

Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 1 of 9

The Board of Directors of the Lake County Convention and Visitors Bureau
Met in a **REGULAR MEETING**

Crossroads Regional Chamber of Commerce

440 W. 84th Place, Merrillville, IN 46410

Thursday, June 17, 2021 at 12:00 PM (CST)

PURSUANT TO AND IN ACCORDANCE WITH THE BYLAWS AND STANDING RULES

I. Roll Call

Chairman Andy Qunell called the June 17, 2021 meeting of the Lake County Convention and Visitors Bureau to order at 12:02 P.M. (CST). President/CEO Speros A. Batistatos called the roll.

The roll call was as follows:

Present: Taryl Bonds, Brent Brashier, Christine Cash, Tom Dabertin Sal Espino, Bernie Grisolia, Peter Kilderis, Nikki Lopez, Darnail Lyles, Matt Maloney, Andy Qunell, Patrick Reardon, Chris Rich, Matthew Schuffert, Doug Spencer, Larry Tucker, W.F. "Bill" Wellman and Chareice White.

Absent: Paul Anderson

Also present were President/CEO Speros A. Batistatos, Executive VP Katie Holderby, Chief Financial Officer Cathy Svetanoff, Chief Technology Officer Luke Weinman, Director of Communications Erika Dahl, Attorney Scott McClure and Post Tribune staff writer Carrie Napolean.

II. Pledge Of Allegiance

- A. The pledge was recited.
- B. Chairman Qunell asked for a motion to take the agenda out of order and move Agenda Item III.E.4 Other New Business: Legal Services Agreement - Law Firm Rhame, Elwood & McClure - Scott McClure to this part of the agenda.
 - a. Hearing no further questions, Treasurer Matt Maloney motioned and Member Nikki Lopez seconded to approve the motion as submitted.
 - b. Vote carries by voice vote.
- C. Legal Services Agreement - Rhame, Elwood & McClure, Attorneys At Law - Scott R. McClure
 1. Chairman Andy Qunell indicated that he would like to retain new legal counsel for the SSCVA. Chris Cash asked if Chairman Qunell spoke to a majority of appointing authorities and Qunell responded that he spoke to 8 of them (there are 15 appointing authorities).

Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 2 of 9

- a. Chairman Qunell sought approval to hire new attorney, Scott McClure, as board attorney through December 31, 2021.
- b. Hearing no further questions, Vice Chairman Brent Brashier motioned and Treasurer Matthew Maloney seconded to approve the motion as submitted.
- c. Additional discussion followed. Member Chareice White asked if three attorneys had been interviewed. W.F. "Bill" Wellman asked if Attorney Magrames was given notice of contract termination. Chairman Qunell reported that Attorney Magrames resigned on June 10, 2021. Member Doug Spencer asked if this matter was discussed with other executive board members. Chairman Qunell had spoken to executive committee members Brent Brashier and Matthew Maloney. Member Chareice White asked to be included in future discussions.
- d. Motion carries by vote Yes 12- No 2- Abstain 3 - Absent 1.

	YES	NO	ABSTAIN	ABSENT
Paul Anderson	___	___	___	_x_
Taryl Bonds	___	___	_x_	___
Brent Brashier	_x_	___	___	___
Christine Cash	___	___	_x_	___
Tom Dabertin	_x_	___	___	___
Sal Espino	_x_	___	___	___
Bernie Grisolia	_x_	___	___	___
Peter Kilderis	_x_	___	___	___
Nikki Lopez	_x_	___	___	___
Darnail Lyles	_x_	___	___	___
Matthew Maloney	_x_	___	___	___
Patrick Reardon	_x_	___	___	___
Chris Rich	___	_x_	___	___
Matthew Schuffert	_x_	___	___	___
Douglas Spencer	___	_x_	___	___
Larry Tucker	_x_	___	___	___
Dr. W.F. "Bill" Wellman	___	_x_	___	___
Chareice White	___	___	_x_	___
Andy Qunell, Chairman	_x_	___	___	___

III. Report of the Executive Committee

A. None to present.

IV. Report of Standing Committee

A. None to present.

V. Staff Report

Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 3 of 9

- A. Staff reports were emailed prior to the meeting and presentation was given by Executive VP Katie Holderby. Jim Naumovich, Commissioner, Great Lakes Valley Conference announced via Zoom that the South Shore CVA and the Hammond Sportsplex was awarded the 2021 Midwest Region Volleyball Crossover Tournament. The event will take place in October at the Hammond Sportsplex.

VI. Old Business

- A. None to present.

