



2017

ANNUAL REPORT

WASHINGTON STATE
CONVENTION CENTER
PUBLIC FACILITIES DISTRICT



January 1 – December 31, 2017

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OUR MISSION

Through the professional actions of our staff, we will provide our guests with a distinctive level of service excellence while maintaining a fiscally responsible, self-sustaining operation that contributes economic and other civic benefits for the people of the city, county and Washington State.

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A MESSAGE FROM THE OFFICE OF THE WASHINGTON STATE GOVERNOR



Washington State has much to be proud of as we look back on 2017. We have made crucial investments in our schools and colleges, our transportation infrastructure, and our health care system – and most importantly, we have invested in our people. That's why we have one of the country's fastest growing economies and why we were voted the #1 State for Business by CNBC. Our state's future is indeed bright.

We can see a marker of this success right here in the heart of downtown Seattle: In 2017, the Washington State Convention Center welcomed over 165,000 guests from all over the world, and these guests spent nearly \$386 million in our state's businesses.

Known for its beautiful landscapes, majestic mountains, and scenic waterways, Washington's natural beauty is unparalleled. To keep it that way, we must remain dedicated to our work to defeat climate change, and I am proud that we are leading the nation's transition to a clean energy economy. The clean technology sector stimulates growth, protects our environment, and ensures the health and well-being of all Washingtonians. To make this successful, businesses and individuals must do their part to preserve and nurture the environment. I heartily congratulate the Washington State Convention Center for earning the Leadership in Energy and Environmental Design (LEED) Silver certification in the Existing Buildings: Operations and Maintenance category.

My administration is working hard to advance opportunities and strategies that support existing Washington State employers while cultivating new ones. As we grow close to breaking ground on the Addition this year, we look forward to the strong and diverse growth this development will bring to our community: new jobs in construction and tourism, service training opportunities, and procurement of equipment and services from across our region. This new economic growth, together with a rising number of visitors to the Pacific Northwest, will strengthen the local, state, and regional economies and benefit us all.

I congratulate the board of directors and staff of the Washington State Convention Center Public Facilities District for another successful year. Please accept my best wishes for continued success in the years ahead.

Very truly yours,

A handwritten signature in black ink, appearing to read "Jay Inslee".

Jay Inslee

Washington State Governor

INTRODUCTION

A MESSAGE FROM THE OFFICE OF THE KING COUNTY EXECUTIVE



King County – known globally as a leader in innovation and entrepreneurship – has moved forward dramatically this year on important issues including high-capacity transit, social justice, climate change, and housing. As one of our country's fastest-growing regions, we continue to build partnerships that have accelerated the transition to clean, renewable energy. We've increased access to effective mental health and addiction treatment, while launching a new initiative that reduces homelessness and creates more opportunities for our youth to thrive in our community as they grow.

An important win for the people of King County and Washington is the transfer of the county's Convention Place Station to the Convention Center as the site for the Addition. The revenue from the sale will support service and reliability improvements for Metro Transit, helping meet the ever-growing demand for transit service throughout the region. Integrating transit agencies to deliver the most efficient service for each dollar remains our top priority as we continue to build a seamless regional transit system.

We are working closely with the Convention Center team to move the Addition project forward to the groundbreaking stage, and I want to thank all the dedicated county employees, community members, and Convention Center board members who continue to drive this vital project to completion. The Addition will promote economic development, create jobs, and enable us to showcase our Northwest hospitality for new visitors to our area.

On behalf of the residents of King County, I congratulate the board of directors and staff of the Washington State Convention Center on the completion of yet another successful year.

Sincerely,

A handwritten signature in black ink that reads "Dow Constantine". The signature is fluid and cursive, with a distinct 'D' at the beginning.

Dow Constantine
King County Executive

A MESSAGE FROM SEATTLE'S OFFICE OF ECONOMIC DEVELOPMENT



The City of Seattle is experiencing an unprecedented period of change and growth. As we grow, we must address numerous challenges to become more livable, affordable, safe, and sustainable, and to build a more vibrant Seattle for the next generation. Our leadership efforts will have a lasting effect on housing, transportation, economic development, and quality of life for our residents.

