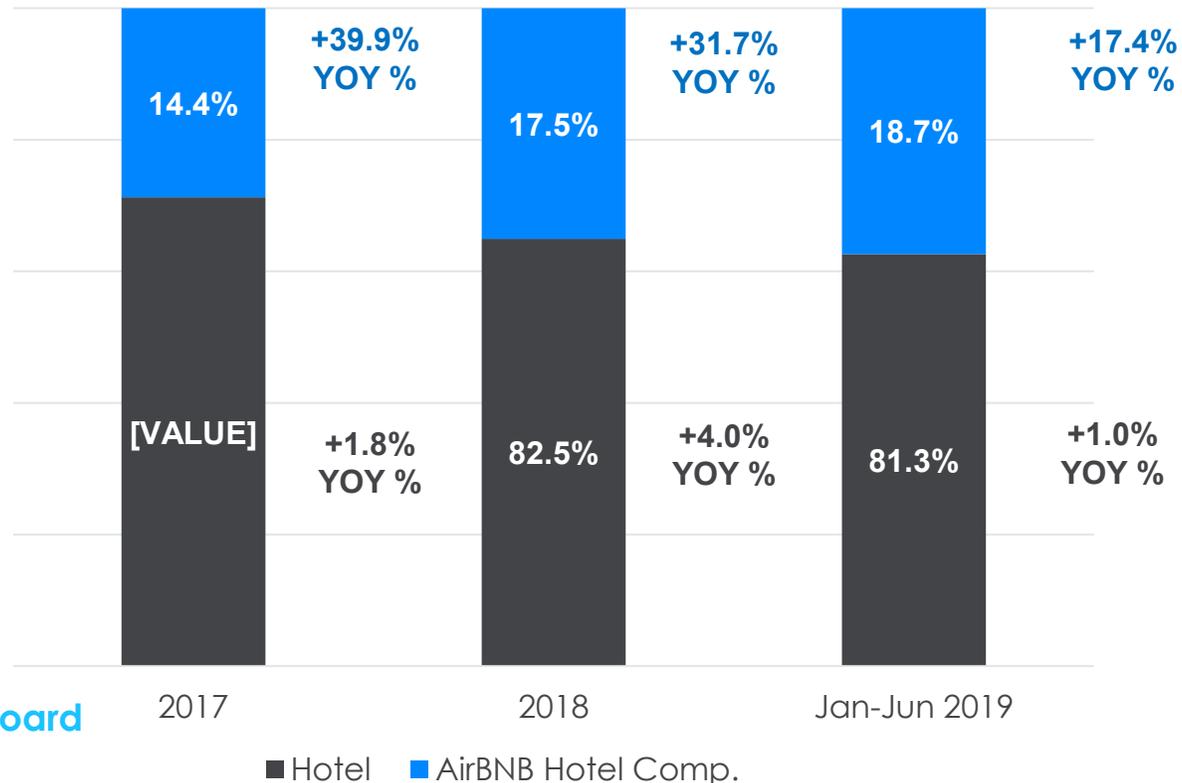
JUNE 2019 – DEC 2019

HOTEL	PROJECTED OPENING	# ROOMS	STR SUBMARKET
Hotel Mariposa	Jun-19	94	The Valley
The Santa Monica Proper	Jun-19	271	Santa Monica/Marina Del Rey
Best Western Premier NoHo Inn	Jul-19	70	The Valley
AC Hotels by Marriott El Segundo	Jul-19	180	Los Angeles Airport
The Downtown L.A. Proper	Aug-19	148	Downtown L.A.
Hoxton Hotel Los Angeles	Sep-19	164	Downtown L.A.
Edition Hotel West Hollywood	Sep-19	190	Hollywood/Beverly Hills/Westside
Fairmont Century Plaza Los Angeles	Oct-19	400	Hollywood/Beverly Hills/Westside
Hilton Garden Inn Calabasas	Nov-19	51	L.A. North
aloft Hotel Glendale	Nov-19	90	Pasadena/Glendale/Burbank
Hotel Clark	Nov-19	348	Downtown L.A.
Godfrey Hotel	Nov-19	220	Hollywood/Beverly Hills/Westside
Thompson Hollywood Hotel	Dec-19	220	Hollywood/Beverly Hills/Westside
Courtyard by Marriott Monterey Park	Dec-19	288	L.A. East
The Bricks	Dec-19	200	Downtown L.A.
Courtyard Thousand Oaks Agoura Hills	Dec-19	129	L.A. North
TownePlace Suites Thousand Oaks Agoura Hills	Dec-19	96	L.A. North
Trinity Hotel	Dec-19	190	Downtown L.A.

