

NEWPORT COUNTY CONVENTION & VISITORS BUREAU

BOARD OF DIRECTORS MEETING

Tuesday January 8, 2008

12:00M

Held at the Gateway Information Center

3rd Floor Meeting Room

MEETING MINUTES:

The meeting was called to order at 12:03pm by Chairman Len Panaggio.

BOARD MEMBERS IN ATTENDANCE WERE:

Chairman Len Panaggio, Susan Samson, Karen Oakley, Shirley Mello, Donna Kohler, Rocky Kempanaar, Katie Wilkinson, Stephen Coyne, Brian Arnold, William Clarke, Charron Reed, Greg Fater, Pieter Roos

BOARD MEMBERS ABSENT & EXCUSED WERE:

Mark Stenning, Laurie Stroll

STAFF PRESENT WAS:

Evan Smith, Kathryn Farrington, Cathy Morrison, Tim Walsh, Deb Gatta, Ellen Crawley, Annie Colella

MEMBERS OF THE PUBLIC IN ATTENDANCE:

Buddy Croft, David Darlington, Roz and Jim Weir, Jonathan Stevens

I. PREVIOUS MEETING MINUTES:

The previous meeting minutes for December 11th, were reviewed. A motion to accept the minutes was made by Len Panaggio and seconded by Bill Clarke. The motion passed unanimously.

II. TREASURER'S REPORT:

The financial report for December was read by Evan Smith. City Bed Tax for October, 2007 was up 11.32% and Regional Bed Tax was up 10.92% for a combined YTD. growth of 11.22%. Evan reviewed the revenues and receivables for the month of December, 2007. A motion to accept the treasurer's report was made by Evan Smith and seconded by Stephen Coyne. The motion passed unanimously.

III. STAFF REPORTS:

A. MARKETING:

Kathryn Farrington, Vice President of Marketing reported on the following:

„X She has been working with the Rhode Island TV & Film Bureau along with Stephen Fienberg to bring major motion pictures to Newport County

„X In the process of bringing in Warner Brothers to film the movie called The Clique here in Newport County

„X Filming will be in January, February and March and should create a great economic impact

Numerous meetings and activities took place in December. The next Marketing Meeting will be on Wednesday, January 16, 2008 at the Gateway Visitors Center.

B. CONVENTION AND TOURISM:

Tim Walsh, Vice President of Sales reported on the following:

„X Regarding the filming of the movie The Clique, mentioned in the

Marketing Report, the crew and cast of the film will be staying in Middletown at the Marriott Residence Inn

„X Tomorrow, 1/9/08, NCCVB will be hosting the Annual Meeting Planner Luncheon in Boston, MA

Bookings were up compared to last year and the number of room nights was up for December. As for the number of leads they were up and they were up compared to last year at this time.

Business booked for December was from numerous organizations resulting in 4091 total room nights with an economic impact of \$565,239.00.

The number of Tour Operator leads was down compared to last year's numbers in December. The number of room nights was down compared to last year at this time. Travel leads were down compared to last year in December.

C. OPERATIONS:

Cathy Morrison, Vice President of Operations reported on the following:

„X This is a quiet time of year for the Visitor's Center and looking to make a few changes as the new year moves forward

„X Cathy is the Chairperson for the New England Visitor's Center

Association consisting of about 250 visitor's centers throughout New England. Currently she is planning for the annual meeting in April, board members are welcome to attend
„X NCCVB will be hosting the Board of Realtors Meeting for Newport County Friday, 1/11/08

D. PRESIDENT'S REPORT:

Evan Smith, President/CEO reported that he along with the three Vice Presidents, are crunching the numbers in January to prepare for the budget for the new fiscal year, April 1, 2008.

„X They will look at this years budget and what their anticipations are for next year

„X Develop a draft to be first presented to the Finance Committee for discussion and approval in February.

„X The final budget is then presented to the Board of Directors for their approval at the March board meeting. The new fiscal year starts April 1, 2008.

INFORMATION CENTER:

The total number of visitors to the Information Center for December was 12,618, up 1.68% from last December. The total number of visitors to the Information Center for the year was 748,154 down 4.93% compared to last year at this same time. The main source of visitors still comes from New York, Massachusetts, Connecticut, New Jersey and Rhode Island.

IV. UNFINISHED BUSINESS:

Len Panaggio stated that he would like to have a retreat for the board members for all to meet and set the agenda for the year.

Evan Smith stated that now that all the committees are assembled, he would like January and February to be very active committee months.

V. NEW BUSINESS:

Buddy Croft, Executive Director and David Darlington, Chairman of the Board with the Rhode Island Turnpike and Bridge Authority were

introduced by Evan Smith. Mr. Darlington and Mr. Croft offered detailed analysis and anticipated impact on the financial challenges facing RIBTA in the next few years. A brochure was passed to everyone that outlined maintaining the Financial and Operational Health of the RITBA. Mr. Darlington elaborated on the contents. Discussion followed.

Susan Samson introduced Jim and Roz Weir, owners of Tiverton Four Corners. Mr. Weir explained the new initiatives for 2008 for Tiverton and Little Compton. Discussion followed.

VI. ADJOURNMENT:

A motion was made to adjourn by Len Panaggio and seconded by Shirley Mello. It passed unanimously and the meeting adjourned at 1:20pm. The next NCCVB board meeting will be Tuesday, February 12th, at the Gateway Visitors Center, 3rd floor meeting room.