



**SSCVA Regular Board of Directors Meeting
183 S. West St. Crown Point, IN 46307
July 17, 2025 at 3:00PM**

1. WELCOME

a. Roll Call

In attendance: BLACKWELL, ESPINO, GRISOLIA, HOLMES, MALONEY, QUNELL, SEGARRA, SPENCER, VELLIGAN, WHITE

Absent: BONDS, BRASHIER, BUSHEMI, CASH, EVANS, KLIDERIS, PATENA, ROBERTS, SCHUFFERT

Staff in attendance: PHIL TAILLON, STEPHANIE SMITH, HEATHER BECERRA, KRISTIN TAYLOR, NICOLE WOLVERTON, NIKKI LOPEZ

b. Pledge of Allegiance

2. REPORTS

a. CEO Report

- i. Highlighted the success of the National Natural Softball Association (NSA) tournament and Babe Ruth tournaments, generating over \$10 million in economic impact for Northwest Indiana.
- ii. The NSA tournament is contracted for several more years, ensuring continued economic benefits.
- iii. Attended a successful Destination International Tourism Convention in Chicago, more than 2,500 people were in attendance.
- iv. Completed his first of six courses for the certified Destination Management Executive Program. The next course will be in October. The SSCVA Board requested that Phil complete this course when he came on as CEO/President.
- v. New tourism speaker series will begin Oct. 1, starting with Leonard Hoops, CEO and President of Visit Indy.
- vi. Thanked Commissioner Kyle Allen for securing a \$25,000 donation for the air show.
- vii. Reminded the board to come out to Pierogi Fest and invited them to participate in the Polka Parade with the SSCVA float.

- viii. At Pierogi Fest on 7/27, some of the SSCVA staff will be volunteering to bartend, and Phil will be the game show host for “Are You Smarter Than a University of Chicago Physician?”
 - b. CFO Report
 - i. Innkeepers
 - 1. For the month of June, we saw an increase of approximately \$6,000 in collections compared to June of 2024. Last June was already a record-breaking collection month, so to have another increase is trending in the right direction optimistically for the remainder of summer collections.
 - ii. Financial Update
 - 1. We have about 45% appropriation for the remainder of the year.
 - c. Approval of Claims# 2886-2888, 30523-31793 in the amount of \$1,378,315.74
 - i. Motion made by **MALONEY** to approve claims, seconded by **ESPINO**. Approved unanimously 10-0
 - d. Staff Reports – In Board Packet
 - i. Kristin Taylor reported that we have officially raised \$200,000 more in Air Show sponsors than last year and invited all the board members to the Air Show VIP party on 8/8.
 - e. Committee Reports
 - i. None.
- 3. OLD BUSINESS
 - a. None
- 4. NEW BUSINESS
 - a. Approval of 6/18/25 Meeting minutes
 - i. Motion made by **VELLIGAN** to approve minutes, seconded by **SPENCER**. Approved unanimously 10-0
 - b. Interlocal agreement between SSCVA and Lake County in the amount of \$25,000 for the Gary Air Show
 - i. Motion made by **SEGARRA** to approve agreement, seconded by **VELLIGAN**. Approved unanimously 10-0
 - c. Approval of 2025-2026 Datafy contract
 - i. Heather Becerra discussed the renewal of the Datafy contract, which we received a discount from last year, making the cost \$40,225 instead of \$47,000. With that cost they threw in website attribute, which is normally about \$10,000, and a Lake County Economic Impact.

- ii. Datafy reports let us see who's coming to the area, what kind of money they're spending, and where they're coming from. Overall, it helps us make better marketing decisions. When events such as NSA is in town, we can go in and see points of interest.
- iii. Chicago is our biggest market, but people from Indianapolis are our biggest spenders. So, we want to try to pull more people from Indy, because they're coming here and spending more money.
- iv. Motion made by **MALONEY** to approve claims, seconded by **VELLIGAN**. Approved unanimously 10-0

5. PRESENTATION

- a. None

6. PUBLIC COMMENT

- a. Two (2) minutes maximum per person or five (5) minutes for a group spokesperson. Please keep your comments civil and constructive to policy issues. The Chair, at his/her sole discretion, may recognize individuals wishing to speak on different topics.

- i. President Andy Qunell wanted to wish the July Birthday's Happy Birthday: Charice, Mr. Maloney, Deanne, and Nikki Lopez. And he wanted to wish a happy one-year anniversary to Phil.

- b. New Regular Meeting- Date: **August 21, 2025**, at 12:00 pm at 7770 Corinne Dr. Hammond, IN 46323

7. ADJOURNMENT

- a. Motion made by **VELLIGAN** to adjourn, seconded by **ESPINO**.