HOMESHARING IMPACT

- Airbnb is 19% of Paid Accommodations (Hotels + Airbnb) room demand through June of this year and has increased 17.4% compared to a 1% growth rate in hotel room demand
- Jan-July 2019, Homesharing ADR is \$67.93 lower than Hotel ADR in the City of LA

**L.A. City Total Paid Accommodations
Room Demand by Lodging Type**



U.S. BUSINESS TRAVEL DEMAND DRIVERS

- Fiscal stimulus boost has almost entirely dissipated and business confidence has fallen back to reality
- Trade wars are disrupting trade flows
- Financial market turmoil
- Corporate profits remain elevated but pace of business investment, stimulated by the 2018 tax cuts, is tapering from nearly 7% in 2018 to 3.5% in 2019
- Group demand tends to correlate with business investment decisions

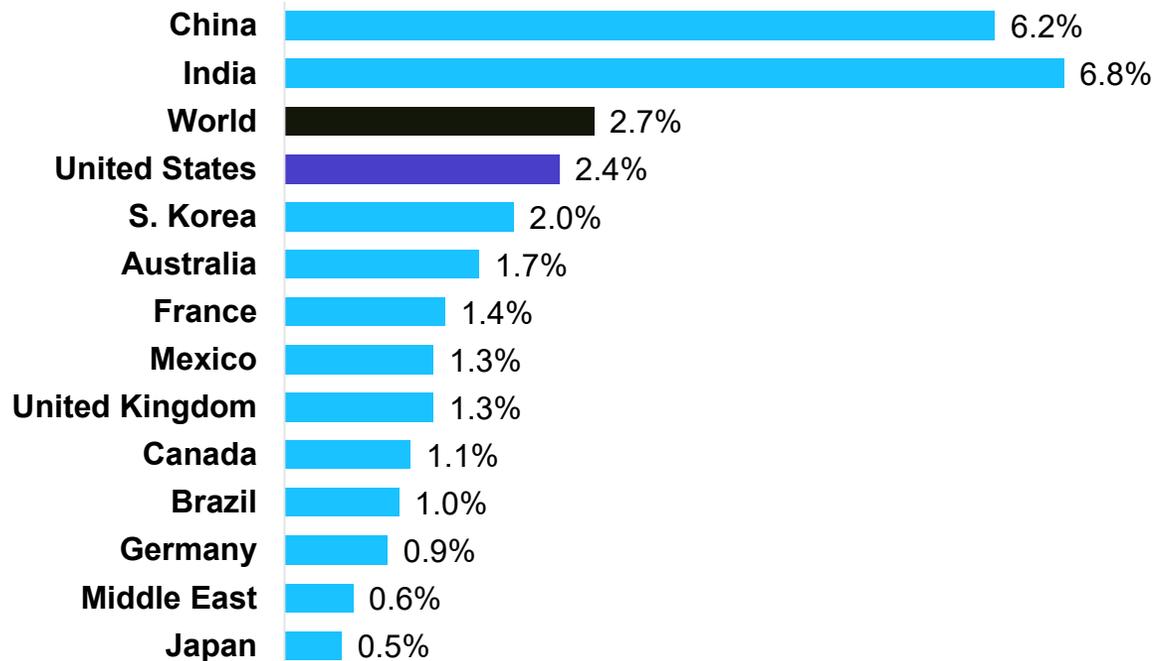
JULY-DEC CITYWIDE CONVENTIONS

2018 Citywides			2019 Citywides			2019/2018
Date	Convention	CBRE Audited Room Nights	Date	Convention	Sales Contracted Rooms	
July			July			July
07/05/2018 - 07/08/2018	Anime Expo	19,340	07/04/2019 - 07/07/2019	Anime Expo	10,831	-8,509
07/14/2018 - 07/17/2018	American School Counselor Association	6,203	07/14/2019 - 07/18/2019	2019 International Conference on Alzheimers Disea	9,192	2,989
07/30/2018 - 08/02/2018	National Conference of State Legislatures Legislative Summi	10,822	07/28/2019 - 08/02/2019	2019 Annual ACM-SIGGRAPH Conference	27,755	16,933
September			September			September
