

# COASTAL MISSISSIPPI BOARD MEETING

August 26, 2021

## OFFICIAL MINUTES

The Coastal Mississippi Board met Thursday, August 26, 2021 at 3:15 p.m. at the Mississippi Coast Convention Center located at 2350 Beach Blvd., Biloxi, MS 39531.

Commissioners Present: Brooke Shoultz, President; Mark Henderson, Vice-President; Jim Williams, Treasurer; Richard Marsh, Secretary; Ann Stewart (via phone); Bill Holmes; Carla Todd; Clay Wagner; Danny Hansen; Jackie Avery, Jr., Janet McMurphy (via phone); Kim Fritz; Nikki Moon; Roxy Condrey

Commissioners Absent: Rusty David

Staff Members Present: Milton Segarra, CEO; Cindy Jo Calvit, Executive Administrative Assistant (via phone); Jase Payne, Director of Communications & Engagement; Karen Conner, Director of Marketing; Pam Tomasovsky, Director of Finance & Employee Relations; Zach Holifield, Director of Leisure Business Development

Others Present: Hugh Keating, Legal Counsel; Coastal Mississippi Advisory Members: Gloria Frey, Mississippi Coast Coliseum & Convention Center and Mike Davis, IP Casino Resort Spa (via phone); Tim Holleman & Tricia Tisdale, Attorneys representing Harrison County Board of Supervisors (via phone) and Keith Wilson, Streetcar PR

President Shoultz called the meeting to Order.

1. Commissioner Hansen made the motion to accept the agenda as presented. Seconded by Commissioner Moon.

Commissioner Holmes made an amendment to the above motion to add/change to the agenda the following items:

- Add under the Marketing and Sales Report:
  - Move the FY22 Final Budget below Executive Session
  - Add Advertising Diversity, Equality and Inclusion Guidelines to Old Business

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

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

2. Commissioner Moon made the motion to approve the meeting minutes from the July 29, 2021 Coastal Mississippi Board Meeting as presented. Seconded by Commissioner Todd.

Commissioner Fritz made an amendment to the motion above to attach the correct documents from the *Gulf Coast Restoration Fund Grant* and the Grant Application in support of Strategic Events and *Gulf Coast Restoration Fund Grant* and the Grant Application in support of Strategic Partnerships to the meeting minutes from the June 24, 2021 Coastal Mississippi Board Meeting. Seconded by

Commissioner McMurphy, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

3. Commissioner Hansen made the motion to approve the meeting minutes from the August 20, 2021 Coastal Mississippi Special-Call Meeting as presented. Seconded by Commissioner Marsh, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted ---- Yes	Commissioner Marsh	Voted ---- Yes
Commissioner Condrey	Voted ---- Yes	Commissioner McMurphy	Voted ---- Yes
Commissioner David	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Stewart	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	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 August 26, 2021.

4. President's Report:

- Recognized and welcomed Advisory Members and Guests

5. Coastal Mississippi CEO and Directors' Reports:

- Milton Segarra, CEO presented his report (attached)
- Brief departmental reports were given by Karen Conner, Director of Marketing; Jase Payne, Director of Communication and Engagement; Zach Holifield, Director of Leisure Development and Pam Tomasovsky, Director of Finance and Employee Relations.

6. Commissioner Williams gave a financial report, including Occupancy Tax History.

7. Commissioner Williams made the motion to approve the Financial Statements as of July 31, 2021.

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

Commissioner Avery, Jr.	Voted ---- Yes	Commissioner Marsh	Voted ---- Yes
Commissioner Condrey	Voted ---- Yes	Commissioner McMurphy	Voted ---- Yes
Commissioner David	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Stewart	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	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 August 26, 2021.

8. Commissioner Wagner made the motion to ratify the check/EFT disbursements on Operating Account totaling \$710,289.43, the check/EFT disbursements on Grant Account totaling \$18,230.04 and the expenses paid by credit card totaling \$7,537.20. Seconded by Commissioner Hansen, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted ---- Yes	Commissioner Marsh	Voted ---- Yes
Commissioner Condrey	Voted ---- Yes	Commissioner McMurphy	Voted ---- Yes
Commissioner David	Voted ---- A&E	Commissioner Moon	Voted ---- Yes
Commissioner Hansen	Voted ---- Yes	Commissioner Stewart	Voted ---- Yes
Commissioner Fritz	Voted ---- Yes	Commissioner Todd	Voted ---- Yes
Commissioner Henderson	Voted ---- Yes	Commissioner Wagner	Voted ---- Yes
Commissioner Holmes	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 August 26, 2021.

