



Board of Directors Meeting

August 13, 2026 at 8:30 a.m.

MINUTES

BOARD MEMBERS PRESENT:

Chair John LaCivita, Vice Chair Tim Self, Secretary/Treasurer Wes Santos, Susie Bowie, Stacey Corley, Kim Farrell, Cindy Moore, Mike Quillen, Jason Samson, Mark Sherwin and Heather Van Wie **Ex Abs:** Hon. Tom Knight, Richard Russell

STAFF PRESENT:

Erin Duggan, Andrea Hunt, Kelly Harb, Pete Harvey, Suzanne Hackman, Hunter Carpenter, Jess Bertolini and Camille Seabrook

Board Meeting called to order at 8:30 AM by Chair John LaCivita

Consent Agenda

JL called for a motion to approve the Consent Agenda. Discussion: The Zartico Contract had a numerical discrepancy, and the updates were noted after the Board received their packets 7days prior to the meeting. It was offered to move the updated contract to September's meeting Consent Agenda, if needed. Board decided to keep contract in current packet for approval. Mike Quillen moved to approve the Consent Agenda. Tim Self seconded the motion. All agreed; the motion passed.

June 2026 Financials

Director of Finance, Andrea Hunt reviewed the June 2026 financial statements. Andrea added the notes below:

- Net income \$35,000
- Q3 reports have been sent to County ahead of schedule
- County receivables are \$1.37 million
 - Explain proof of payment changes for FY2027
 - Finally paying them now, cash flows are ok
- Clerk no longer paying registrations until event has passed. May see an increase in CC fees. (ie IMEX, have to register but hold the reimbursement)
- Looking into ACH for FY27, hut also need controls in place

JL called for a motion to approve the June Financials. Tim Self moved to approve. Susie Bowie seconded the motion. All agreed; the motion passed.

FY2027 VSC Operational Budget

Director of Finance, Andrea Hunt reviewed the FY2027 VSC Operational Budget. JL called for a motion to approve the FY27 Ops Budget. Stacey Corley moved to approve. Mike Quillen seconded the motion. All agreed; the motion passed.

FY26 Q3 VSC Quarterly Report - 2026 Savor Sarasota Recap - Regional Spotlight Campaign

Presentations led Visit Sarasota County Directors

Q&As: Susie Bowie asked about the red arrows, Erin Duggan advised that asterisked comments were added to the presentation to give a clearer explanation of the changes; Mark Sherwin inquired about room-stay numbers; John LaCivita wondered how VSC could keep up their presence in articles; Tim Self and Wes Santos asked if Sports would continue to see an increase in numbers. Pete Harvey pointed out that the County wants to keep the budget flat while increasing bed sales. Jason Samson mentioned that grant funding is the key to business. Pete reminded Board that grants have been and may continue to be on the lower end. Kelly Harb and Hunter Carpenter reviewed the Savor Recap slides.

President & CEO Report

Erin Duggan reviewed slides for the June 2026 Staff Reports, Partner Dashboard, and Miles Sales Report with Board Members. The 2027 VSC Crisis Management and Business Continuity Manual and FY26 Partnership Survey Results were presented to the Board by Hunter Carpenter, Director of Community Relations and Partnership.

Approval of New Partners and CCAV Trade Memo

JL called for a motion to approve the June and July 2026 New Partners. Tim Self moved to approve. Mike Quillen seconded the motion. All agreed; the motion passed.

JL called for a motion to approve the CCAV Trade Memo. Jason Samson moved to approve. Mike Quillen seconded the motion. All agreed; the motion passed

VSC Board Meeting ended at 9:46AM.