

## Meeting Notes

### Sales Committee Meeting

Wednesday, November 18, 2015, 3:30PM – 5:00PM



MCCVB Conference Room | 787 Munras Ave, Suite 110, Monterey, CA 93940

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#### Members Present

Levi Breck  
Candice Cancino  
Cathy Faber  
Mairead Hennessy  
Timothy McGill  
Bruce Orinstein  
Julie Weaver

Josh Brown  
Terri D'Ayon Joyce  
Andrea Ferrara  
David Lambert  
Rodney Morrow  
Max Schroeder  
Todd Wessing

#### Absent

Amanda Harrison  
Nancy Williams

#### Staff

Tammy Blount  
Scott Wilson  
Marissa Panziera

Mairead Hennessy called the meeting to order at 3:33pm.

#### Welcome & Introductions

Mairead Hennessy welcomed three new members to the Sales Committee: Rodney Morrow, Carmel Valley Ranch; Candice Cancino, Hotel Abrego; Levi Breck, Monterey Plaza Hotel

Todd Wessing arrived at 3:35pm.

**PUBLIC COMMENT:** None

#### **MEMBER AND STAFF ANNOUNCEMENTS**

Scott Wilson announced Liz Kara will be out for maternity leave in May. Rodney Morrow announced Carmel Valley Ranch has hired a new sales manager named Lauren Hraba, and are looking to add a new group sales manager and leisure sales manager. Bruce Orinstein announced the Hilton Garden Inn is looking for a new Director of Sales as he is retiring.

Timothy McGill and Andrea Ferrara arrived at 3:40pm.

#### **CONSENT AGENDA**

**Motion to approve consent agenda, M/C/S, Julie Weaver, Timothy McGill, Unanimous.**

#### **REGULAR AGENDA**

##### **A. MCC Update**

Tammy Blount presented the latest MCC updates and results from the City Council meeting. The contracted was awarded, construction to begin in December.

##### **B. Trade Show & Sales Missions**

Scott Wilson presented challenges and successes of trade shows and sales mission protocol. Discussion ensued.

Julie Weaver left the meeting at 3:55pm.

##### **C. September & October Reports**

Scott Wilson reviewed the September and October reports and hotel scorecard. Discussion ensued.

**D. GM Meeting**

Scott Wilson reviewed the GM meeting sales items to be discussed at the Thursday Meeting. Discussion ensued.

**E. DCI Winning Strategies Report**

Scott Wilson briefly reviewed major points from the DCI Research Study. Discussion ensued.

**F. Good of The Order**

None discussed.

Mairead Hennessy adjourned the meeting at 4:59pm.

**NEXT MEETING:**

**Wednesday January 20, 2016 | 3:30 – 5:00 PM | MCCVB Conference Room**