

COASTAL MISSISSIPPI BOARD MEETING

July 30, 2020

OFFICIAL MINUTES

The Coastal Mississippi Board met Thursday, July 30, 2020 at 3:00 p.m. in the Mississippi Coast Convention Center located at 2350 Beach Blvd Suite A, Biloxi, MS 39531.

Commissioners Present: Mary Cracchiolo Spain, President; Mark Henderson, Vice President; Carla Todd, Treasurer; Rob Stinson, Secretary; Nikki Moon, Past President; Brooke Shoultz; Clay Wagner; Danny Hansen; Jim Williams; Kim Fritz; Rich Westfall; Richard Marsh

Commissioners via phone: Rusty David; Shirley Dane

Commissioners absent: Bill Holmes

Staff Members Present: Milton Segarra, CEO; Cindy Jo Calvit, Executive Administrative Assistant; Erin Rosetti, Director of Communications and Engagement (via phone); Karen Conner, Director of Marketing; Pam Tomasovsky, Director of Finance; Zach Holifield, Director of Leisure Development

Others Present: Hugh Keating, Legal Counsel; Harrison County Board of Supervisors: Connie Rockco, Beverly Martin, Rebecca Powers, Kent Jones, Marlin Ladner; Advisory Member Gloria Frey, Mississippi Coast Coliseum and Convention Center

Others via phone: Advisory Members: Cami Cornfoot, Hancock County; Donna Brown, Gulf Hills Resort; Mike Davis, Hotel & Lodging Association and Susan Perkins, MS Restaurant Association
President Cracchiolo Spain called the meeting to Order.

1. Commissioner Hansen made the motion to accept the agenda as presented. Seconded by Commissioner Marsh, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shoultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

2. Commissioner Moon made the motion to accept the meeting minutes from the June 30, 2020 Coastal Mississippi Board Meeting as presented. Seconded by Commissioner Hansen, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shoultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

3. President's Report:

- Recognized and welcomed Advisory Members and Guests

4. Coastal Mississippi CEO Report:

- Presented Monthly Report (attached)

5. Commissioner Stinson made the motion to approve the Financial Statements as of June 30, 2020. Seconded by Commissioner Shoultz, the president called the question, with the following results:
- | | | | |
|------------------------|----------------|-----------------------|----------------|
| Commissioner Dane | Voted ---- Yes | Commissioner Moon | Voted ---- Yes |
| Commissioner David | Voted ---- Yes | Commissioner Stinson | Voted ---- Yes |
| Commissioner Fritz | Voted ---- Yes | Commissioner Shoultz | Voted ---- Yes |
| Commissioner Hansen | Voted ---- Yes | Commissioner Todd | Voted ---- Yes |
| Commissioner Henderson | Voted ---- Yes | Commissioner Wagner | Voted ---- Yes |
| Commissioner Holmes | Voted ---- Yes | Commissioner Westfall | Voted ---- Yes |
| Commissioner Marsh | Voted ---- Yes | Commissioner Williams | Voted ---- Yes |
- The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

6. Commissioner Hansen made the motion to ratify the check/EFT disbursements totaling \$251,721.09. Seconded by Commissioner Wagner, the president called the question, with the following results:
- | | | | |
|------------------------|----------------|-----------------------|----------------|
| Commissioner Dane | Voted ---- Yes | Commissioner Moon | Voted ---- Yes |
| Commissioner David | Voted ---- Yes | Commissioner Stinson | Voted ---- Yes |
| Commissioner Fritz | Voted ---- Yes | Commissioner Shoultz | Voted ---- Yes |
| Commissioner Hansen | Voted ---- Yes | Commissioner Todd | Voted ---- Yes |
| Commissioner Henderson | Voted ---- Yes | Commissioner Wagner | Voted ---- Yes |
| Commissioner Holmes | Voted ---- Yes | Commissioner Westfall | Voted ---- Yes |
| Commissioner Marsh | Voted ---- Yes | Commissioner Williams | Voted ---- Yes |
- The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

