



**Newport & Bristol County Convention & Visitors Bureau  
DBA Discover Newport  
Board of Directors Meeting  
Tuesday, October 16, 2018  
Gateway Center  
23 America's Cup Ave.  
Newport, RI  
12pm**

**MEETING MINUTES:**

The meeting was called to order at 12:04 pm by Chairman Brewer Rowe

**BOARD MEMBERS IN ATTENDANCE WERE:** Karen Binder, Marco Camacho, John Edick, Salvatore Fuccillo, Matt Gineo, Rocky Kempenaar, Christine Klase, T.R. McGrath, Brad Read, Brewer Rowe, Frank Sallee, Nancy Parker Wilson, Ryan Yalanis

**BOARD MEMBERS ABSENT & EXCUSED WERE:** Katie Dickson, Matt Plumb, Paul Rodrigues, Kathleen Seguin, Elizabeth Woodhouse

**BOARD MEMBERS ABSENT & NOT EXCUSED WERE:**

**STAFF PRESENT WERE:** Kathryn Farrington, Tim Walsh, Alyson Adkins, Jennifer Bailey, Anna Duffy

**GUESTS:** Robert Goldberg – legislative consultant

**I. PREVIOUS MEETING MINUTES:**

The previous meeting minutes for September 2018 were reviewed by the board. A motion to accept the minutes was made by Marco Camacho and seconded by Matt Gineo. The motion passed unanimously.

II. **PUBLIC COMMENT:** There were no comments from the public.

III. **TREASURER'S REPORT:**

- The treasurer's report for September 2018 was presented by Matt Gineo: For July bed taxes, the City of Newport was down -5% as compared to budget, Newport County (excluding City of Newport) was down -10% as compared to budget and Bristol County was up +24 as compared to budget. Total private revenue for the month of September was up +3% as compared to budget, with total revenue up +18% compared to budget. Total expenses were underbudget by 3%. Matt reviewed the revenue and expenses for September. Discussion followed. A motion to accept the Treasurer's report for September 2018 was made by T.R. McGrath and seconded by John Edick. The motion passed unanimously.
- The audit results will be reviewed by Sansiveri, Kimball & Co., LLP at the Finance committee meeting on 11/14 and then presented at the BOD meeting on 11/20.

IV. **PRESIDENT'S REPORT:**

- Evan Smith introduced Robert Goldberg who is our legislative consultant to the board. Evan briefed the board about what he believes are the two most important issues to be addressed in this legislative session.
  - a) The first issue is working toward having legislation changed for the lodging tax collected by hosting platforms like Airbnb. Currently the regional tourism districts do not receive a percentage of the lodging tax collected by hosting platforms and we want to lobby to have that changed to be the same as hotels and Inns.
  - b) The second issue Evan briefed the board on is local colleges and Universities renting dormitory rooms for commercial purposes not related to their educational charter. Evan would like to see new legislation developed that would require local colleges and Universities to collect the 7% state sales tax and the 6% lodging tax on all dorm rooms rented for bookings not related to the college or university. Board member John Edick made a motion to authorize Mr. Goldberg to prioritize those two issues in this legislative session. Marco Camacho seconded it. The motion passed unanimously. Board member Ryan Yalanis recused herself from the vote citing possible conflict of interest.
- The RI Hospitality Association is holding its *Stars of the Industry* awards event on November 27<sup>th</sup>. Natalie Manning and Alex Hurd from Discover Newport are both receiving awards for their outstanding accomplishments promoting tourism in our destinations.
- Brad Read updated the board on the America's Cup World Series event planned for late June of 2020. Volvo Ocean Race will be announcing the projected 2022 race route next month. The bidding process will begin once the race route comes out.

V. **REGIONAL UPDATES BY TOWN:**

Each member of the board representing municipalities spoke on the news and events happening in their respective towns. Evan Smith presented for Elizabeth Woodhouse from Little Compton who was unable to attend today.

VI. **ADJOURNMENT:** The meeting adjourned at 1:12pm

**The next Board Meeting will be held  
Tuesday, November 20, 2018  
Gateway Center  
23 America's Cup Ave.  
Newport, RI  
12pm**