

**TOURIST DEVELOPMENT COUNCIL**  
**APRIL 11TH**  
**2195 Southern Boulevard**  
**West Palm Beach, Florida**  
**AGENDA**

1. **ROLL CALL**
2. **AGENDA ADDITIONS AND DELETIONS – MOTION TO APPROVE**
3. **MOTION TO APPROVE THE FEBRUARY 14TH TDC MEETING MINUTES\***
4. **MOTION TO RECEIVE AND FILE THE CONSENT ITEMS FOR MARCH & APRIL 2019**
  - 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. **HOTEL PIPELINE REPORT\***
  - N. **CULTURE COUNCIL CAT “B” AND “CII” GRANT GUIDELINE CHANGES\***
  - O. **PBC CONVENTION CENTER DISTRICT EXPANSION STUDY RFS\***
5. **OLD BUSINESS – DISCUSSION ITEMS**
  - A. **TDC**
    1. **Director’s Report\***
      - a. **TDC Scorecard & Discover Hotel Performance Dashboard\***
      - b. **Bed Tax\***
      - c. **Report Out\***

**6. NEW BUSINESS – DISCUSSION ITEMS**

**A. TDC**

1. Update on TDT Ordinance-Denise Neiman/Jim Brako – 15 min.
2. Update on Airbnb Issue
3. TDC Finance Committee recommends approval of the FY2018 audits for Spectra Venue (Convention Center), Discover, Culture Council, Spectra Food & Hospitality, Sports Commission and Film & TV Commission.\*
4. TDC Finance Committee recommends approval of the FY19 forecast and FY20 proposed Budgets.\* (Includes reserves positions)
  - a. Discover \$21,908,872
  - b. Culture \$9,169,131
  - c. Sports \$5,051,947
  - d. Film \$2,340,587
  - e. Convention Center \$8,437,944
  - f. TDC \$705,950
  - g. 1<sup>st</sup> Cent Fund \$22,631,946
  - h. 4<sup>th</sup> Cent Fund \$14,809,832
  - i. Beach Programs \$7,257,087
  - j. Special Projects \$3,357,786

\*2020 Budget Executive Summary and support documents included

5. TDC Finance Committee recommends approval of the Agencies FY20 Performance Measures. \*
6. Fish & Wildlife Foundation of Florida Request for Funding\*
7. Update on Legislative Issues\*
8. Destination Development Update- WPB Hotel Room Demand-Don Kolodz\*-10 Min.

**B. SPORTS COMMISSION**

1. Motion to approve the following Cat. “G” Grant for FY19:
  - a. Prospect Select The Wave Invitational (July 19-23, 2019) FITTEAM Ballpark of the Palm Beaches - \$8,000
2. Two Minute Update

**C. DISCOVER**

- 1. Motion to approve the Second Amendment to the subcontract between Discover and Simpleview original contract for, Web site consulting, content management system (CMS), customer relationship management (CRM), and search engine consulting agreement (R2014-1800) October 1, 2014-Sept. 30, 2017 with two auto renewals of (2) Two-year terms. The first amendment (R2015-1743) amended Ex. C- Fee Schedule, paragraph VII.**

**The Second Amendment will:**

- **Be retroactive from October 1, 2018 for the remainder of the current term ending 9/30/19 with one 2-year auto renewal remaining which will extend the contract to 9/30/2021.**
- **Revises Exhibit A (Services) to decrease and clarify any services will be utilized at sole discretion of DTPB clarifying a revised scope of work focused on the customer relationship management (CRM) from Simpleview.**
- **Revise Section 3 to include a maximum annual commitment of \$130,000 which is a reduction of (\$31,900) or (20%).**
- **Correct rate change during renewal term so it shall not exceed five percent (5%).**
- **Replace Exhibit C, Fee Schedule in its entirety and replace with a new Exhibit C, Fee Schedule.**

- 2. Two Minute Update**

**D. CONVENTION CENTER**

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

**E. CULTURE COUNCIL**

- 1. Two Minute Update**

**F. ERM**

- 1. Two Minute Update**

**G. Film & TV**

- 1. Two Minute Update**

7. **BOARD COMMENTS**

8. **ADJOURNMENT**

**The next board meeting will be May 9<sup>th</sup> in the TDC Board Room at 2195 Southern Blvd., 1<sup>st</sup> Floor Boardroom, West Palm Beach.**

Tdc/tdcmtgs2019/Agenda.April

DRAFT