VII. New Business

- A. Addition of New Items to the Agenda

- B. Approval of Minutes of Previous Meetings
 - 1. Regular Meeting Minutes from May 20, 2021
 - a. Prior to asking for a vote to approve, Chairman Qunell stated that there is an error in the regular meeting minutes. Chairman Qunell stated that the date of motion to obtain legal opinion about the grant process was incorrect. He stated the request was made on May 27, 2021 not May 20, 2021. President Batistatos stated that Parliamentarian Kyres made the statement that legal opinion was needed at the May 20, 2021 meeting. A motion was made to obtain legal opinion and was approved at the May 20, 2021 meeting.
 - b. Member Tom Dabertin motioned to table the approval of the May 20, 2021 minutes. Vice Chairman Brent Brashier seconded.
 - c. Motion carries by voice vote to table the approval of the May 20, 2021 minutes.

 - 2. Chairman Qunell sought approval of Special Meeting Minutes from May 27, 2021.
 - a. Hearing no further question, Member Matt Schuffert motioned and Treasurer Matthew Maloney seconded to approve the motion as submitted.
 - b. Motion carries by voice vote.

**Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 4 of 9**

C. Finance Report

1. Chairman Qunell sought approval for vouchers #25199 through #25304 in the Amount of \$926,861.71 for June 17, 2021.
 - a. Hearing no further question, Treasurer Matthew Maloney motioned and Member Patrick Reardon seconded to approve the motion as submitted.
 - b. Motion carries: Yes 17 - No 0 - Abstain 1 - Absent 1.

	YES	NO	ABSTAIN	ABSENT
Paul Anderson	___	___	___	_x_
Taryl Bonds	_x_	___	___	___
Brent Brashier	_x_	___	___	___
Christine Cash	_x_	___	___	___
Tom Dabertin	_x_	___	___	___
Sal Espino	_x_	___	___	___
Bernie Grisolia	_x_	___	___	___
Peter Kilderis	_x_	___	___	___
Nikki Lopez	_x_	___	___	___
Darnail Lyles	_x_	___	___	___
Matthew Maloney	_x_	___	___	___
Patrick Reardon	_x_	___	___	___
Chris Rich	_x_	___	___	___
Matthew Schuffert	_x_	___	___	___
Douglas Spencer	_x_	___	___	___
Larry Tucker	___	___	_x_	___
Dr. W.F. "Bill" Wellman	_x_	___	___	___
Chareice White	_x_	___	___	___
Andy Qunell, Chairman	_x_	___	___	___

Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 5 of 9

D. Resolutions

1. None to present.

E. Other New Business

1. 2021 Tourism Promotion Grant

- a. Vice Chairman Brent Brashier gave committee report on approvals of municipalities seeking Tourism Promotion Grant including the City of Whiting for \$20,000, City of Crown Point for \$20,000, City of Hobart for \$20,000 and the Town of St. John for \$20,000. Vice Chairman Brent Brashier clarified that the deadline has been moved to the end of 2021. Brashier also reported that three grants submitted included signed contracts as backup documentation, and one does not. Whiting submitted with signed contracts and was a good example. He asked that board appointment follow up with municipality or appointing authority to make sure they submit follow-up paperwork. Brashier also stated that municipalities receiving the grants would acknowledge SSCVA as a sponsor. Vice Chairman Brent Brashier stated that the committee has approved all of the grant applications submitted.
- b. Andy Qunell sought approval for the submitted Tourism Promotion Grants.
- c. Hearing no further questions, Member Tom Dabertin motioned and Vice Chairman Brent Brashier seconded to approve the motion as submitted.
- d. Motion carries by voice vote.

2. Capital Projects

- a. Bids are currently being obtained for the capital projects listed.
- b. An additional appropriation will be submitted for review in July or August pending budget review and bid process.
- c. President/CEO Speros Batistatos gave overview on capital project and bidding process. Batistatos highlighted roof repairs and reported that he reached out to Berglund and Sons (general contractor for the Indiana Welcome Center) to assist the SSCVA with writing the bid. Chief Technology Officer Luke Weinman gave update on office/LED lighting in the building. Member Cash asked board to consider adding electric stations for electric cars. Discussion ensued.
- d. Hearing no further questions, Member Tom Dabertin motioned for authorization of the bidding process for the projects listed. Vice Chairman Brent Brashier seconded to approve the motion as submitted.
- e. Motion carries by voice vote.

**Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 6 of 9**

3. Additional Appropriations

a. Proven IT – New Copier and Banner Printer Lease

1. Andy Qunell sought approval to approve contract with Proven IT copier and banner printer lease. The term of the contract is for 39 months with a monthly payment of \$1,110.00. The equipment will be delivered in July.
2. Hearing no further questions, Member Chris Cash motioned and Member Matthew Schuffert seconded to approve the motion as submitted.
3. Motion carries: Yes 18 – No 0 – Abstain 0 – Absent 1.

