

MINUTES

Sales Committee Meeting
Wednesday, March 14, 2018 | 3:00PM- 5:00PM
MCCVB Conference Room

Committee Members

Present

Gretchen Baldwin Terri D'Ayon Joyce
John Turner Tim Kessler
Cathy Faber Joshua Eisenberg
David Lambert Timothy McGill
Julie Weaver Todd Wessing
Nancy Whitman

Staff Present

Mark McMinn
Marissa Reader

Public

Janine Chicourrat

Absent

Craig Barkdull
Heidi Bettencourt
Lydia Bates
Chase Ramirez
Julie Weaver
Andrea Ferrara

CALL TO ORDER: John Turner called the meeting to order at 3:03 pm.

PUBLIC COMMENT: None

MEMBER AND STAFF ANNOUNCEMENTS: Mark McMinn announced staff changes at Carmel Valley Ranch, Rodney Morrow has left the property and a new sales committee representative is TBD.

CONSENT AGENDA: Motion to approve consent agenda, M/C/S, Timothy McGill, Terri D'Ayon Joyce, Unanimous

REGULAR AGENDA

NEW BUSINESS

A. Client Advisory Board Recap

Mark McMinn presented the minutes and key takeaways from the Client Advisory Board to the group. Referenced the CAB microsite as a resource for anyone looking for further details and past information. Discussion ensued.

B. Conference Center Update

Nancy Whitman provided a recap regarding a successful grand opening event with 3,000 people in attendance and good feedback received so far. They are still working through completing punch list items but continuing to book future business.

Janine Chicourrat and David Lambert arrived at 3:24pm.

C. San Francisco Travel

Mark McMinn provided an update regarding the new fee schedule proposal from SF Travel. Discussion ensued. Tim Kessler made the recommendation to have the SF Travel team come down for a FAM to experience our destination. Waiting on contract from SF Travel with negotiated items that would benefit our destination.

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- D. MCCVB Sales Budget Plan Priorities for FY 2018-2019
Mark McMinn presented the 2018-2019 strategic objectives for next fiscal year's budget and asked for feedback. Committee agreed the priorities were in line and made sense for the community. Mark to provide a scope of work, dollar amounts and locations for next meetings budget update.
- E. Reports Dashboard Update & Verification Report
Mark McMinn provided an update on overall report data and pace.
- F. Sales Committee Meeting Date Change
Mark McMinn proposed moving the next Sales Committee meeting to the next week to avoid a date conflict with an upcoming tradeshow himself and committee members were attending. Group agreed to move meeting to Wednesday, May 9th.

GOOD OF THE ORDER

ADJOURN: The meeting adjourned at 4:18pm.

Next Meeting
Revised date: May 9, 2018 | 3:00-5:00PM | MCCVB Conference Room

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