

VISIT SARASOTA COUNTY  
BOARD OF DIRECTORS MEETING MINUTES  
January 21, 2020, 8:00 a.m.

**DIRECTORS PRESENT:**

Lorrie Liang, Christine Johnson, Sondra Guffey, Rick Konsavage, Ann Frescura, Gil Reyes, Richard Russell, John LaCivita, Steven High, Nick Mavrikas, Tim Self, Mike Moran, and Lori Ruth.

**STAFF PRESENT:**

Virginia Haley, Andrea Hunt, Kelly Defebo, Erin Duggan, Shelby Connett, Allison Jones, Sandrina McCloud and Shantel Norman.

**GUESTS PRESENT:**

Clint Smith & Teal Strammer, HBKS Advisors

The meeting was called to order at 8:02 a.m. by Chair, Christine Johnson.

Vice President, Erin Duggan provided an update on how to we attract Eco-Enthusiasts.

**CONSENT AGENDA:**

Chair Johnson called for a motion to approve the Consent Agenda. Nick Mavrikas moved to approve the motion; Sondra Guffey seconded. All agreed; the motion passed.

**PRESENTATION OF VSC FY 2020 AUDIT:**

Clint Smith and Teal Strammer presented VSC FY 2020 Audit report. It was noted that it was a “clean” audit.

Christine Johnson called for a motion to approve the audit report. Lorrie Liang moved to approve the motion; Nick Mavrikas seconded. All agreed; the motion passed.

**FINANCIALS FOR NOVEMBER 2020:**

Director of Finance, Andrea Hunt presented the November financials noting that net income for November is approximately \$6,000 due to positions remaining vacant into FY 2021, and partner revenue is doing ok.

- VSC contracted with Sarasota County for CARES Act funding and that VSC operating expenses of \$4100 were allocates to the CARES Act monies per contract.
- Private sector revenue is \$20,000 under budget due to some of the partners not being able and willing to spend money on digital ads. VSC will monitor this and continue to work with partners on payment plans/extensions, etc.
- Deferred partner revenue is down, and we are cautiously watching all expenses.
- VSC is in good cash flow position.

Christine called for as motion to approve the November financials. Sondra Guffey moved to approve the motion; Nick Mavrikas seconded the motion. All agreed; the motion passed.

**PRESIDENT'S REPORT:**

President Haley and Finance Director, Andrea Hunt provided an update on PPP funding. Haley asked for the Board's approval to apply for funding and to open a bank account with local community bank Gulfside Bank.

Johnson called for a motion of approval for VSC to apply for PPP funding. Sondra Guffey moved to approve the motion; Nick Mavrikas seconded the motion. All agreed; the motion passed.

Guffey motioned approval for VSC to open accounts at Gulfside Bank seconded by Mavrikas. Christine Johnson, Tim Self and John LaCivita recused themselves from the motion. Ann Frescura, Steven High, Lorrie Liang, Sondra Guffey, Lorrie Liang, Lori Ruth, Richard Russell, Gil Reyes, Rick Konsavage and Mike Moran agreed; the motion passed.

Johnson called for a motion to adjourn. Lorrie Liang moved to approve the motion; Nick Mavrikas seconded. All agreed; the meeting adjourned at 9:02 AM.