09/09/2018 - 09/12/2018	No Convention	0	09/09/2019 - 09/12/2019	APEX/IFSA and AIX 2019 EXPO	4,495	4,495
09/12/2018 - 09/14/2018	GSMA Mobile World Congress Americas	17,128	09/14/2019 - 09/18/2019	ICSC 2019 Western Dealmaking Conference	1,591	-15,537
09/26/2018 - 09/29/2018	North American Spine Society Annual Meeting	11,044	09/25/2019 - 09/28/2019	California Realtor Expo 2019	3,832	-7,212
October			October			October
10/03/2018 - 10/08/2018	Project Management Institue Annual Global Congress	5,588	10/03/2019 - 10/08/2019	No Convention	0	-5,588
10/09/2018 - 10/10/2018	International Council of Shopping Centers	1,524	10/09/2019 - 10/10/2019	No Convention	0	-1,524
10/15/2018 - 10/17/2018	Adobe MAX	22,200	10/15/2019 - 10/17/2019	No Convention	0	-22,200
10/22/2018 - 10/24/2019	No Convention	0	10/22/2019 - 10/24/2019	GSMA MWC Los Angeles 2019	19,568	19,568
November			November			November
11/04/2018 - 11/06/2018	No Convention	0	11/04/2019 - 11/06/2019	Adobe MAX	20,693	20,693
11/07/2018 - 11/10/2018	National Leauge of Cities 2018 City Summit	7,684	11/07/2019 - 11/10/2018	No Convention	0	-7,684
December			December			December
12/10/2018 - 12/12/2018	No Convention	0	12/10/2019 - 12/12/2019	2019 National Brownfields Training Conference	5,030	5,030
Total June - December 2018		101,533	Total July - December 2019		102,987	1,454

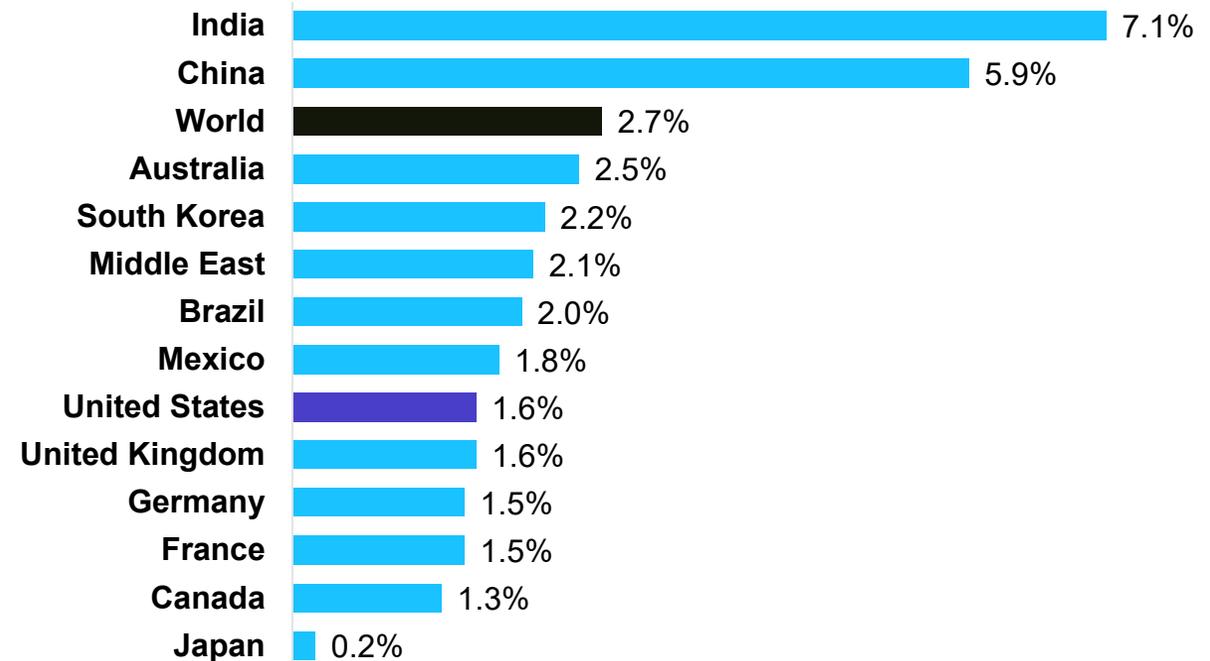
GLOBAL ECONOMY IS MODERATING

- All key International markets have positive, though modest, GDP growth in 2019 and forecasted for 2020

