

TOURIST DEVELOPMENT COUNCIL

SEPTEMBER 14, 2016

9:00AM

1555 Palm Beach Lakes Blvd. #900

West Palm Beach, FL

Agenda

1. **ROLL CALL**
2. **AGENDA ADDITIONS AND DELETIONS – MOTION TO APPROVE**
3. **MOTION TO APPROVE THE JULY 14, 2016 TDC MEETING MINUTES**
4. **MOTION TO RECEIVE AND FILE THE CONSENT ITEMS FOR AUGUST AND SEPTEMBER 2016.**
 - A. **CONTRACT TRACKING REPORT***
 - B. **CULTURAL COUNCIL REPORT***
 - C. **SPORTS COMMISSION REPORT***
 - D. **FILM & TV MONTHLY REPORT***
 - E. **FILM & TV PRODUCTION REPORT***
 - F. **ERM REPORT***
 - G. **DPBC MONTHLY REPORT***
 - H. **RESEARCH REPORT***
 - I. **DPBC HOTEL LEAD AND LONG TERM SALES/CONVENTION CENTER REPORT***
 - J. **MONTHLY/YTD CONVENTION CENTER REVENUE REPORT***
 - K. **CONVENTION CENTER INCOME STATEMENT & FINANCIAL OPERATIONS ANALYSIS INCLUDING MARKETING UPDATE***
 - L. **CONVENTION CENTER PRIOR YEAR COMPARISON***
 - M. **CONVENTION CENTER “PACE” REPORT GLOBAL SPECTRUM***
 - N. **CONVENTION CENTER FOOD & BEVERAGE REVENUE REPORT***
 - O. **AIRLIFT DEVELOPMENT***
 - P. **PBC HOTEL PERFORMANCE BY MONTH (2015)***
 - Q. **ALL AGENCIES QUARTERLY REPORTS***
 - R. **ALL AGENCIES CURRENT OPEN EMPLOYMENT OPPORTUNITIES***

5. OLD BUSINESS – DISCUSSION ITEMS

A. TDC

- 1. Director’s Report***
 - a. Bed Tax***
 - b. TDC Scorecard & Discover Hotel Performance Dashboard***
 - c. Report Out***
 - d. TDC Strategic Plan Timeline Self-Assessment***

6. NEW BUSINESS – DISCUSSION ITEMS

A. DISCOVER

- 1. Presentation and Motion to approve 2017 Marketing Plan*
(20 min. presentation, 5 min Q&A)**
- 2. Motion to approve the Miles contract.**
- 3. Two Minute Update**

B. SPORTS

- 1. Motion to approve the following Category “G” Grant Agreements***
 - a. XPE NFL Combine Prep Training, from
January 4, 2017 – April 8, XPE Headquarters \$7,500**
 - b. Allianz Championships, Broken Sound,
February 6-12, 2017 \$30,000**
 - c. The Honda Classic, PGA Resort, February
20-26, 2017 \$55,000**
 - d. Palm Beach Challenge, Santaluces Athletic
Complex, February 26 to March 18, 2017. \$6,000**
 - e. Under Armour Team One Baseball National
Series, Roger Dean Stadium includes, Under
Armor Memorial Day Classic, (May 26-29), the
Under Armour Firecracker Classic (July 7-11),
And the Under Armour Fall Classic
(Sept 15-17) (all 3) \$10,000**
 - f. Palm Beach Blast, Village Park in Wellington,
June 9-11, 2017 \$6,000**
 - g. USTA Girls’ National 12 Clay Court
Championships, Polo Club of Boca Raton,
July 15-22, 2017 \$3,500**

*=backup

h. USTA Boys 18's & 16's National Clay Court Championships, Delray Beach Tennis Center, Delray Swim & Tennis Club, Broken Sound West, Hunter's Run and Woodfield Country Club, July 16-23, 2017 \$9,000

Total Amount \$127,000

2. Motion to approve the following Cat. "G" Bids*:

a. Prospect Select Baseball National Showcase (NEW), Ball Park of the Palm Beaches, Roger Dean and Santaluces Athletic Complex, June 9-14, 2017 \$25,000

b. Sunshine State Games, Convention Center, June 14-19 \$60,000

Total Amount \$85,000

3. Sports Tourism Summer Impact* – George Linley

4. Two Minute Update

C. ERM

1. Five Minute Update - Dan Bates

D. CONVENTION CENTER

1. Global Spectrum* – Dave Anderson
Five Minute Update

2. Ovations*- Vince LaPapa
Five Minute Update

E. CULTURE

1. Five Minutes Update- Rena Blades

F. FILM & TV COMMISSION

1. Five Minute Update – Chuck Elderd

7. BOARD COMMENTS

8. ADJOURNMENT

The next TDC Board Meeting will be October 13, 2016 9:00 am at 1555 Palm Beach Lakes Blvd., #900, West Palm Beach