



**Newport & Bristol County Convention & Visitors Bureau
DBA Discover Newport
Board of Directors Meeting
Tuesday, April 21, 2020
Zoom Virtual
12pm**

MEETING MINUTES:

The meeting was called to order at 12:05pm by Chairman Brewer Rowe

BOARD MEMBERS IN ATTENDANCE WERE: Geremie Callaghan, Keith Chouinard, Matt Gineo, Christine Klase, T.R. McGrath, Andrew Moore, Jeanne Marie Napolitano, Brewer Rowe, Bob Rulli, Ryan Yalanis, Rocky Kempenaar, Rick Lombardi, Andrew Moore, Brad Read, Elizabeth Buckley

BOARD MEMBERS ABSENT & EXCUSED WERE: Nancy Parker Wilson, John Edick, Karen Binder

BOARD MEMBERS ABSENT & NOT EXCUSED WERE:

STAFF PRESENT WERE: Evan Smith, Kathryn Farrington, Alyson Adkins, Tim Walsh

I. PREVIOUS MEETING MINUTES:

The previous meeting minutes for February were reviewed by the board. A motion to accept the minutes was made by Matt Gineo and seconded by Keith Chouinard. The motion passed unanimously.

II. PUBLIC COMMENT: No comments from the public

III. TREASURER'S REPORT:

The treasurer's report for March was presented by Matt Gineo:

- For January bed taxes, the City of Newport was up +13% as compared to budget, Newport County

excluding City of Newport) was up +18% as compared to budget, and Bristol County was up +31% as compared to budget. Total private revenue for the month of March was down -18% as compared to budget, with total revenue up +7% as compared to budget. Total expenses were flat as compared to budget.

A motion to approve the treasurers report was made by Rick Lombardi and seconded by Keith Chouinard. The motion passed unanimously.

IV. PRESIDENT'S REPORT:

- Evan updated the Board on how Covid-19 have affected Discover Newport:
 - Sharing revenue forecasts from Tourism Economics. Projected occupancy over the next 12 months is expected to decline by over 60%.
 - Over 90% of our lodging properties have closed
 - All staff except for the Executive Team have been laid off/furloughed, the Executive Team has taken a 20% pay reduction and moved to a 4-day work week
 - Bob Goldberg will represent us for the rest of FY20 at no charge
 - We are not eligible for the PP loan because we are a 501 (c)(6), working with our Congressman to change this in future stimulus packages
 - We have applied for the SBA disaster loan, but to date, have not heard back.
 - We will try to obtain Block Grants from the Towns in our district plus the State
 - Project FY21 revenue to be ~ \$1 million
 - We will not reopen the Visitor Center for FY21 as a cost saving measure
 - Waiting to hear how the Governor will open the RI economy so our industry can plan their business. There will be significant caps on attendance for weddings, conventions, and meetings, which will have a serve impact on our industry. Governor will open slowly to avoid having to shut down again.
 - States need to figure out inter state travel. We will have our messaging reflect that.

V. REGIONAL UPDATES:

- **Bristol**-Planned on having a smaller 4th July parade but cancelled all other events. Rt 114 applied for a designation as a 'Scenic Byway'
- **Middletown**- Working on budget, hoping on level funding.
- **Little Compton**-Closed public areas and beaches, a lot of out of towners moving into summer homes early, believe summer will be not be as busy as prior years

VI. ADJOURNMENT: The meeting adjourned at 1:04pm

The next Board Meeting will be held:

Virtually

Tuesday, May 19, 2020

12pm