


RIVERSIDE CONVENTION CENTER
Venue Management, Food & Beverage Operations, and Non-Convention Sales

RIVERSIDE CONVENTION & VISITORS BUREAU
Destination Sales & Marketing

RIVERSIDE SPORTS COMMISSION
Sports Group Management, Destination Sales & Marketing

2



2018/2019 HIGHLIGHTS


Increased Revenue:
14.8% to \$8,432,327

Increased Profitability:
20.55% to \$900,093

Increased GOP Percentages:
10.17% to 10.67%

Increased Room Nights (RSC & RCVB):
3.13% to 34,441

Increased Economic Impact:
12.91% to \$14,179,536



3



OTHER HIGHLIGHTS & AWARDS





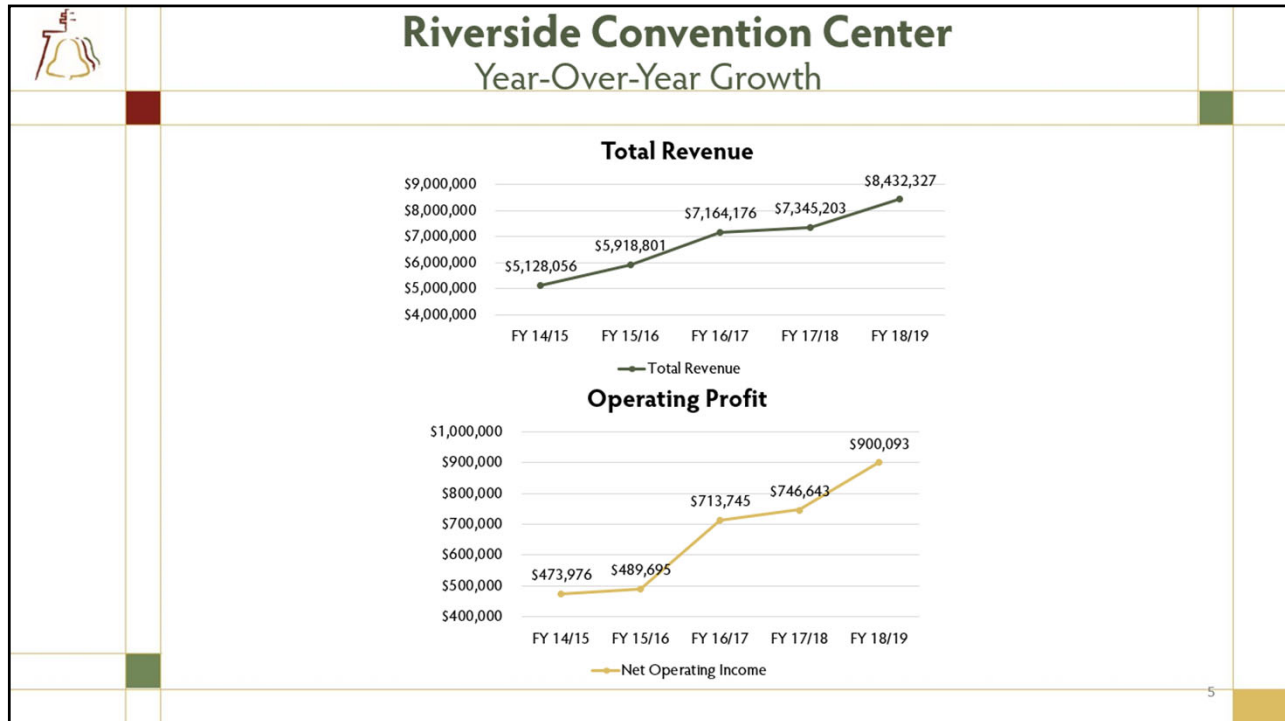
Raincross Hospitality Corporation:
Top Workplaces

Riverside Convention Center:
Top 3: Best Conference/Convention Center Under 100,000 Square Feet

Riverside Convention & Visitors Bureau:
Top 3: Best Destination Marketing Organization
(Area with Population Under 500,000)



Riverside Sports Commission
Shaheen Roostai, VP, earned distinction of Certified Sports Event Executive from the NASC

