

**VISIT SARASOTA COUNTY
BOARD OF DIRECTORS MEETING MINUTES**

April 13, 2023, at 8:30 a.m.

DIRECTORS PRESENT:

Nick Mavrikas, Lorrie Liang, Richard Russell, Christine Johnson, Ron Cutsinger, Anne Frescura, Mark Gordon, John LaCivita, Kara Morgan, Wes Santos, Tim Self

STAFF PRESENT:

Virginia Haley, Erin Duggan, Kelly Defebo, Pete Harvey, Andrea Hunt, and Samantha Warner

The meeting was called to order at 8:31am by Chair Nick Mavrikas.

VSC MOMENT:

Kelly Defebo presented the VSC Moment with PowerPoint presentation. Highlights of the international sales markets: Germany, UK, and Canada

CONSENT AGENDA:

Nick Mavrikas called for a motion to approve the Consent Agenda. Christine Johnson moved to approve the motion; Rick Konsavage seconded. All agreed; the motion passed.

FINANCIALS FOR FEBRUARY 2023:

Director of Finance, Andrea Hunt discussed the February financials noting that February showed a net income of \$26,643.00 with YTD equaling \$11,517.00. Andrea added the notes listed below:

- Partner revenue continues to be over budget by \$11,500.00. Visitor Guide revenue is a little over \$5000.00 over budget for the year.
- AR collections are doing well. Cash flows are very good.
- Monitoring budgets as we enter March/April to be sure funds are allocated to proper staffing and county needs.
- Best news: we received confirmation from IRS that our account has been reviewed and we are expecting to receive the final piece of receivable very soon.

Christine Johnson asked if we had considered CDs: layering, 90 day 4 ½%, Morgan Stanley 6 month 6% . Ron Cutsinger noted insurance premiums are increasing and asked that we monitor and plan for possible increases.

Nick Mavrikas called for a motion to approve the February Financials. Christine Johnson moved to approve the motion; Lorrie Lang seconded the motion. All agreed; the motion passed.

APPROVAL OF VSC FY 2024 BUDGET:

Erin Duggan, Kelly Defebo, Andrea Hunt, and Pete Harvey presented the scope of services and budget for FY 2024.

Discussion on 20% increase in overall budget and ensuring sufficient Tourist Tax revenue. Wes Santos noted that a visual of the topline percentage would be beneficial for future budgets.

Nick Mavrikas called for a motion to approve FY 2024 budget. Ron Cutsinger moved to approve the motion; John LaCivita seconded the motion. All agreed; the motion passed.

APPROVAL OF NEW PARTNERS:

Nick Mavrikas called for a motion to approve the March new partners. Christine Johnson moved to approve the motion; Ron Cutsinger seconded the motion. All Agreed; the motion passed.

Ron Cutsinger said a few words in honor of the late Commissioner Nancy Detert.

The meeting adjourned at 9:37am.