



BOARD OF LOS ANGELES DEPARTMENT OF CONVENTION AND TOURISM DEVELOPMENT COMMISSIONERS

Commissioners: Jon F. Vein, President; Ray Bidenost, Vice President;
Jeremy Bernard; Stella T. Maloyan; Otto Padron

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, November 4, 2015
9:00 a.m. – 10:30 a.m.
Los Angeles Convention Center
1201 S. Figueroa Street, L.A., CA 90015
Executive Board Room

1. CALL TO ORDER / ROLL CALL

2. PUBLIC COMMENT

3. ACTION ITEMS:

- a. Approval of Meeting Minutes from October 7, 2015

4. DISCUSSION ITEMS:

- a. AEG Monthly Report – September – Brad Gessner
- b. LATCB Monthly Report – September – Ernie Wooden
- c. CTD/AEG FY 16/17 Budget – Board Report # 15-012
- d. Expansion & Futurization Project – Bud Ovrom
 - Populous Contract Update – Deborah Weintraub/Tom Fields
 - Expansion Financing Plan Update
 - Next Steps – Bud Ovrom

5. ADJOURNMENT

AGENDA FORECAST / SPECIAL TOPICS:

- November 18, 2015
 - CIP Update
 - Expansion and Futurization Update
 - FY 14/15 Discretionary Incentive Fee Goal Results

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.

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

Meeting Minutes
October 7, 2015
9:00 a.m.

The Board of Los Angeles Convention and Tourism Development Commission (Board) convened a regular meeting on Wednesday, October 7, 2015 at 9:01 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 (arrived at 9:34 am)
Vice President Ray Bidenost
Commissioner Jeremy Bernard
Commissioner Stella T. Maloyan
Commissioner Otto Padron

Bud Ovrom, Executive Director –
Los Angeles Department of Convention & Tourism Development (CTD)
Tom Fields, Assistant General Manager & COO – CTD
Diana Mangioglou, Assistant General Manager - CTD
Kimberly Miera, Deputy City Attorney – Office of the City Attorney
Cris Villorante, Executive Administrative Assistant - CTD
Adria Ybarra, Commission Administrative Assistant – CTD

ABSENT:

None

Item 1. Call to Order / Roll Call

Vice President Bidenost called the meeting to order.

Item 2. Public Comment

There was no public comment.

TAKEN OUT OF ORDER:

Item 4a. AEG Monthly Report for August 2015

Mr. Brad Gessner, Mr. Keith Hilsgen, and Ms. Ellen Schwartz presented the LACC/AEG monthly report. Ms. Sandra Lady was Employee of the Month. Mr. Gessner announced that LACC was recertified LEED-EB Gold. LACC hosted 12 events with 80,000 attendance. Commissioners Vein and Bidenost complimented AEG on the Masters and Adobe MAX events, with a strong showing of the building, staff, and event operations.

Item 4b. LATCB Monthly Report for August 2015

Ms. Kathy McAdams presented the LATCB monthly report. The YTD numbers for Citywide Convention Center Sales is pacing well. FY 15/16 YTD Room Night Actuals are well above last year.

Item 4c. Tourism Economic Forecast

Ms. Wendy Kheel presented the Tourism Economic Forecast. Travel Market on incline over last three years. Tourism travel from China expected to continue to increase. Travel trends are focusing on Millennials.

TAKEN OUT OF ORDER:

Item 3a. Approval of Meeting Minutes from September 16, 2015

UNANIMOUSLY APPROVED

Item 3b. Approving the Discretionary Incentive Fee goals for FY 2015-16 – Board Report #15-010

Recommend that the Board adopt the proposed Discretionary Incentive Fee plan for the 2015-16 Fiscal Year.

UNANIMOUSLY APPROVED

Item 3c. Approving the Discretionary Incentive Fee for FY 2014-15 – Board Report # 15-011

Recommend that the Board approve the payment of the Discretionary Incentive Fee for Fiscal Year 2014-15, in the amount of \$88,808.45.

UNANIMOUSLY APPROVED

President Vein would like the AEG Discretionary Incentive Fee FY 14-15 Goals results presented at the next meeting.

Item 4d. Expansion and Futurization Update

Mr. Bud Ovrom presented the Expansion and Futurization update. Client concerns over plans for contiguous space being addressed by staff.

ADJOURNMENT

The meeting was adjourned at 10:31 a.m.

Los Angeles Convention Center Monthly Status Report September 2015

Brad Gessner



EMPLOYEE OF THE MONTH – SEPTEMBER 2015



Wayne Niemand
Building Operating Engineer

LEADER OF THE QUARTER – SEPTEMBER 2015



Estella Flores
Facilities Manager

LACC AUGUST 2015 EVENTS

<u>DATE</u>	<u>EVENT</u>	<u>ATTENDANCE</u>
Sept. 4 - 6	International Gem and Jewelry Shows	1,119
Sept. 9 - 23	Emmy Awards Governors Ball	8,500
Sept. 13	Equipo Vision	4,500
Sept. 15 - 17	WESTEC 2015	33,000
Sept. 16 - 18	Cannabis Business Expo	2,200
Sept. 19	West Coast Gaming Events	1,100
Sept. 20	Hombre Nuevo	5,500
Sept. 22	Naturalization Ceremony	17,700
Sept. 23 - 24	Council Member Curren Price District 9	1,250
Sept. 25 - 27	Green Festival Expo 2015	10,000
Sept. 28 - 29	US China Film & TV Industry Expo	1,029

TOTAL EVENTS: 11

TOTAL ATTENDANCE: 85,898

LACC SEPTEMBER 2015 FILMING AND PHOTO EVENTS

<u>Date</u>	<u>Name</u>	<u>Amount</u>
Sept. 1 - 4	Scorpion	\$50,160
Sept. 11 - 13	Google	\$17,130
Sept. 15	Jaguar	\$6,690
Sept. 28 - 29	Supergirl	\$9,420

TOTAL FILMING: \$83,400

LACC September 2015 Financials

Operating Deficit:

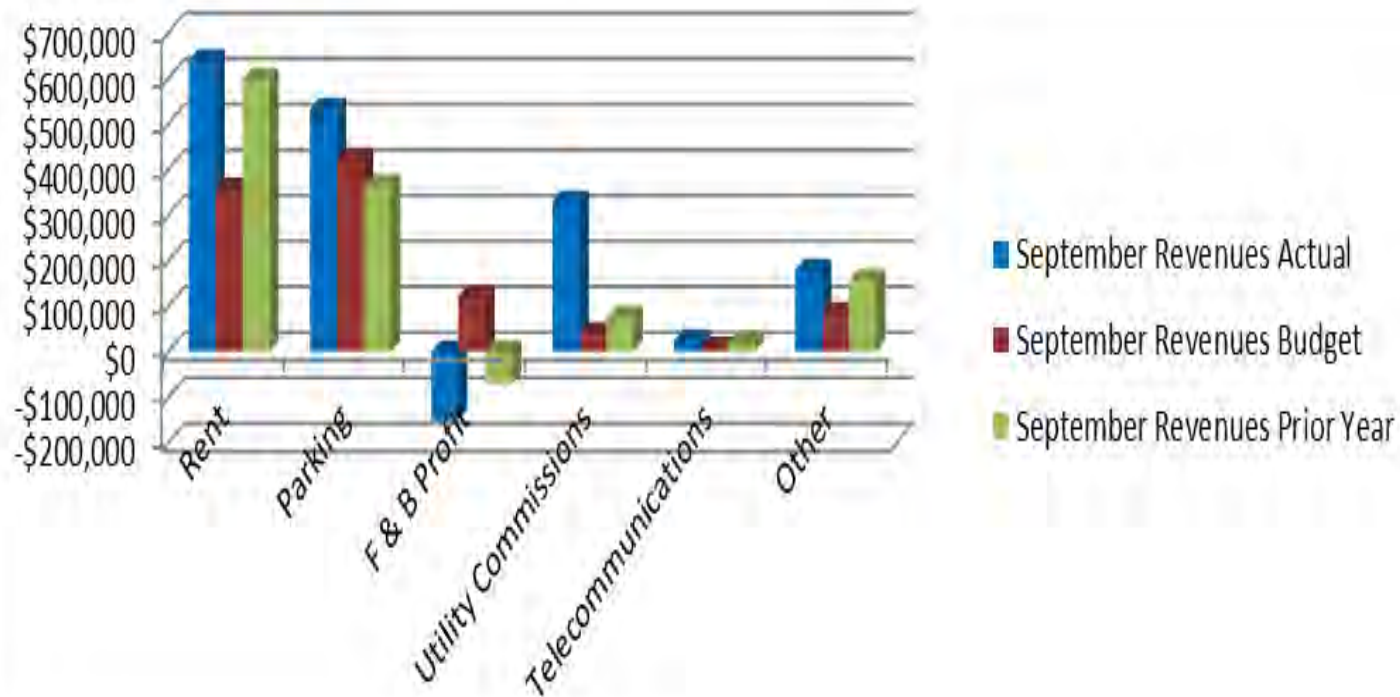
\$304K (before prior year approved A & I and Capital Projects)

\$410K favorable to prior year; \$536K favorable to budget

Revenues:

