



MINUTES: Meeting of the Board of Directors

Thursday, July 1, 2021

CALL TO ORDER

The meeting was called to order at 1:01pm by Chair Tim Kielpinski. This meeting was held via Zoom. Attendance and voting utilized roll-call procedure. Luttjohann acknowledged that the top portion of the agenda was incorrect for the new fiscal year and would make corrections prior to the next meeting.

DIRECTORS PRESENT (12)

Kielpinski, Hohenstein, Ponce, Stevenson, Alkibay, Bombard, Bradley, Foley, Fornasiere, Radde, Perico, Villalobos

DIRECTORS ABSENT (7)

Noll, Glass, Kennedy, Paret, Hoefs, Salinas, Gorelczenko

STAFF PRESENT (5)

Luttjohann, Miller, Warner, Johnson, DeMyer

CONSENT ITEMS

Approval of Minutes from June 2021

Motion for approval Hohenstein, second Ponce; passed unanimously.

DISCUSSION AND POSSIBLE ACTION

62Above Proposal—Luttjohann referred to the Board packet for the monthly retainer fees of 62Above. The contract is awaiting his signature with the total expenditure of \$90k for the 2021-22 fiscal year; Public Relations, \$5K and Account Management of \$2.5K per month. Ponce made a motion to approve Luttjohann sign the contract and use these numbers in his proposed budget, second Hohenstein; passed unanimously.

New Year's Eve Gala Contracts—Stevenson asked if he and Perico should log out of the meeting. Luttjohann responded that was not necessary but motions and voting would exclude them. Luttjohann said the updated packet sent this morning didn't show revised figures for the food and beverage contract with the Catalina Island Company (CIC). DeMyer stated per person cost is \$72, negotiated down from \$78; the same cost as 2019. Hohenstein asked if 2019 was the first year of making a profit. Luttjohann said no, some years were zero but there were profits previously recorded. He reminded this event is about driving winter room nights up and that sale demand may be a challenge due to lower staff at the Visitor Center. Warner believes an updated message on the Visitor Center phone might encourage those on hold to make an online reservation. Hohenstein asked if the attendance number could go above 450 and Bombard asked about maximum capacity. Luttjohann said he recalled they could go to 625-650 and Kielpinski agreed remembering that number from the Conservancy Ball. Hohenstein asked Stevenson and Perico if there would be any concerns with 650 as many people want to get away, leading her to believe that number could sell. Perico said there is no problem with 650. Warner stated, several years ago they had up to 850 and the millennium was pushing 900 attendees. However, it seems that at 700 it begins to get uncomfortable. Kielpinski called for a motion. Hohenstein made a motion for Luttjohann to sign the CIC New Year's Eve contract, second Fornasiere; passed—10 yes, Stevenson and Perico abstain. The music contract with The Perfect Event is for \$18.5K, DeMyer stated this is \$1K more than 2019 and added that the same band as 2019 would cost significantly more. Luttjohann informed the board that staff had viewed

video samples of the new band. Hohenstein asked from a hotel perspective giving some room comps, how many people were in this group. DeMyer said nine and the 2019 ensemble had 10. Kielpinski called for a motion. Motion to approve the contract by Alkibay, second Ponce; passed unanimously, no abstentions.

BOARD MEMBER UPDATES

Fornasiere reminded the Board of the Catalina Island Museum First Friday Film tomorrow, showing Ferris Bueller's Day Off. Doors open at 7pm; movie begins at 8:15pm. Beer, wine and snacks will be available.

Bombard apologized for the delay when announcing the Catalina Express fall schedule through October 31 will go live today.

Stevenson said the Island Spa is having a soft, soft opening and they plan to be open Wednesday through Sunday but that is subject to change. Fornasiere asked who is managing and Stevenson confirmed it is the CIC.

Alkibay noted the lack of staff and hiring throughout town looks bad to the visitor. Ponce chimed in stating the current guests seem to not be very nice and Alkibay agreed. Luttjohann mentioned this topic was discussed in a DMO meeting with other destinations reporting staff shortages and that visitor quality is not the highest.

Ponce wanted to commend Luttjohann on his efforts for Pride Month. He went on to say the complaint was possibly misguided, and he as a gay man, knows the rainbow flag stands for Pride. Luttjohann informed the other board members of the mild offense directed to him because of the rainbow message welcoming all, without being upfront with LGBTQ+ association. Luttjohann believes the criticism has given rise to ideas for improvement next year.

ADJOURNMENT

There being no further business to come before the Board, Chair Kielpinski adjourned the meeting at 1:24 pm.