Seattle is extraordinary because the people who live here make it a priority to do the right thing for our community. We have the grit and willingness to innovate and the objectivity to understand what is working and what needs to be improved. As a city and as a region, the crisis of affordability, the growing economic disparity, and the plight of homelessness are the central issues we face going forward. We have a booming economy, thriving businesses, and some of the highest paying jobs anywhere; we can and must continue to deliver essential city services better and smarter. As an important part of the City's

life, the Convention Center is working hard with us to seize the opportunities we have in order to build a great community for the next generation. The future Addition project includes a package of public benefits that includes neighborhood improvements, enhancements to open space, and support for additional affordable housing.

The City of Seattle appoints individuals to provide public service on over 70 boards and commissions, including three appointments to the Washington State Convention Center Board. We appreciate the public service by these individuals and the civic benefits the Center delivers to our community.

With the help of strong civic-minded partners like the Washington State Convention Center, we are confident that the City can accommodate the vast changes and growth ahead. Thank you to the Convention Center board of directors and staff for helping to make Seattle the remarkable, thriving city we envision for our bright future.

INTRODUCTION

THE STATE OF THE CONVENTION CENTER



Frank K. Finneran
Chair, Board of Directors



Jeffrey A. Blosser
President and Chief Executive Officer

On behalf of the Washington State Convention Center, we are delighted to present our 2017 accomplishments. Last year, the business pace was steady, strong, and profitable. After seven years of operations as a public facilities district with a consistently solid track record, once again we can share positive year-end financials and news of completed operating goals. The bold uptick in hotel room nights last year was welcome, as always, with a new record of hotel occupancy pushing 84 percent.

It's no secret that Seattle and the surrounding region is experiencing unprecedented growth and change. This energy for cultivating business in Seattle has kept our staff in a transformative zone; they innovate with clients on the use of existing space to accommodate ever-growing conventions and regional events that are bursting at the seams in our facility. We appreciate this positive collaboration, not to mention the planning our staff is doing with clients and our local partners for the Addition project's much anticipated 2018 groundbreaking.

We applaud the board and staff for extraordinary leadership and stable guidance as our organization is solely responsible for its own operations, management, debt service, capital improvements, and profitability. We have also continued our strong relationships with Visit Seattle, the local hospitality industry, downtown retailers, labor, and government agencies. Furthermore, the State Auditor examination of 2017 produced the 29th consecutive annual audit with no findings.

Our mission is to deliver both economic and civic benefits; this annual report is largely devoted

to sharing the results of this mission, along with highlights of the Convention Center's impact on the city, county, and state.

Our incomparable staff is integral to everything we do here at the Center. Our staff engagement and connection to our guests creates a spirit of delivering extraordinary service that is rarely matched by other convention centers. The teamwork among our personnel is exceptional. Smooth Convention Center operation requires substantial round-the-clock efforts from everyone on site, from staff to contractors. To ensure visitor satisfaction, our team members clean, set, and refresh rooms; manage dock operations; care for the physical facility; market, sell, and plan events; as well as manage financials, information systems, parking operations, human resources, administration, the art program, and retail tenants. The board is very proud of the operational performance achieved by all WSCC staff across departments under the leadership of the executive team.

While the WSCC has a big facility footprint, most locals are truly surprised at our modest-sized workforce and the long tenure of our employees; this enables the legacy of delivering exceptional service to be passed down, shared, and espoused. We believe that employee dedication is one reason that repeat clients made up more than 66 percent of the Center's major events in 2017 – a real indication of satisfied customers. Marketing and sales of the Convention Center is a team effort: Visit Seattle, Convention Center staff, and area hotel staff coordinate to entice visitors to our area and make them feel welcome. Visit Seattle is focused on promoting the city and region as a premier destination as well as raising

THE STATE OF THE CONVENTION CENTER, CONTINUED

Seattle's brand profile worldwide. Sales efforts led by the Visit Seattle Convention Sales team in 2017 are responsible for nearly \$367 million in future Convention Center business.

