



**DISCOVER NEWPORT
BOARD OF DIRECTORS MEETING
12pm - Tuesday June 19th, 2012
@ Blithewold Mansion
101 Ferry Road
Bristol, RI 02809**

MEETING MINUTES:

The meeting was called to order at 12:08pm by Chairman Len Panaggio.

BOARD MEMBERS IN ATTENDANCE WERE:

Len Panaggio, Stephen Coyne, Karen Oakley, Marlen Scalzi, Barbara Pelletier, Daniel Braun, Pieter Roos, Susan Samson, Stephen Brigidi, Rocky Kempenaar, Ed Silveira, Laurie Stroll & Katie Wilkinson

BOARD MEMBERS ABSENT & EXCUSED WERE: Jon Cohen, Greg Fater, Jeff McDonough

BOARD MEMBERS ABSENT & NOT EXCUSED WERE: none

*Note: Two Board Seats are currently vacant; Barrington & Warren

STAFF PRESENT WERE: Evan Smith, Cathy Morrison, Kathryn Farrington, Alyson Adkins and Dawn Sharp

GUESTS PRESENT WERE: Terry Horsley, representing The Newport Record, filmed the meeting. Karen Bellavance, Tree Callanan & Karen Binder, from Blithewold Mansion, were in attendance, as well as Diane Mederos, the Town Manager of Bristol, RI.

I. PREVIOUS MEETING MINUTES:

The previous meeting minutes for April 10th, 2012 were reviewed. A motion to accept the minutes was made Len Panaggio and 2nd by Stephen Coyne. The motion passed unanimously.

II. TREASURER'S REPORT:

The financial report for May, 2012 was read by Treasurer, Stephen Coyne. City Bed Tax for March, 2012 was up 33.01%, YTD. Regional Bed Tax was up 28.10%, YTD for a combined YTD Bed Tax, through February, 2012 of +31.84%. He reviewed the revenues and expenses for the month of May, 2012.

A motion to accept the Treasurer's report for April, 2012 was made by Stephen Coyne and seconded by Katie Wilkinson. The motion passed unanimously.

III. MARKETING COMMITTEE REPORT:

On behalf of the Finance Committee, Laurie Stroll reported on the following:

- She informed the Board Members that a meeting occurred with a representative from *Trip Advisor* on June 13th.
- Kathryn reported that she was able to negotiate a two year offer from *Trip Advisor* in which there would be no increase in the annual fee, if we were to exercise an option for the second year of the agreement. The committee received positive feedback on the proposal from local key stakeholders including Preservation Society, and 5 major hotels. Kathryn also was able to get three positive referrals from other destinations that have been working with *Trip Advisor*. Based on all this feedback presented to the committee Laurie Stroll, made a motion to seek approval to fund the advertising investment at \$38,000 for a one year agreement with *Trip Advisor*.
- A motion to approve the contract with Trip Advisor was made by Daniel Braun and Pieter Roos seconded; the motion passed unanimously.

IV. PRESIDENTS REPORT:

Evan Smith reported on the following:

- He formally introduced the Board Members to the Guests that were present.
- He reported on the success of the start of the Newport to Bermuda race.
- He briefly discussed the upcoming Bristol County 4th of July Parade.
- He presented an update on the status of the America's Cup World Series & Tall Ships.

V. COMMITTEE REPORTS:

A. FACILITIES:

Stephen Coyne and the Facilities Committee met and reported on the following:

- Stephen reported that the 1st Floor renovations are nearly complete and the results are a huge success.

B. GOVERNANCE:

Evan Smith reported on the following:

- He updated the Board Members on the status of the repeal of the proposed Tour Tax & Meal Tax.
- He also briefed the Board about a new Charter Tax on transportation.

VI. NEW BUSINESS:

- Katie Wilkinson briefed the Board Members about the current status of the Elmhurst School proposed demolition in Portsmouth, RI.
- Len Panaggio presented a plaque to Daniel Braun for his dedication and service to the Board of Directors; Daniel announced the resignation from his current job.

VII. ADJOURNMENT:

A motion to adjourn was made by Len Panaggio and seconded by Pieter Roos. The motion passed unanimously. The meeting adjourned at 1:13 pm.

***There is no Board Meeting being held during the month of July.**