



City of Santa Clara

Meeting Minutes

City Council Special Meeting

11/15/2018

5:00 PM

Santa Clara Convention Center
5001 Great America Parkway
Santa Clara, CA 95054

Santa Clara Convention Center and Business Engagement Workshop

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of California Government Code §54956 (“The Brown Act”) and Section 708 of the Santa Clara City Charter, the Mayor calls for a Special Meeting of the City Council of the City of Santa Clara to commence and convene on November 15, 2018, at 5:00 pm for a Special Meeting located in the East Wing of City Hall at Santa Clara Convention Center, 5001 Great America Parkway, Santa Clara, California, to consider the following matter(s) and to potentially take action with respect to them.

I. Introductions - Mayor Lisa M. Gillmor

The Workshop was called to order at 5:11 PM.

II. Public Comment

Public Speakers: Leo Wandling
Kirk Vartan

III. Presentation on Convention Center Business and Governance Models

Presenters: Deanna J. Santana, City Manager
Dan Fenton, Executive Vice President at Jones Lang LaSalle, Hotels,
Hospitality and Tourism

IV. Presentation on Request for Proposals (RFP): Management and Operation of the Santa Clara Convention Center and Convention/Visitors Services

Presenter(s): Mark Giovannetti, Purchasing Division Manager, City of Santa Clara

Points of Reference: Proposals due December 3, 2018
Phase 1 Evaluation December 4-18, 2018

Mayor Gillmor called for a break at 6:40 PM and reconvened the meeting at 6:50 PM.

V. Visioning Dialogue with the Business Community and City Council

Presenter(s): Shawn Spano, Facilitator
Dan Fenton, Executive Vice President at Jones Lang LaSalle,
Hotels, Hospitality and Tourism

Point of Reference: The following questions were considered: (1) Imagine that it's five years from now. Council has selected the SCCC operator and CVB provider, and by all accounts they are exceeding everyone's most optimistic expectations. In short, the arrangement is a major success! What is happening to make this a success? What is not happening that also contributes to the success? (2) How should the new operator interact and engage with local business? In what area can the new operator and local business improve their relationship to strengthen, support and grow local businesses? and (3) What are the most important qualities and characteristics you want to see in the next Convention Visitor's Bureau provider? What should be emphasized in making the selection?

Public Comment: Kirk Vartan (1), (2), (3)
Joe (1)
Leo Wandling (1), (2)
Aaron Hodges (1), (2), (3)

VI. Summary of Online and Postcard Surveys

Presenter(s): Shawn Spano, Facilitator
Deanna J. Santana, City Manager

VII. Adjournment

Meeting adjourned at 8:00 PM.