While the marketplace remains highly competitive, we believe the quality of the products and services we offer has become the standard others in our industry strive to meet. We believe that with our knowledgeable board members, professional staff and management, superior facilities, and creative market strategies, our success will only continue to grow.

But the news we are most eager to share, of course, is our progress on the Addition. The WSCC will double its event space, bringing additional conventions and other events to Seattle, and will create thousands of new jobs and revenue for our small businesses by building a new "sister" facility just one block northeast of the current facility.

Our board of directors continues to provide its time and expertise to carefully shepherd

the Addition project. Last year, they worked side-by-side with staff and the development team to support and resolve the many challenges of the project. Pine Street Group, L.L.C. and LMN Architects worked on the vital planning, design, and permitting for the project. Extensive involvement with various agencies has been underway throughout the year to obtain approval for below-grade street and alley vacations. The WSCC commitment to a public benefits package required by the vacations includes \$92 million in benefits for the community, involving funds for affordable housing, improvements for walkers and bikers, and support for open space.

Pine Street Group L.L.C. has actively led the effort to organize outreach events designed to promote and enable bidding on upcoming construction opportunities by a variety of disadvantaged contractors. Our board has long been committed to diversity and inclusion, working to provide maximum practicable opportunity for contracting and labor force participation by minorities and women, as well

as the involvement of other disadvantaged businesses and individuals.

Our staff is executing a multi-year strategy to enable the sales teams to effectively market the Addition. Early work on visual branding for the new facility, and the associated rebranding of the current facility, will continue throughout the current year.

The commitment from our neighbors and the business community, along with several public agencies, has made the exceedingly complex Addition project manageable, and we at the Convention Center sincerely appreciate the major support and efforts of all involved. It is an exciting time for the organization to grow along with Seattle.

2017 was a year of exceptional work and well-earned success. As we look ahead, we are focused on providing, as always, the highest level of service to our clients – and we are more than excited to move forward with the development of the Addition.

2017 HIGHLIGHTS

JAN	Announcement of intent to co-develop a 29-story office tower and a 16-story residential building adjacent to the Addition
FEB	Issuance of final state Environmental Impact Statement; provision of a four-month training program for local small business owners by Clark Strategic Partners
MAR	WSCC board approval of a Project Labor Agreement for the Addition project
JUN	Approval from King County Council for purchase of Metro's Convention Place Station
JUL	Agreement with Federal Highway Administration & Landmarks Preservation Board
AUG	Formation of a hospitality training program with WSCC and UNITE HERE Local 8; release of 60% construction drawings by the design team
OCT	Commitment to a public benefits package of \$92 million
NOV	Approval of the project by the Seattle Design Commission
DEC	Preliminary construction for the traction power substation on-site

Sincerely,



Frank K. Finneran
Chair, Board of Directors



Jeffrey A. Blosser
President and Chief Executive Officer

DELIVERING ON THE ECONOMIC MISSION

OPERATIONS AT A GLANCE

	2017	2016	2015	
Financial Performance*				
Revenues	\$34,961,697	\$35,556,214	\$32,709,800	
Expenses	\$34,314,248	\$34,231,725	\$31,262,995	
Operating Income	\$647,449	\$1,324,489	\$1,446,805	
Number of Events				
National / International	51	50	50	
Local / Regional	234	285	290	
Event Attendance				
National / International	165,635	167,845	164,197	
Local / Regional	217,090	230,011	246,970	
Economic Benefits				
Total Room Nights	329,039	311,136	329,820	
Attendee Spending**	\$385,754,756	\$348,180,167	\$375,585,442	
Sales Taxes Generated**	\$29,931,387	\$26,327,658	\$28,378,119	

Unlike many convention centers across the country, the WSCC receives **no subsidy** from general taxpayers.

The combination of successful WSCC operations and the draw of Seattle as a travel destination has spurred the development of some

3,800 planned hotel guest rooms

in the next few years.

* Effective for 2016, lodging tax revenues allocated to marketing and the associated marketing expenses are not included in the operations financials. The WSCC board made this change so that the actual financial operations of the facility could be more easily budgeted and reviewed. Depreciation from assets purchased in prior years is also not included. The figures for 2015 have been restated accordingly.