4



FISCAL YEAR 2018/2019
CITY OF RIVERSIDE PERFORMANCE MEASURES

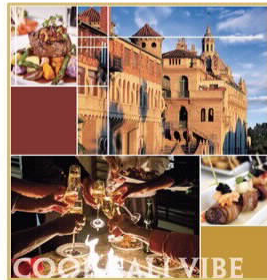
Riverside Convention Center	
CITY GOAL	PERFORMANCE DATA
Customer Satisfaction Rating: 90% or Higher – Overall Satisfaction: Clients Likely to Return:	95.7% 98.8%
Annual Revenue: Revenue Equal to or Greater Than \$7,565,559:	\$8,432,327
Annual Net Operating Profit: Equal to or Greater Than \$769,042:	\$900,093
Annual RCC Economic Impact: Economic Impact Equal to or Greater Than \$12,934,746:	\$14,179,536



FISCAL YEAR 2018/2019 CITY OF RIVERSIDE PERFORMANCE MEASURES

Riverside Convention & Visitors Bureau	
CITY GOAL	PERFORMANCE DATA
Annual Booked Room Nights: Booked Room Nights Equal To Or Greater Than: 25,325	25,544
Annual Booked Room Night Average Daily Rate: Average Daily Rate = to or > \$139.91	\$133.25



7



FISCAL YEAR 2018/2019 CITY OF RIVERSIDE PERFORMANCE MEASURES

Riverside Sports Commission	
CITY GOAL	PERFORMANCE DATA
Annual Booked Room Nights: Booked Room Nights Equal To Or Greater Than: 9,072	8,897
Annual Booked Room Night Average Daily Rate: Average Daily Rate = to or > \$143.30	\$145.55



8



RIVERSIDE CONVENTION CENTER

Fiscal Year 2018-19

EMPLOYMENT & LOCAL IMPACT

- Total Associates: 103 (47 Full Time & 56 Part Time)
- City of Riverside Residents: 45.63% or 47 Associates
- Payroll - Associates who live and work in Riverside: \$1,402,349
- Riverside vendor expenditures: \$1,210,929



RIVERSIDE CONVENTION & VISITORS BUREAU

Fiscal Year 2014/2015 to Fiscal Year 2018/2019

- 116,554 Total Room Nights
- Average Daily Rate **Increased** from \$111.56 to \$135.83
- \$15,069,955 Total Room Revenue





RIVERSIDE SPORTS COMMISSION

Fiscal Year 2014/2015 to Fiscal Year 2018/2019

- 42,391 Total Room Nights
- Average Daily Rate **Increased** from \$107.27 to \$145.55
- \$5,358,625 Total Room Revenue



