

**JOHNSTON COUNTY TOURISM AUTHORITY
BOARD MEETING MINUTES
12 pm, May 10, 2023**

Present: R Childrey, WE Andrews, M Smith, J Hoke, J Jennings, P Boucher, M McDonnell, C Roby, J Pritchett
Guest: Lu Hickey, Director of Human Resources
Absent: B Cook, C McLamb
Staff: D Bailey-Taylor, A Phillips

I. Call to Order – R Childrey, Chairperson

R Childrey called the meeting to order at 12:13 pm and stated that a quorum was present. R Childrey asked for any possible Conflict of Interest concerning the agenda. None were heard.

R Childrey asked for a motion to accept the April minutes that were previously sent to the board.

M Smith motioned to accept the April minutes as presented to the board. P Boucher seconded. Motion passed unanimously.

R Childrey welcomed Lu Hickey, Director of Human Resources to the board meeting to discuss the salary study conducted by Robertson Miller Management.

II. Executive Committee

M McDonnell made a motion to go into a closed session for the purpose of discussing personnel issues. Seconded by WE Andrews. Motion passed unanimously.

Board returned from the closed session.

Motion was made by M McDonnell to accept salary recommendations from the salary study as presented and to increase D Bailey-Taylor's salary to \$130,000. M Smith seconded. Motion passed unanimously.

III. Finances – March Financial – D Bailey-Taylor

Month-to-Date Revenue for April was \$157,624.00. Month-to-Date Operation Expense was \$137,406.92. Net positive variance for the month was \$20,217.08. Year-to-Date Revenue was \$1,552,914.07. Year-to-Date Operation Expense was \$1,093,391.66. The Year-to-Date net positive variance was \$459,522.41. The March County 3% revenue was \$120,683.31. Smithfield's 2% Revenue was \$39,967.47. Selma's 2% Revenue was \$8,687.67. Kenly's 2% Revenue was \$2,910.72. Benson's 2% Revenue was \$7,220.91.

D Bailey-Taylor shared that room tax collection was up in March by approximately 14% countywide due to spring break travel and Easter. Expenses were higher than usual with two Capital Grants being paid out to Smithfield Parks & Recreation and The Clayton Center.

D Bailey-Taylor stated that she had been discussing with County Finance about options for improving interest rates. The NC Capital Management Trust is offering 4.74%.

J Jennings motioned to move one million dollars to NC Capital Management Trust as recommended by County Finance. J Pritchett seconded. The motion passed with WE Andrews abstaining.

IV. Marketing Committee - P Boucher

No meeting.

V. Sports Council – B Cook

No meeting. The next meeting will be on May 17th.

VI. Special Projects Committee – WE Andrews

The committee did not meet but the bureau received a Matching Marketing Grant application for Chick-Fil-A 3 Little Pigs Triathlon.

WE Andrews motioned to accept and fund the matching marketing grant for Chick-fil-A 3 Little Pigs Triathlon in the amount of \$500 as presented. M McDonnell seconded. Motion approved.

VII. Staff Report - D Bailey-Taylor

In the interest of time, D Bailey-Taylor asked that the board review the staff report and reach out with any questions. She noted that she participated in the Ribbon Cutting at the new Neuse River Amphitheater on Friday night, and the weekend was extremely busy with the Ham & Yam Festival, Bentonville Friends Board Meeting, and JoCo Latino Festival.

VIII. New Business

The Town of Benson has requested approval to use Reserved Funds for the Singing Grove improvements. A brief discussion was had.

WE Andrews motioned to grant the transfer of \$33,000 from the Town of Benson Reserve to be used for Singing Grove improvements and equipment. P Boucher seconded. The motion passed unanimously

IX. Old Business

X. Adjourn

Meeting adjourned at 1:36 pm.

Respectfully submitted,

Mark McDonnell, Secretary/Treasurer

**Next Meeting
Johnston County Tourism Authority
Wednesday, June 14, 2023
Visitors Bureau Administrative Offices - 12 Noon**