	YES	NO	ABSTAIN	ABSENT
Paul Anderson	___	___	___	_x_
Taryl Bonds	_x_	___	___	___
Brent Brashier	_x_	___	___	___
Christine Cash	_x_	___	___	___
Tom Dabertin	_x_	___	___	___
Sal Espino	_x_	___	___	___
Bernie Grisolia	_x_	___	___	___
Peter Kilderis	_x_	___	___	___
Nikki Lopez	_x_	___	___	___
Darnail Lyles	_x_	___	___	___
Matthew Maloney	_x_	___	___	___
Patrick Reardon	_x_	___	___	___
Chris Rich	_x_	___	___	___
Matthew Schuffert	_x_	___	___	___
Douglas Spencer	_x_	___	___	___
Larry Tucker	_x_	___	___	___
Dr. W.F. “Bill” Wellman	_x_	___	___	___
Chareice White	_x_	___	___	___
Andy Qunell, Chairman	_x_	___	___	___

**Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 7 of 9**

b. SeeSource Agreement - \$41,064

1. Andy Qunell sought approval to approve SeeSource contract for \$41,064. President/CEO Speros Batistatos gave brief overview of SeeSource services. Member Tom Dabertin asked for information be shared with points of interest. Chief Financial Officer pointed out that we are currently using marketing funds to transfer until additional appropriation is done at July 2021 board meeting.
2. Hearing no further questions, Member Tom Dabertin motioned and Treasurer Matthew Maloney seconded to approve the motion as submitted.
3. Motion carries: Yes 18 - No 0 - Abstain 0.

	YES	NO	ABSTAIN	ABSENT
Paul Anderson	___	___	___	_x_
Taryl Bonds	_x_	___	___	___
Brent Brashier	_x_	___	___	___
Christine Cash	_x_	___	___	___
Tom Dabertin	_x_	___	___	___
Sal Espino	_x_	___	___	___
Bernie Grisolia	_x_	___	___	___
Peter Kilderis	_x_	___	___	___
Nikki Lopez	_x_	___	___	___
Darnail Lyles	_x_	___	___	___
Matthew Maloney	_x_	___	___	___
Patrick Reardon	_x_	___	___	___
Chris Rich	_x_	___	___	___
Matthew Schuffert	_x_	___	___	___
Douglas Spencer	_x_	___	___	___
Larry Tucker	_x_	___	___	___
Dr. W.F. "Bill" Wellman	_x_	___	___	___
Chareice White	_x_	___	___	___
Andy Qunell, Chairman	_x_	___	___	___

**Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 8 of 9**

- c. Tour Mobile – Ford Transit Connect – Est. \$32,000 (plus title and taxes)
 - 1. President/CEO Speros Batistatos gave update on age of 2006 Honda Element and requested approval to appropriate \$32,000 for Ford Transit and wrap. Discussion ensued.
 - 2. Andy Qunell sought approval to cost of 2020 Ford Transit for \$32,000 plus title and taxes and wrap.
 - 3. Hearing no further questions, Member Matthew Schuffert motioned and Member Nikki Lopez seconded to approve the motion as submitted.
 - 4. Motion carries: Yes 18 – No 0 – Abstain 0.

	YES	NO	ABSTAIN	ABSENT
Paul Anderson	___	___	___	_x_
Taryl Bonds	_x_	___	___	___
Brent Brashier	_x_	___	___	___
Christine Cash	_x_	___	___	___
Tom Dabertin	_x_	___	___	___
Sal Espino	_x_	___	___	___
Bernie Grisolia	_x_	___	___	___
Peter Kilderis	_x_	___	___	___
Nikki Lopez	_x_	___	___	___
Darnail Lyles	_x_	___	___	___
Matthew Maloney	_x_	___	___	___
Patrick Reardon	_x_	___	___	___
Chris Rich	_x_	___	___	___
Matthew Schuffert	_x_	___	___	___
Douglas Spencer	_x_	___	___	___
Larry Tucker	_x_	___	___	___
Dr. W.F. “Bill” Wellman	_x_	___	___	___
Chareice White	_x_	___	___	___
Andy Qunell, Chairman	_x_	___	___	___

Lake County Convention and Visitors Bureau
D/B/A South Shore Convention and Visitors Authority
Minutes of June 17, 2021
Page 9 of 9

II. Public Presentations

- A. Karen Lauerman, President/CEO, Lake County Economic Alliance
- B. Deann Patena, President/CEO, Crossroads Regional Chamber of Commerce

III. Miscellaneous Matters

- A. Dates to Remember
 - 1. Next *Regular* Meeting – Thursday, July 15, 2021 at noon – Location TBD
 - 2. Chairman Andy Qunell recognized new board member, Taryl Bonds, appointed by the Gary Common Council. Qunell also stated that it was Member Chris Rich’s last board meeting as he was not reappointed by the Lake County Commissioners.

IV. 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 attendees were present for the meeting.

V. Adjournment

Hearing of no other business to come before the board, Chairman Qunell adjourned the meeting. Motioned by Member Tom Dabertin, seconded by Vice Chairman Brent Brashier. The meeting adjourned at 1:16 p.m. (CST).

Approved:

Andy Qunell, Chairman

Attest:

Chareice White, Secretary