

1




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



2017/2018 HIGHLIGHTS


Increased Revenue:
2.53% to \$7,345,203

Increased Profitability:
4.61% to \$746,643

Increased GOP Percentages:
9.96% to 10.17%

Increased Room Nights (RSC & RCVB):
3.59% to 33,395

Increased Economic Impact:
2.63% to \$12,558,006



3



OTHER HIGHLIGHTS & AWARDS

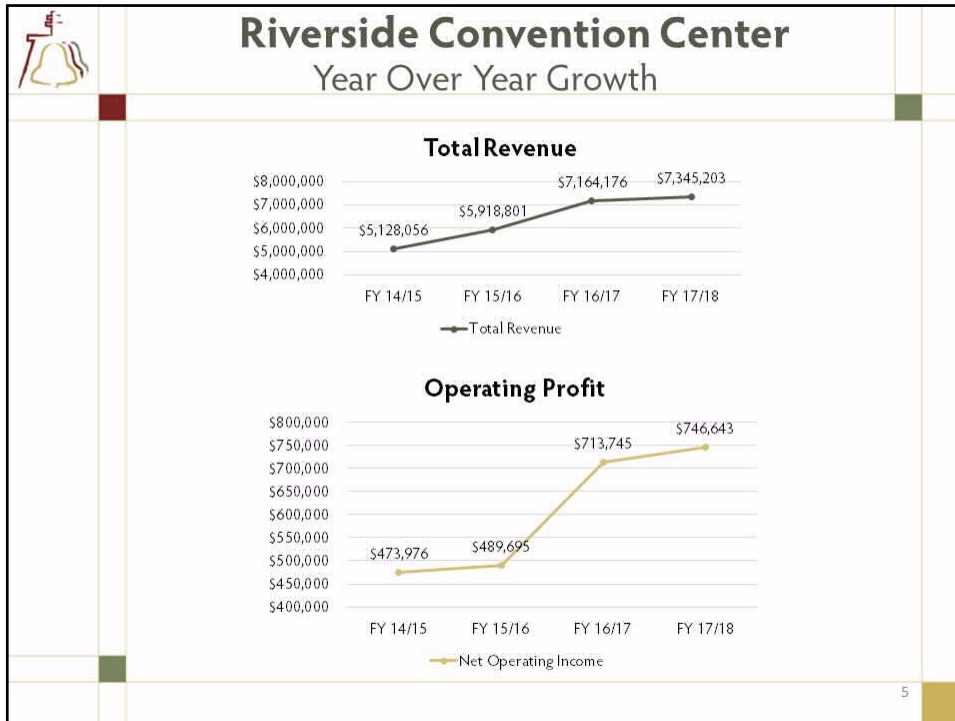


Riverside Convention Center:
Top 3: Best Conference/Convention Center Under 100,000 Square Feet

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





4



5

FISCAL YEAR 2017/2018
CITY OF RIVERSIDE PERFORMANCE MEASURES

Riverside Convention Center	
CITY GOAL	PERFORMANCE DATA
Customer Satisfaction Rating: 90% or Higher – Overall Satisfaction & Clients Likely to Return:	(96% & 100%)
Annual Revenue: Revenue Equal to or Greater Than \$7,375,000:	\$7,345,203
Annual Net Operating Profit: NOI Equal to or Greater Than \$735,150:	\$746,643
Annual RCC Economic Impact: Economic Impact Equal to or Greater Than \$12,603,000:	\$12,558,006

6



FISCAL YEAR 2017/2018

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: 24,585	24,587
Annual Booked Room Night Average Daily Rate: Average Daily Rate = to or > \$139.05	\$135.83




7



FISCAL YEAR 2017/2018

CITY OF RIVERSIDE PERFORMANCE MEASURES

Riverside Sports Commission

CITY GOAL	PERFORMANCE DATA
Annual Booked Room Nights: Booked Room Nights Equal To Or Greater Than: 8,620	8,808
Annual Booked Room Night Average Daily Rate: Average Daily Rate = to or > \$129.60	\$139.13




8

 **RIVERSIDE CONVENTION CENTER**

Fiscal Year 2017-18

EMPLOYMENT & LOCAL IMPACT

- Total Associates: 103 (48 Full Time & 55 Part Time)
- City of Riverside Residents: 48.5% or 50 Associates
- Payroll - Associates who live and work in Riverside: \$1,320,738
- Riverside vendor expenditures: \$1,135,861