7. Commissioner Marsh made the motion to ratify the expenses paid by credit card totaling \$6,523.12. Seconded by Commissioner Fritz, the president called the question, with the following results:
- | | | | |
|------------------------|----------------|-----------------------|----------------|
| Commissioner Dane | Voted ---- Yes | Commissioner Moon | Voted ---- Yes |
| Commissioner David | Voted ---- Yes | Commissioner Stinson | Voted ---- Yes |
| Commissioner Fritz | Voted ---- Yes | Commissioner Shoultz | Voted ---- Yes |
| Commissioner Hansen | Voted ---- Yes | Commissioner Todd | Voted ---- Yes |
| Commissioner Henderson | Voted ---- Yes | Commissioner Wagner | Voted ---- Yes |
| Commissioner Holmes | Voted ---- Yes | Commissioner Westfall | Voted ---- Yes |
| Commissioner Marsh | Voted ---- Yes | Commissioner Williams | Voted ---- Yes |
- The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

8. Commissioner Dane gave a brief recap of the Tourism Engagement Committee Meeting.
9. Commissioner Fritz gave a brief recap of the Marketing & Sales Committee Meeting and presented the Tourism Recovery Fund information and Resolution.
10. Commissioner Wagner made the motion to approve the Coastal Mississippi Marketing Plan and corresponding budget for the Tourism Recovery Fund as presented. Seconded by Commissioner Hansen, the president called the question, with the following results:
- | | | | |
|------------------------|----------------|-----------------------|----------------|
| Commissioner Dane | Voted ---- Yes | Commissioner Moon | Voted ---- Yes |
| Commissioner David | Voted ---- Yes | Commissioner Stinson | Voted ---- Yes |
| Commissioner Fritz | Voted ---- Yes | Commissioner Shoultz | Voted ---- Yes |
| Commissioner Hansen | Voted ---- Yes | Commissioner Todd | Voted ---- Yes |
| Commissioner Henderson | Voted ---- Yes | Commissioner Wagner | Voted ---- Yes |
| Commissioner Holmes | Voted ---- Yes | Commissioner Westfall | Voted ---- Yes |
| Commissioner Marsh | Voted ---- Yes | Commissioner Williams | Voted ---- Yes |
- The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

11. Commissioner Wagner made the motion to approve the Community Bank One Year Extension Agreement as presented. Seconded by Commissioner Shoultz, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shoultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

12. Commissioner Stinson made the motion to approve the Fahlgren Mortine Release and Liability Waiver for COVID-19 as presented. Seconded by Commissioner Moon, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shoultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

13. Commissioner Marsh made the motion to approve the Simpleview Simple Support 10 Renewal Agreement as presented. Seconded by Commissioner Fritz, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shoultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

14. Commissioner Hansen made the motion to approve the Southern Administrators and Benefits Consulting Renewal Agreement as presented. Seconded by Commissioner Stinson, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shoultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

15. Commissioner Henderson made the motion to approve the Smith Travel Research (STR) Renewal Agreement as presented. Seconded by Commissioner Stinson, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

16. Commissioner Shultz made the motion to approve the Coastal Mississippi Talent Release and Liability Waiver as presented. Seconded by Commissioner Stinson, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

17. Commissioner Wagner made the motion to approve the Tourism Economics Agreement as presented. Seconded by Commissioner Hansen, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

18. Commissioner Shultz made the motion authorizing the Director of Finance to establish up to two separate accounts for grant funds- one for Tourism Recovery Fund (TRF) and one for the U.S. Economic Development Administration Grant (EDA). Seconded by Commissioner Stinson, the president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

19. Reminders

- Coastal Mississippi Monthly Board Meeting- August 2020
Thursday, August 27, 2020 3:00pm – 4:30pm Coastal Mississippi Board Room

20. Commissioner Moon made the motion to adjourn the meeting. Seconded by Commissioner Marsh, the new president called the question, with the following results:

Commissioner Dane	Voted ---- Yes	Commissioner Moon	Voted ---- Yes
Commissioner David	Voted ---- Yes	Commissioner Stinson	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Shoultz	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Marsh	Voted ---- Yes	Commissioner Williams	Voted ---- Yes

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted July 30, 2020.