9. Commissioner Moon made the motion to select Piltz, Williams and Larosa Auditing Firm to provide Coastal Mississippi's Auditing Services for FY21-FY23 (proposal attached). Seconded by Commissioner Marsh, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

10. Commissioner Henderson gave a recap of the Marketing Committee Meeting.

11. Commissioner Henderson made the motion to approve the FY22 Marketing Plan and FY22 Media Plan as presented. Seconded by Commissioner Williams, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

12. Commissioner Fritz gave a recap of the Sales Committee Meeting.

13. Commissioner Henderson made the motion to approve the Transformational Growth Partners Agreement Extension for up to an additional \$5000 as presented (attached). Seconded by Commissioner Marsh, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Opposed
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Opposed
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Opposed	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Opposed	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	Voted --- Opposed	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 August 26, 2021.

14. Commissioner Moon made the motion to appoint Commissioner Avery, Jr. to the Group Sales Committee per President Shoultz's recommendation. Seconded by Commissioner Marsh, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

15. Commissioner Henderson made the motion to authorize the CEO to work with the Coastal Mississippi Lobbyists on beautification and development of a Hwy 90 coalition and bring a full proposal to the Board for approval. Seconded by Commissioner Hansen, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

16. Commissioner Henderson made the motion to enter into Closed Session to discuss the need to enter into Executive Session. Seconded by Commissioner Williams, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

17. Commissioner Henderson made the motion to exit Closed Session and reconvene in open meeting. Seconded by Commissioner Williams, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

18. Legal Counsel stated there was no official action taken in Executive Session.

19. Commissioner Henderson made the motion to enter into Executive Session for the purposes of discussing the Organizational Chart and Salary Structure as it pertains to Personnel and Job Descriptions that relates to the FY22 Budget. Seconded by Commissioner Williams, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- Yes
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- Yes	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- Yes	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

Commissioner Marsh, Commissioner Fritz and Commissioner Hansen left the meeting.

20. Commissioner Moon made the motion to exit Executive Session and reconvene in open meeting. Seconded by Commissioner Williams, the president called the question, with the following results:

Commissioner Avery	Voted --- Yes	Commissioner Marsh	Voted --- A&E
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- A&E	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- A&E	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

21. Legal Counsel stated there was no official action taken in Executive Session.

22. Commissioner Henderson made the motion to approve the Coastal Mississippi FY2022 Budget with the following changes:

- Reduce Salaries/Payroll Expense by \$17,758.48
- Increase line item #5803- Sales Expense by \$17,758.48

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

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- A&E
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- A&E	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- A&E	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

23. Reminders

- Harrison County Board of Supervisors Meeting to present FY22 Budget and Marketing Plan  
Tuesday, September 7, 2021 9:30am Harrison County First Judicial Courthouse- Gulfport
- Coastal Mississippi Special-Call Meeting  
Thursday, September 16, 2021 2:00pm – 3:30pm Mississippi Coast Convention Center
- Coastal Mississippi Monthly Board Meeting- September 2021  
Thursday, September 30, 2021 3:00pm – 5:00pm Mississippi Coast Convention Center
- Coastal Mississippi Special-Call Meeting- Strategic Planning Session  
Thursday, October 14, 2021 2:00pm – 4:00pm Mississippi Coast Convention Center

24. Commissioner Wagner made the motion to adjourn the meeting at 6:25pm. Seconded by Commissioner Moon, the president called the question, with the following results:

Commissioner Avery, Jr.	Voted --- Yes	Commissioner Marsh	Voted --- A&E
Commissioner Condrey	Voted --- Yes	Commissioner McMurphy	Voted --- Yes
Commissioner David	Voted --- A&E	Commissioner Moon	Voted --- Yes
Commissioner Hansen	Voted --- A&E	Commissioner Stewart	Voted --- Yes
Commissioner Fritz	Voted --- A&E	Commissioner Todd	Voted --- Yes
Commissioner Henderson	Voted --- Yes	Commissioner Wagner	Voted --- Yes
Commissioner Holmes	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 August 26, 2021.