** These estimates relate to out-of-state attendance only.

Note: In general, **National/International** events attract visitors from across the country and around the world to conventions, conferences, and trade shows. **Local/Regional** events attract visitors from the greater Seattle area and from the Pacific Northwest region to consumer shows, conferences, banquets, and meetings.

The teamwork by WSCC staff and service partners made 2017 a highly successful year for WSCC operations. Tasks to earn our LEED Silver certification, other sustainability projects, and building maintenance projects were all completed around a heavy load of scheduled events. Our staff expertly managed this busy event schedule, sequencing the careful move-out of one convention and move-in of the next. A solid 66 percent of national/international events held at the Center in 2017 were repeat customers. Looking ahead, our sales team has already secured rebookings for 29 percent of those national/international groups.

EVENT SERVICES

WSCC staff have increasingly needed to use support spaces creatively to serve client needs until the expanded space in the Addition becomes available. The Event Services team has worked together for years and they are accomplished at carefully coordinating each event. The Setup staff fine-tune each detail for clients and work in tandem with food service, custodial teams, and service contractors to make every event successful. Priority Exhibitor Services continues to streamline exhibitor amenities, and customer feedback on our consolidated online ordering process is positive.

FOOD AND BEVERAGE

Innovation in catering menus, expanded public food offerings, and service equipment upgrades were some of the year's developments that kept our culinary team on the cutting edge in the industry. Customer service reviews of the Catering Sales team remained strong. Sound leadership and careful operational management produced another year of solid financial results in catering operations. We continued to locally source food products whenever available and provide sustainable options, which are increasingly requested by meeting planners. The new bakery in the Addition will give our talented team the opportunity to showcase our renowned breads, pastries, and muffins.

CAPITAL PROJECTS

Projects completed in 2017 that resulted in our final LEED Silver certification included upgrading lamps to LEDs, installing low-flow water equipment, and retrofitting the HVAC system to use less energy. We continued essential maintenance work on security camera systems, door locks, heavily used elevators and escalators, and kitchen equipment, in addition to repairs to the roof and building exterior.

SALES

Design presentations garnered excitement from clients looking forward to booking events in the new facility. Preparation to sell two facilities was a central focus of 2017 and excitement is mounting to start the actual sales process with groundbreaking in the summer of 2018. The new Sales Studio will be open in 2018, and WSCC and Visit Seattle sales teams are well-positioned to secure future bookings.

FACILITY MAINTENANCE: LANDSCAPING

A significant part of the upkeep of the Center includes the maintenance and care of all interior and exterior landscaping. Every week, our two hardworking landscapers clean, prune, trim, and water close to 200 large plants; mow the lawns; and beautify any vandalized spots inside or outside the building. Last year, in addition to their daily maintenance tasks, our landscapers replaced a dying ficus tree, added seasonal bulbs throughout the Plaza, repaired a damaged sprinkler system, and trimmed the ivy that overhangs the TCC windows on Pike and 9th Avenue.



All the landscaping at the Center is cared for year-round by just two WSCC employees:
(L-R) Khamsa Vongsouthep and Stalin Perez.

DELIVERING ON THE ECONOMIC MISSION

EVENTS AS ECONOMIC GENERATORS

Meetings and conventions stimulate the economy in several different ways. In addition to hosting national events with consistently high attendance numbers, the WSCC makes space for local nonprofit events, supporting critical civic work on affordable housing, homelessness, employment, and land conservation issues. This important work – in turn – creates jobs, improves living conditions, and drives revenue back into the community.



FORTERRA

22nd Annual Awards Breakfast

As Washington State's land trust for nearly 30 years, Forterra has secured more than 250,000 acres in the region. At Forterra's 2017 Annual Awards Breakfast, roughly 1,500 community leaders, civic and tribal leaders, elected officials, environmentalists, farmers, philanthropists, and others came together to support land conservation efforts.

HOUSING DEVELOPMENT CONSORTIUM

Annual Luncheon

Working to meet the housing needs of limited-income people throughout King County, the HDC and nearly 1,000 guests celebrated the accomplishments of their 150+ member organizations at this annual event.

