



**Newport & Bristol County Convention & Visitors Bureau  
DBA Discover Newport  
Board of Directors Meeting  
Tuesday, May 15, 2018  
Fort Adams Trust Office  
90 Fort Adams Drive  
Newport, RI  
12pm**

**MEETING MINUTES:**

The meeting was called to order at 12:11 pm by Chairman Brewer Rowe

**BOARD MEMBERS IN ATTENDANCE WERE:** Karen Binder, Marco Camacho, John Edick, Matt Gineo, Rocky Kempenaar, Christine Klase, Duncan Maio, T.R. McGrath, Brad Read, Paul Rodrigues, Brewer Rowe, Frank Sallee, Kathleen Seguin, Nancy Parker Wilson, Elizabeth Woodhouse, Ryan Yalanis

**BOARD MEMBERS ABSENT & EXCUSED WERE:** Matt Plumb

**BOARD MEMBERS ABSENT & NOT EXCUSED WERE:** Katie Dickson

**STAFF PRESENT WERE:** Evan Smith, Kathryn Farrington, Cathy Morrison, Tim Walsh, Alyson Adkins, Anna Duffy

**NOTE:** Brad Read, Executive Director of Sail Newport and Sue Plowden, Race Director for the Volvo Ocean Race each briefed the board on the activities happening this week during the Volvo Ocean Race stopover at Fort Adams. Brad thanked Discover Newport and the industry board members for all their help in hosting this international sailing event in Newport. Joe Dias, Executive Director of Ft. Adams and the Ft Adams Trust explained the campus includes the fort, Eisenhower House, parade grounds and the north lawn. He reviewed restoration projects, maintenance, tours of the fortress, education, functions and over 100 varied events taking place each year at this national historic landmark. Ft. Adams recently was awarded grants from the Van Buren Trust and Historic Preservation. Mr. Dias discussed his vision and plans to use these funds for historic preservation and hiring a Development Director.

**I. PREVIOUS MEETING MINUTES:**

The previous meeting minutes for April 2018 were reviewed by the board. A motion to accept the minutes was made by Kathleen Seguin and seconded by Duncan Maio. The motion passed unanimously.

**II. PUBLIC COMMENT:** There were no comments from the public.

**III. TREASURER'S REPORT:**

The finance committee met on 5/9. The treasurer's report for April 2018 was presented by Matt Gineo. For February bed taxes, the City of Newport was down -11% as compared to budget, Newport County (excluding City of Newport) was up +6% as compared to budget, and Bristol County was down -12% as compared to budget. Private revenue for the month of February was down -2% as compared to budget, with total revenue -10% compared to budget. Total expenses were underbudget by 5%. For YTD, total bed taxes are up +2% as compared to budget, total revenue is up +2% to budget, and total expenses are overbudget by 3%. Matt then reviewed the revenue and expenses for April. Discussion followed. A motion to accept the Treasurer's report for April 2018 was made by Brewer Rowe and seconded by Duncan Maio. The motion passed unanimously.

**IV. PRESIDENT'S REPORT:**

- Evan discussed our subscription to *Air DNA*, a research company in Sacramento which tracks Airbnb data. This information will now be available for each of our 9 municipalities to keep track of Airbnb booking data. *Smith Travel Research* is the benchmark used for performance of lodging but does *not* track Airbnb. Two years ago, Airbnb agreed to collect, 7% bed tax in RI. Discover Newport does not receive any compensation from the Airbnb tax revenue collected by the state of RI.
- Interviews for a legislative consultant have been completed by the Governance Committee. Evan thanked the committee members for vetting the candidates. A decision has not been reached yet. Discussion of the different candidate's experience, qualifications, past performance and effectiveness followed. The consultant will be on a month-to-month contract. Nancy Parker Wilson of Greenvale Vineyards expressed her concerns and experience with one of the candidates.

**V. COMMITTEE REPORTS:** none given in the interest of time

**VI. NEW BUSINESS:**

- The nine-person NTMMA board has lost three members due to personnel changes. The seats vacated were Bob Caplin - Mainstay (city appointee), Stephanie LaFazia - 41° North and James Barrett -Hotel Viking. Four possible lodging employee representatives who have expressed interest in serving on the NTMMA were discussed. Evan made a motion to appoint Alice Bouman from Grace Vanderbilt and Mary Desrosiers from Hotel Viking to finish out the remainder of the two terms vacated Stephanie and James. Paul Rodrigues seconded the motion and it passed unanimously.

**ADJOURNMENT:** The meeting adjourned at 1:07pm

**The next Board Meeting will be held  
Tuesday, June 19, 2018  
Gateway Center  
23 America's Cup Ave.  
Newport, RI  
12pm**