COASTAL MISSISSIPPI Board of Commissioners Meeting

CEO REPORT July 2020

Milton Segarra, CDME
7.30.20



INDUSTRY / BUSINESS DEVELOPMENT

- Conference Calls :
 - Agencies regarding Tourism Recovery Fund / Reentry Plan
 - Wayfinding Grant
 - DI- Equality, Diversity and Inclusion Task Force
- U.S. Travel Association- Board of Directors Meeting
- DI- Board of Directors & Foundation Board of Trustees Meetings
- Meeting with Matt McDonald, MS Coast Coliseum & Convention Center
- MS Coast Coliseum & Convention Center Board of Directors Meeting
- Casino Leadership Meetings regarding Coastal Mississippi Reentry Plan

MEDIA

- WLOX:
 - Current State of Tourism, Run-up to July 4th Weekend
 - Coastal Mississippi Reentry Plan
 - Tourism Recovery Fund (House Bill 1791) and Partnership Newsletter
 - Coastal Mississippi 2020 Local Campaign
- Coastal Mississippi Chat- Tourism Strong
- WXXV- Coastal Mississippi Promise
- Ricky Mathews radio show

CITY - COUNTY - STATE

- MS DMO's regarding Tourism Recovery Fund & Grant Implementation with DFA
- MDA / Visit Mississippi Advisory Board Meeting
- Meeting with Mayor Gillich, Biloxi

COMMUNITY

- Gulf Coast Business Council presentation
- Gulfport Chamber of Commerce Connections Presentation
- Hancock County Chamber of Commerce Presentation
- MS Gulf Coast Community College Strategic Plan testimonial
- Community Campaign Review with WLOX