NEIGHBORHOOD HOUSE

111th Anniversary Breakfast

Neighborhood House helps refugees, immigrants, low-income families, and public housing residents get settled in Seattle through education, job training, and more. This year's breakfast event raised funds for Neighborhood House's critical programs.

REAL CHANGE

23rd Anniversary Breakfast

Real Change's fundraising events such as this one help raise nearly half of its budget – allowing the organization to provide low-barrier work opportunities and job training for its presently or formerly homeless vendors.

DELIVERING ON THE ECONOMIC MISSION

ECONOMIC BENEFITS FROM WSCC EVENTS

One of the primary purposes of the WSCC is to attract high-value national/international conventions and conferences whose attendees, event producers, and exhibitors spend money in Washington on lodging, restaurants, transportation, souvenirs, and goods and services related to their events.

2017 SPENDING BY OUT-OF-STATE ATTENDEES, WSCC EVENTS – estimated, in millions

 Lodging	\$166.7	
 Food & Beverage	\$91.0	
 Entertainment (including tours, recreation, sporting events)	\$7.6	
 General Retail	\$25.2	
 Transportation	\$27.4	
 Meeting Services (including equipment, advertising, technology)	\$67.9	
 Total Spending	\$385.8*	

Since our opening in 1988, people from outside Washington have spent over

\$6.1 billion

locally as part of WSCC events. In 2017, this spending added an average of

\$1,056,862 per day

to Washington's economy, and directly generated some

3,872 jobs.**

2017 SALES TAX RECEIPTS – estimated, in millions

Sales taxes generated from the spending by WSCC eventgoers from outside Washington added up to over **\$29.9 million**. (This number does not include lodging tax receipts collected on hotel/motel room charges to defray the cost of building the Convention Center and marketing Seattle and King County as a convention destination.)

Washington State	King County	City of Seattle	Metro Transit	Sound Transit	Total \$
\$21.0	\$0.7	\$2.9	\$2.4	\$2.9	► \$29.9*

* Individual statistics may not add up to total due to rounding.

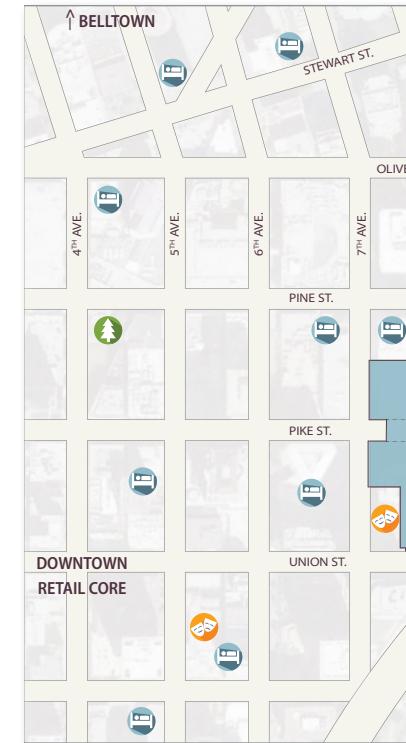
** This estimate represents full-time equivalent employment.