Global GDP Forecasts for 2019
% change



Global GDP Forecasts for 2020
% change

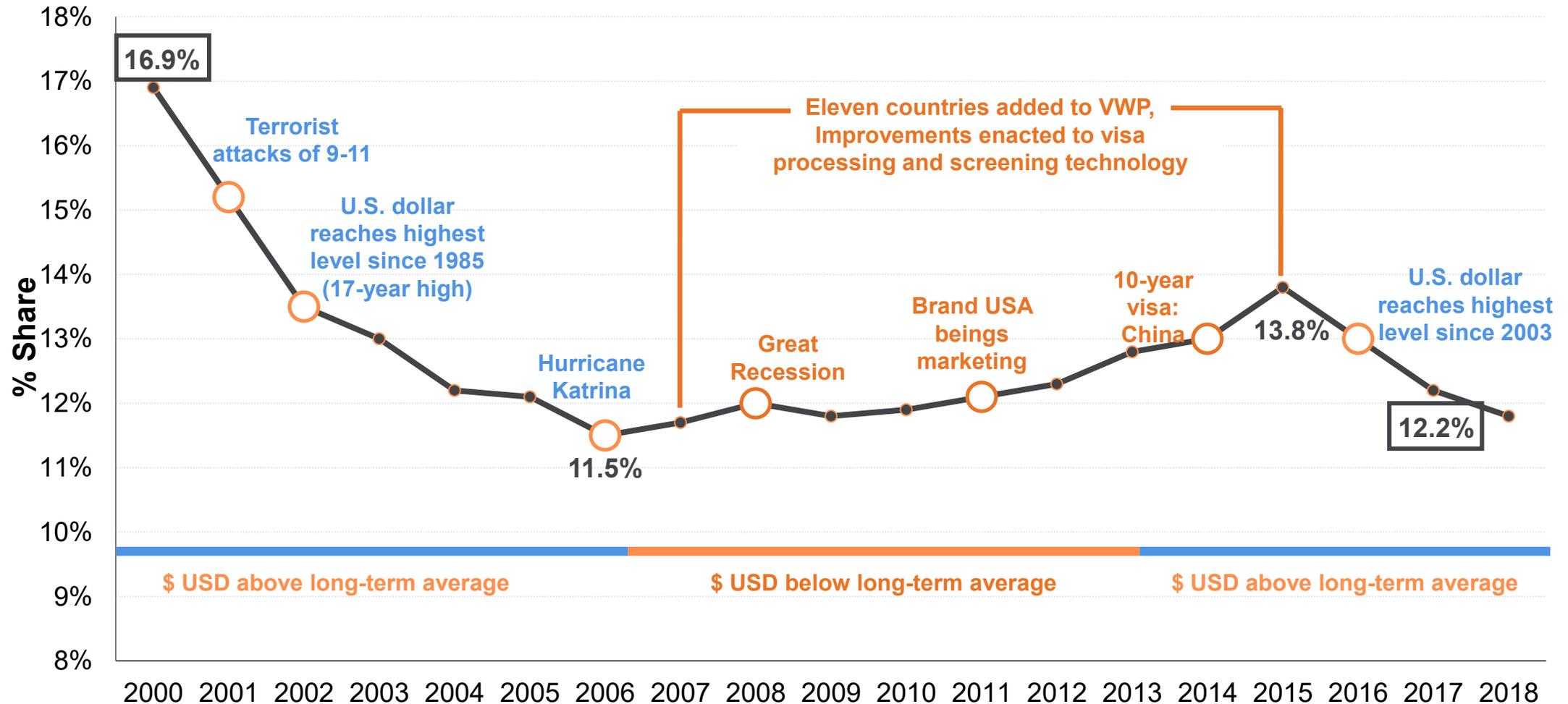


DOLLAR HIGHEST SINCE EARLY 2000'S – 9.1% ABOVE HISTORICAL AVERAGE

