

TOURIST DEVELOPMENT COUNCIL
1555 Palm Beach Lakes Blvd, #900
West Palm Beach, FL
APRIL 13, 2017
9:00 A.M.
Agenda

1. **ROLL CALL**
2. **AGENDA ADDITIONS AND DELETIONS – MOTION TO APPROVE**
3. **MOTION TO APPROVE THE FEBRUARY 9TH TDC MEETING MINUTES**
4. **MOTION TO RECEIVE AND FILE THE CONSENT ITEMS FOR MARCH & APRIL 2017**
 - 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. CONVENTION CENTER INCOME STATEMENT & FINANCIAL OPERATIONS ANALYSIS INCLUDING MARKETING UPDATE*
 - K. CONVENTION CENTER PRIOR YEAR COMPARISON*
 - L. CONVENTION CENTER “PACE” REPORT GLOBAL SPECTRUM*
 - M. CONVENTION CENTER FOOD & BEVERAGE REVENUE REPORT*
 - N. AIRLIFT DEVELOPMENT*
 - O. PBC HOTEL PERFORMANCE BY MONTH (2016)*
 - P. ALL AGENCIES CURRENT OPEN EMPLOYMENT OPPORTUNITIES*
 - Q. REQUESTED CONTRACT CHANGES BY DISCOVER THE PALM BEACHES*
5. **OLD BUSINESS – DISCUSSION ITEMS**
 - A. TDC
 1. Director’s Report*
 - a. Bed Tax*

- b. TDC Scorecard & Discover Hotel Performance Dashboard*
- c. Report Out*
- e. Bed Tax Projections from POTUS Visits*

6. NEW BUSINESS – DISCUSSION ITEMS

A. TDC

1. TDC Finance Committee recommends approval of the FY2016 audits for the Spectra Venue (Convention Center), Discover, Cultural Council, Spectra Food & Hospitality (Ovations), Sports Commission and Film & Television Commission.*
2. Motion to approve Discover’s request of \$380K Contract Amendment for 2017, advertising dollars were pulled into the Winter of 2016/2017 per the request of Hotels leaving the Summer Drive campaign short by \$380K.*
3. TDC Finance Committee recommends approval of the Agencies FY18 Performance Measures.*
4. TDC Finance Committee recommends approval of the FY17 forecast and FY18 proposed Budgets.* (Includes reserves position)

a.	Discover	\$18,045,091
b.	Culture	\$8,362,671
c.	Sports	\$4,346,682
d.	Film	\$2,578,512
e.	Convention Center	\$7,444,862
f.	TDC	\$731,956
g.	1 st Cent Fund	\$17,247,654
h.	4 th Cent Fund	\$9,440,824
i.	Beach Programs	\$6,554,798
j.	Special Projects	\$2,376,365
5. Motion to waive the 3-year eligibility requirement from Special Projects for a total of three years’ maximum for the Boca Bowl for the remaining three years of the initial contract.
6. Motion to appoint two new members to sit on the TDC Finance Committee. Don Dufresne has been attending and would like to be appointed and we need one more.
7. Motion to appoint a new member to the TDC Special Projects Committee to replace Mami Kisner.

B. DISCOVER

1. Recap of the Winter Ad Campaigns
2. Two Minute Update

C. SPORTS COMMISSION

1. Motion to approve the following Category “G” Grant Agreements:
 - a. International Boat Racing Assoc., (IBRA) WPB International, Powerboats, June 16-18, 2017, Currie Park and Northwood Shopping District. **\$15,000**
 - b. Perfect Game Freshman World Series, Baseball, October 19-23, 2017, Ballpark of the Palm Beaches **\$25,000**
- Total Amount \$40,000**

2. Two Minute Update

D. CULTURAL COUNCIL

1. Recap of the Winter Ad Campaigns
2. Two Minutes Update

E. FILM AND TV COMMISSION

1. Recap of the Winter Ad Campaigns
2. Two Minute Update

F. CONVENTION CENTER

1. Global Spectrum*Dave Anderson
 - a. Two Minute Update
2. Ovations*-Vince LaPapa
 - a. Two Minute Update

G. ERM

1. Two Minute Update

7. BOARD COMMENTS

8. ADJOURNMENT

The next TDC Board Meeting will be May 11, 2017 at 9:00 am at 1555 Palm Beach Lakes Blvd., #900, West Palm Beach.