THE WSCC ADDITION

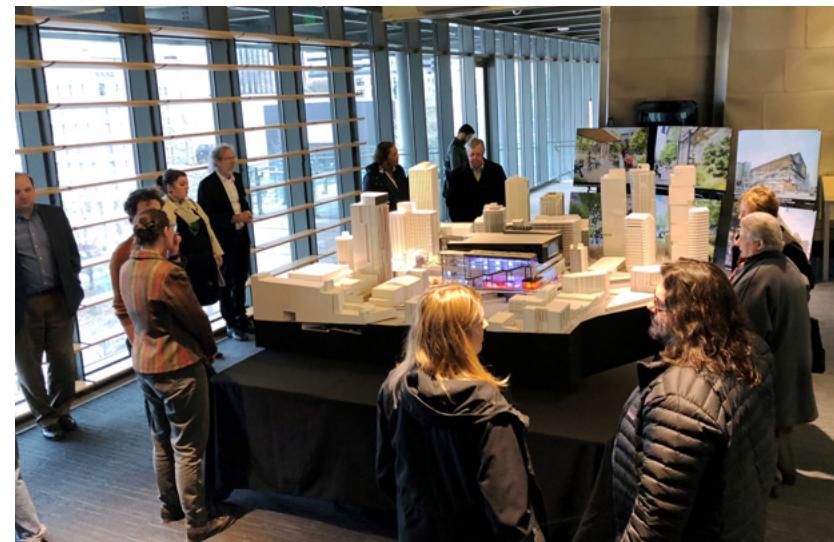
PROGRESS ON THE ADDITIONAL FACILITY

The WSCC board and staff worked hand-in-hand with the community, the City of Seattle, and contractors including development manager Pine Street Group L.L.C., general contractor/construction manager Clark/Lewis JV, and LMN Architects as head of the design team, to make major progress on the Addition project. Much effort was devoted to the entitlements process, with the milestone approval of the project by the Seattle Design Commission in November. A Project Labor Agreement was signed with the involved building trades, and agreement was reached with King County for acquisition of the Convention Place Station site. Preparation of the construction documents continued throughout the remainder of the year. Utility relocation and other site work was authorized by the board, in preparation for the larger construction effort to start in mid-2018.

In October, the WSCC committed to the provision of more than \$92 million in contributions to community priorities, as public benefits provided in exchange for alley and below-grade street vacations necessary for the construction of the Addition. A substantial portion of this total supports affordable housing, continuing a long-standing priority of our board. Much of the remaining package was worked out in partnership with the Community Package Coalition, an alliance of community organizations serving neighborhoods near the site of the Addition. The package focuses on improving Freeway Park and other open spaces, and setting forth safety measures and other improvements for pedestrians and cyclists. This public benefits funding helps realize our shared vision of a connected, accessible, community-focused city. The WSCC also partnered with UNITE HERE Local 8 on a new Hospitality Training Program that will provide candidates for new industry jobs created by the opening of the Addition.

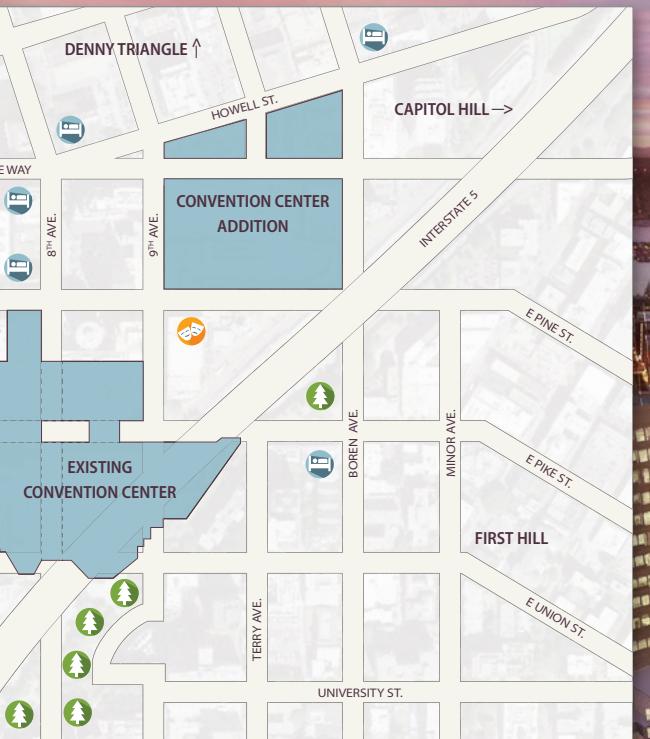


ESTIMATED DEVELOPMENT SCHEDULE



City Council members view a model of the Addition.

THE WSCC ADDITION



DELIVERING ON THE CIVIC MISSION

ART AND THE COMMUNITY

The WSCC Art Program is just one of the ways we connect with our community. Over 150 permanent, loaned, and rotating pieces are on display throughout the facility, year-round, free of charge to all who visit. Neighborhood groups often take advantage of this accessibility by arranging field trips for their members to come enjoy the galleries. In 2017, we highlighted Washington neighborhoods in a photography exhibition.

