

COASTAL MISSISSIPPI BOARD MEETING
June 27, 2019
OFFICIAL MINUTES

The Coastal Mississippi Board met Thursday, June 27, 2019 at 3:00 p.m. at its office located at 2350 Beach Blvd, Suite A, Biloxi, Mississippi.

Commissioners Present: Richard Chenoweth, President; Nikki Moon, Vice President; Carla Todd, Treasurer; Mary Cracchiolo, Secretary; Bill Holmes, Immediate Past President; Clay Wagner; Dan Wittmann; Danny Hansen; Mark Henderson; Rich Westfall;

Commissioners Absent: John Carter; Richard Marsh; Rob Stinson; Rusty David

Staff Members Present: Milton Segarra, CEO; Cindy Jo Calvit, Executive Administrative Assistant; Erin Rosetti, Director of Communications and Engagement; Janice Jefferson, Director of Sales; Karen Conner, Director of Marketing; Pam Tomasovsky, Director of Finance; Zachary Holifield, Director of Leisure Business Development

Others Present: Hugh Keating, Legal Counsel; Advisory Members: Cami Cornfoot, Hancock County; Gloria Frey, Mississippi Coast Coliseum and Convention Center; Mike Davis, IP Casino Resort & Spa and Susan Perkins, MS Restaurant and Beverage Association; Myrna Green, Hancock County Tourism; Teckie Hinkebein, Gulfport-Biloxi Airport Authority; Keith Wilson, Streetcar PR

President Chenoweth called the meeting to Order.

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

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

2. Commissioner Hansen made the motion to accept the minutes from the May 30, 2019 Coastal Mississippi Board Meeting as presented. Seconded by Commissioner Moon, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

3. President's Report:

- Recognized and welcomed Advisory Members and Guests
- Welcomed new Advisory Member, Susan Perkins- MS Restaurant & Beverage Association replacing Demetrio Marquez.

4. Commissioner Wagner made the motion to accept the rescheduling of the Coastal Mississippi July Board Meeting to July 30, 2019. Seconded by Commissioner Wittmann, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

5. Commissioner Hansen made the motion to accept the Nomination of Officers for FY2020 from the Nomination Committee as listed below:

President – Nikki Moon
Vice President – Mary Cracchiolo

Treasurer – Carla Todd
Secretary – Mark Henderson

Seconded by Commissioner Hansen, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

6. Commissioner Hansen made the motion to accept the Slate of Officers for FY2020:

President – Nikki Moon
Vice President – Mary Cracchiolo

Treasurer – Carla Todd
Secretary – Mark Henderson

Seconded by Commissioner Todd, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

7. Coastal Mississippi CEO Report:

- Presented Monthly Report (attached)
- Erin Rosetti reported on Harmful Algal Bloom and Water Closures

8. Commissioner Wagner made the motion to approve the Financial Statements as of May 31, 2019. Seconded by Commissioner Hansen, the president called the question, with the following results:
- | | | | |
|-------------------------|----------------|-----------------------|----------------|
| Commissioner Carter | Voted ---- A&E | Commissioner Moon | Voted ---- Yes |
| Commissioner Cracchiolo | Voted ---- Yes | Commissioner Stinson | Voted ---- A&E |
| Commissioner David | Voted ---- A&E | Commissioner Todd | Voted ---- Yes |
| Commissioner Hansen | Voted ---- Yes | Commissioner Wagner | Voted ---- Yes |
| Commissioner Henderson | Voted ---- Yes | Commissioner Westfall | Voted ---- Yes |
| Commissioner Holmes | Voted ---- Yes | Commissioner Wittmann | Voted ---- Yes |
| Commissioner Marsh | Voted ---- A&E | | |

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

9. Commissioner Cracchiolo made the motion to ratify the check/EFT disbursements totaling \$389,058.13. Seconded by Commissioner Westfall, the president called the question, with the following results:
- | | | | |
|-------------------------|----------------|-----------------------|----------------|
| Commissioner Carter | Voted ---- A&E | Commissioner Moon | Voted ---- Yes |
| Commissioner Cracchiolo | Voted ---- Yes | Commissioner Stinson | Voted ---- A&E |
| Commissioner David | Voted ---- A&E | Commissioner Todd | Voted ---- Yes |
| Commissioner Hansen | Voted ---- Yes | Commissioner Wagner | Voted ---- Yes |
| Commissioner Henderson | Voted ---- Yes | Commissioner Westfall | Voted ---- Yes |
| Commissioner Holmes | Voted ---- Yes | Commissioner Wittmann | Voted ---- Yes |
| Commissioner Marsh | Voted ---- A&E | | |

