

## CORPORATION MEETING MINUTES || 3 16 2021

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- Board called the meeting to order at 12:01 PM
- No public comment
- Motion to approve minutes for February 16, 2021 meeting:
  - Approved by Bill Von Bank, seconded by Bill Wiktor, motion carries unanimously
- President's Report
  - Joe Kollar, General Manager, provided an operational update
    - Two new hires have joined the operations staff
    - Vaccine site has given out over 7,500 shots
    - Trilogy Dance held their event at MCC; Eagle Brook Church continues service weekly
    - Corporation financial update was given
  - Nick Landry, Vice President of Sales, provided a sales update
    - Just For Kix will bring in over 3,500 rooms nights to local hotels
    - Sales is continuing to see more inquiries; 23 prospects are currently being vetted
    - A new Medical Sales Manager has joined the sales staff
    - Over 7,000 rooms nights have been booked for 2021
  - Michael Lee, Jr., Vice President of Marketing & Communications, gave a marketing update
    - Over 900 surveys have been filled out pertaining to MCC entertainment
    - Have A Heart campaign has beat industry standards
    - Ads continue to run on KTTC
    - Wedding campaign has been launched; 18,000 people reached
  - Al Beltranena, General Catering Manager, provided a catering update
    - Boys & Girls Club will continue to receive meals off site from catering staff
    - Liquor license has been approved for Rochester Art Center
    - Staff has been upgrading catering look; new linens and covers
    - Catering and concessions menu will see changes

- Bethanie DeRose, JLL, gave One Roof Concept update
    - Master MOU of services is near completion; includes services, maintenance, and sales
  - Board moved to move to closed session at 12:59 PM
    - Approved by Bill Wiktor, seconded by Bill Von Bank
  - Board came out of closed session at 1:17 PM, meeting adjourned at 1:17 PM
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