\$1.6 Million

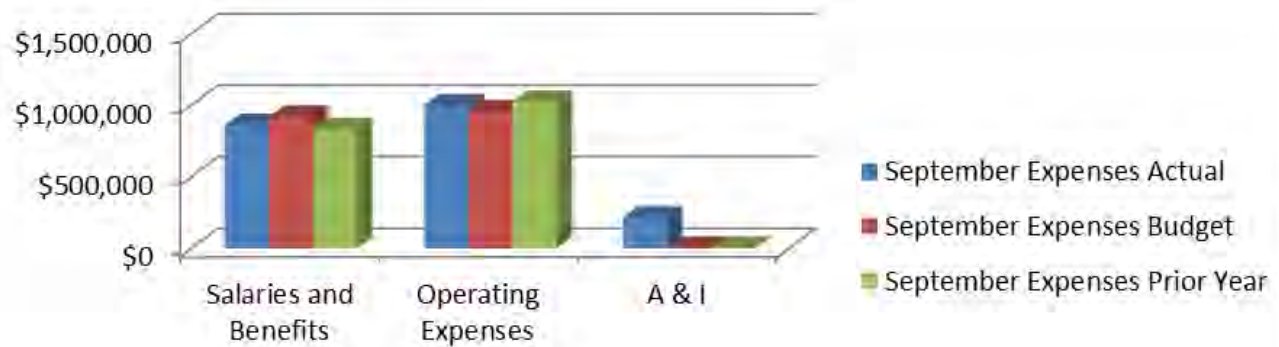
\$411K above prior year



LACC September 2015 Financials

Expenses:

\$1.9 million Million for September
\$18K above budget



A & I projects:

Recycling and Trash Receptacles
Graphic Command Control
Concessions Tables

Capital Purchases:

South Hall Breaker
South Hall Fire Pump

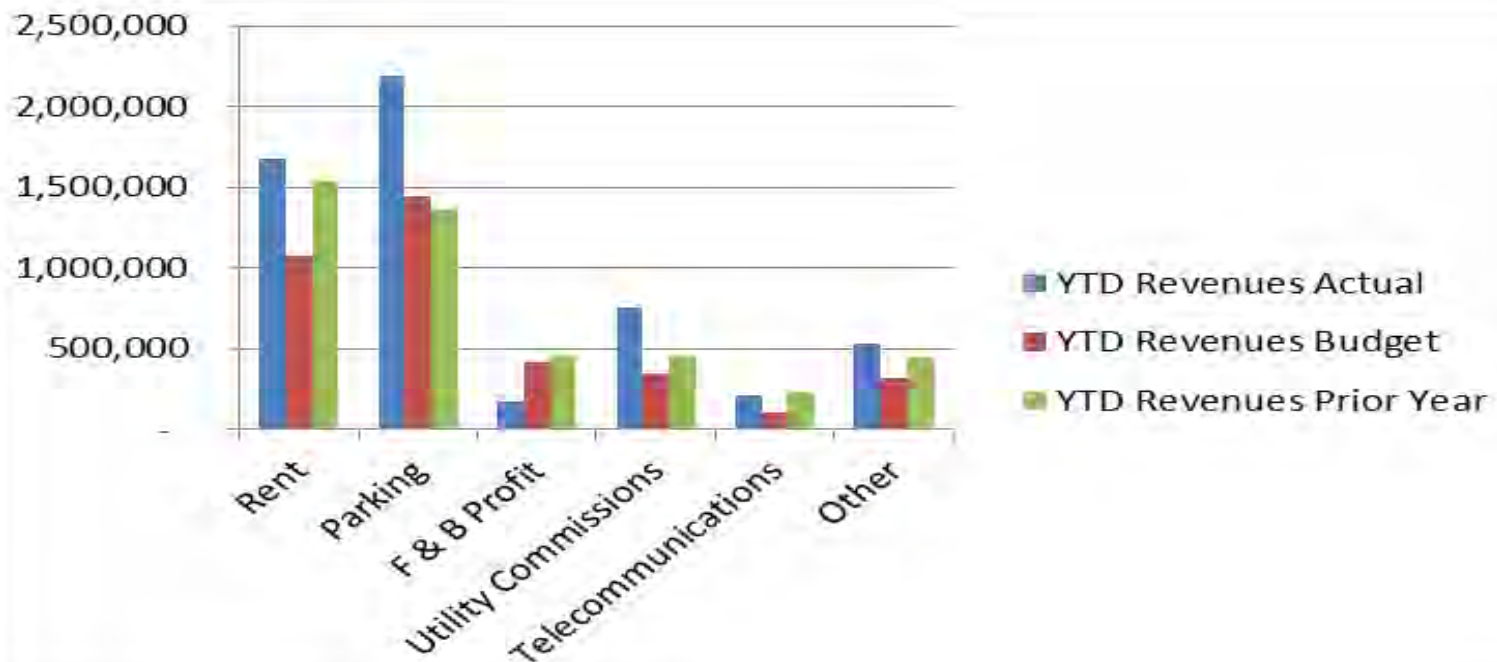
LACC YTD Financials

Operating Deficit:

\$386K (before prior year approved A & I and Capital Projects)
\$1.0 Million favorable to prior year;

REVENUES:

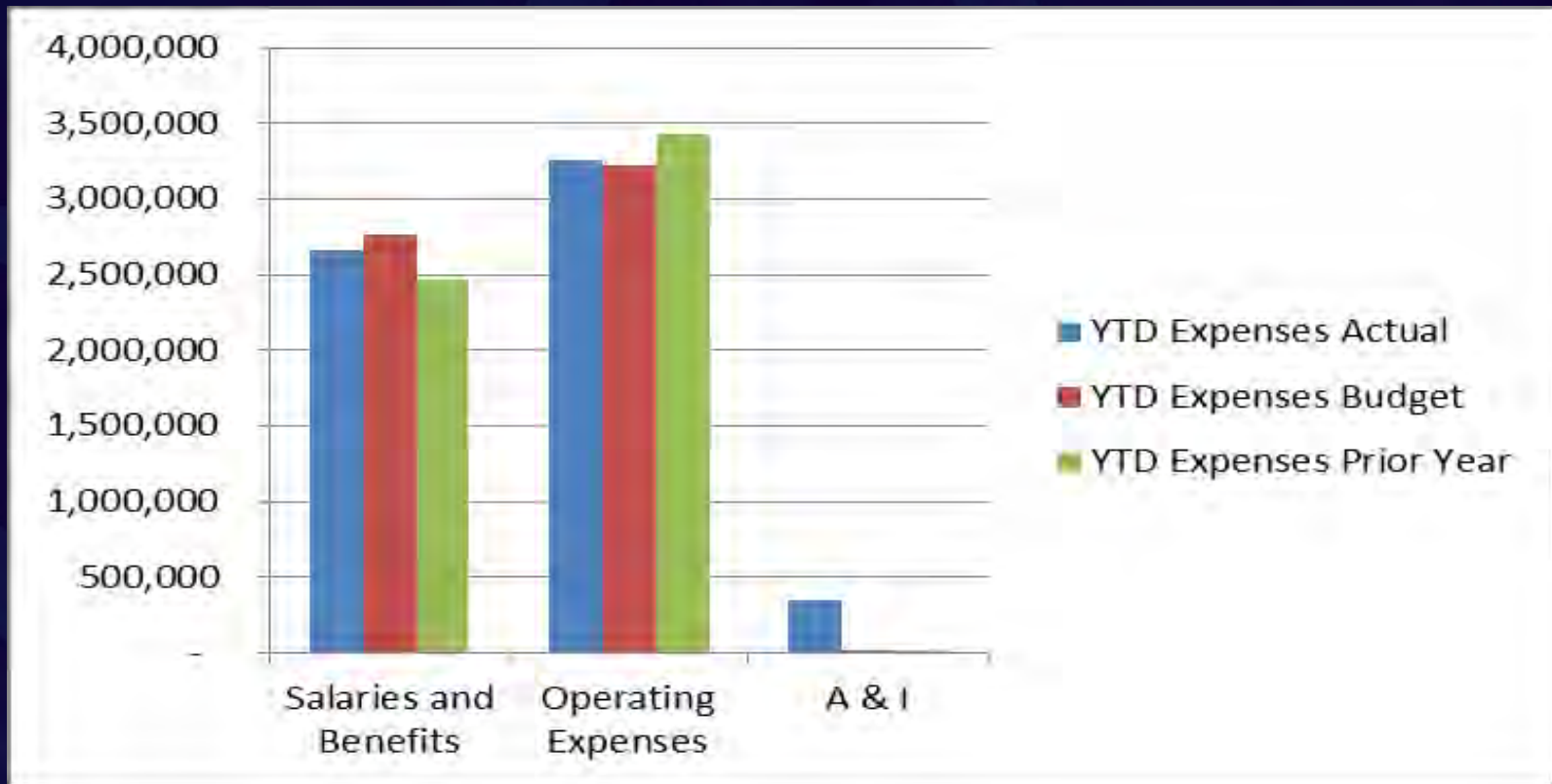
\$5.5 Million
\$1.0 million above prior year



