

MINUTES

Sales Committee Meeting
Wednesday, September 13, 2017 | 3:00PM- 5:00PM
MCCVB Conference Room

Committee Members Present

Cathy Faber Terri D'Ayon Joyce
John Turner Dave Lambert
Doug Phillips Tim McGill
Lydia Bates Andrea Ferrara
Julie Weaver Chris Whitman
Todd Wessing Tim Kessler
Chase Ramirez Joshua Eisenburg
Nancy Whitman Chris Whitman

Staff Present

Mark McMinn
Marissa Reader
Allyson Ryan
Gina Archuleta
Eryn Simpson
Nani Almanza
Christina Lomeli-Anaya

Absent

Gretchen Baldwin
Heidi Bettencourt
Rodney Morrow

Public

Janine Chicourrat
Christine Robertson
Steve McNally

CALL TO ORDER: John Turner called the meeting to order at 3:14pm.

PUBLIC COMMENT: None

MEMBER AND STAFF ANNOUNCEMENTS: Nancy Whitman provided an MCC update, aiming for a 11/9 delivery date. They are finalizing vendor agreements, furniture has been ordered, and new collateral and website are in the works. The MCC has also hired a Special Events Coordinator to assist Nancy. Mark McMinn, Vice President of Sales, MCCVB welcomed Joshua Eisenburg of Hotel Abrego to the Sales Committee. Mark also announced an open position for a Regional Sales Executive based in Silicon Valley. Chase Ramirez announced recent staff changes at Hilton Garden Inn, a new sales coordinator and catering sales manager have started at the property. Chris Whitman announced a new catering director and catering coordinator at Quail Lodge. Timothy McGill announced Denise Morton is now a Sr. Sales Manager at Asilomar Conference Grounds.

CONSENT AGENDA: Motion to approve consent agenda, M/C/S, Nancy Whitman, Terri D'Ayon Joyce, Unanimous

REGULAR AGENDA

NEW BUSINESS

A. Strategic Client Services Team Introductions

Marissa Reader introduced the new members of the Strategic Client Services team and their scope of work. Christina Lomeli Anaya- Sales Coordinator, Nani Almanza- Strategic Client Engagement Specialist, Eryn Simpson- Strategic Client Engagement Specialist and Gina Archuleta- Strategic Business Development Specialist.

Lydia Bates and Tim Kessler arrived at 3:25pm.

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- B. MCCVB Meetings Blog
Allyson Ryan MCCVB Content Marketing Manager presented the MCCVB Meetings blog and asked for feedback and guest content. Discussion ensued.

- C. FAMS & Site Participation
Mark McMinn and John Turner led a discussion on ways the MCCVB can improve FAMS and Sites. Discussion ensued. Key takeaways of providing advanced notice of events and client profile information to customize on hot buttons and needs.

- D. MCC Grand Opening Activities Brainstorming
Group discussed ways to celebrate the grand opening and spread excitement about the new product. Suggestions included tours, an industry day, including the Customer Advisory board and holding the January Sales Committee meeting in the center.

Christine Russo Robertson and Steve McNally left at 4:15pm.

- E. MCCVB “New” Pace Report
Mark McMinn presented the new needs based Pace report. Discussion ensued.

Julie Weaver left at 4:31pm.

- F. Reports Dashboard Update
Mark McMinn updated the group on report data from August.

GOOD OF THE ORDER

Information: Comments from members of the Committee for the Good of the Order and possible recommendations for future committee items.

ADJOURN: The meeting adjourned at 4:41pm.

Next Meeting
November 8, 2017 | 3:00-5:00PM | MCCVB Conference Room

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