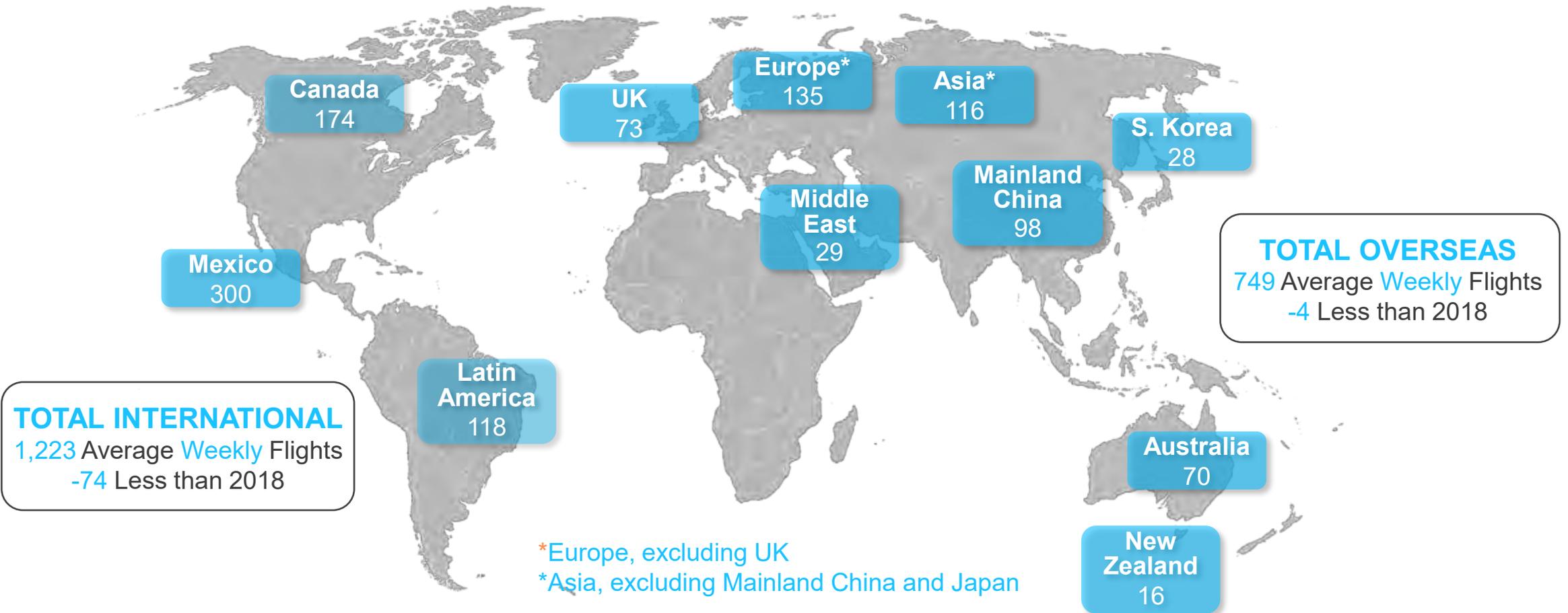
- Most major International markets have lost purchasing power in the U.S.
- Visitors from the U.K., Australia, and Canada historically have been the most sensitive to exchange rates