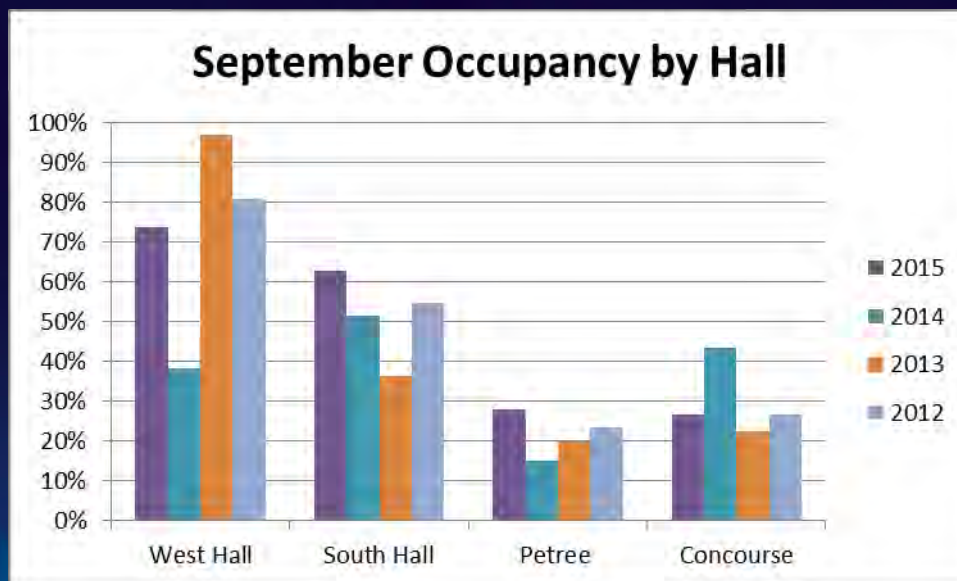
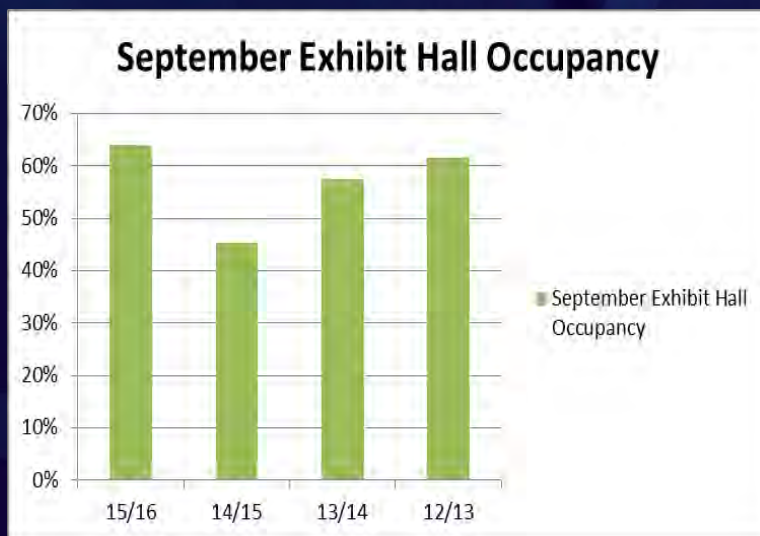
LACC YTD Financials

Expenses:

\$5.9 Million (before A & I projects)



Occupancy - September



LOOKING FORWARD

- Unite HERE Culinary Union Negotiations
- International Union of Operating Engineers Local 501, AFL-CIO Negotiations

CTD Board of Commissioners Meeting

November 4, 2015

Los Angeles
TOURISM & CONVENTION BOARD





Citywide Convention Sales Update

Darren K. Green
Senior Vice President, Sales



Citywide Convention Sales

FY 15/16 (July 1, 2015 to October 29, 2015) Booking Production

LOI Production	LOIs Actual
FY 15/16 Goal	38
FY 15/16 YTD	12
FY 14/15 STLY	9

Booked Room Nights Produced	RNs Actual
FY 15/16 Goal	351,000
FY 15/16 YTD	189,128
FY 14/15 STLY	68,023

Citywide Convention Sales

FY 15/16 (July 1, 2015 to October 29, 2015) Lead Production

Lead Production	Leads Actual
FY 15/16 Goal	220
FY 15/16 YTD	69
FY 14/15 STLY	76

Sales Pipeline- Future Years

- FY 15/16 YTD **129 Leads**, representing **1,543,397 room nights**
- FY 14/15 YTD **153 Leads**, representing **2,049,173 room nights**

New Citywide Convention Hot Prospects



Local 2015 Founding Convention
February 2016



Microsoft

Convergence
March 2020

Worldwide Partners Conference (WPC)
July 2020



National
Art
Education
Association

National Convention
April 2021

Citywide Convention Bookings

36,595 TRNs

October 2015

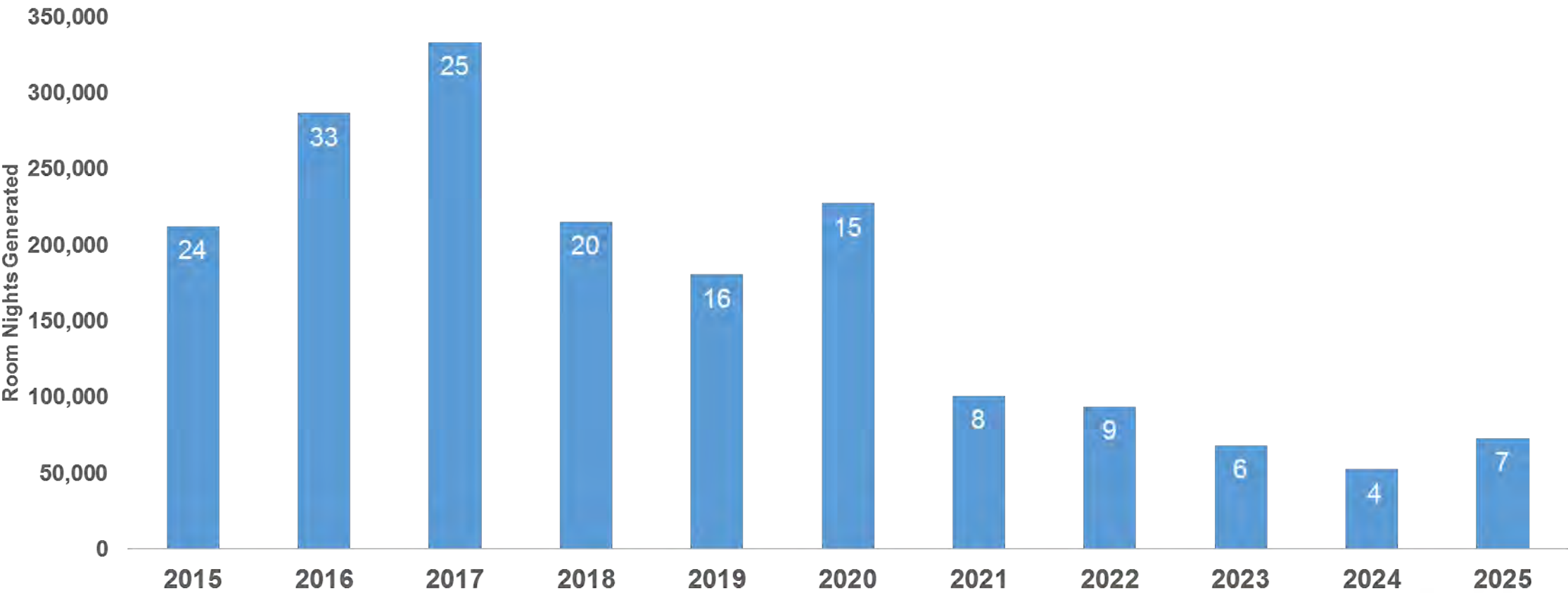


Local 2015 Founding Convention
February 2016

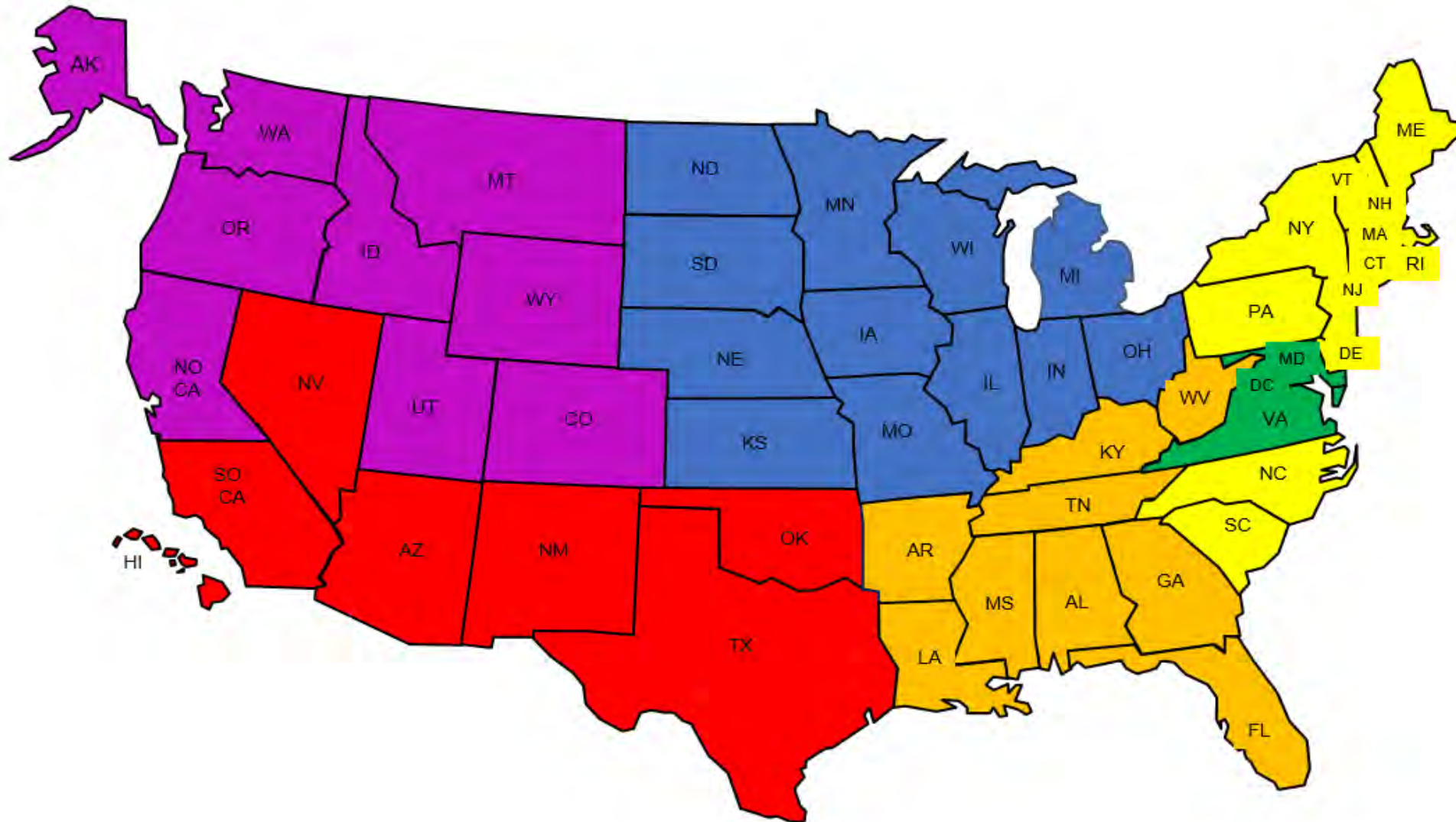


Annual Convention
May 2017

Citywide Convention Sales Booked Room Nights 2015 to 2025 Calendar Year Arrival



Citywide Convention Sales Team Account Territories



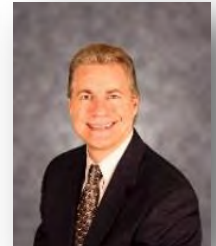
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Gallagher



