

**Small Agency Cabinet
Washington State Convention & Trade Center**

Rev 2 - 10/29/04

Washington State Convention & Trade Center (“WSCTC”)
800 Convention Place, Seattle WA 98101. <http://www.wsctc.com>

President: John Christison **Telephone:** (206) 694-5011 **E-mail:** <mailto:christi@wsctc.com>

Agency Responsibilities

In 1982, the WSCTC Board was established and directed by Governor Spellman and the Legislature (RCW 67.40.919) to develop and operate a convention and trade center in Seattle which would “provide both direct and indirect civic and economic benefits to the people of the State of Washington.” Facility opened 1988 and expanded 2001. Located over the freeway in downtown Seattle.

- The Convention Center promotes tourism and generates revenue by hosting national, international, and regional conventions and tradeshow. Since opening for business in 1988, the Convention Center has contributed over \$110 million into the state’s general fund.
- In Fiscal 2003, out-of-state conventions/tradeshow delegates spent \$184.3 million in the local economy.
- The Convention Center is an economic asset for the state that must be protected to allow it to sustain its role as a first class facility so that it will continue to bring revenues to the state for our successors.

Organization Chart and Budget

Agency Size:	FTE’s. 155	Full time 110	Part Time 45
2003-2005 Agency Budget	\$73.7 Million		

The Convention Center has two funds budgets. Source of funds for Fund 537 come from operating fees and 1% of the hotel/motel room tax. Fund 01V funding sources is the hotel/motel tax revenues, less 1% and the 2% transient rental sales tax on hotel rooms in Seattle if the hotel size is 60 or more rooms.

	John Christison, President	
Vic Hawley, Vice President	Chip Firth, Director Finance	Steve Kiely, GM, Food Service
Michael McQuade, Dir. Sales	Ron Yorita, Director Operations	Otto Sperka, Director Food Service
Ed Barnes, Dir. Event Services	Linda Willanger Dir. Corp. Dev.	

Agency Board

WSCTC Board of Directors (Appointed by Governor) Board meetings Bi-Monthly.

Frank Finneran, Chairman	Deryl Brown-Archie, Vice Chair	Susana Gonzalez Murillo
Jerry Hillis	Karen Wong	J. Terry McLaughlin
Governor Albert Rosellini	Dorothy Bullitt	Rick S. Bender

Most Pressing Issues

The Convention Center facility and quality of services to the guest is the product we are selling in competition with other newer and larger facilities in Vancouver, Portland, San Diego, San Francisco, San Antonio and Salt Lake City. This 15 year old facility was visited in 2003 by nearly one-half million delegates. While staff work hard to sustain the physical asset and keep it looking new, the timely preservation and maintenance of the asset is critical. The building is often sold to conventions ten years in advance with clients expecting the same quality product as a timeless promise. Preservation of the asset is inextricably linked to our continued economic success for the state as conventions demand state-of-the-art venues.

We need the continued support of the Governor and Legislature for the following:

1. The ability to maintain the Convention Center fund so that adequate reserves are available to cover the debt service requirements of the facility as well as provide for adequate long term maintenance and emergency repairs to the facilities. Unlike most State agencies, which are housed within a facility, the Convention Center is in the business of leasing the facility to users and therefore the facility must be in top shape to be commercially viable.
2. The need to expend unanticipated revenue in support of clients. The Center currently does not have the ability to expend unanticipated revenue. If as an example, a large client wished to rent the facility near the end of the fiscal year generating substantial revenue, we conceivably might have to pass on this revenue if our budget appropriation was insufficient to allow us to provide the personnel or services they would require. The Convention Center is an enterprise, but we are not allowed to operate completely as an enterprise.
3. A plan needs to be established that will safeguard the Convention Center fund against draw down by the Legislature that could conceivably leave the Center with inadequate funds to support debt service or required capital repairs and maintenance. The Convention Center is currently a successful self-supporting entity. A plan should be established to allow the Convention Center fund to be drawn down under a logical and pre-designated plan that would maintain adequate reserves for the needs of the Center, but still allow the state's general fund to benefit from the successes of the Center.
4. The State is not currently supporting the tourism industry to a level that is reflective of its economic value to the State. Tourism (of which the Convention Center Industry is a major participant) is the third or fourth largest industry in the State. The State's expenditure on Tourism is one of the lowest in the nation. This is an industry that pays strong returns on investment and should be better supported.

Thank you. Please contact me direction to discuss this further.

President: John Christison **Telephone:** (206) 694-5011 **E-mail:** jchristi@wsctc.com

Board Member Listing by Board Position

CONVENTION AND TRADE CENTER, BOARD OF DIRECTORS (NS040)

Agency 550 - State Convention and Trade Center	Senate Conf. N	Positions: Maximum 009
Authority Governor	Public Disc. Y	Minimum 000
Authoriztn. RCW 67.40.020	Term Length 072	Actual 009
Rem. Auth. GC	Meetings/Yr. 12	

Pos. #	Name and Address	Status	Race	Appointed	Expires
001	Brown-Archie, Deryl 7903 S. Lakeridge Drive Seattle, WA 98178	A	AA	10/17/2002	05/17/2008
		Terms Served	02		
		Position	a member		
		Comments	General Public		

Pos. #	Name and Address	Status	Race	Appointed	Expires
002	Gonzalez-Murillo, Susana 1420 Fifth Avenue, 9th Floor Seattle, WA 98101	A	H	01/01/2003	05/17/2008
		Terms Served	01		
		Position	a member		
		Comments	General Public		

Pos. #	Name and Address	Status	Race	Appointed	Expires
003	Bender, Rick S. 314 First Avenue West Seattle, WA 98119	A	C	05/26/1998	05/17/2004
		Terms Served	02		
		Position	a member		
		Comments	General Public		

Pos. #	Name and Address	Status	Race	Appointed	Expires
004	Rosellini, Albert D. (The Honorable) 5936 - Sixth Avenue South Seattle, WA 98108	A	C	05/26/1998	05/17/2004
		Terms Served	02		
		Position	a member		
		Comments	General Public		

Pos. #	Name and Address	Status	Race	Appointed	Expires
005	Hillis, Jerome 1221 2nd Avenue 500 Galland Building Seattle, WA 98101	A	C	01/01/2003	05/17/2006
		Terms Served	01		
		Position	Vice-Chair		
		Comments	General Public		

Pos. #	Name and Address	Status	Race	Appointed	Expires
006	McLaughlin, J. Terry 1410 Bigelow Ave. N. Seattle, WA 98109	A	C	03/15/2004	05/17/2006
		Terms Served	01		
		Position	a member		
		Comments	General Public		

Board Member Listing by Board Position

CONVENTION AND TRADE CENTER, BOARD OF DIRECTORS (NS040)

Pos. #	Name and Address	Status	Race	Appointed	Expires
007	Bullitt, Dorothy (Ms.) 821 Second Avenue, Suite 200 Seattle, WA 98104	A	C	07/10/2000	05/17/2006
		Terms Served	02		
		Position	a member		
		Comments	General Public		
Pos. #	Name and Address	Status	Race	Appointed	Expires
008	Finneran, Frank K. (Mr.) 2100 Third Avenue Suite 2206 Seattle, WA 98121	A	C	01/01/2003	05/17/2006
		Terms Served	02		
		Position	Chair		
		Comments	Hotel & Motel Rep.		
Pos. #	Name and Address	Status	Race	Appointed	Expires
009	Wong, Karen 601 South Jackson Street Seattle, WA 98104	A	AP	07/20/2000	05/17/2006
		Terms Served	01		
		Position	a member		
		Comments	General Public		