9

 **RIVERSIDE CONVENTION & VISITORS BUREAU**

Fiscal Year 2014/2015 to Fiscal Year 2017/2018

- 91,010 Total Room Nights
- Average Daily Rate **Increased** from \$111.56 to \$135.83
- \$11,666,169 Total Room Revenue



10



RIVERSIDE SPORTS COMMISSION


Fiscal Year 2014/2015 to Fiscal Year 2017/2018

- 33,494 Total Room Nights
- Average Daily Rate **Increased** from \$107.27 to \$139.13
- \$4,063,667 Total Room Revenue






11



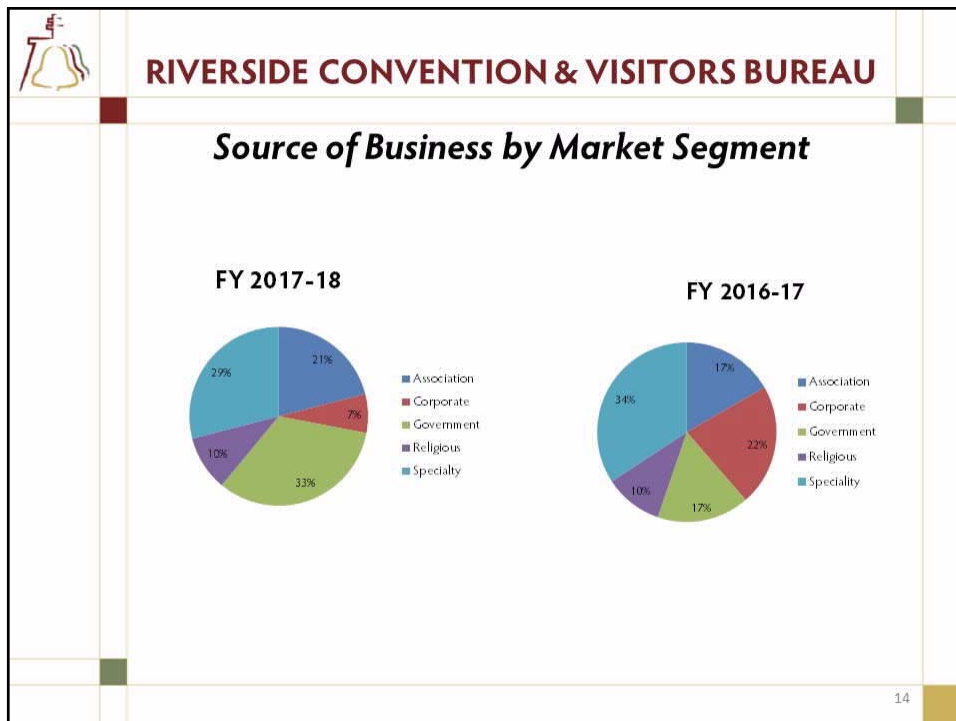
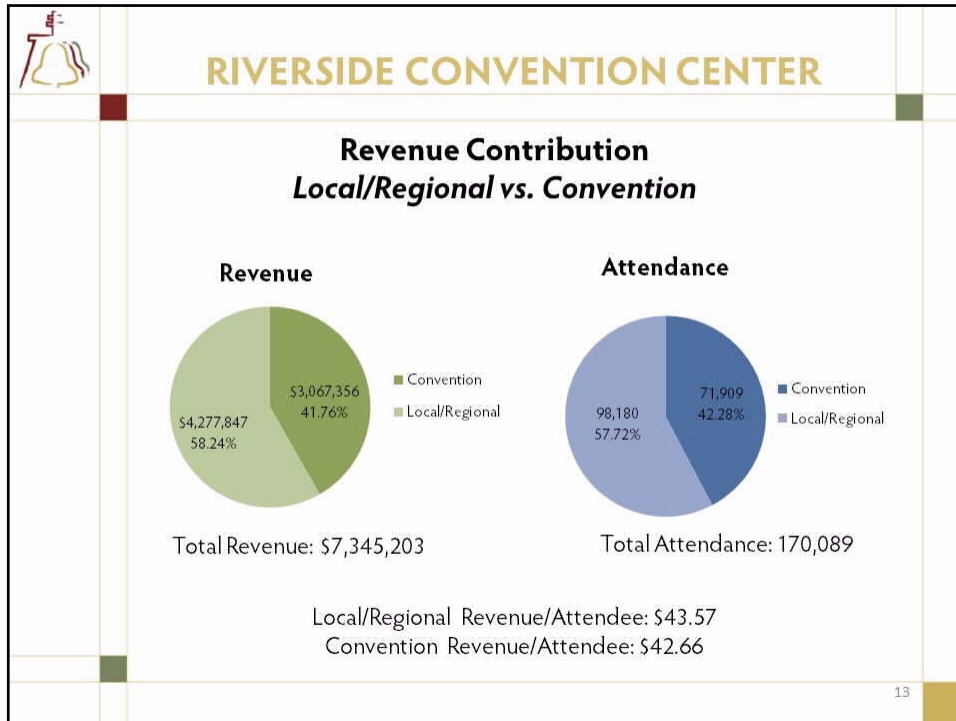
RIVERSIDE CONVENTION CENTER