Glenn



Sites



Griffin



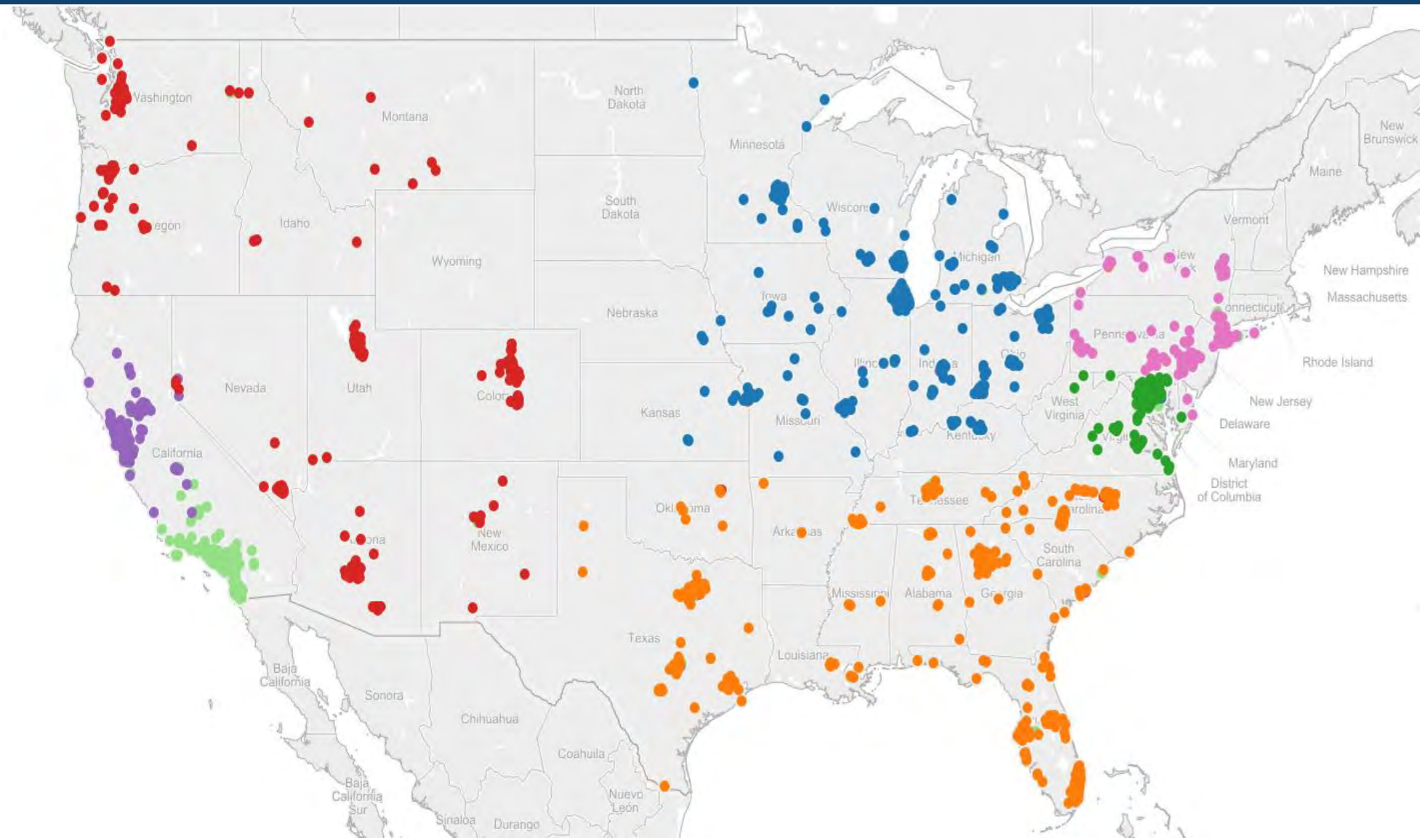
Leung

Citywide Convention Sales Team

- Fully staffed, goal driven, proven performers
- 15-Year Average Citywide Sales Experience per Director
- Background Selling Other Major Destinations –
New York, San Francisco
- Vertical Segment Expertise –
Tech, Medical, Association
- 1,500 rooms on peak or 3,000 total rooms using a minimum of 3 hotels



National Hotel Sales Team Account Territories



 **Janes-Quinn**



 **Martin**



 **McFadyen**



 **Williams**



 **Johnson**

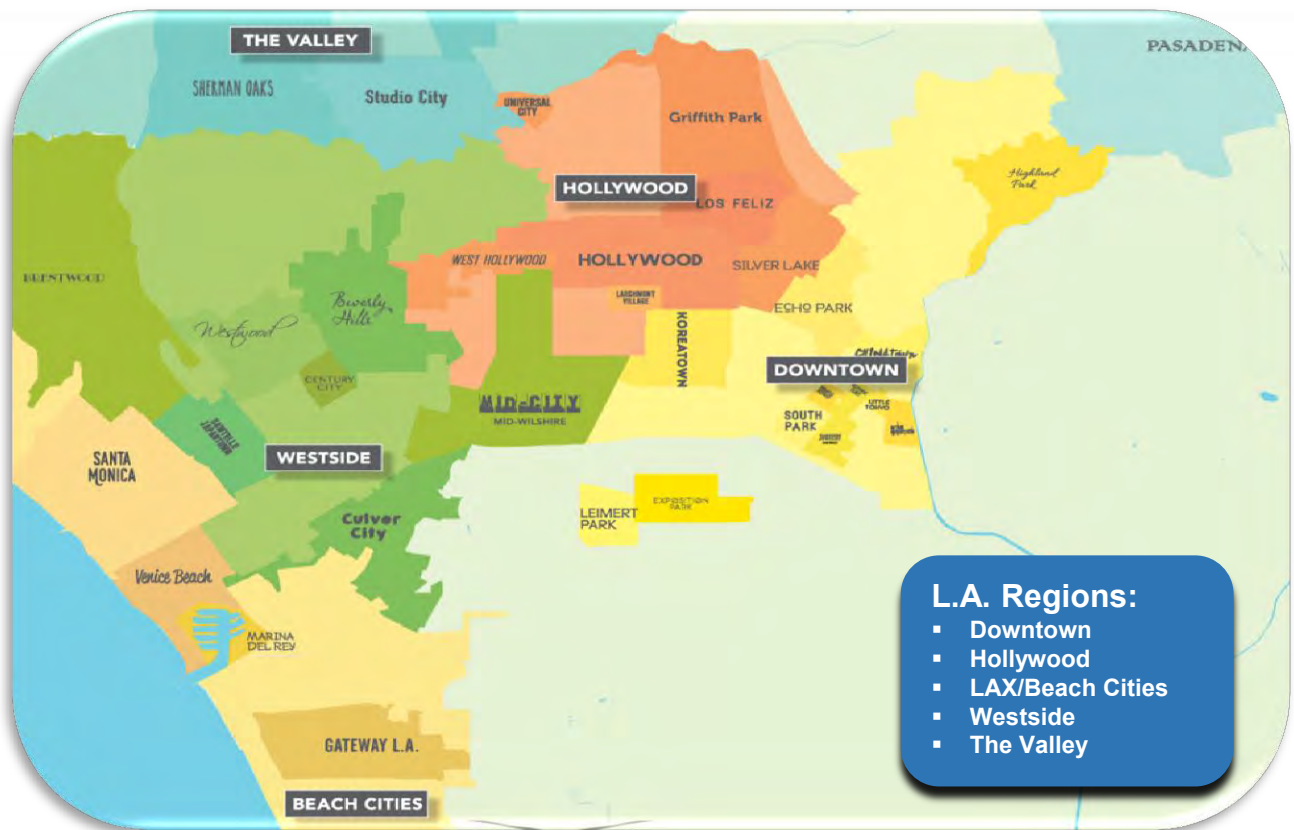


 **Muller-Brown**



 **Abke**

Destination Sales Team



Spellerberg

International MICE



Ofstad

Valley



Gonnella

Westside/Luxury



Kim

Downtown/Hollywood



Krok

LAX/Beach Cities

Sales

Industry Trade Shows



- June 13-16, 2015 - **CVENT Connect** Las Vegas
- July 14-17, 2015- **DMAI** Austin
- July 25-29, 2015 - **GBTA Convention** Orlando
- August 1-4, 2015 - **MPI World Education Congress** San Francisco
- August 8-11, 2015 - **ASAE** Detroit
- October 13-15, 2015 - **IMEX** Las Vegas
- November 4-6, 2015 - **Pharma Forum**, Philadelphia
- November 17-19, 2015 - **IBTM World** Barcelona, Spain
- December 8-11, 2015 - **Sales Event with Paramount**, Chicago

Sales Customer Advisory Board Meeting

September 19-25, 2015

Topics Discussed:

- Big Picture - Outlook 2016 & Beyond
- Convention Center Expansion- Contiguous Exhibit Space
- Room Blocks and Attrition
- Competitive Set Analysis

Looking Forward:

- Board Diversity (75% Association)
- Meetings Twice a Year





Los Angeles Sports & Entertainment Commission (LASEC)

Kathryn S. Schloessman
President



Los Angeles | **SPORTS & ENTERTAINMENT COMMISSION**

Mission:

LASEC partners with the City of Los Angeles to bring major sporting and entertainment events to Los Angeles, like the NBA All-Star Weekend, the GRAMMY Awards, the College Football Playoffs and many more. These events have a significant economic impact on the local economy and continue to spotlight Los Angeles as the Entertainment Capital of the World. LASEC is a private nonprofit organization.