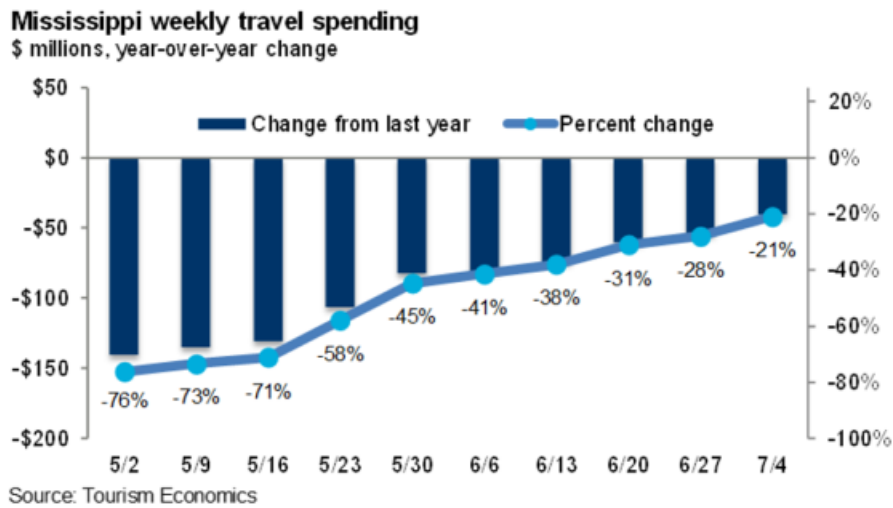
TOURISM ECONOMICS

Mississippi COVID-19 Economic Impact



TOURISM ECONOMICS

Mississippi COVID-19 Economic Impact

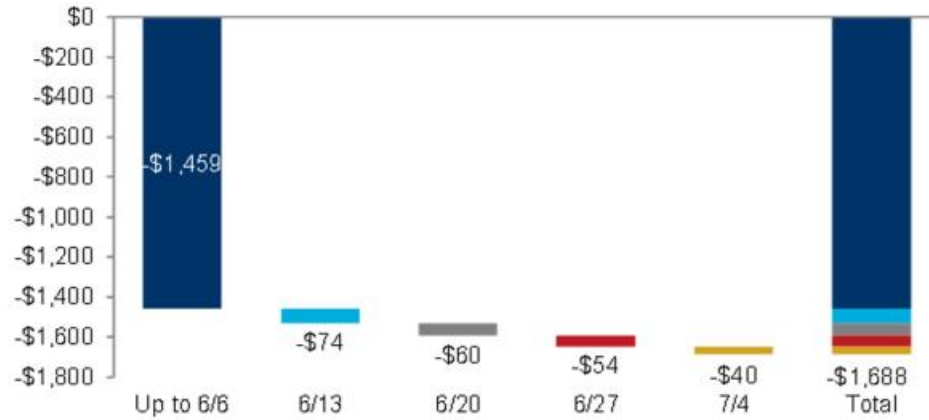


TOURISM ECONOMICS

Mississippi COVID-19 Economic Impact

Mississippi weekly travel spending losses through July 4th

\$ millions



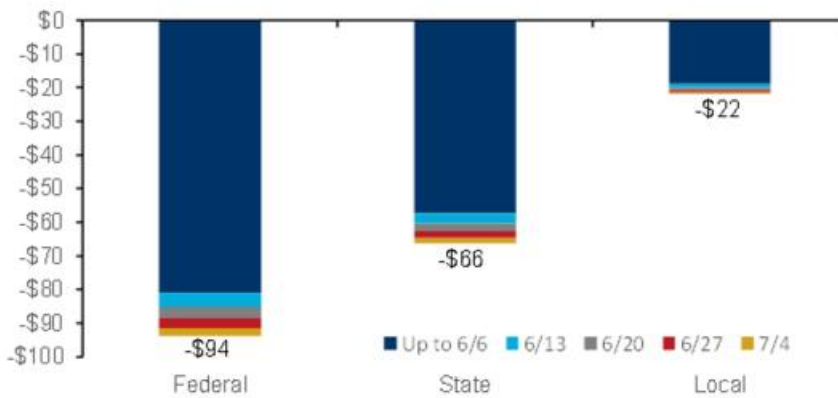
Source: Tourism Economics

TOURISM ECONOMICS

Mississippi COVID-19 Economic Impact

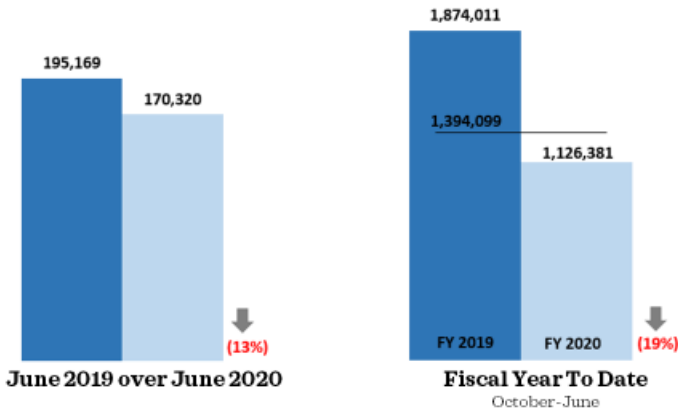
Mississippi tax revenue losses on travel spending