COASTAL MISSISSIPPI  
Board of Commissioners Meeting

**CEO REPORT**  
**August 2021**

**Milton Segarra, CDME**  
**8.26.21**

**MEETINGS**

- MS Coast Coliseum & Convention Center Board of Directors Meeting
- Calls with Peter Mayer:
  - Diversity, Equality and Inclusion Guidelines
  - Qualitative Research
- Meeting with new Jackson County Supervisor- Portia Harris
- Gulf Coast Business Council- COVID 19 Surge (Virtual)
- MS Governor's Gulf Coast Restoration Fund Advisory Committee Meeting
- Meeting with Senator Joel Carter- TRF #2
- MS Hotel and Lodging Association Meeting
- Interview with Digital Content Manager Applicant
- Speaker for IBTM Americas Convention
- MS Coast Coliseum & Convention Center Board of Directors Meeting
- New Commissioner Orientations- Commissioner Jackie Avery, Jr.
- MTA:
  - Board of Directors Meeting (Virtual)
  - Advocacy Committee Update- *Legislative* (Virtual)
- Call regarding upcoming Gulf Coast Legislative Reception

**MEDIA INTERVIEWS**

- WLOX Live- Summer Tourism, Rising COVID Cases and What the Fall looks like
- Coast Vue Live with Ricky Mathews

**UPCOMING MEETINGS**

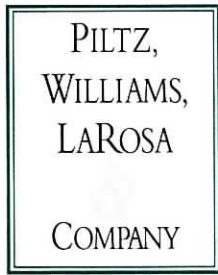
- Harrison County Board of Supervisors- Present Budget & Marketing Plan (9.7.21)

**CEO MONTHLY MEETINGS – August 2021**

coastal  
MISSISSIPPI  
*The Secret Coast*

**THANK  
YOU**

coastal  
MISSISSIPPI  
*The Secret Coast*



CERTIFIED PUBLIC ACCOUNTANTS  
*A Professional Association*

MEMBERS  
American Institute of CPAs  
AICPA Private Companies Practice Section  
AICPA Governmental Audit Quality Center  
AICPA Center for Audit Quality  
AICPA Employee Benefit Plan Audit Quality Center  
Mississippi Society of CPAs

John D. Prentiss, CPA  
Eric B. Bland, CPA  
David C. Neumann, CPA, CBA  
Mildrey Egües-Strickland, CPA  
Elsé A. Marie, CPA  
Jordan R. Church, CPA

Gerald Piltz, CPA (1925-2013)  
Stanford A. Williams, Jr., CPA (1935-2017)  
Sam J. LaRosa, Jr., CPA (Retired)  
William S. Thompson, CPA (Retired)  
Gene M. Clark, Jr., CPA (Retired)  
Darrell L. Galey, CPA (Retired)  
Margaret D. Closson, CPA (Retired)  
Stephen P. Theobald, CPA, CVA  
Michael D. O'Neill, CPA

August 13, 2021

Ms. Pam Tomasovsky  
Coastal Mississippi  
2350 Beach Boulevard, Suite A  
Biloxi, MS 39531

Dear Ms. Tomasovsky:

Enclosed is our price proposal for professional services. Should you have any questions regarding our proposal, please do not hesitate to contact me. It is our intent to bill for services at discounted hourly rates, at costs not to exceed \$21,500; \$21,900; and \$22,300 per year for the years ended September 30, 2021, 2022 and 2023, respectively.

We have enclosed a proposed time budget showing our per diem rates and the discount applied to arrive at the proposal amount for the first year of the audit contract. Our proposal assumes no significant changes in the audit over the three year term so we have used the same estimated hours and applied a 2.0% increase in costs of labor over the term of the contract to arrive at the second and third year proposal amounts.

We have also included a timeline for the audit based on your making documents available by the third week of November. We have included the timeline based on the 2021 calendar and assume no significant changes in the subsequent years of the contract. Any delays in receiving the information needed for the audit can cause a delay in the anticipated delivery date of the audit, but we will strive to meet the original deadline as long as delays or anticipated delays are communicated to us in advance for planning purposes.

Thank you for the opportunity to provide our professional services to your organization. We look forward to the chance to serve.

Sincerely,  
Piltz, Williams, LaRosa & Co.