Elevator Version: “Heads in Beds”

Confirmed Major Sporting & Entertainment Events

Special Events

- Marathon Olympic Trials (February 13, 2016)
- COPA America Soccer at Rose Bowl (June 2016)
- Breeders' Cup at Santa Anita (November 2016)
- U.S. Amateur (August 2017) at Riviera Country Club & Bel Air CC
- Walker Cup (September 2017) at LA Country Club
- NCAA Men's Western Regional Basketball (March 2018)
- College Football Playoff Semi-Final Game in 2018, 2021, 2024
- U.S. Open Golf (June 2023)

Annual:

- Tournament of Roses Parade & Rose Bowl Game (January 1/annual)
 - Parade generates \$306 million in annual economic impact
- LA Marathon (February 14, 2016/annual)
- GRAMMY Awards (February/annual)

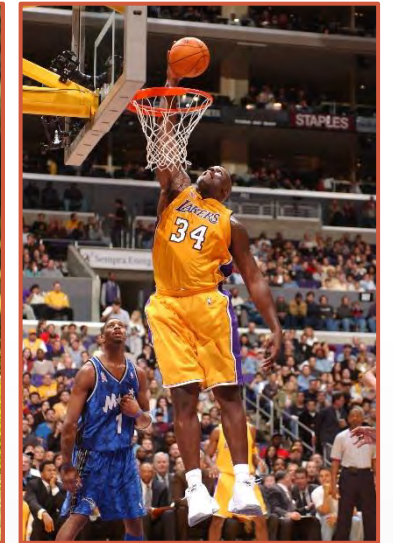
- NHL All-Star in 2017
- World Baseball Classic in March 2017
- NBA All-Star Game in 2018
- MLB All-Star Game in 2020 or 2021
- If and when we get a new stadium, we will bid on NCAA Final Four, NFL Draft and Super Bowls



BIDDING ON

LASEC AWARENESS BUILDING EVENTS

- Lakers All-Access – Shaq is back! (January 25)
- LASEC Golf Classic at Riviera (May 9, 2016)
- Dodgers All-Access (July 2016)





CHALLENGES

OTHER INITIATIVES

- Target events that take place during slow periods – Nov/Dec/Jan
- Target events that have great growth potential
- Developed a guiding formula on how much we will spend to get business to LA
- Our involvement support varies from event to event
- Using consistent formulas to measure Economic Impact

Thank you




Los Angeles
TOURISM & CONVENTION BOARD

CITY OF LOS ANGELES
INTER-DEPARTMENTAL CORRESPONDENCE

Date: October 30, 2015

To: Board of Los Angeles Convention & Tourism Development Commissioners

From: Robert "Bud" Ovrom 
Department of Convention and Tourism Development

Subject: **FY 2016-17 BUDGET PRESENTATION – BOARD REPORT 15-012**

At the November 4, 2015 Board of Los Angeles Convention & Tourism Development (CTD) Commissioners meeting, AEG and CTD staff will present the Fiscal Year 2016-17 budgets for the Convention Center operations and the CTD Department. This meeting will provide an opportunity to answer your questions about the upcoming budget and solicit your input. The following documents are attached for your review:

- Attachment A – Proposed Budget, Accrual Based (Operations)
- Attachment B – Proposed Budget, Cash Based (Operations)
- Attachment C – Proposed Budget, Monthly Expenditure Plan (Operations)
- Attachment D – Bureau Booking
- Attachment E – CTD Department Budget
- Attachment F – Capital Improvement Expenditure Program Request

We will submit the final version of the proposed budget for your consideration at the November 18, 2015 meeting so that we can submit it to the Mayor's Office for his consideration by November 20, 2015.

The budget for the Los Angeles Tourism and Convention Board will be presented at a subsequent meeting once the Transient Occupancy Tax (TOT) revenue estimate that forms the basis of their budget is available.

AEG Management LACC, LLC
Los Angeles Convention Center
16/17 Budget
Accrual Based

	Budget 7/1/16 - 6/30/17	Actuals FY 15 7/1/14 - 6/30/15
Revenue's (net of event expenses)		
Rent	15,157,893	11,945,684
Less Discounts	(7,507,629)	(4,616,668)
Net Rent	7,650,264	7,329,016
Food and Beverage Sales	15,083,344	12,845,044
Net Food and Beverage Revenue	2,892,069	2,081,096
Utility Services Gross Billing	13,206,669	11,732,111
Percent kept by vendor	(8,504,388)	(7,716,448)
Utility Services Commissions	4,702,281	4,015,663
Parking receipts	9,507,082	9,316,931
Staples Center Debt Service	(1,000,000)	(1,000,000)
Net Parking Revenue	8,507,082	8,316,931
Event Billing	915,572	937,837
Event Expenses	(1,606,173)	(1,299,113)
Net Event Billing	(690,601)	(361,276)
Communications	1,291,698	1,189,090
Cell Towers	599,428	479,414
Marketing / Advertising	355,000	362,999
AV	135,000	128,223
Other	76,189	81,254
Prior Year carryover & Other		
Total Revenue	25,518,410	23,622,410
Expenses		
Salaries & Wages - Full Time	7,954,223	7,035,185
Salaries & Wages - Part Time	1,316,180	968,148
Overtime General	250,260	247,834
Parking Wages	827,193	759,411
Payroll Taxes	690,458	540,632
Fringe Benefits	1,221,611	850,084
Workers Comp Insurance - Base coverage	48,880	1,436
Total Wages Salaries and Benefits	12,308,804	10,402,730
Printing and Binding	46,910	64,577
Contracted services	3,282,839	3,351,076
Parking Operating expenses and Management Fee	472,146	521,278
Field Equipment	110,150	147,116
Maintenance Materials & Supplies	216,000	254,505
Transportation Reimbursement	18,773	11,983
Utilities	5,261,473	4,902,601
Office & Administration	142,949	65,464
Operating Supplies	328,563	308,699
Modifications / Repairs	181,993	52,125
Advertising / Promotions	384,504	126,788
Uniforms	25,750	21,411
Recruiting	4,900	4,439
Employee Welfare	78,737	69,128
Insurance	187,555	149,440
Guest Relations	-	-
Startup expenses	-	28,710
Management Fee	377,994	356,300
Total Operating Expenses	11,121,235	10,435,640
Total Expenses (Wages and Operating)	23,430,039	20,838,370
Operating Profit before A & I and Depreciation	2,088,371	2,784,040
Depreciation	117,577	57,557
A & I (FY15 approved)	-	71,950
A & I (FY17 approved)	1,000,000	-
Total Depreciation A & I and Equipment	1,117,577	129,507
Net income	970,793	2,654,533

AEG Management LACC, LLC
Los Angeles Convention Center
16/17 Budget
Cash Based

	Budget
	7/1/16 - 6/30/17
Revenue's (net of event expenses)	
Rent	15,157,893
Less Discounts	<u>(7,507,629)</u>
Net Rent	7,650,264
Net Food and Beverage Revenue	2,978,902
Utility Services Commissions	4,541,788
Parking receipts	8,507,082
Event Billing	912,675
Event Expenses	<u>(1,562,903)</u>
Net Event Billing	(650,228)
Communications	1,292,973
Cell Towers	599,428
Marketing / Advertising	355,000
AV	130,386
Other	<u>76,189</u>
Total Revenue	25,481,784
Expenses	
Salaries & Wages - Full Time	7,954,223
Salaries & Wages - Part Time	1,316,180
Overtime General	250,260
Parking Wages	827,193
Payroll Taxes	690,458
Fringe Benefits	1,221,611
Workers Comp Insurance - Base coverage	<u>48,880</u>
Total Wages Salaries and Benefits	12,308,804
Printing and Binding	49,756
Contracted services	3,302,299
Parking Operating expenses and Management Fee	434,094
Field Equipment	109,806
Maintenance Materials & Supplies	216,000
Transportation Reimbursement	18,773
Utilities	5,241,992
Office & Administration	137,820
Operating Supplies	314,329
Modifications / Repairs	177,031
Advertising / Promotions	364,254
Uniforms	26,167
Recruiting	4,900
Employee Welfare	78,637
Insurance	193,385
Management Fee	<u>372,030</u>
Total Operating Expenses	11,041,271
Total Expenses (Wages and Operating)	<u>23,350,076</u>
Operating Profit before A & I and Depreciation	2,131,708
Depreciation	-
A & I (FY15 approved)	-
Operating Equipment (FY 15 approved)	-
A & I (FY16 approved)	<u>1,000,000</u>
Total Depreciation A & I and Equipment	1,000,000
Net income	<u><u>1,131,708</u></u>

AEG Management LACC, LLC
Los Angeles Convention Center
16/17 Budget
Accrual Based