U.S. SHARE OF GLOBAL LONG-HAUL TRAVEL



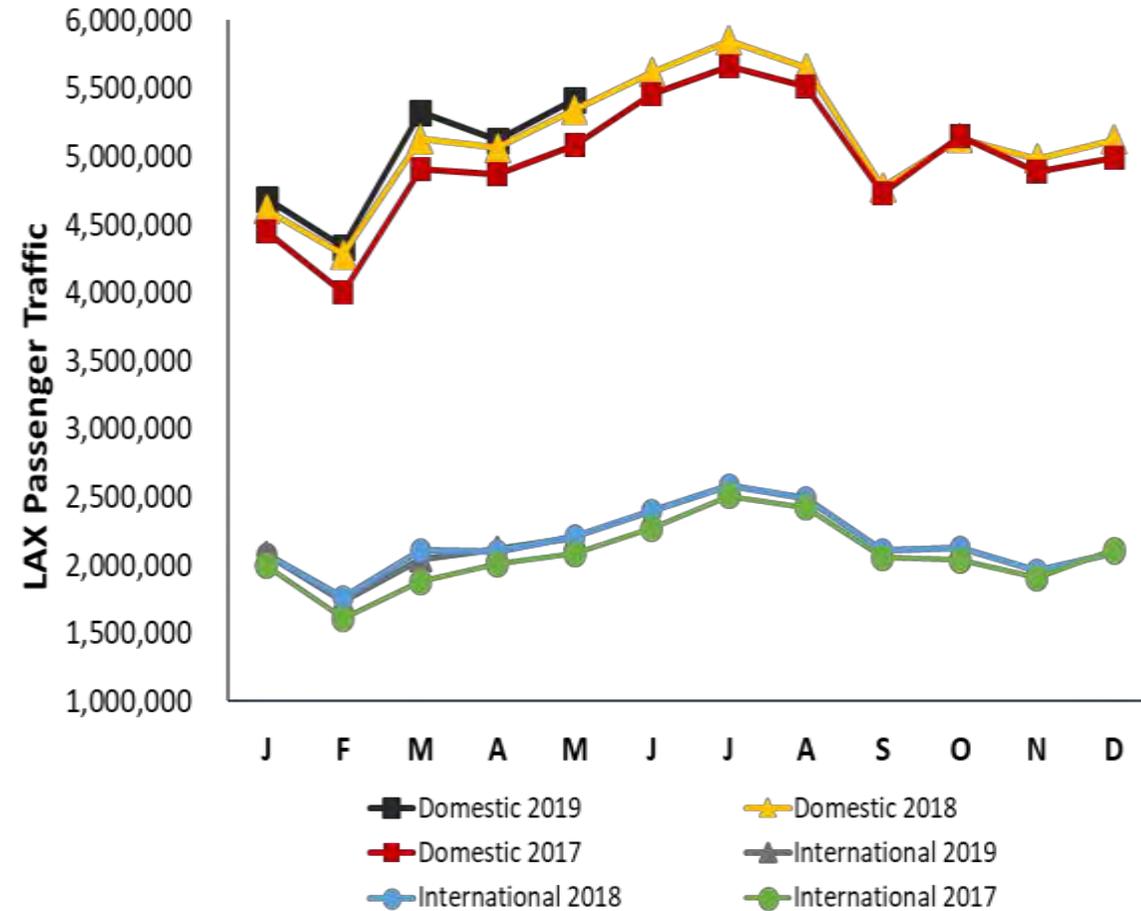
LESS 2019 AVERAGE WEEKLY INTERNATIONAL NON-STOP FLIGHTS



LAX PASSENGER TRAFFIC

Air Traffic Growth	2018	H1 2019
Domestic	3.1%	1.7%
International	4.5%	-1.0%

- Non-stop service from LAX
 - 91 Domestic markets
 - 86 International markets in 48 countries



Source: LAWA

INTERNATIONAL ARRIVALS

- Arrivals on international flights to LAX decreased -1.3% through July and Domestic arrivals grew modestly at 1.7%
- Jan-July Overseas citizens to LAX declined -1.4% but -3.5% in July. Declines in July from major L.A. markets include Australia, Japan, S. Korea and the U.K., as well as Canada and Mexico but arrivals from China have increased

2019 LAX Passenger Traffic YOY % Change			
Month	Domestic	International	Total
Jan	1.7%	0.0%	1.2%
Feb	1.4%	-2.0%	0.4%
Mar	3.9%	-2.8%	1.9%
Apr	1.1%	0.9%	1.0%
May	1.4%	-0.3%	0.9%
Jun	1.3%	-2.0%	0.3%
Jul	1.8%	-2.5%	0.5%
Jan-Jul YTD	1.7%	-1.3%	0.8%

Source: LAWA

Country	Jul-19	
	APIS YOY % Change	OAG SEAT CAPACITY YOY % Change
Australia	-1.6%	-8.7%
Brazil	-36.3%	-41.9%
China	5.7%	7.4%
France	7.3%	21.0%
Germany	-1.7%	7.2%
Ireland	-28.6%	-31.5%
Italy	39.4%	37.6%
Japan	-5.2%	2.5%
Middle East	-10.7%	-10.8%
New Zealand	-10.8%	-3.6%
Scandinavia with Finland	9.4%	11.8%
Scandinavia without Finland	-16.6%	-9.1%
South Korea	-15.9%	-17.2%
Spain	7.2%	23.3%
United Kingdom	-16.1%	-13.2%
Total Overseas	-3.5%	-2.0%
Canada	-3.4%	-4.3%
Mexico	-5.6%	-10.7%
Total International	-3.7%	-3.8%