\$ millions, year-over-year change

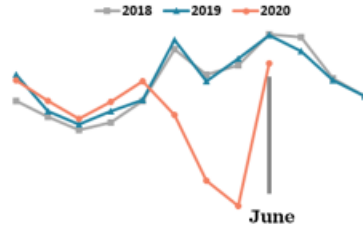


Source: Tourism Economics

Non-Casino Rooms Sold

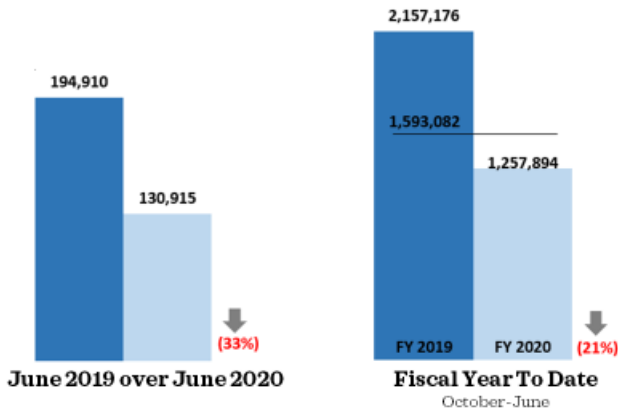


Source: STR



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Casino Rooms Occupied

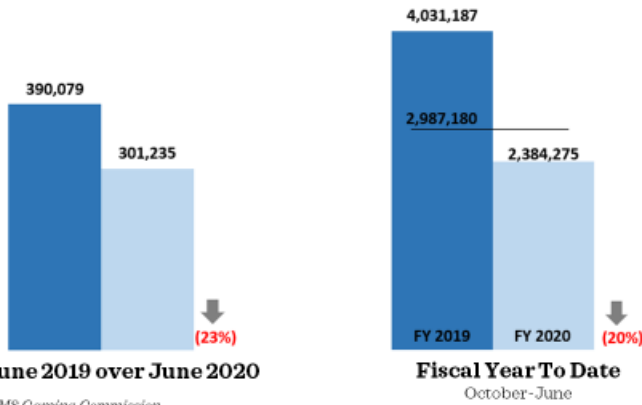


Source: MS Gaming Commission

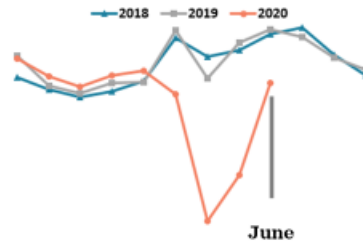


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All Rooms Sold/Occupied

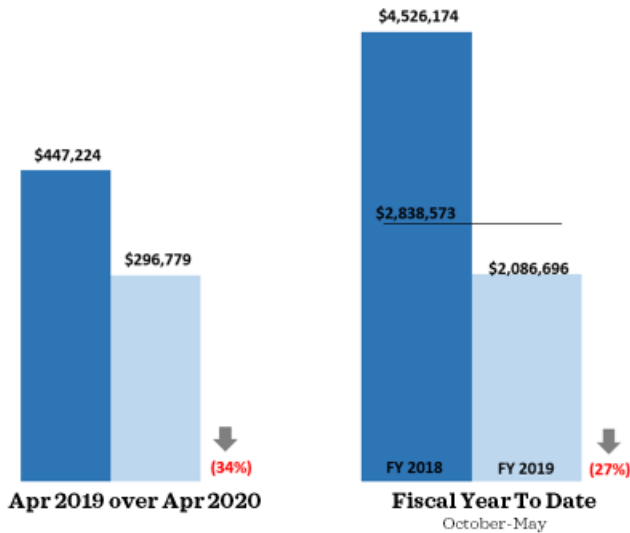