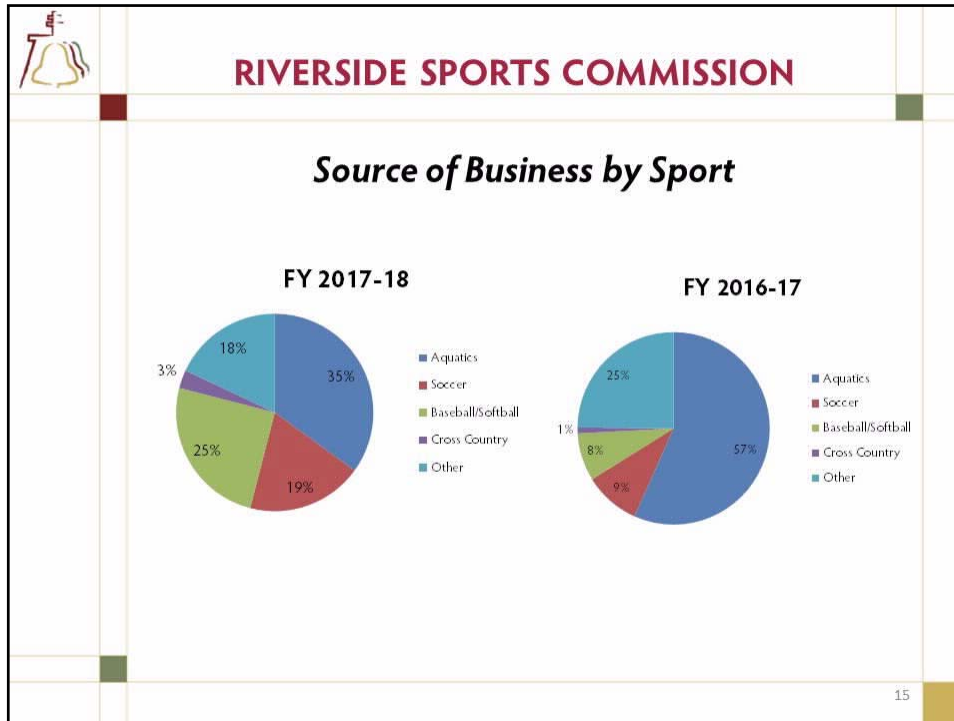
Economic Impact Growth

	ECONOMIC IMPACT	% INCREASE
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





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- RAINCROSS HOSPITALITY CORPORATION**
- Future Challenges**
- Maximizing Income from Convention Center Space
 - Cost Increases
 - Minimum Wage
 - Staffing Requirements
 - Facility Improvements
 - Hotel Supply
 - Booking Beyond Contract Term
 - Limited Direct East Coast Flights to ONT
 - Disruption of Property during Proposed Development
- 16


 **2018/2019 Preview**

July 1, 2018 – December 31, 2018

Revenue:	Increased	\$777,570 or 24.38%
Profit:	Increased	\$174,308 or 101.76%
GOP %:	Increased	From 5.37% to 8.71%

■ OCTOBER 2018 ■

1st Million Dollar Revenue Month in History



17

 **Beyond the Numbers...**











18



THANK YOU!



19