11



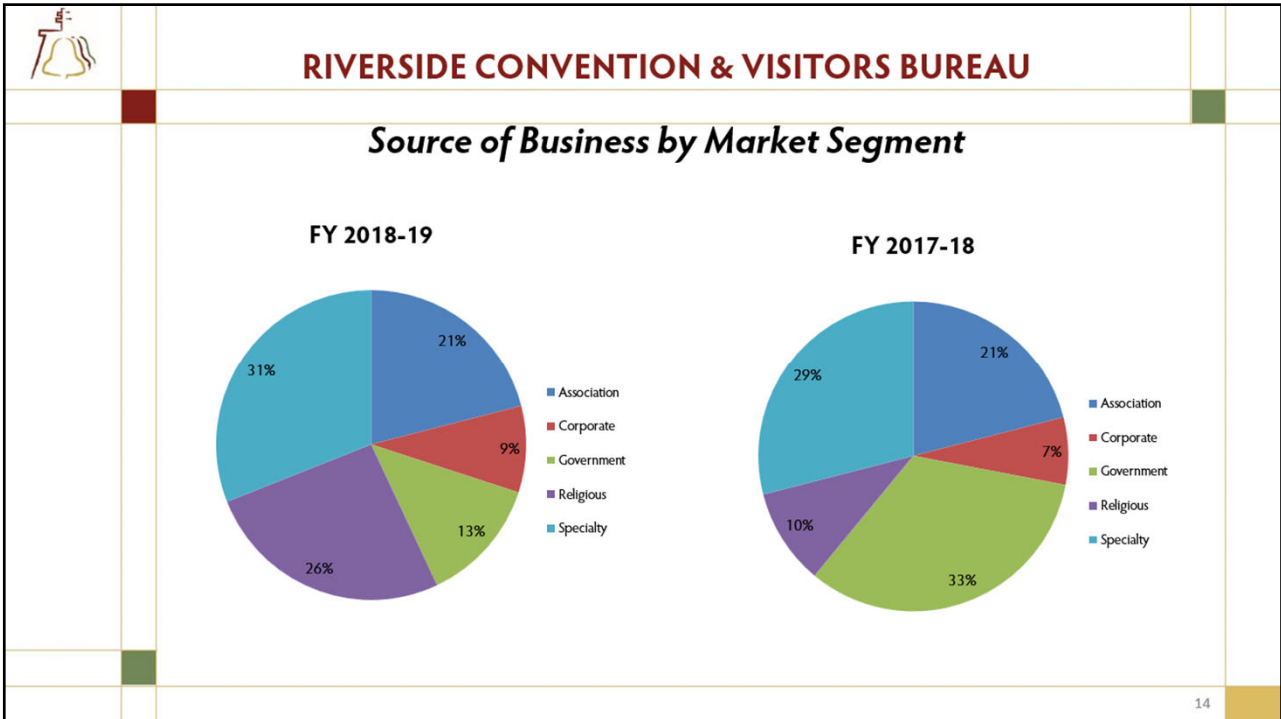
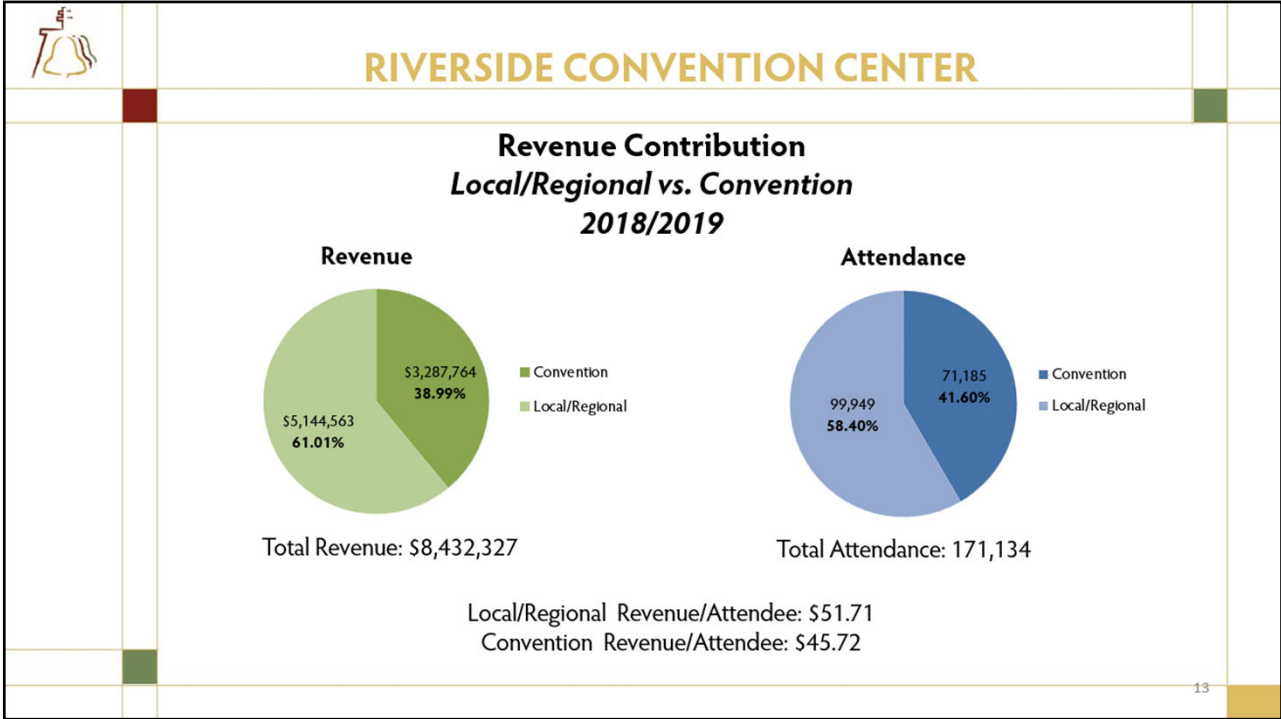
RIVERSIDE CONVENTION CENTER

