

## CONVENTION AND VISITORS COMMISSION

Virtual Meeting

12:00 noon  
June 9, 2020

### **Commission Members Present:**

Mike Campbell, Sean Hanlon, Tony Suttile, Natalie Walker and Kate Wiltz

### Staff Members Present:

CVB - Mike McAfee, Laura Newton, Marcia Roach

DBI - Talisha Coppock and Joan Snapp

Guest: Hollie Lutz

President Mike Campbell called the meeting to order at 12:00 p.m.

### **Approval of Minutes:**

Commissioner Michael Campbell asked if everyone had a chance to review the April 29, 2020 meeting minutes and were there any questions. There were no questions or comments. Natalie Walker motioned to approve the minutes seconded by Tony Suttile. All approved and the minutes were unanimously passed.

### **Financial Report:**

President Mike Campbell reviewed the May financial summary along with the innkeeper's collection report. He commented that receipts were 26% of last year's year-to-date receipts but in keeping with the industry trends in the wake of covid19. He also said there were funds to cover the debt fund claim. He asked if there were any questions or comments. There being none, Tony Suttile motioned to approve the financials seconded by Natalie Walker. All approved and the financials were unanimously passed.

### **Report:**

Mike McAfee said the visitors center would be opening on 6/15 with limited capacity following the CDC and covid19 protocols.

There will be a social media seminar given by Nia Jones.

IU fall and winter sports will be resuming this year. Mike said he participated in an Indiana Tourism webinar in which Notre Dame sports said they would be welcoming fans in the order of students, faculty and then fans.

Mike said travel and hospitality research showed that of those polled 61% will travel in the next month. Smith Travel report shows hotel occupancy 33% and average room rates of \$94.00 down from \$102.00 last year.

Talisha Coppock reported that the convention center is due to open on 6/14. She said they would also be adhering to strict guidelines and protocols as set out by the CDC for covid19. She said the PPE grant runs out the end of June. She also said that they are getting calls for events the latter part of this year and into 2021. She also expects the Hallmark leases for

the adjoining properties to be better than expected considering the mitigation measures with covid19. Mike Campbell remarked that those revenues will be important.

**Claims Approval:**

Mike Campbell presented the Debt fund claim in the amount of \$159,000 for the 3<sup>rd</sup> qtr. loan payment. Natalie Walker motioned for approval seconded by Sean Hanlon. The motion unanimously passed.

**New Business:**

Mike Campbell presented discussion for the 2021 CVC budget. Mike presented a number of scenarios that reflected a decrease of the fund budgets for Visit Blgn't and DBI in the amount of 5%, 10% and 20%. The other line budgets would remain unchanged. After discussion he thought that the best fit would be a 10% decrease. He said that if expectations were less than anticipated that the amounts disbursed could always be changed to reflect the decrease but if things were better than anticipated and funds had not been appropriated it would mean going to county council to request more funds. After discussion it was concluded that all commission members were in agreement to submit a budget based on a 10% decrease for Visit Blgn't and DBI. Mike also emphasized that it was important to have a senior convention sales person in place to get ahead of marketing when the economy opens up but that it would be best to wait and see and make a determination as funds would allow.

Tony Suttile motioned to approve the budget as set forth and Sean Hanlon seconded. The 2021 budget was unanimously approved.

**Old Business:**

None

**Public Comments:**

No members of the public were present. The meeting was adjourned at 1:00p.m.

Respectfully Submitted,

Marcia Roach  
Acting Secretary