

TOURIST DEVELOPMENT COUNCIL
SEPTEMBER 13, 2018
2195 Southern Boulevard
West Palm Beach, Florida
AGENDA

1. ROLL CALL

Welcome Commissioner Keith James as the new representative from the City of West Palm Beach and Welcome to the new President and CEO of the Cultural Council Dave Lawrence.

2. AGENDA ADDITIONS AND DELETIONS – MOTION TO APPROVE

3. MOTION TO APPROVE THE JULY 12TH TDC MEETING MINUTES*

4. MOTION TO RECEIVE AND FILE THE CONSENT ITEMS FOR JULY 2018

- A. CONTRACT TRACKING REPORT*
- B. CULTURAL COUNCIL ACTIVITY REPORT*
- C. SPORTS COMMISSION ACTIVITY REPORT*
- D. FILM & TV MONTHLY NEWSLETTER*
- E. FILM & TV PRODUCTION REPORT*
- F. ERM PROJECT STATUS REPORT*
- G. DTPB ACTIVITY REPORT*
- H. CONVENTION CENTER INCOME STATEMENT & FINANCIAL OPERATIONS ANALYSIS COMPARED TO BUDGET & PRIOR YEAR*
- I. CONVENTION CENTER MARKETING UPDATE*
- J. CONVENTION CENTER “PACE” REVENUE REPORT*
- K. CONVENTION CENTER FOOD & BEVERAGE OPERATING REPORT*
- L. PBI TRAFFIC REPORT*
- M. ALL AGENCIES CURRENT JOB OPENINGS*
- N. HOTEL DESTINATION DEVELOPMENT REPORT*
- O. FILM COMMISSIONER’S ANNUAL REVIEW*

5. OLD BUSINESS – DISCUSSION ITEMS

A. TDC

- 1. Director’s Report*
 - a. TDC Scorecard & Discover Hotel Performance Dashboard*
 - b. Bed Tax*
 - c. Report Out*
- 2. Update on Vacation Rental Ordinance* Anne Gannon

6. NEW BUSINESS – DISCUSSION ITEMS

A. TDC

- 1. TDC Strategic Plan Refresh – 10 min.***

B. DISCOVER

- 1. Motion to approve the FY19 Marketing Plan*
25 minutes Presentation- 5 Minutes Q&A**
- 2. Discover and PBC Convention Center Shared
Hotel Group Business & Convention Center Sales Strategy-15
minutes presentation – 5 minutes Q & A**
- 3. Two Minute Update**

C. SPORTS COMMISSION

- 1. Motion to approve he Cat. G Grants:**
- | | |
|---|-------------------------|
| a. Davis Cup by BNP Paribas World Final
(November 23-25, 2018)- Delray Beach
International Tennis Center (NEW) | \$50,000 |
| b. Equestrian Holiday & Horses Circuit
(November 28,2018-January 6, 2019)
PB International Equestrian Center | \$15,000 |
| c. Holiday Basketball Classic of the Palm
Beaches (December 26-29, 2018-Dwyer HS,
PB Gardens HS, The Benjamin School | \$15,000 |
| d. Game Day USA Junior All-American
Games (January 18-20, 2019)-FITTEAM
Ballpark of the Palm Beaches | \$12,000 |
| e. American Youth Soccer Organization (AYSO)
State Games (January 18-21, 2019)-Greenacres
Park | \$6,000 |
| f. Delray Beach Open (February 15-24, 2019)
Delray Beach International Tennis Center | \$23,000 |
| g. Spartan Race Sprint & Kids Weekend (April
27-29, 2019) Burt Aaronson South County
Regional Park (NEW) | <u>\$20,000</u> |
| Total Amount | <u>\$141,000</u> |
- 2. Two Minute Update**

D. CULTURE

1. Two Minute Update

E. CONVENTION CENTER

1. Global Spectrum*Dave Anderson
 - a. Motion to approve the Rack Rates for 2020 & 2021*
 - b. Two Minute Update
2. Ovations*-Vince LaPapa
 - a. Two Minute Update

F. ERM

1. Beach Access Legislation*
2. Foreign Sand Sources*
3. Two Minute Update

G. FILM & TV COMMISSION

1. Two Minute Update

7. **BOARD COMMENTS**

8. **ADJOURNMENT**

The next board meeting will be October 11th in the TDC Board Room at 2195 Southern Blvd., 1st Floor Boardroom, West Palm Beach.