Source: STR & MS Gaming Commission

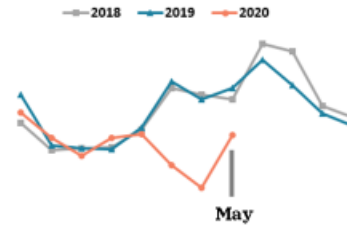


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Occupancy Tax Receipts

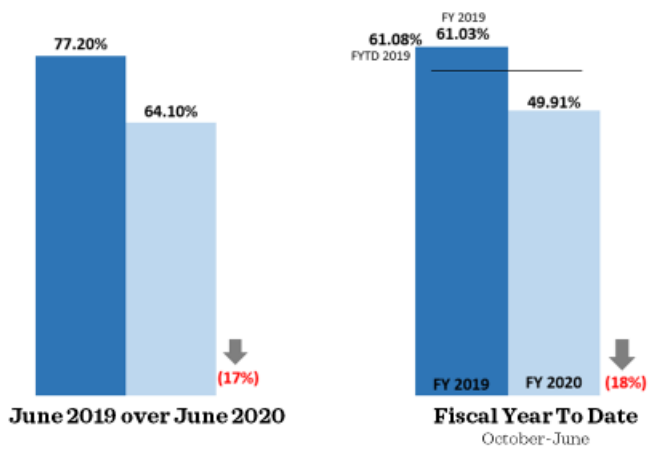


Source: MS Department of Revenue

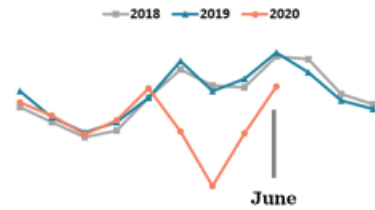


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Non-Casino Occupancy

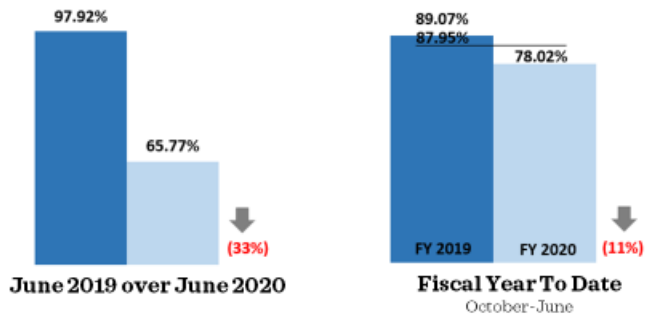


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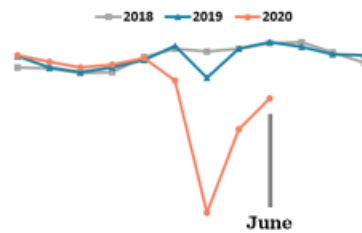


