

MINUTES

Sales Committee Meeting
Wednesday, January 24, 2018 | 3:00PM- 5:00PM
MCCVB Conference Room

Committee Members Present

Craig Barkdull Lydia Bates
John Turner Terri D'Ayon Joyce
Cathy Faber Andrea Ferrara
David Lambert Timothy McGill
Julie Weaver Todd Wessing
Doug Phillips Joshua Eisenberg

Staff Present

Mark McMinn
Marissa Reader
Lauren Siring
Jennifer Johnson
Public
None

Absent

Gretchen Baldwin
Heidi Bettencourt
Tim Kessler
Rodney Morrow
Chase Ramirez
Nancy Whitman

CALL TO ORDER: John Turner called the meeting to order at 3:02 pm.

PUBLIC COMMENT: None

MEMBER AND STAFF ANNOUNCEMENTS: Craig Barkdull announced the relaunching of their re-imagined space Waypoint Bar + Deck. Invited group to the welcome event this Saturday January 27.

CONSENT AGENDA: Motion to approve consent agenda, M/C/S, Julie Weaver, Craig Barkdull, Unanimous

REGULAR AGENDA

NEW BUSINESS

- A. Client Advisory Board Update
Mark McMinn provided client attendee list and reviewed the agenda with the group. Invited sales teams to join the gallery to view discussions and welcome their clients on Wednesday morning.
- B. Conference Center Update
Doug Phillips provided an update that the conference center is open and has hosted several groups in January. Team is still working on finishing up punch list items which they hope to have completed in the next few weeks. Invited group to the grand opening celebration on January 31st from 2-7pm. Doug also provided and reviewed booking and pace information with the group. Discussion ensued.
- C. March Sales in Monterey
John Turner opened up the discussion on March sales, overall consensus was March and April books are looking good for a majority of the group.
- D. San Francisco Travel
Mark McMinn provided the new fee schedule proposal from SF Travel to the group and asked for recommendations. Discussion ensued. Partners would like to receive more

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information on options as current members. Mark to ask for additional clarification but recommendation made for the MCCVB to not pursue at this time.

E. CalSAE Elevate 2018

Lauren Siring discussed the CalSAE Elevate 2018 schedule and sponsorship opportunities available to partners. Table Top space available to display brochures at our sponsor table available for Sales Committee partners and to please contact Marissa Reader if interested.

F. Sales Committee Meeting Date Change

Mark McMinn proposed moving the next Sales Committee meeting to the week prior as to not conflict with Elevate. Group recommended Wednesday, March 14th which will provide the opportunity to touch on any Elevate needs prior to the group's arrival.

G. Reports Dashboard Update & Verification Report

Mark McMinn provided an update on overall report data for Q1 and Q2. Discussed continued use of verification report until the end of the fiscal year, asked those partners who have not submitted their responses to please do so.

GOOD OF THE ORDER

Mark McMinn proposed the idea of meeting with each Sales Committee member monthly to review business, discussion ensued. Group recommended to meet with Mark twice per year, all in favor.

ADJOURN: The meeting adjourned at 4:03 pm.

Next Meeting

Revised date: March 14, 2018 | 3:00-5:00PM | MCCVB Conference Room

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