WOMEN PAINTERS OF WASHINGTON



In January, a group of 35 residents from Horizon House visited our rotating art show "Women Painters of Washington and the National Association of Women Artists." We were fortunate to have Paula Parks and Judith Heim – both artists with pieces in the show – join the group and give personal tours of the collection.

THE ART OF ALZHEIMER'S

In July, the Dementia-Friendly Recreation program brought guests with caregivers and family members to see our rotating art show "The Art of Alzheimer's: The Artist Within." This program, which is part of Seattle Parks & Recreation, provides meaningful recreation and social engagement opportunities for people living with memory loss throughout the city. As this exhibit showcased artistic creations by people living with dementia, it was particularly inspiring for this group.

WALKING THE NEIGHBORHOOD

Last fall, WSCC staff produced a photography exhibition of favorite neighborhood walks in Washington. Highlighting everything from rainy city streets to long dirt roads, "Walking the Neighborhood" was an opportunity for both amateur and professional photographers across the state to showcase their personal interpretations of the theme. An interesting and unique component of the show was the inclusion of several photographs submitted by WSCC employees.



Riisa Conklin, Executive Director, Freeway Park Association, was one of the show's featured artists.

DELIVERING ON THE CIVIC MISSION THE PHYLLIS LAMphere GALLERY



Current and former board members honor Ms. Lamphere

In December, WSCC Board Emeritus Phyllis Lamphere was honored at a luncheon for her prominent role in the formation of the WSCC Art Program. The event featured the dedication of the Level 2 Gallery as the Phyllis Lamphere Gallery. Ms. Lamphere had the vision to feature art prominently throughout the Center's public spaces and advocated for the early funding of the program. Thirty years later, the Phyllis Lamphere Gallery seals her important legacy.

One hundred guests attended the luncheon, including current and past WSCC board members; several current and past Seattle City Council members; architects for the 2001 expansion and the upcoming Addition; and members of Ms. Lamphere's extended family.

President and CEO Jeff Blosser, Board Chair Frank Finneran, and board member and Art Committee Chair Susana Gonzalez-Murillo spoke at the



Ms. Phyllis Lamphere, WSCC founding board member

event, praising the scope of Ms. Lamphere's work. Ms. Lamphere also spoke about her life – from her lengthy tenure on the City Council to her current home at Horizon House. She still enjoys taking walks through the Convention Center, and shared the joy she feels when she sees pedestrians and employees enjoying the art.

DELIVERING ON THE CIVIC MISSION

SUSTAINABILITY

LEED CERTIFICATION

After a long and thorough process, the Washington State Convention Center was proud to be awarded Leadership in Energy and Environmental Design (LEED) Silver certification for Existing Buildings: Operations and Maintenance in 2017. LEED is the nation's preeminent program for the design, construction, and operation of high-performance green buildings; certification is established by the U.S. Green Building Council (USGBC) and verified by the Green Building Institute.

LEED certification takes into account the use of energy, lighting, water, and materials, as well as the incorporation of a variety of other sustainable strategies. Certification is a particular challenge for convention facilities; due to longer operating hours, they use substantially more energy than other buildings of comparable size. In order to achieve certification, it was necessary for the



WSCC LEED team (L to R): Zach Lau, David Cononetz, Bob Markewicz, Earl Taylor

WSCC to make numerous retrofit changes in lighting, water flow, and the HVAC system.

The LEED for Existing Buildings: Operations & Maintenance certification encourages owners and operators of existing buildings to

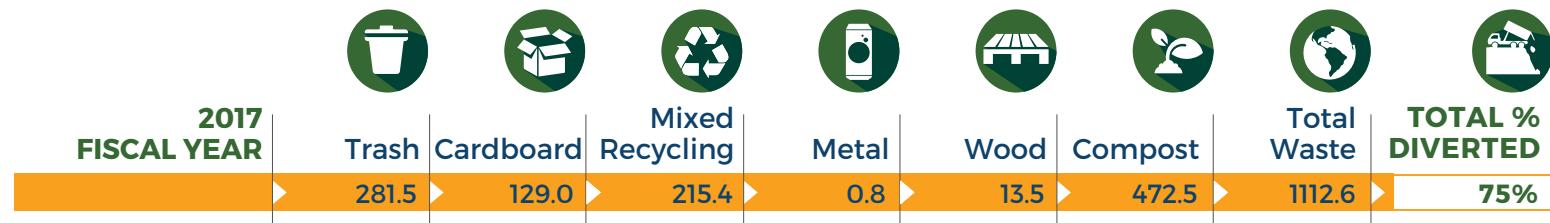
implement sustainable practices and reduce the environmental impacts of their building over their functional life cycles.