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Casino Occupancy

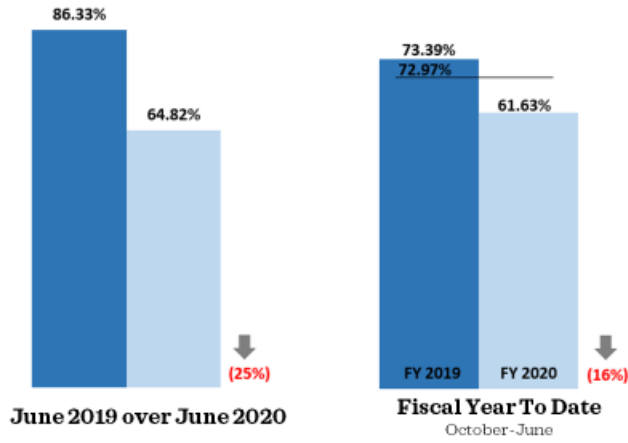


Source: MS Gaming Commission

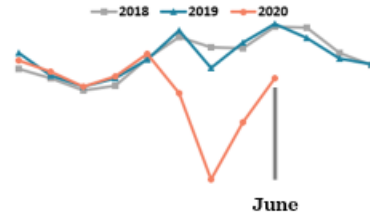


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All Occupancy

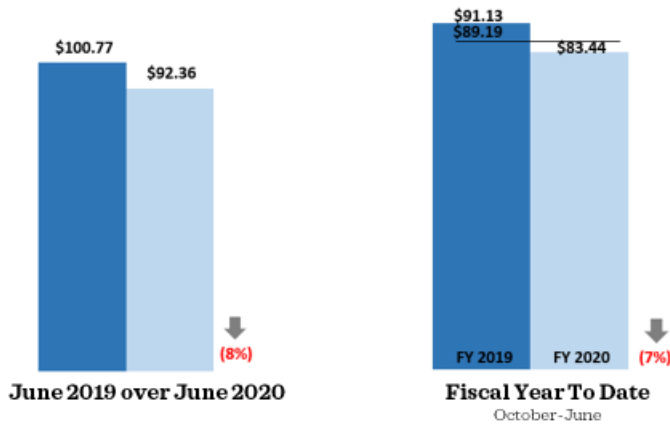


Source: STR @ MS Gaming Commission

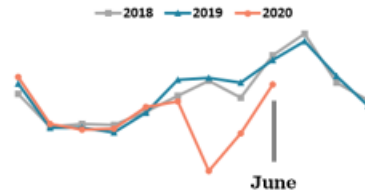


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Non-Casino ADR

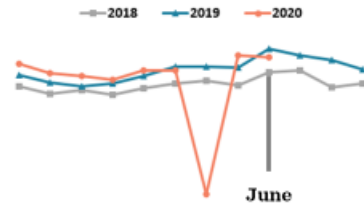
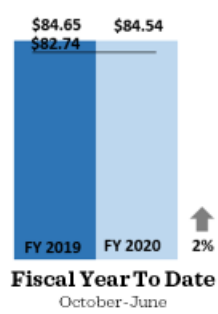
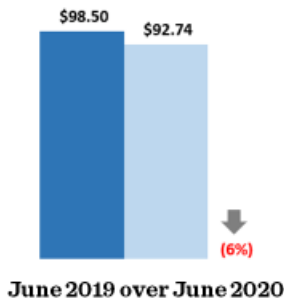


Source: STR



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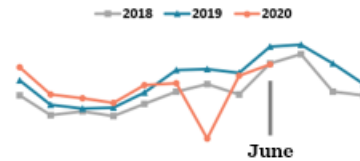
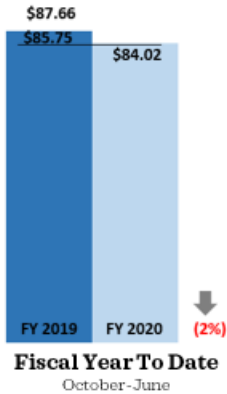
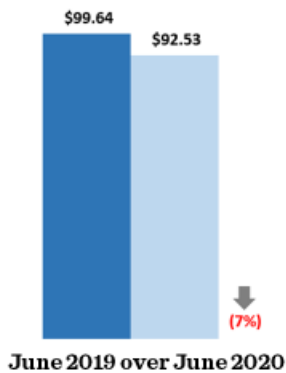
Casino ADR



Source: MS Gaming Commission

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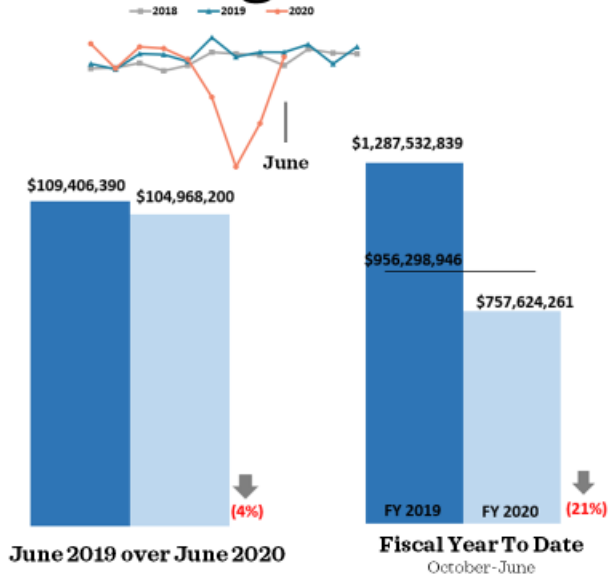
All ADR