Country	Jan - Jul 2019 YTD	
	APIS YOY % Change	OAG SEAT CAPACITY YOY % Change
Australia	-2.7%	-3.8%
Brazil	-31.7%	-36.3%
China	10.5%	6.0%
France	10.9%	23.0%
Germany	2.7%	6.9%
Ireland	-27.2%	-36.5%
Italy	24.3%	22.9%
Japan	-3.3%	-0.6%
Middle East	-11.3%	-5.4%
New Zealand	-12.7%	-7.7%
Scandinavia with Finland	-10.1%	-7.8%
Scandinavia without Finland	-25.9%	-20.6%
South Korea	-12.0%	-16.6%
Spain	36.3%	50.3%
United Kingdom	-9.2%	-9.4%
Total Overseas	-1.4%	-1.4%
Canada	-3.2%	-3.3%
Mexico	-10.0%	-15.1%
Total International	-2.5%	-4.2%

FUTURE BOOKINGS

L.A. CITY FUTURE ROOM BOOKINGS

- TravelClick data shows how hotel room bookings are pacing each week compared to the same time last year
- The data suggests that September and October will be soft, particularly in Group room nights

LA City						
Date	Total Committed Occ	Total Committed Occ YoY	Transient Yoy Variance	Business Yoy Variance	Leisure Yoy Variance	Group Committed Yoy Variance
8/18/2019 - 8/24/2019	87.5%	6.3%	6.8%	7.3%	8.7%	4.3%
8/25/2019 - 8/31/2019	64.3%	5.4%	7.1%	6.9%	11.9%	1.2%
9/1/2019 - 9/7/2019	46.4%	-1.6%	2.5%	-1.2%	0.9%	-8.7%
9/8/2019 - 9/14/2019	49.8%	-7.6%	13.1%	3.1%	16.0%	-26.8%
9/15/2019 - 9/21/2019	45.4%	10.2%	4.9%	11.9%	-2.2%	17.5%
9/22/2019 - 9/28/2019	41.7%	-5.5%	4.5%	-0.7%	1.0%	-13.7%
9/29/2019 - 10/5/2019	35.9%	-4.9%	-6.5%	-6.7%	-9.2%	-3.9%
10/6/2019 - 10/12/2019	30.1%	-20.1%	-7.4%	-17.2%	0.6%	-27.7%
10/13/2019 - 10/19/2019	32.5%	-14.4%	5.3%	-3.2%	8.0%	-22.8%
10/20/2019 - 10/26/2019	34.4%	11.1%	1.6%	37.1%	-9.8%	15.9%
10/27/2019 - 11/2/2019	26.7%	3.1%	32.0%	28.6%	19.2%	-8.4%
11/3/2019 - 11/9/2019	32.1%	4.0%	22.5%	75.6%	17.8%	-0.8%
11/10/2019 - 11/16/2019	23.0%	0.9%	23.5%	39.6%	28.1%	-6.5%
11/17/2019 - 11/23/2019	23.3%	26.2%	-10.6%	11.3%	-13.7%	47.2%
11/24/2019 - 11/30/2019	17.5%	-16.5%	45.4%	29.9%	65.7%	-32.8%
12/1/2019 - 12/7/2019	17.2%	1.0%	4.6%	8.2%	10.8%	-0.1%
12/8/2019 - 12/14/2019	18.1%	27.6%	19.0%	29.3%	32.9%	30.3%
12/15/2019 - 12/21/2019	12.9%	6.5%	3.3%	10.7%	8.0%	8.4%
12/22/2019 - 12/28/2019	15.5%	-7.8%	6.4%	9.6%	12.9%	-17.7%
12/29/2019 - 1/4/2020	21.4%	19.0%	19.5%	15.8%	25.8%	18.8%

SUMMARY

- Increased new hotel supply and homesharing are competing with existing hotels for both demand and rate
- Very strong U.S\$, modest global economic growth, rising trade tensions, and stiff competition appear to be impacting International arrivals to the U.S.
- Cooling business investment and ongoing trade conflicts weighed on domestic business travel and is expected to continue through the rest of 2019
- Only bright spot is strength of domestic leisure travel in the U.S.

THANK YOU!

Los Angeles

Los Angeles Tourism & Convention Board