

**C-13**

September 13, 2022

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

**RECOMMENDATION:**

Authorize the City Manager, or designee, to execute any and all documents necessary to enter into an agreement with Airports Council International – North America to host the 2023 ACI-NA Annual Conference and Exhibition; and,

Increase appropriations in the Airport Fund Group in the Airport Department by \$590,000 offset by funds available. (Districts 4, 5)

**DISCUSSION**

The Long Beach Airport (Airport) is an active member in the two largest aviation industry organizations, Airports Council International – North America (ACI-NA) and the American Association of Airport Executives (AAAE). These organizations deliver a wide range of industry services and professional development opportunities, and advocate for policies that strengthen the ability of aviation to serve its passengers, customers, and communities. Each organization holds an annual conference, which brings together aviation industry professionals and service providers to discuss current critical and trending topics in the industry. The Airport served as host for the 2015 ACI-NA and the 2017 AAAE annual conferences.

The Airport's 100<sup>th</sup> anniversary celebration will commence in the fall of 2023. As a kick-off to a year of commemorative events, the Airport will once again serve as host for the ACI-NA 2023 Conference (Conference). The Conference will bring together aviation industry professionals and partners, including the Federal Aviation Administration, the Department of Homeland Security, and the Transportation Security Administration, to gather in downtown Long Beach to address the pressing and pertinent matters in the industry, and to enjoy the dining, entertainment, and waterfront activities available in our beautiful city. Attendees utilizing the Airport will also enjoy the amenities afforded by its award-winning Concourse and new Ticketing Lobby and Baggage Claim facilities.

According to ACI-NA, the economic impact of the conference on the host city is approximately \$7.5 million, which includes lodging, dining, transportation, souvenirs, and exhibitor-hosted receptions and parties, in addition to the direct spending by ACI-NA for facilities and services. The Conference is scheduled for September 30 through October 3, 2023, to be held at the Long Beach Convention and Entertainment Center and is expected to draw approximately 2,200 attendees. The Long Beach Convention and Visitors Bureau (CVB) is partnering with the Airport to host this event.

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As part of the agreement, ACI-NA is responsible for planning and execution of the event and the Airport is financially responsible for paying ACI-NA for the cost of the event. Payment to ACI-NA is estimated at \$590,000, which includes the host fee, the cost of the closing night event, and a booth at the 2022 event in Minneapolis, Minnesota. The Airport is also required to provide a coordinator, staff, promotional materials, souvenirs, and as-needed support for the event.

This matter was reviewed by Principal Deputy City Attorney Rich Anthony on August 18, 2022 and by Budget Operations and Development Officer Rhutu Amin Gharib on August 26, 2022.

### TIMING CONSIDERATIONS

City Council action is requested on September 13, 2023, in order to execute the agreement in a timely fashion.

### FISCAL IMPACT

Hosting the conference will require payments to ACI-NA estimated to total \$590,000, which include the host fee, cost of the closing night event, and a booth at the 2022 event. The final cost of the closing night event shall be the Airport's responsibility. An appropriation increase of \$590,000 is requested in the Airport Fund Group in the Airport Department, offset by funds available. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. Approval of this recommendation will have a positive impact to our local economy by promoting travel and tourism to Long Beach.

### SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



CYNTHIA GUIDRY  
DIRECTOR, LONG BEACH AIRPORT

APPROVED:



THOMAS B. MODICA  
CITY MANAGER