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

10. Commissioner Moon made the motion to ratify expenses paid by credit card totaling \$7296.01. Seconded by Commissioner Wagner, the president called the question, with the following results:
- | | | | |
|-------------------------|----------------|-----------------------|----------------|
| Commissioner Carter | Voted ---- A&E | Commissioner Moon | Voted ---- Yes |
| Commissioner Cracchiolo | Voted ---- Yes | Commissioner Stinson | Voted ---- A&E |
| Commissioner David | Voted ---- A&E | Commissioner Todd | Voted ---- Yes |
| Commissioner Hansen | Voted ---- Yes | Commissioner Wagner | Voted ---- Yes |
| Commissioner Henderson | Voted ---- Yes | Commissioner Westfall | Voted ---- Yes |
| Commissioner Holmes | Voted ---- Yes | Commissioner Wittmann | Voted ---- Yes |
| Commissioner Marsh | Voted ---- A&E | | |

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

11. Commissioner Westfall gave a brief recap of the Marketing & Sales Committee Meeting with updates from Erin Rosetti, Communications & Engagement; Karen Conner, Marketing and Zach Holifield, Leisure Business Development and Janice Jefferson, Sales.

12. Commissioner Cracchiolo made the motion to approve the Group Incentive Request for the 2020 Auto Glass Week Event being held either August 2020 or September 2020 up to \$25,000. Seconded by Commissioner Wagner, the president called the question, with the following results:
- | | | | |
|-------------------------|----------------|-----------------------|----------------|
| Commissioner Carter | Voted ---- A&E | Commissioner Moon | Voted ---- Yes |
| Commissioner Cracchiolo | Voted ---- Yes | Commissioner Stinson | Voted ---- A&E |
| Commissioner David | Voted ---- A&E | Commissioner Todd | Voted ---- Yes |
| Commissioner Hansen | Voted ---- Yes | Commissioner Wagner | Voted ---- Yes |
| Commissioner Henderson | Voted ---- Yes | Commissioner Westfall | Voted ---- Yes |
| Commissioner Holmes | Voted ---- Yes | Commissioner Wittmann | Voted ---- Yes |
| Commissioner Marsh | Voted ---- A&E | | |

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

13. Commissioner Holmes made the motion to approve the Group Incentive Request for the 2024 Gulf Coast Food and Fuel Expo being held March 2024 with the following conditions: \$10 rebate per room for two years (concurrent) or \$5 rebate for one year. Seconded by Commissioner Wagner, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

14. Commissioner Hansen made the motion to approve the Host City Requirements Request for the 2020 TAP Annual Meeting being held December 2020 up to \$15,000. Seconded by Commissioner Moon, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

15. Commissioner Wittmann made the motion to approve the Attractions Pass Program as presented. Seconded by Commissioner Wagner, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

16. Commissioner Moon made the motion to approve the M2 Media Memorandum of Understanding as presented. Seconded by Commissioner Westfall, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

17. Commissioner Holmes made the motion to approve the Civitas Engagement Agreement as presented. Seconded by Commissioner Westfall, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

18. Commissioner Wagner made the motion to approve the Resolution to Engage Dukes, Dukes, Keating and Faneca, P.A. for Assistance with Analysis, Review, Assimilation, Preparation, Filing and Support of Applications for Funds available through the Mississippi Gulf Coast Restoration Fund Grant Programs. Seconded by Commissioner Todd, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

19. Michael Fowler, Z-Trip (formerly known as Yellow Cab) talked about the new business.

20. President Chenoweth presented a FY2019 Board President Report (attached)

21. Reminder

- Coastal Mississippi Monthly Board Meeting- July
 Tuesday, July 30, 2019 3:00pm – 4:30pm Coastal Mississippi Board Room

22. Commissioner Holmes made the motion to adjourn the meeting. Seconded by Commissioner Wagner, the president called the question, with the following results:

Commissioner Carter	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Cracchiolo	Voted ---- Yes	Commissioner Stinson	Voted ---- A&E
Commissioner David	Voted ---- A&E	Commissioner Todd	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Westfall	Voted ---- Yes
Commissioner Holmes	Voted ---- Yes	Commissioner Wittmann	Voted ---- Yes
Commissioner Marsh	Voted ---- A&E		

The motion having been duly made, seconded, and a favorable vote received from the Board, the president declared the motion adopted June 27, 2019.

COASTAL MISSISSIPPI

Board of Commissioners Meeting

CEO REPORT

June 2019

Milton Segarra, CDME
6.27.19



CITY - COUNTY - STATE

- Port of Gulfport BOD Presentation
- Senator Lydia Chassaniol

MEDIA

- Phone Interview- Beth D'Addono- Corporate & Incentive Travel Magazine
- Phone Interview- FOX News- Amtrak
- WLOX Interview- Bonnet Carre Spillway
- WLOX Interview- Water Closures
- WLLTV Interview (NOLA)- Water Closures
- WXXV Live Interview- Water Closures
- Doug & Dave Show- Water Closures / Summer Savings

COMMUNITY

- Mississippi Aquarium
- Covington Civil & Environmental- Gulf Coast Wayfinding Signage
- MS Hotel and Lodging Association Meeting
- MS Coast Coliseum BOD Meeting