"This new certification meets the city of Seattle's sustainability and environmental impact goals as well as the requirements of a number of convention clients who are looking for green operations," said Jeff Blosser, WSCC President and CEO. "This certification is a commitment of the overall operation – a way of doing business – not just a one-time effort. Moving forward, the WSCC continues to play a significant role in the green buildings movement here in Seattle."

The Convention Center also received sustainability and innovation credits as part of the certification process for our waste diversion efforts. With a diversion rate of roughly 70 percent from the landfill to recycling and compost centers, WSCC is a leader in waste diversion efforts.

WASTE DIVERSION

2017 TOTAL AMOUNT – in tons



RONALD McDONALD HOUSE

In November, we were able to donate 75 pounds of canned goods that were collected from staff and service contractors during a WSCC canned food drive, as well as numerous surplus event items such as tote bags and T-shirts, to the Ronald McDonald House (RMH). WSCC employee Richelle Gehrke volunteers at RMH and helped us coordinate these donations. Providing free temporary housing to families of hospitalized children, RMH allows families to stay together during treatment and relieves the burden of out-of-town housing costs. Our donations helped stock and furnish housing units at RMH to help create the best experience possible for families of children in acute medical care.



PIKE MARKET FOOD BANK

Over the course of the year, the WSCC donated 140 pounds of canned food to the Pike Market Food Bank (PMFB). We were also able to donate surplus event items like tote bags that PMFB volunteers use to prepare food for distribution. PMFB helps residents of downtown Seattle supplement food security with free groceries; they serve people of all ages and work hard to offer a variety of nutritious foods in a friendly environment.

FARESTART

Our Aramark culinary team carefully plans each event's food and beverage menu to ensure the least possible waste. There are times, though, when surplus food is inevitable and we're honored to partner with FareStart, a culinary job training and placement program for disadvantaged adults and youth, when that happens. Our relationship is long-standing and we are a major source of food donations for the organization.

The food we donate – 10,933 pounds in 2017 – goes directly to FareStart's Contract Meals Program whose purpose is to help feed homeless people, people in hospice care, and people in transitional housing. Students in the Adult Culinary Program prepare between 1,200–1,300 nutritious meals every day, year-round, for people who often have no other food source.

Our donations help reduce food costs for FareStart and allow them to prepare and distribute quality food that doesn't go to waste. It also creates a tremendous training opportunity for the students. Chefs can work with students to create recipes from the food that is donated, challenging them to create healthy, nutritious, and delicious meals from whatever they are given.

CONVENTION CENTER MANAGEMENT

BOARD OF DIRECTORS



Frank K. Finneran
Chair



Deryl Brown-Archie
Vice Chair



Robert J. Flowers



Nicole Grant



Jerome L. Hillis



J. Terry McLaughlin



Denise Moriguchi



Susana Gonzalez-Murillo



Craig Schafer

CONVENTION CENTER MANAGEMENT

EXECUTIVE STAFF



Jeffrey A. Blosser
President and CEO



Linda Willanger
VP Administration/AGM



Ed Barnes
VP Operations



Krista Daniels
Director of Event Services



Chip Firth
*Director of Finance/
Chief Financial Officer*



Michael McQuade
Director of Sales



Paul Smith
Information Services Director



Ron Yorita
Director of Operations

- Well seasoned -



For the past four years, the WSCC Sales Department has teamed up with our exceptional culinary staff to produce a unique recipe book that is shared with the Center's clients. Encouraging the use of locally sourced ingredients and highlighting flavors of the Pacific Northwest, this year's collection, "well seasoned," was a delightful addition to the series.