

TOURIST DEVELOPMENT COUNCIL

February 13, 2020

Dave Burke Boardroom

2195 Southern Boulevard

West Palm Beach, Florida

AGENDA

1. **ROLL CALL**
2. **AGENDA ADDITIONS AND DELETIONS – MOTION TO APPROVE**
3. **MOTION TO APPROVE DECEMBER 12th TDC MEETING MINUTES***
4. **MOTION TO RECEIVE AND FILE THE CONSENT ITEMS FOR JANUARY**
 - 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. **AGENCIES QUARTERLY REPORT***
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. **Strategic Planning Meeting- May Board Meeting Replacement**
 3. **Events December and January**
 - a. **Certified Travel Ambassador Luncheon**
 - b. **Boca Bowl**
 - c. **STEM Program with LPGA**
 - d. **Super Bowl Events**

6. NEW BUSINESS – DISCUSSION ITEMS

A. TDC

1. 2021 Bed Tax Revenue Projection from the Finance Committee

B. SPORTS COMMISSION

1. Motion to approve the Cat. “G” Grant Agreements*:

	Grant	Amount	Room Nights
a.	Delray Beach International Tennis Federation (ITF) Championships (April 25, 2020 – May 2, 2020) – Delray Beach Tennis Center	\$6,000	600
b.	Briana Marie Cox Memorial NIT (May 16-17, 2020) – Seminole Palms Park, John Prince Park, Okeeheliee Park, Lake Charleston Park, Acreage Community Park	\$4,500	600
c.	South Florida Collegiate Baseball League (May 29, 2020 – July 24, 2020) – Miller Park, Spanish River High School, Palm Beach Gardens High School, Dick Brown Park, Burt Aaronson South County Regional Park, West Boca High School, West Boynton Park, Santaluces Athletic Complex	\$17,500	2,002
d.	Prospect Select Palm Beach Classic (June 5-10, 2020) – FITTEAM Ballpark of the Palm Beaches, Roger Dean Chevrolet Stadium, Santaluces Athletic Complex	\$25,000	6,075
e.	Cal Ripken Baseball State Championship Series (June 25, 2020 – July 5, 2020) – Gardens Park	\$15,000	2,500
f.	Perfect Game Youth Florida Endless Summer Classic (July 9-13, 2020) – FITTEAM Ballpark of the Palm Beaches	\$9,000	1,152
g.	USTA Girls 12’s National Clay Court Championships (July 11-18, 2020) – The Polo Club of Boca Raton	\$5,000	500
h.	USTA Boys 18’s & 16’s National Clay Court Championships (July 12-19, 2020) – Delray Beach Tennis Center, Delray Swim & Tennis Club, Broken Sound, Boca West, Hunter’s Run, Seven Bridges Tennis Center, Woodfield County Club	\$20,000	2,500

i.	Prospect Select The Wave Invitational (July 17-21, 2020) – FITTEAM Ballpark of the Palm Beaches, Roger Dean Chevrolet Stadium	\$8,000	840
j.	Wilson Premier Classic (September 11-14, 2020) – FITTEAM Ballpark of the Palm Beaches, Roger Dean Chevrolet Stadium – <i>NEW</i>	\$18,000	1,743
	<u>Total Amount</u>	<u>\$125,500</u>	

- 2. Two Minute Update
 - a. IWLCA President’s Cup Video

C. FILM & TV

- 1. Two Minute Update

D. CONVENTION CENTER

- 1. Spectra Venue Management- Dave Anderson
 - a. Two Minute Update
- 2. Spectra Hospitality- Vince McPhail
 - a. Two Minute Update

E. DISCOVER

- 1. Marketing Update Season Advertising Targets 20 mins – Jorge Pesquera
- 2. Two Minute Update

F. CULTURAL COUNCIL

- 1. Marketing Update Season Advertising Targets- 10 mins
- 2. – Dave Lawrence
- 3. Two Minute Update

G. ERM

- 1. Two Minute Update

7. BOARD COMMENTS

8. PUBLIC COMMENTS

9. ADJOURNMENT

The next board meeting will be March 12th in the Dave Burke Board Room at 2195 Southern Blvd., 1st Floor, West Palm Beach.

***Attachment included**