

Team San Jose Contracts

City Council Meeting

Item 8.1

June 18, 2024

Presenters:

Nanci Klein, Director

Kerry Adams Hapner, Assistant Director

Office of Economic Development and Cultural Affairs



Background

- TSJ (Team San Jose) manages the Convention Center, South Hall, Center for the Performing Arts, Civic Auditorium, California Theatre, and Montgomery Theatre.
- TSJ is the convention and visitor bureau, dba Visit San Jose.
- Both contracts expire on June 30, 2024, and have a 5-year renewable option.
- TSJ's nonprofit board represents arts, hotels, labor, and the community.
- Annual performance targets are developed for Council approval. Measures are economic impact, gross operating results, theatre performance, and customer service.



Key Amendments – Convention and Cultural Facilities Contract

- Convention Center Parking Garage maintenance
- New name of “Minimum Guarantee of Funding” and “Performance-Based Fee” to better describe the purposes
- Force Majeure language
- Update estimated economic impact formula
- Disaggregate economic impact data with theater attendance details



Key Amendments – CVB Contract

- TSJ to lead new collaborative marketing effort
- Outreach to small business





Outcomes

- Optimize the convention center and cultural facilities
- Enhance San José's economy, vibrancy, and reputation as a known, desirable destination for local, regional, national, and international visitors

A photograph of a grand, ornate theater interior. The stage is filled with an orchestra performing, with musicians seated with various instruments. The stage backdrop features a large, colorful mural of a sunset or sunrise over a landscape. The theater's architecture is highly decorative, with gold-colored accents, intricate carvings, and a large, arched ceiling. The audience is visible in the foreground, seated in rows of chairs, looking towards the stage. The overall atmosphere is one of a formal, high-quality performance.

Recommendation

Adopt a resolution authorizing the City Manager to negotiate and execute the Third Amendment to an agreement with TSJ to operate the convention center and four cultural facilities and the Second Amendment to an agreement with TSJ to operate as the convention and visitor bureau, for the final five-year option term for the period of July 1, 2024 to June 30, 2029.

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