INDUSTRY / BUSINESS DEVELOPMENT

- Transportation Summit & State-wide JLUS Forum
- Harrison County Development Colombian Delegation
- Gulf Coast Restoration Act- Felicity Edwards & Jack Burton
- Peter Mayer- AirDNA
- Bruce Nierenberg- Nierenberg & Associates
- Jack Johnson- DI Chief Advocacy Officer & DI Foundation Exec. Dir.
- David Kliman- Customer Advisory Board
- Development Master Plan Committee
- Eric Fletcher, Director of Government Relations for Allegiant Air
- Chris Gouras- Gulf Coast Restoration Act
- Rapiscan Systems Classic- Stephen Schoettmer, Tournament Dir. & Jonathan Fleming, Exec. Vice President

CEO MONTHLY MEETINGS - June 2019



**THANK
YOU**



COASTAL MISSISSIPPI
Board of Commissioners Meeting

Board President Report

FY2019

Richard Chenoweth



Realigned and enhanced governance model,
founded on dynamic involvement &
engagement amongst
full board and committees,
supported by a fully communicative &
collaborative approach with Coastal
Mississippi staff.



Enhanced communication
and deepened partnerships
with stakeholders &
community



Enhanced communication and collaboration with elected officials

>Mayors >Supervisors >Legislators

Gulf Coast Delegation in Jackson



coastal | *The Secret Coast*
MISSISSIPPI

Successful negotiation of terms &
conditions of Hancock County Tourism
Development Bureau
Memorandum of Understanding

coastal | *The Secret Coast*
MISSISSIPPI

Identification of additional sources for potential incremental funding

- **Department of Revenue**
- **Civitas**
- **Gulf Coast Restoration Act**



Partnerships with new agencies for a comprehensive rebranding and awareness campaign, utilizing strategic planning, research initiatives, digital strategies, and the management and execution of integrated marketing strategies providing continuity for the overall plan



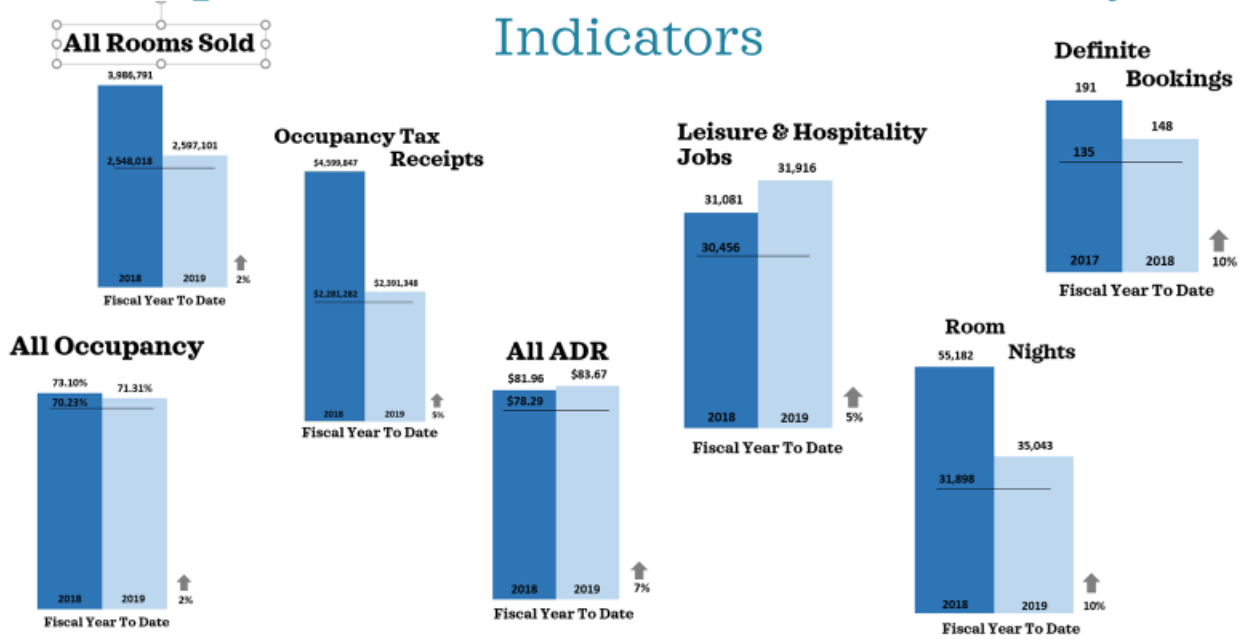
New brand launched,
which truly reflects Coastal Mississippi, its
communities, and its array of outstanding
assets



Implementation of FY19 Innovation &
Strategic Growth Business Plan, laying the
foundation for the future success of the
tourism industry in the tri-county region

- Brand Promise
- Experience Development
- Gaming Edge
- Development Master Plan
- Public Policy Integration

Improved Performance across Primary Indicators



And finally,
trying to pull y'all in to the 21st Century



BoardPaa
board management solutions

**THANK
YOU**

RICHARD CHENOWETH
Board President