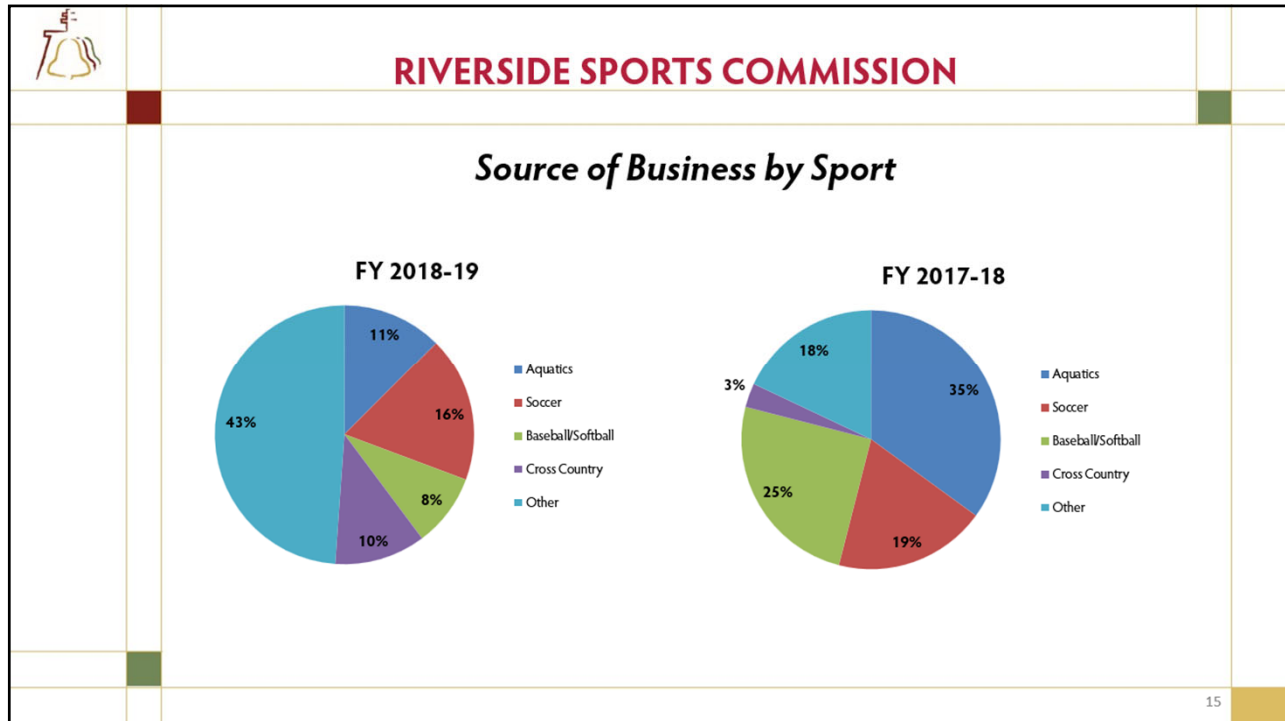
Economic Impact Growth

	ECONOMIC IMPACT	% INCREASE
FY 2018-2019	\$14,179,536	↑ 12.91%
FY 2017-2018	\$12,558,006	↑ 2.63%
FY 2016-2017	\$12,235,869	↑ 16.21%
FY 2015-2016	\$10,528,797	↑ 15.58%
FY 2014-2015	\$9,109,881	



12





-
- RAIN CROSS HOSPITALITY CORPORATION**
- Future Challenges*
- Maximizing Income from Convention Center Space
 - Cost Increases
 - Minimum Wage
 - Health & Benefit Costs
 - Facility Improvements/Aging Facility
 - Hotel Supply
 - Low Unemployment/Difficulty Finding Staff
 - Limited Direct East Coast Flights to ONT
 - Potential Disruption of Property during Proposed Development
- 16



2019/2020 Mid-Year Review Year-Over-Year Comparison

July 1, 2019 – December 31, 2019 (Estimated)


Revenue:	Increased	\$53,073 or 1.34%
Profit:	Decreased	\$125,237 or 29.45%
GOP %:	Decreased	From 8.71% to 7.46%

■ NOVEMBER 2019 ■

3RD Million Dollar Revenue Month in History




17




Beyond the Numbers...




**RHC
GIVES**



**Toy Drive
Raised: 153 Items**




**Food Drive
Raised: 708 Items**



**TOP
WORK
PLACES
2019**

INLAND NEWS GROUP
The Press-Scimitar • The Sun
The Facts • Inland Valley Daily Bulletin



18



THANK YOU!