Else A. Marie, CPA

enclosures

**Mississippi Gulf Coast Regional Convention and Visitors Bureau  
"Coastal Mississippi"  
Schedule of Professional Fees and Expenses  
For The Audit Period To End September 30, 2021**

Work Area Description	Total Hours	Directors	Manager	Seniors	Staff	Admin. Support
Engagement Planning	28	4	12	8	4	-
Internal Control documentation & Risk Assessment	40	4	12	16	8	-
Fieldwork	64	8	16	16	24	-
Workpaper Review	24	8	16	-	-	-
Quality Control Review	2	2	-	-	-	-
Single Audit	20	2	4	14		
Reporting	36	4	24	-	-	8
Total hours	214	32	84	54	36	8
Standard per diem rates		\$ 190	\$ 125	\$ 110	\$ 90	\$ 80
<b>Total</b>	<b>\$ 26,400</b>	<b>6,080</b>	<b>10,500</b>	<b>5,940</b>	<b>3,240</b>	<b>640</b>
Discount	4,900					
<b>Total not to exceed</b>	<b>\$ 21,500</b>					
September 30, 2021	\$ 21,500					
September 30, 2022	\$ 21,900					
September 30, 2023	\$ 22,300					



**Mississippi Gulf Coast Regional Convention and Visitors Bureau  
"Coastal Mississippi"  
Performance Time-Line**

<b>Preliminary Planning</b>	<b>November 15-19, 2021</b>
<b>Internal Control Documentation and Risk Assessment</b>	<b>November 22-24, 2021</b>
<b>Closed for Holidays</b>	<b>November 25-26, 2021</b>
<b>Fieldwork</b>	<b>November 29 - December 10, 2021</b>
<b>Workpaper Review &amp; Quality Control Review</b>	<b>December 13-22, 2021</b>
<b>Deliver Draft Copy of Report for Management</b>	<b>January 5, 2022</b>
<b>Response to Draft by Management Due to Auditor</b>	<b>January 12, 2022</b>
<b>Final Draft Delivered to Management</b>	<b>January 19, 2022</b>

## ADDENDUM AND CHANGE ORDER #1

WHEREAS, MISSISSIPPI GULF COAST REGIONAL CONVENTION AND VISITORS BUREAU d/b/a COASTAL MISSISSIPPI entered into that certain Consulting Agreement (herein "Agreement") with TRANSFORMATIONAL GROWTH PARTNERS (herein "TGP") dated June 24, 2021; and,


WHEREAS, COASTAL MISSISSIPPI and TGP desire to amend and extend the term and scope of services to be provided by TGP; and,

NOW, THEREFORE, COASTAL MISSISSIPPI and TGP for and in consideration of the mutual promises and covenants set forth in the Agreement and as amended and extended on the terms and conditions set forth herein, the parties hereto do hereby covenant and agree to the following, to wit:

1. The term of this engagement shall be renewed and extended for a period of an additional sixty (60) days beginning on the date of August 26, 2021.
2. Services of TGP shall be billed at an hourly rate of \$250.00 per hour and the aggregate amount authorized to be paid to TGP is hereby limited to a sum not to exceed \$ 5,000<sup>00</sup>.
3. TGP shall keep its time in increments of .10 hours and submit its invoice with a clear description of the services rendered.
4. The scope of services to be rendered by TGP shall include the following:
  - a. Additional analysis and review of the matters affecting the Board of Commissioners and Executive Leadership ability to work well together;
  - b. Additional consultation with the Board of Commissioners and Executive Leadership in an effort to overcome root causes of discord within the organization and to identify ways and means to restore unity and cohesiveness among the Board of Commissioners and Executive Leadership, including policy and governance initiatives;


- c. Develop a plan to be considered and implemented by the Board of Commissioners and Executive Leadership to foster and promote healing and cooperation within the COASTAL MISSISSIPPI organization.
5. The parties acknowledge, recognize and agree that all matters, facts and things presented or discussed by and among the Board of Commissioners, Executive Leadership, agents, servants, representatives and employees of the parties shall be and hereby are deemed to be confidential and privileged to the extent allowed under the laws of the State of Mississippi.
6. The parties acknowledge, recognize and agree that any agreement for indemnification, as set forth in paragraph 6.2 of the Agreement, is permitted only to the extent allowed by the laws of the State of Mississippi.
7. Except as otherwise provided herein, all other terms and conditions of the Agreement shall remain in full force and effect.

MISSISSIPPI GULF COAST REGIONAL CONVENTION  
AND VISITORS BUREAU d/b/a COASTAL MISSISSIPPI

BY:   
Brooke Shoultz

TITLE: President

TRANSFORMATIONAL GROWTH PARTNERS

BY:   
Brian Marshall

TITLE: Managing Partner