

**Lake County Convention and Visitors Bureau  
D/B/A South Shore Convention and Visitors Authority  
Minutes of January 17, 2019  
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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 Bureau in the Board Room  
7770 Corrinne Dr., Hammond, IN 46323  
Thursday, January 17, 2019 at 12:00 P.M. (C. S. T.)  
PURSUANT TO AND IN ACCORDANCE WITH THE BYLAWS AND STANDING RULES

**I. Roll Call**

Secretary Chareice White called the January 17, 2019 meeting of the Lake County Convention and Visitors Bureau to order at 12:03 P.M. (C.S.T.). Executive Assistant Peggy Parkinson called the roll.

The roll call was as follows:

**Present:** Christine Cash, Raymundo Garcia, John Kiernan, Nikki Lopez, Andy Qunell, Chris Rich, Michelle Robinson, Matthew Schuffert, Douglas Spencer, Larry Tucker, Ed Welch, Chareice White, and Marty Wielgos

**Absent:** Paul Anderson, Brent Brashier, Darnail Lyles, Matthew Maloney, Dr. W.F. "Bill" Wellman, and Robert Forster

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, and Executive Assistant Peggy Parkinson.

**II. Pledge Of Allegiance**

A. The pledge was recited.

**III. Report Of The Executive Committees**

1. None to present.

**IV. Report Of The Standing Committees**

1. None to present.

**V. Staff Reports**

A. Vice President Katie Holderby stated the following:

1. Savor the South Shore Restaurant weeks would be February 18th – March 3rd.
2. Regional impact was up 2.2% on spending tourism numbers.
3. Holiday season was a huge success with record numbers.

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**VI. Old Business**

1. None to present.

**VII. New Business**

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

1. President/CEO Spero Batistatos sought a motion to add the support of Senator Tallian's bill to support the National Park Association.
  - a. Hearing no further questions, Member Andy Qunell motioned and Member Nikki Lopez seconded to add the item as submitted.
  - b. Motion carried unanimously by voice vote 13-0-0. Members Paul Anderson, Brent Brashier, Darnail Lyles, Matthew Maloney, Dr. W.F. "Bill" Wellman, and Robert Forster.

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

1. Secretary Chareice White sought approval of the Regular Meeting minutes from December 20, 2018.
  - a. Hearing no further questions, Member Qunell motioned and Member Matthew Schuffert seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 13-0-0. Members Paul Anderson, Brent Brashier, Darnail Lyles, Matthew Maloney, Dr. W.F. "Bill" Wellman, and Robert Forster.
2. Secretary Chareice White sought approval to amend the Regular Meeting minutes from December 5, 2018.
  - a. Hearing no further questions, Member Qunell motioned and Member Ray Garcia seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 13-0-0. Members Paul Anderson, Brent Brashier, Darnail Lyles, Matthew Maloney, Dr. W.F. "Bill" Wellman, and Robert Forster.

**C. Finance Report**

1. Treasurer John Kiernan sought approval for vouchers #22416 through #22521 in the amount of \$609,691.60 for January 17, 2019.
  - a. Hearing no further questions, Member Qunell motioned and Member Schuffert seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 13-0-0. Members Paul Anderson, Brent Brashier, Darnail Lyles, Matthew Maloney, Dr. W.F. "Bill" Wellman, and Robert Forster.

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**D. Resolutions**

1. President/CEO sought a motion to approve **Resolution No. 2019-01-01: - A Transfer Within The Alternate Fund For The 2018 Budget.**
  - a. Hearing no further questions, Member Schuffert motioned and Member Garcia seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 13-0-0. Members Paul Anderson, Brent Brashier, Darnail Lyles, Matthew Maloney, Dr. W.F. "Bill" Wellman, and Robert Forster.
  
2. President/CEO Spero Batistatos sought a motion to approve **Resolution No. 2019-01-02: - 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 Marty Wielgos motioned and Member Schuffert seconded to approve the motion as submitted.
  - b. Motion carried unanimously by voice vote 13-0-0. Members Paul Anderson, Brent Brashier, Darnail Lyles, Matthew Maloney, Dr. W.F. "Bill" Wellman, and Robert Forster.

**E. Other New Business**

1. From the Special Districts Bulletin – December 2018, Chief Financial Officer Cathy Svetanoff updated the board with a report listing purchase order encumbrances for the year 2018 totaling \$77,018.28.
  
2. President/CEO Spero Batistatos updated the board on 2019 Legislative issues that would be monitored by our lobbyists. They would include but not limited to Bills 1001, 1024, Innkeeper, F & B, 1115, 1204, and 5332.

**VIII. Public Presentations**

- A. Chris White, The Times, Publisher and John Gregorio, The Times, Advertising Director gave an update on the Move To Indiana Campaign.
  1. They stated the campaign was to grow awareness of moving to Indiana.
  2. It has a targeted approach to a target market.
  3. Encompasses many campaign tactics.
  4. Results are above average on the click thru rates.
  
- B. Nick Barr, Indiana Toll Road, CEO gave the board an update on the Indiana Toll Road progressions and what is happening in the near future.
  1. The toll road is a \$300 million dollar investment.
  2. There would be eight new travel plazas.
  3. The bridge projects would be \$20 million.
  4. There would be \$40 million spent on pavement upgrades to the Illinois border.
  5. By 2025, there would be an upgrade to 95% of the pavement.

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**IX. Miscellaneous Matters**

**A. Dates to Remember**

1. Meetings

1. **Next Regular Meeting** - Thursday, February 21, 2019 - Noon (C.S.T.) -  
SSCVA Board Room

**B. Adjournment**

Hearing of no other business to come before the board, Secretary White adjourned the meeting. The meeting adjourned at 1:47 p.m. (C.S.T.).

Approved:

\_\_\_\_\_  
Robert Forster, Chairman

Attest:

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