

VISIT SARASOTA COUNTY
BOARD OF DIRECTORS MEETING MINUTES
August 19, 2021, 8:00 a.m.

DIRECTORS PRESENT:

Rick Konsavage, Ann Frescura, Nick Mavrikas, Gil Reyes, Lorrie Liang, Steven High, Nick Mavrikas, Tim Self, Christian Zeigler, and Lori Ruth.

EXCUSED ABSENCE: Christine Johnson, Richard Russell, and John LaCivita

STAFF PRESENT:

Virginia Haley, Andrea Hunt, Kelly Defebo, Erin Duggan, Shelby Connett, and Shantel Norman.

The meeting was called to order at 8:05 a.m. by Chair, Christine Johnson

Vice President, Erin Duggan and Communications and Public Relations Coordinator, Nate Sweetman discussed new VSC trend Fun in the 941.

CONSENT AGENDA:

Vice-Chair, Nick Mavrikas called for a motion to approve the Consent Agenda. Rick Konsavage moved to approve the motion; Lorrie Liang seconded. All agreed; the motion passed.

FINANCIALS FOR MAY AND JUNE 2021:

Director of Finance, Andrea Hunt presented May and June financials noting that net income for the month of May is \$9300. Junes net loss is \$250.00, and we are still overbudget by \$100,000 YTD.

- Partner dues have been steadily increasing each month, adding that Carolyn Perry has been in the new role for a few weeks and focusing on partners.
- VSC still has one vacant position which is keeping employee related expenses down and underbudget.
- We are closely monitoring expenses going into the final quarter of the fiscal year.
- County receivables are high but being collected.
- Cash flow is doing well.

Mavrikas called for a motion to approve the May and June's Financials. Rick Konsavage moved to approve the motion; Tim Self seconded the motion. All agreed; the motion passed.

VSC FY 2022 OPERATIONAL BUDGET:

Hunt discussed FY 2022 operational budget. Nick called for a motion to approve FY 2022 operational budget. Tim Self moved to approve the motion; Rick Konsavage seconded the motion. All agreed; the motion passed.

PARTNERSHIP PROGRAM REVISION FOR FY 2023:

Director of Sales, Kelly Defebo presented the new partnership program.

PRESIDENT'S REPORT:

President Haley reminded the Board of VSC's 40th Anniversary Luncheon, October 6, 11:30 AM at Art Ovation Hotel.

NEW PARTNERS:

Nick called for a motion to approve the new partners. Lorrie Liang moved to approve the motion; Rick Konsavage seconded the motion. All agreed; the motion passed.

The meeting adjourned at 9:14 am.