	Budget 16/17	Final 14/15	7/1/16 - 6/30/17 Operations by Month											
			Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16
Revenue's (net of event expenses)														
Bureau Booking														
Conventions	8,184,921	5,873,839	663,377	264,607	568,983	1,008,958	210,435	-	216,944	698,859	1,005,850	927,465	717,018	1,902,426
LACC Booking														
Assembly	1,936,478	1,371,600	62,278	254,238	204,650	106,991	55,073	180,152	248,585	534,759	76,993	106,300	75,483	30,975
Consumer	6,986,849	5,953,722	217,293	38,479	669,810	421,167	3,262,112	292,888	650,270	443,486	335,740	104,871	242,520	308,211
Trade	822,378	1,320,237	216,481	98,025	62,681	115,714	37,036	-	100,546	-	70,231	68,261	33,145	20,259
Meeting	323,270	264,512	75,948	20,625	28,500	53,448	15,750	18,375	25,875	36,375	4,875	20,625	10,125	12,750
Food Service	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Filming	580,925	776,044	12,713	52,850	25,925	52,850	52,850	45,425	38,138	76,275	26,638	101,275	88,275	7,713
Profit on LACC Events	10,649,900	9,686,115	584,712	464,217	991,566	750,170	3,422,821	536,840	1,063,414	1,090,895	514,476	401,332	449,548	379,908
Non Event Related Revenue														
Parking	8,507,082	8,316,931	874,911	373,684	309,175	579,866	1,755,930	454,852	945,507	623,943	638,748	743,489	401,216	805,761
Cell Towers	599,428	479,414	49,059	49,059	49,059	49,960	49,960	49,960	50,395	50,395	50,395	50,395	50,395	50,395
Other Revenue	76,189	81,254	7,050	7,050	5,450	5,450	8,450	5,750	5,450	5,450	5,450	6,189	8,850	5,600
Marketing / Sponsorship	355,000	362,999	36,667	6,667	14,667	6,667	10,667	6,667	14,167	26,667	11,967	6,667	6,667	206,667
Total Non event Related Revenue	9,537,698	9,240,598	967,687	436,460	378,351	641,943	1,825,207	517,229	1,015,518	706,455	706,559	806,739	467,128	1,068,423
F & B overhead salaries and operating expenses	(2,854,110)	(1,178,142)	(243,982)	(180,892)	(199,544)	(269,545)	(293,147)	(218,222)	(257,851)	(217,478)	(221,917)	(224,060)	(240,230)	(287,242)
Total Revenues (net of event expenses and F & B overhead)	25,518,410	23,622,410	1,971,794	984,392	1,739,355	2,131,526	5,165,316	835,847	2,038,026	2,278,731	2,004,968	1,911,476	1,393,464	3,063,515
Expenses by Department (AEG Management LACC, LLC)														
Finance & Admin	3,930,672	3,179,051	301,067	313,202	307,278	296,417	297,852	310,298	293,218	316,218	300,760	299,218	296,718	598,424
Operations	12,298,783	11,360,882	1,256,813	999,907	1,031,235	1,026,664	1,269,615	907,553	969,513	932,811	879,026	928,238	894,943	1,202,465
Event Services	1,039,393	868,241	80,321	80,321	80,471	81,471	80,571	85,968	82,471	80,471	83,071	84,157	81,521	138,575
Guest Services / Security	2,052,232	1,576,520	190,832	165,426	170,425	168,231	172,937	163,608	160,973	164,729	164,729	164,729	169,234	196,379
HR	417,725	384,651	39,269	30,689	28,181	28,561	29,447	32,952	32,067	41,931	28,475	28,755	48,492	48,906
Sales and Marketing	965,363	652,601	76,274	76,107	76,107	76,274	76,107	78,630	76,774	76,107	76,107	76,274	82,657	117,941
Parking	1,299,339	1,280,689	135,252	84,292	79,108	96,256	161,981	87,721	119,228	105,706	97,191	107,514	106,697	118,393
Total Expenses by department	22,003,507	19,302,634	2,079,830	1,749,945	1,772,807	1,773,875	2,088,512	1,666,731	1,734,245	1,717,973	1,629,360	1,688,884	1,680,263	2,421,081
Operating Profit before CTD, A & I, Equipment, and Depreciation	3,514,903	4,319,776	(108,036)	(765,554)	(33,452)	357,651	3,076,804	(830,884)	303,780	560,758	375,608	222,591	(286,799)	642,434
Other Expenses														
A & I, Equipment, and Depreciation	1,117,577	129,507	94,305	94,305	94,305	94,305	94,305	94,305	94,305	94,305	94,305	89,611	89,611	89,611
LACC Oversight Group (13 employees)	1,426,532	1,535,735	118,878	118,878	118,878	118,878	118,878	118,878	118,878	118,878	118,878	118,878	118,878	118,878
	2,544,109	1,665,242	213,183	213,183	213,183	213,183	213,183	213,183	213,183	213,183	213,183	208,489	208,489	208,489
Total Expenses and Appropriations	24,547,617	21,330,169	2,293,013	1,963,128	1,985,989	1,987,058	2,301,695	1,879,914	1,947,428	1,931,156	1,842,542	1,897,373	1,888,752	2,629,570
Net Income	970,793	2,654,534	(321,219)	(978,736)	(246,634)	144,468	2,863,622	(1,044,066)	90,598	347,576	162,425	14,102	(495,288)	433,945

AEG Management LACC, LLC

Los Angeles Convention Center

16/17 Budget

Bureau Booking

Event Name	Start Date	End Date	Status
The Society for the Promotion of Japanese Animation- Anime Expc	07/01/16	07/04/16	Licensed (50)
IDEA- The Association for Fitness Professionals - World Fitness Conventior	07/14/16	07/17/16	Licensed (50)
American Association for Justice - Annual Convention	07/23/16	07/26/16	Pending (40)
National Medical Association - Annual Convention	07/30/16	08/03/16	Tentative (30)
NATL ASSN OF LETTER CARRIERS - BIENNIAL CONVENTION 2016	08/13/16	08/19/16	Licensed (50)
American Public Transportation Association - Annual Meeting	09/11/16	09/12/16	Licensed (50)
Emergency Nurses Assoc.	09/12/16	09/17/16	Licensed (50)
2016 Apartment Owners Association of California Trade Show	09/20/16	09/21/16	Prospect (19)
American Society of Plastic Surgeon-Plastic Surgery 2016	09/23/16	09/27/16	Tentative (30)
Audio Engineering Society, Inc. - 2016 Annual Fall Convention	09/29/16	10/01/16	Tentative (30)
Greenbuild International Conference & Expo	10/04/16	10/07/16	Licensed (50)
2016 Apartment Owner's Association of California Trade Show	10/11/16	10/12/16	Prospect (19)
Direct Marketing Association	10/16/16	10/19/16	Licensed (50)
College of Chest Physicians CHEST 2016	10/21/16	10/26/16	Tentative (30)
National Association for the Education of Young Children- Annual Conference	11/01/16	11/05/16	Pending (40)
National Basketball Association - Voulunteer Round Up	12/16/16	12/18/16	Prospect (19)
National Soccer Coaches Association of America - Annual Convention 2017	01/10/17	01/15/17	Tentative (30)
National Hockey League (NHL)- All-Star Weekend	01/28/17	01/29/17	Prospect (19)
Dassault - SOLIDWORKS World 2017	02/05/17	02/08/17	Licensed (50)
International Antiviral Society- USA (IAS_USA)- Conference on Retroviruses and Opportunistic Infections (CROI)	02/12/17	02/15/17	Prospect (19)
JAPAN GRAY- DIANA	02/14/17	02/15/17	Prospect (19)
BUFFALO WILD WINGS- 2017 Annual Franchise Meeting 35th Anniversary	02/20/17	02/22/17	Tentative (30)
MICROSOFT- Convergence	02/27/17	03/02/17	Tentative (30)
IHRSA International Convention & Tradeshow 2017	03/08/17	03/11/17	Tentative (30)
2017 Century 21 Global Conference	03/13/17	03/16/17	Prospect (19)
Southern California Volleyball Association	03/10/17	03/13/17	Prospect (19)
Optical Society of America- OFC	03/19/17	03/24/17	Licensed (50)
National Science Teachers Association - National Conventior	03/28/17	04/02/17	Pending (40)
SCVA-Junior National Qualifier	04/07/17	04/09/17	Prospect (19)
American Association of Neurological Surgeons- Annual Meeting	04/22/17	04/26/17	Tentative (30)
American Society of Cataract and Refractive Surgery- 2017 Annual Symposium & Congress	05/05/17	05/09/17	Pending (40)
Society for Science and the Public - Intel ISEF	05/12/17	05/19/17	Tentative (30)
Confidential- Incetive Group based in China- 2017	05/12/17	05/12/17	Prospect (19)
NASFA: The Association for International Educators- Annual Conference	05/26/17	06/02/17	Prospect (19)
E3 2017	06/13/17	06/15/17	Tentative (30)
Black Entertainment Television (BET)- BET Experience & Awards 2017	06/21/17	06/25/17	Tentative (30)

AEG Management LACC, LLC**Los Angeles Convention Center****16/17 Budget****Bureau Booking****Event Name**

The Society for the Promotion of Japanese Animation- Anime Exp
 IDEA- The Association for Fitness Professionals - World Fitness Conventior
 American Association for Justice - Annual Convention
 National Medical Association - Annual Convention
 NATL ASSN OF LETTER CARRIERS - BIENNIAL CONVENTION 2016
 American Public Transportation Association - Annual Meeting
 Emergency Nurses Assoc.
 2016 Apartment Owners Association of California Trade Show
 American Society of Plastic Surgeon-Plastic Surgery 2016
 Audio Engineering Society, Inc. - 2016 Annual Fall Convention
 Greenbuild International Conference & Expo
 2016 Apartment Owner's Association of California Trade Show
 Direct Marketing Association
 College of Chest Physicians CHEST 2016
 National Association for the Education of Young Children- Annual Conference
 National Basketball Association - Volunteer Round Up
 National Soccer Coaches Association of America - Annual Convention 2017
 National Hockey League (NHL)- All-Star Weekend
 Dassault - SOLIDWORKS World 2017
 International Antiviral Society- USA (IAS_USA)- Conference on Retroviruses and Opportunistic Infections (CROI)
 JAPAN GRAY- DIANA
 BUFFALO WILD WINGS- 2017 Annual Franchise Meeting 35th Anniversary
 MICROSOFT- Convergence
 IHRSA International Convention & Tradeshow 2017
 2017 Century 21 Global Conference
 Southern California Volleyball Association
 Optical Society of America- OFC
 National Science Teachers Association - National Conventior
 SCVA-Junior National Qualifier
 American Association of Neurological Surgeons- Annual Meeting
 American Society of Cataract and Refractive Surgery- 2017 Annual Symposium & Congress
 Society for Science and the Public - Intel ISEF
 Confidential- Inctive Group based in China- 2017
 NASFA: The Association for International Educators- Annual Conference
 E3 2017
 Black Entertainment Television (BET)- BET Experience & Awards 2017

