

**Lake County Convention and Visitors Bureau  
D/B/A South Shore Convention and Visitors Authority  
Minutes of January 16, 2020  
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The Board of Directors of the Lake County Convention and Visitors Bureau  
Met in a **REGULAR MEETING**  
at South Shore Convention and Visitors Authority  
7770 Corinne Dr., Hammond, IN 46323  
Thursday, January 16, 2020 at 12:00 P.M. (C. S. T.)  
PURSUANT TO AND IN ACCORDANCE WITH THE BYLAWS AND STANDING RULES

**I. Roll Call**

Chairman Andy Qunell called the January 16, 2020 meeting of the Lake County Convention and Visitors Bureau to order at 12:00 P.M. (C.S.T.). Secretary Chareice White called the roll.

The roll call was as follows:

**Present:** Paul Anderson, Christine Cash, Bernie Grisolia, Nikki Lopez, Darnail Lyles, Matthew Maloney, Chris Rich, Doug Spencer, Bridget Streck, Larry Tucker, Chareice White, and Andy Qunell

**Absent:** Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman

Also present were President/CEO Speros A. Batistatos, Vice President Katie Holderby, Chief Financial Officer Cathy Svetanoff, Chief Marketing Officer Heather Becerra, Director of Communications Erika Dahl, Executive Assistant Peggy Parkinson, and Attorney James Magrames

Public Guest(s): none present.

**II. Pledge Of Allegiance**

A. The pledge was recited.

**III. Report Of The Executive Committees**

1. None to present.

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**IV. Report Of The Standing Committees**

1. None to present.

**V. Staff Reports**

1. Vice President Katie Holderby stated the following:
  - a. A Christmas Story was a success as always with gift shop sales reaching its \$100,00 annual goal.
  - b. The exhibit hall would be hosting a Cruising with the Classics exhibit in the early spring with classic cars.
  - c. Crossroads Bowl had a great response and we look forward to repeating it again in 2020.

**VI. Old Business**

1. None to present.

**VII. New Business**

**A. Addition of New Items to the Agenda**

1. Chief Marketing Officer Heather Becerra sought approval for the 2020 Crossroads Bowl budget of \$60,000. This figure includes sponsorship monies that would be used to offset the expenses of the event, not the total funds that would be paid by the SSCVA.
  - a. Hearing no further questions, Member Doug Spencer motioned and Member Grisolia seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.
2. Chief Marketing Officer Heather Becerra sought approval to have Attorney James Magrames create an agreement to extend the Crossroads Bowl for two (2) more years (2021 and 2022).
  - a. Hearing no further questions, Member Matthew Maloney motioned and Member Bridget Streck seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.

**B. Approval of Minutes of Previous Meetings**

1. Chairman Qunell sought approval of the Regular Meeting minutes from December 19, 2019.
  - a. Hearing no further questions, Member Bernie Grisolia motioned and Member Nikki Lopez seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.

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**C. Finance Report**

1. Chief Financial Officer Cathy Svetanoff sought approval for vouchers #23774 through #23908 in the amount of \$933,269.72 for January 16, 2020.
  - a. Hearing no further questions, Member Christine Cash motioned and Member Darnail Lyles seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.
  
2. Chief Financial Officer Cathy Svetanoff sought retroactive approval for voucher corrections for #22807, 22545, and 23285 in the amount of \$621.37 for 2019. These APV's did not attach to the appropriate APV register and had to be cleared in the accounting software to complete the year-end close.
  - a. Hearing no further questions, Member Matthew Maloney motioned and Member Grisolia seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.

**D. Resolutions**

1. President/CEO Batistatos sought a motion to approve **Resolution No. 2020-01-01: A Resolution Authorizing Transfers Within the 2019 Budget.**
  - a. Hearing no further questions, Member Chris Rich motioned and Treasurer Nikki Lopez seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.
  
2. President/CEO Batistatos sought a motion to approve **Resolution No. 2020-01-02: A Resolution Authorizing The Treasurer Of The Lake County Convention And Visitors Bureau To Deposit, Invest, And Reinvest Funds In Financial Institutions Designated As Depositories.**
  - a. Hearing no further questions, Member Maloney motioned and Member Grisolia seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.
  
