

Red McCombs / Dennis E. Nixon
John Montford / Eddie Aldrete

May 1, 2018

Dear Mayor and City Councilmembers,

In preparation for the special council meeting, scheduled for May 3, 2018, to determine if the City of San Antonio will move forward in pursuing the Republic National Committee (RNC) Request for Proposal (RFP) bid, please see below for factual key points to take into consideration throughout the discussion:

- **Neither the RNC nor local GOP leaders ever walked-away from or lost interest in San Antonio as a possible city for the 2020 RNC Convention.** In fact, the RNC continued to have increased interest in the City of San Antonio – making not one but two visits to San Antonio within the month of March – even before San Antonio had determined if it would choose to submit a bid.
 - Initial contact by the RNC regarding the convention bid was made thru a letter sent to the City of San Antonio dated **December 8, 2017**.
 - In February of 2018, conversations began between Visit San Antonio (VSA) and the RNC regarding the opportunity to bid for the RNC 2020 Convention.
 - The Chairman of the 2020 RNC Convention Site-Selection Committee made a visit to San Antonio on March 7, 2018. Mayor Ron Nirenberg was contacted in advance of this visit and was invited to attend a lunch with the visiting Chairman, the Mayor declined. The lunch included key business leaders that were enthusiastically impressed with the opportunity and following the meeting, were eager to move forward.
 - As an additional measure of interest, the Chairman of the 2020 RNC Convention Site-Selection Committee, along with his team, made a second visit to San Antonio on March 23, 2018. A lunch was held during this visit that included: key city and county leaders, community GOP leaders, three chamber of commerce presidents and the RNC leadership team. It was during this visit that the RNC Site Selection team expressed that San Antonio was under strong consideration for the 2020 Convention due in large part to its infrastructure and hotel/convention availability, pending San Antonio's bid submission.
 - Following this visit, VSA along with key community leaders, including GOP leaders, were eager and ready to continue moving forward, however it was clear that if the support of the Mayor/City of San Antonio could not be secured, the bid would not be eligible for acceptance.

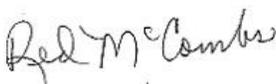
- **The City of San Antonio would not be required to spend millions of tax-payers dollars to subsidize the RNC convention.**
 - Historically – and in most cases with political conventions – the city and county would each allocate \$2 to \$3 million towards the overall cost of the convention. However, the RNC has informed San Antonio that as long as there is a genuine commitment of a hand-in-hand partnership to ensure a successful convention, the city’s financial commitment can be made up with funds that are raised from the private sector.
- **If the City or County chose to contribute, they could use three different budget cycles to fulfill their financial pledge.**
- **A political convention (Democratic or Republican) would be eligible to apply for the State of Texas Major Events Trust Fund for additional funding toward the \$64 million needed. The \$64 million would be raised from across Texas and the nation. While some funds would come from San Antonio companies, the lion’s share of this money would come from major corporations across the state.**
- **Security Costs have traditionally been allocated in the \$50 million range to cover the cost of providing security.**
 - The “National Special Security Event” grant from U.S. Department of Justice’s Bureau of Justice Assistance issued for funding in support of security planning for the convention. The grant would work to support law enforcement and related security, including necessary additional personnel, US Secret Service, and equipment costs, needed to implement the appropriate – most state of the art – security plan for the convention.
 - At the 2016 RNC Convention in Cleveland, police officers came from Cleveland PD, as well as the police departments of other major Ohio cities, state troopers and other federal law enforcement officials.
- **A convention of this magnitude will create a “surge” from the private sector to invest and support local efforts/projects to completion in order to ensure that San Antonio is in pristine condition to be spotlighted on a national/global platform.**
- **Based on past convention data, the City of San Antonio could see a positive economic impact of \$200 million or more.**
- **The City of San Antonio will receive International and national exposure with 15,000 members of the media in the city for four full days.** Compared to the recent 2018 Final Four, a political convention in 2020 would bring about 5 times more exposure and media impressions.

- **A large number of Fortune 500 CEOs, c-suite executives, and company owners in San Antonio could also play a large role in the city's economic growth.** Beyond the direct economic impact, having these corporate leaders in our community for the first time would represent a large influx of c-suite decision-makers that have the potential to bring about greater opportunities for corporate expansions or relocations.
- **The San Antonio Hotel & Lodging Association (SAHLA) has endorsed proceeding forward with the RNC Convention bid.** SAHLA states that 2019 and 2020 are expected to be soft years, and August is the slowest month of year. August is the same month that the RNC is considering for this event, allowing the lodging and hospitality industry to put a strong focus on this event.
- **The North San Antonio Chamber, South San Antonio Chamber, San Antonio Restaurant Association, San Antonio Economic Development Foundation and San Antonio Hotel & Lodging Association have endorsed proceeding forward with this convention bid.**

Any convention of this magnitude would bring sales, economic growth, and massive exposure to San Antonio during the slowest month of the year, and during a slow convention year, 2020. This is not a political decision, but an economic one. We ask the City Council to stay the course on what is best -- and right -- for the City of San Antonio and be reminded of what makes our city so beloved -- a welcoming city with open arms and a community of diverse backgrounds that serves as a haven where all ideologies and backgrounds have an opportunity to be voiced and heard. We cannot let politics get in the way of our city's growth and economic opportunity. **Leadership Matters!**

We are committed to helping raise the necessary funds for this convention, along with a bipartisan host committee – and we urge the City Council to move forward in submitting a bid for this national convention.

Thank you,



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