ATTACHMENT E
LOS ANGELES DEPARTMENT OF CONVENTION AND TOURISM DEVELOPMENT
RECAPITULATION BY ACCOUNT
2016-2017 BUDGET REQUEST

FY1617

		BUDGET	BUDGET	Change	% Change
ACCOUNT NO. - TITLE	ACTUAL* 2014-2015	APPROPRIATION 2015-16	REQUEST 2016-2017	From Prior Year	From Prior Year
SALARIES					
1010 - General**	1,238,722	1,477,937	1,448,801	(29,136)	-2.0%
1070 - As Needed***	29,357	40,000	119,000	79,000	197.5%
1090 - Overtime	74	5,000	5,000	-	0.0%
Subtotal Salaries	1,268,153	1,522,937	1,572,801	49,864	3.3%
EXPENSES					
2120 - Printing & Binding	3,371	5,000	5,000	-	0.0%
2130 - Travel	2,435	-	-	-	-
3040 - Contractual Services	69,964	16,000	16,000	-	0.0%
3310 - Transportation Expense	6,000	6,000	6,000	-	0.0%
3330 - Utilities Expense Private Co. (Verizon)	-	6,000	6,000	-	0.0%
6010 - Office & Administrative Expense	38,701	20,000	20,000	-	0.0%
Subtotal Expenses	120,471	53,000	53,000	-	0.0%
SPECIAL ACCOUNTS					
9350 - Communications Services	-	13,000	13,000	-	0.0%
Subtotal Special	-	13,000	13,000	-	0.0%
TOTAL	1,388,624	1,588,937	1,638,801	49,864	3.1%

*Includes Encumbrances

**FY 2016-17 request will be revised when the final Wages and Count is available

***Includes the Request for Expansion Assistance

Source of Funds	2015-16	2016-17
Los Angeles Convention & Visitors Bureau Fund (Sch. 1)	192,622	212,269
Convention Center Revenue Fund (Sch. 16)	1,396,315	1,426,532
	1,588,937	1,638,801

ATTACHMENT F

FY 2016-17 BUDGET

CAPITAL IMPROVEMENT EXPENDITURE PROGRAM REQUEST

Project Number	Project Title	Division	Prior Year Funding	Project Cost
1	Chilled Water and Condenser Water Pumps	Operations	\$0	\$123,000
2	Industrial Pump Package	Operations	\$0	\$43,000
1	South Hall Floor Remediation	CTD	FY15: \$350,000 FY16: \$250,000 (MICLA)	\$350,000
2	Upgrade Room Lighting Dimming Control System	CTD	FY15: \$350,000 FY16: \$500,000 (MICLA)	\$300,000
3	On-Going Carpet Replacement	CTD	FY15: \$300,000 FY16: \$280,000 (MICLA)	\$200,000
4	Escalator and Elevator Repair/Modernization Program	CTD	FY15: \$300,000 FY16: \$300,000 (MICLA)	\$300,000
5	Sloped Glass Resealing	CTD	\$0	\$150,000
8	Meeting Room Sound System Upgrade	Operations	\$400,000 (MICLA)	\$400,000
9	LAN Core Switch Upgrade	IT	\$0	\$75,000
10	Fiber Optic Cable Infrastructure Upgrade	IT	\$0	\$68,000
11	Compactor Replacement	Operations	\$75,000 (Fund 725)	\$75,000
12	Scrubber/Sweeper	Operations	\$0	\$90,000
13	South Hall Entry Lighting & Dock Lights	Operations	\$0	\$94,000
14	Marquee Signage Upgrade to Programmable Signs	Operations	\$200,000 (MICLA)	\$240,000
15	Carbon Monoxide Sensors	Operations	\$0	\$75,000
16	Kentia Hall Lighting LED	Operations	\$0	\$476,000
17	CCTV Phase 2	Security	\$1,200,000 (MICLA)	\$250,000
18	Parking Emergency Call Boxes	Security	\$0	TBD
19	West Hall Roof Replacement	Operations	\$0	\$915,000
			TOTAL*	\$4,224,000

**Total will be updated once Parking Emergency Call Boxes project cost is received*

FISCAL YEAR 2017 BUDGET PRESENTATION

BOARD OF LOS ANGELES CONVENTION AND TOURISM DEVELOPMENT
BOARD OF COMMISSIONERS MEETING
NOVEMBER 4, 2015



DEPARTMENT OF
**CONVENTION &
TOURISM DEVELOPMENT**

CITY OF *Los Angeles*

Topics for Discussion

1. Overview of Proposed LACC Related Appropriations and Expenditures
2. Proposed CTD Department Budget for FY 2017
3. Proposed CIP for FY 2017



DEPARTMENT OF
**CONVENTION &
TOURISM DEVELOPMENT**

CITY OF *Los Angeles*

1. OVERVIEW OF PROPOSED LACC RELATED APPROPRIATIONS & EXPENDITURES



DEPARTMENT OF
**CONVENTION &
TOURISM DEVELOPMENT**

CITY OF *Los Angeles* 3

LACC Related Appropriations and Expenditures

ON-BUDGET APPROPRIATIONS	AMOUNT	SOURCE OF FUNDING
CTD DEPARTMENT	\$1.6 MILLION	LACC OPERATING REVENUES / CVB TRUST FUND
CASH FLOW MANAGEMENT FUND	\$5.0 MILLION	GENERAL FUND
OFF-BUDGET EXPENDITURES	AMOUNT	SOURCE OF FUNDING
LACC-AEG OPERATING BUDGET + A&I	\$24.4 MILLION	LACC OPERATING REVENUES
LACC RESERVE FUND	\$1.1 MILLION	LACC OPERATING FUNDS
LATCB BUDGET	TBD	TOT REVENUE / CVB TRUST FUND
CIP EXPENDITURES	AMOUNT	SOURCE OF FUNDING
VARIOUS CAPITAL PROJECTS	\$4.2 MILLION	COMMERCIAL PAPER

Debt service and related costs are not shown. Related budget schedules prepared by the CAO.



DEPARTMENT OF
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CITY OF *Los Angeles*

2. PROPOSED CTD DEPARTMENT BUDGET - FY 2017



DEPARTMENT OF
**CONVENTION &
TOURISM DEVELOPMENT**

CITY OF *Los Angeles*

Proposed CTD Expenses

LINE ITEM	FY 2015-16 ADOPTED	FY 2016-17 REQUEST	VARIANCE
SALARIES, GENERAL*	\$1,477,937	\$1,448,801	(\$29,136)
SALARIES, AS-NEEDED	\$40,000	\$119,000	\$79,000
SALARIES, OT	\$5,000	\$5,000	\$0
PRINTING & BINDING	\$5,000	\$5,000	\$0
TRAVEL	\$0	\$0	\$0
CONTRACTUAL SERVICES	\$16,000	\$16,000	\$0
TRANSPORTATION	\$6,000	\$6,000	\$0
UTILITIES EXPENSES	\$6,000	\$6,000	\$0
OFFICE & ADMINISTRATION	\$20,000	\$20,000	\$0
COMMUNICATIONS	\$13,000	\$13,000	\$0
TOTAL	\$1,588,937	\$1,638,801	\$49,864



DEPARTMENT OF
**CONVENTION &
TOURISM DEVELOPMENT**

CITY OF *Los Angeles* 6

CTD Budget Requests

LINE ITEM	AMOUNT	DESCRIPTION
CASH FLOW MANAGEMENT FUND	\$5.0 MILLION	Provides funding in the event that operating revenues are insufficient to cover expenses
LACC EXPANSION DESIGN STAFF	\$119,000	Provides funding for salaries as-needed account, specifically for: <ul style="list-style-type: none">• Sr. Sales Rep• Sr. Building Operating Engineer• Electrician Supervisor• Sr. Electric Mechanical Supervisor• Construction & Maintenance Supervisor



DEPARTMENT OF
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CITY OF *Los Angeles*

3. PROPOSED CAPITAL IMPROVEMENT PROGRAM REQUESTS - FY 2017



DEPARTMENT OF
**CONVENTION &
TOURISM DEVELOPMENT**

CITY OF *Los Angeles* 8

CIP Requests

PRIORITY RANKING	PROJECT NAME	PROPOSED BY	FY 2016-17 REQUEST	FUNDING FROM PRIOR YEARS	TOTAL PROJECT COST
1	Chilled Water and Condenser Water Pumps	AEG	\$123,000	\$0	\$123,000
2	Industrial Pump Package	AEG	\$43,000	\$0	\$43,000
3	South Hall Floor Remediation	CTD	\$350,000	\$570,000	\$1,650,000
4	Upgrade Room Lighting Dimming Control System	CTD	\$300,000	\$850,000	\$1,550,000
5	On-Going Carpet Replacement	CTD	\$200,000	\$580,000	\$1,380,000
6	Escalator and Elevator Repair/Modernization Program	CTD	\$300,000	\$600,000	\$1,500,000
7	Sloped Glass Resealing	CTD	\$150,000	\$0	\$150,000
8	Meeting Room Sound System Upgrade	AEG	\$400,000	\$400,000	\$2,000,000
9	LAN Core Switch Upgrade	AEG	\$75,000	\$0	\$75,000
10	Fiber Optic Cable Infrastructure Upgrade	AEG	\$68,000	\$0	\$68,000



DEPARTMENT OF
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TOURISM DEVELOPMENT**

CITY OF *Los Angeles* 9

CIP Requests (cont.)