3. President/CEO Batistatos sought a motion to approve **Resolution No. 2020-01-03: A Resolution Authorizing A Retroactive Fund Transfer From The Promotion Fund To The Capital Improvements Fund For The 2019 Year.**
  - a. Hearing no further questions, Treasurer Lopez motioned and Member Cash seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.

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**E. Other New Business**

1. Chairman Qunell sought a motion to amend the SSCVA Standing Rule #9 – Calling in to board meetings - to read as follows:  
“Members shall be allowed to attend a meeting via teleconferencing for three (3) meetings per calendar year or as deemed necessary by the board.” **First Reading.**
  - a. Hearing no further questions, Member Spencer motioned and Member Schuffert seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. “Bill” Wellman were absent.
  
2. Chairman Andy Qunell sought a motion to **suspend the rules.**
  - a. Hearing no further questions, Member Larry Tucker motioned and Member Maloney seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. “Bill” Wellman were absent.
  
3. Chairman Andy Qunell sought a motion to amend the SSCVA Standing Rule #9 – Calling in to board meetings – to read as follows:  
“Members shall be allowed to attend a meeting via teleconferencing for three (3) meetings per calendar year or as deemed necessary by the board.” **Second Reading.**
  - a. Hearing no further questions, Treasurer Lopez motioned and Member Grisolia seconded to approve the motion as submitted.
  - c. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. “Bill” Wellman were absent.
  
4. Chairman Andy Qunell sought a motion to resume rules.
  - a. Hearing no further questions, Member Maloney motioned and Member Darnail Lyles seconded to approve the motion as submitted.
  - d. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. “Bill” Wellman were absent.
  
5. President/CEO Batistatos sought a motion to retroactively approve the Warner Bros. Promotional License Agreement dated December 5, 2019 for use associated with the A Christmas Story exhibit.
  - a. Hearing no further questions, Member Maloney motioned and Member Streck seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. “Bill” Wellman were absent.

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6. President/CEO Batistatos sought a motion to write-off 2015 housing commission converted to trade-out for 2016 in the amount of \$263.98 from Holiday Inn Express Portage.
  - a. Hearing no further questions, Member Grisolia motioned and Member Spencer seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 12-0-0. Members Brent Brashier, Tom Dabertin, Jahnae Erpenbach, Kyle Ropac, Matthew Schuffert, Ed Welch, and Dr. W.F. "Bill" Wellman were absent.

**e. Public Presentations**

1. Mayor Brian Snedecor, City of Hobart, Jim Naumovich, Commissioner, Great Lakes Valley Conference, and Tom Daeger, Commissioner, Great Midwest Athletic Conference all commented on the success of the Crossroads Bowl 2019 event. They stated the community was very receptive with better than expected turnout and everyone looked forward to 2020. The board voted to approve an extension of two (2) years for 2021 and 2022. The commissioners wanted a formal approval to take back to their respective board members for review and approval.
2. Lisa Daugherty, Lake Area United Way gave a presentation on the new format for Lake Area United Way. This included the ALICE induction system of asset limited, income constrained, and employed. One in four families in Lake County fall in to the ALICE qualifying system, and 16% live in poverty. She stated awareness and the new format would hopefully move in the right direction.

**f. Miscellaneous Matters**

**A. Dates to Remember**

1. Meetings
  1. **Next Regular Meeting** - Thursday, February 20, 2020 - Noon (C.S.T.) - Boardroom- South Shore Convention and Visitors Authority, 7770 Corinne Dr., Hammond, IN 46323

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**g. 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 at any time and may end the Public Comment Session. All speakers will be timed. This portion of the meeting shall not exceed then (10) minutes.

No public comments were made.

**h. Adjournment**

Hearing of no other business to come before the board, Chairman Qunell adjourned the meeting. The meeting adjourned at 1:40 p.m. (C.S.T.).

Approved:

\_\_\_\_\_  
Andy Qunell, Chairman

Attest:

\_\_\_\_\_  
Chareice White, Secretary