



**Los Angeles Convention Center®**

**LOS ANGELES CONVENTION CENTER  
BOARD OF COMMISSIONERS**

Wednesday  
April 2, 2014  
9:00 a.m. – 10:30 a.m.  
Los Angeles Convention Center  
1201 S. Figueroa St., L.A., CA 90015  
**Executive Board Room**

**SUPPLEMENTAL INFORMATION**

Attached please find supplemental information relative to Item No. 4a for review.

Materials related to an item on this agenda submitted to the Los Angeles Convention Center Department Commission 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.

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**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.**

# Los Angeles Convention Center Monthly Status Report February 2014

Brad Gessner



# LACC Team Member of the Month



DONNELL SANDERS  
*Painter*

# LACC February Events

	EVENT	ATTENDANCE	
	County of LA, Dept. of Human Resources	4,800	
	International Council of Shopping Centers	1,200	
	Progressive Insurance Los Angeles Boat Show	11,000	
2/7-2/9	Los Angeles Spring Home Show	5,200	34,100
	LA Golf Show	4,000	
	Soccer Nation Expo	20,000	
	Vintage Fashion Expo	1,800	
	Bank Sale Clothing Expo Inc.	3,100	
	Naturalization (2)	13,000	
	Travel Exchange – United Motor Coach Assoc.	3,000	
	El Sembrador –Metanoia de Mujeres	6,000	
	Young Presidents Organization	350	
2/21-2/23	Pentecostal Missionary Church of Christ	1,200	13,900
	All Olympia Legends Invitational	2,700	
	College Expo	10,000	
	NeighborWorks America	4,000	
2/28-3/2	West Coast Gaming Events	13,000	19,500
	Abilities Expo	6,500	
Total Events: 28		Total Attendance: 102,655	

# LACC Filming and Photo Events

DATE	NAME	AMOUNT GENERATED
Jan 13	Horrible Bosses	\$ 5,320
Jan 28	Jaguar Commercial	\$ 6,710
Feb 7	Adidas Commercial	\$ 5,000
Feb 7-13	Gone Girl	\$39,815
Feb 11-12	Acura Still Shoot	\$ 9,480
Feb 27	Lexus Commercial	\$ 8,980
TOTAL		\$75,305

## **LACC February 2014 Financials - \$35K favorable for February; \$292K favorable YTD**

REVENUES - \$53K below forecast for February and \$196K above YTD forecast

- Rental Income
  - \$56K above February forecast and \$57K above YTD forecast
- Food & Beverage
  - 95K below February forecast and \$82K below YTD forecast
- Utilities Revenue
  - \$46K below February forecast and \$37K below YTD forecast
- Parking Revenue
  - \$7K above February forecast and \$269K above YTD forecast
- Event Billing
  - \$27K above February forecast and \$30K above YTD forecast

EXPENSES – \$89K better than forecast for February and \$62K better the forecast YTD

- Wages Salaries and Benefits
  - \$100K better than forecast for February and \$62K better than forecast YTD
- Other Non-Wage Expenses
  - \$11K over forecast for February and \$33K better than forecast YTD



LOCALLY ROASTED ORGANIC COFFEE SINCE 1990

# Groundwork Coffee Co.

- Projected net profits from coffee increasing almost \$70K/year for the first three years
  - Stand rebranding – Savings of \$51K/year
  - Licensing fee – Savings of \$8K/year
  - Cost of product – Savings of \$10K/year
- Other providers considered – Starbucks, Green Leaf, Coffee Bean and Tea Leaf. Financial proposals were in line with Starbucks or (significantly) higher.
- Benefits
  - Premium organic product
  - Sustainable program
  - Rain Forest Alliance
  - Fair Trade Certified
  - USDA Organic Certified
  - Local Los Angeles company
- Social Responsibility
  - Step-Up Women's Network
  - LA Conversation Corps
  - St. Barnabas Senior Services, and many others





# Looking Forward

## Green Team & Sustainability Efforts

- Green Team's First Meeting – March 13th
  - LEED Gold Recertification
  - Solar Array RFP
  - Water Reduction
  - Waste Reduction
- Earth Day – April 22nd

# Looking Forward (cont'd)

## Hosted Events in the Month of March:

- Weekend of March 7-9
  - LA Marathon Expo
  - California Democratic Party Convention
- Weekends of March 22-24 and March 27-30
  - Southern California Volleyball Association