PRIORITY RANKING	PROJECT NAME	PROPOSED BY	FY 2016-17 REQUEST	FUNDING FROM PRIOR YEARS	TOTAL PROJECT COST
11	Compactor Replacement	AEG	\$75,000	\$75,000	\$150,000
12	Scrubber/Sweeper	AEG	\$90,000	\$0	\$90,000
13	South Hall Entry Lighting & Dock Lights	AEG	\$94,000	\$0	\$94,000
14	Marquee Signage Upgrade to Programmable Signs	AEG	\$240,000	\$200,000	\$440,000
15	Carbon Monoxide Sensors	AEG	\$75,000	\$0	\$75,000
16	Kentia Hall Lighting LED	AEG	\$476,000	\$0	\$476,000
17	CCTV Phase 2	AEG	\$250,000	\$1,200,000	\$1,450,000
18	Parking Emergency Call Boxes	AEG	TBD	\$0	TBD
19	West Hall Roof Replacement	AEG	\$915,000	\$0	\$915,000
		TOTAL	\$4,224,000	\$4,475,000	\$12,229,000



DEPARTMENT OF
**CONVENTION &
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CITY OF *Los Angeles* 10

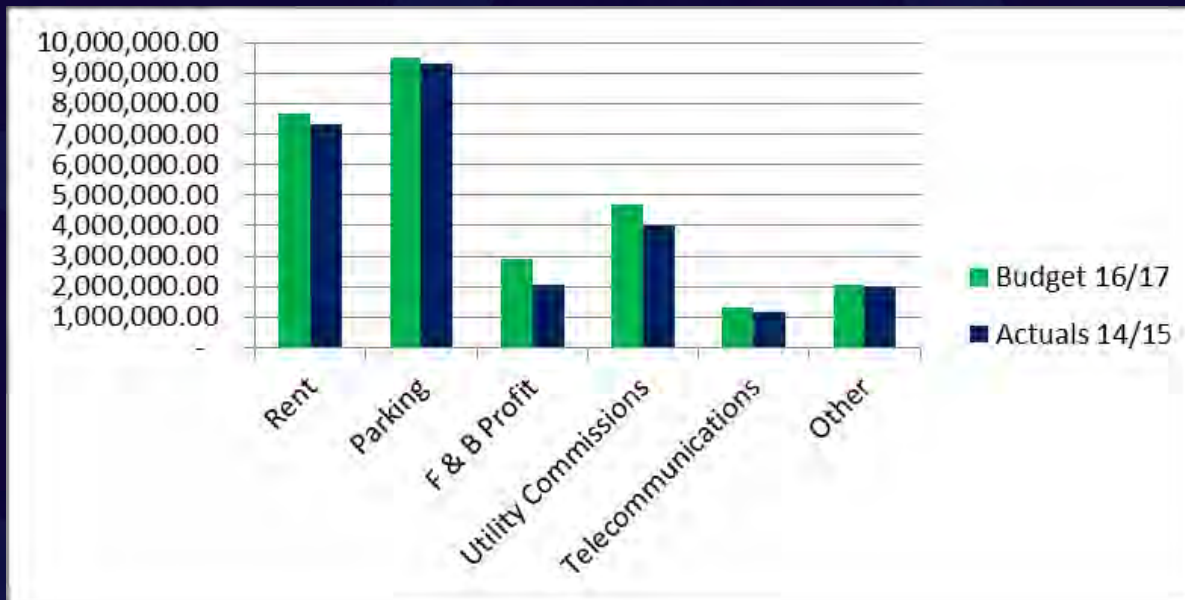
Budget 16/17

Operating Profit - \$2.1 Million

REVENUES

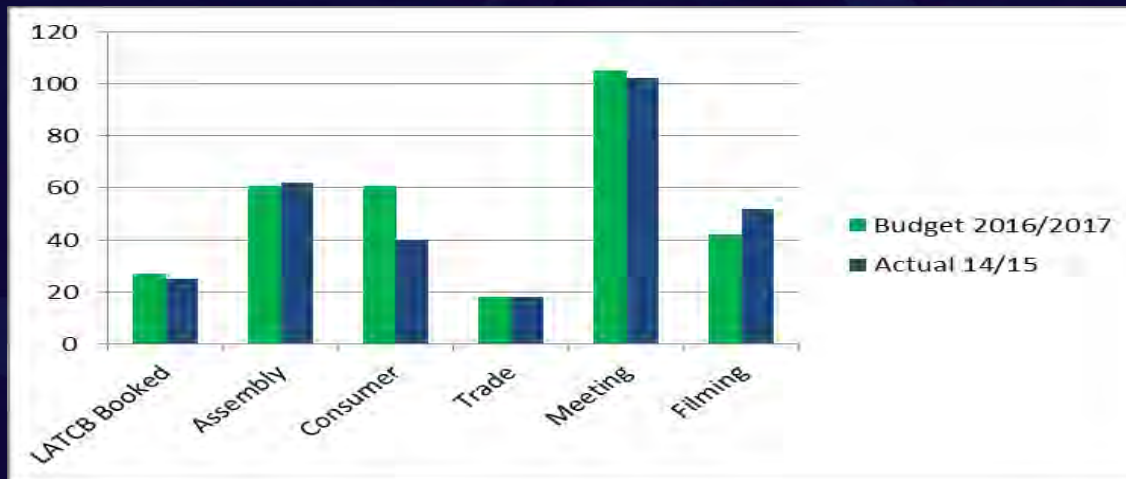
\$28.1 Million

\$2.2 above 14/15 actuals



Budget 16/17

Event Mix
314 events

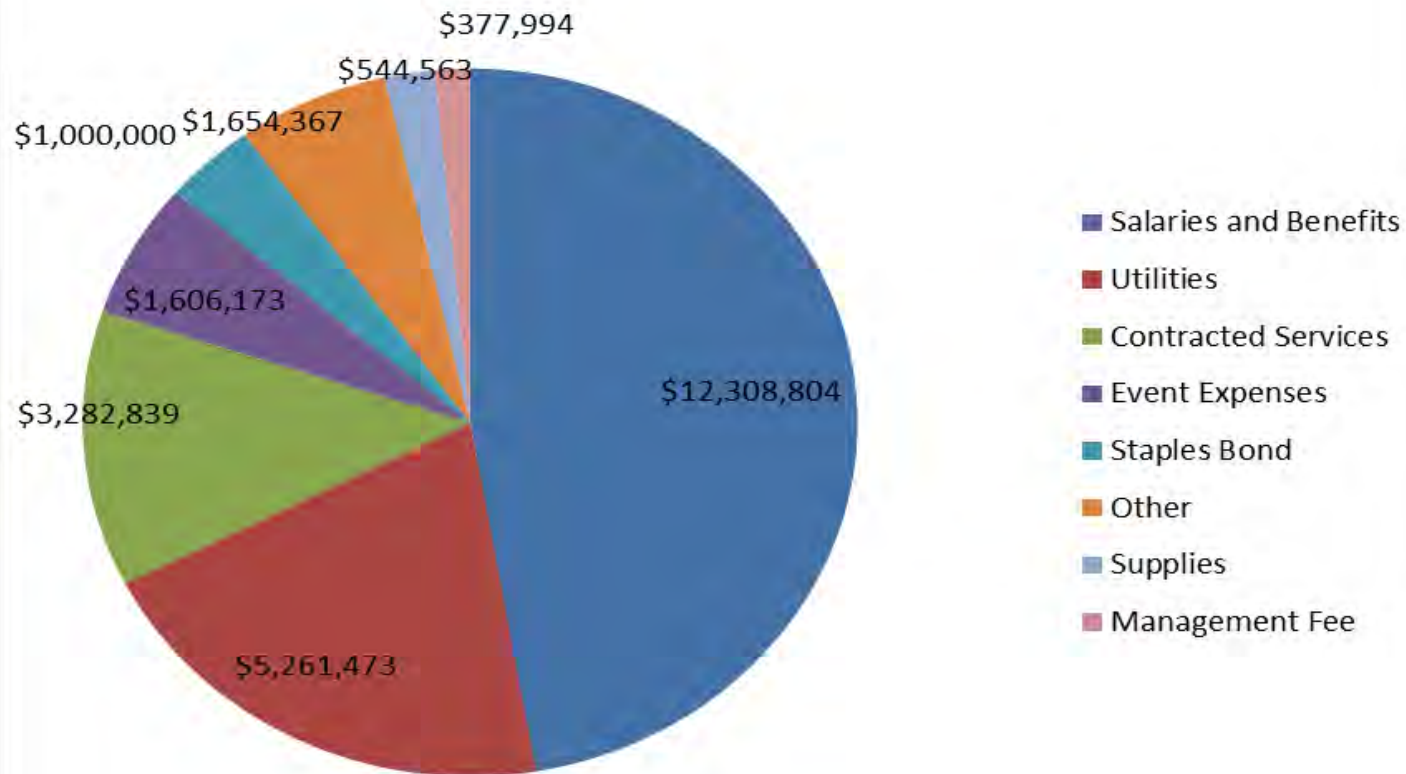


Rental Discounts



Budget 16/17

Expenses - \$26.0 Million



16/17 Budget

Operating Profit - \$2.1 Million

\$1.1 Million toward Alteration & Improvements, Capital
Projects depreciation of Capital Improvements completed

\$1.0 Million applied to the reserve

Reserve Balance (does not included potential contribution in 15/16)