Source: STR & MS Gaming Commission

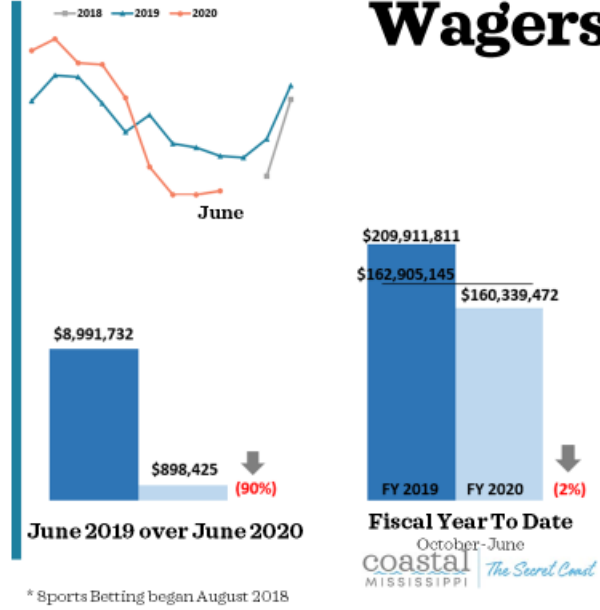
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Gaming Revenue



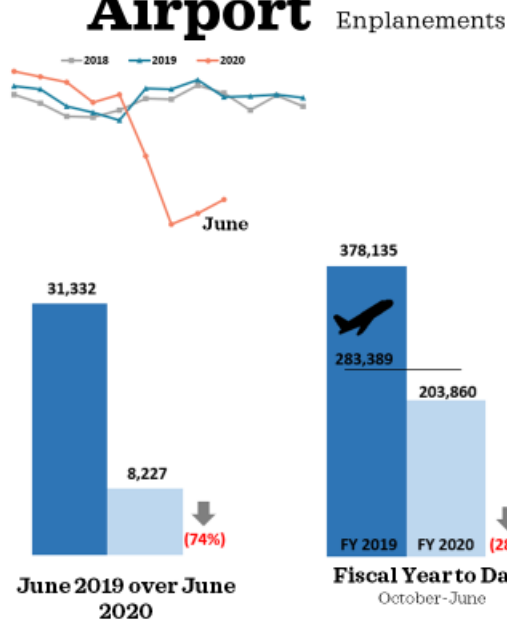
Source: MS Gaming Commission

Sports Betting Wagers



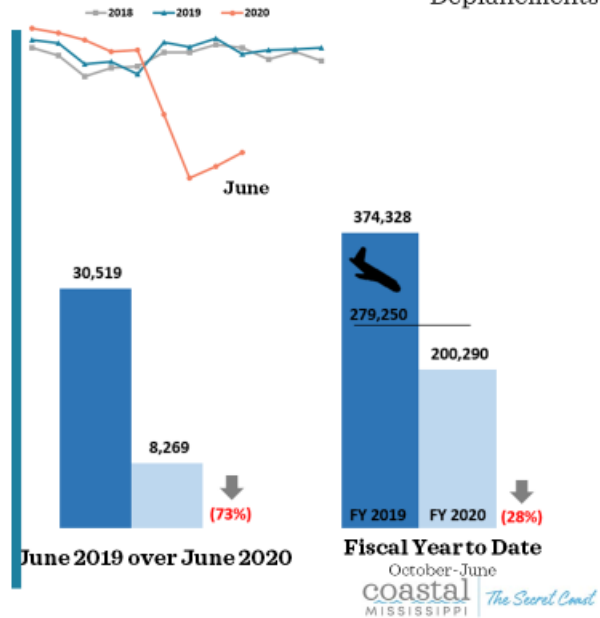
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Airport



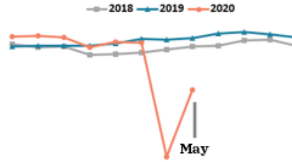
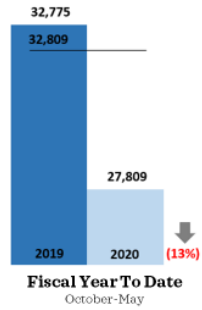
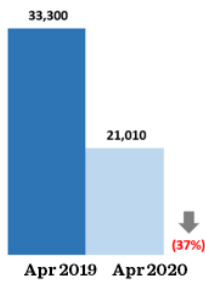
Source: Gulfport Biloxi International Airport

Deplanements



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Leisure & Hospitality Jobs



Source: MS Department of Employment Security

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THANK YOU

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