

VISIT SARASOTA COUNTY
BOARD OF DIRECTORS MEETING MINUTES
June 9, 2022, 8:30 a.m.

DIRECTORS PRESENT:

Nick Mavrikas, Rick Konsavage, Christine Johnson, Anne Frescura, John LaCivita, Richard Russell, Lorrie Liang, Ron Cutsinger, and Mark Gordon

EXCUSED ABSENCE: Kara Morgan, Michael Granthon, and Tim Self

STAFF PRESENT:

Virginia Haley, Andrea Hunt, Kelly Defebo, Erin Duggan, Ally Jones, and Shantel Norman.

The meeting was called to order at 8:31 a.m. by Chair, Nick Mavrikas.

Erin Duggan presented VSC moments of VISIT FLORIDA Co-Op Highlights. President Haley added another moment of Sarasota and local partners being featured in the June\July 2022 issue of Southern Living Magazine.

CONSENT AGENDA:

Chair Mavrikas called for a motion to approve the Consent Agenda. Lorrie moved to approve the motion; Christine Johnson seconded. All agreed; the motion passed.

FINANCIALS FOR APRIL 2022:

Director of Finance, Andrea Hunt discussed the April financials:

- Net income for April is \$16,444.
- YTD net income is \$72,000
- Income overbudget by \$64,000
- Payroll expenses are underbudget
- Partner income remains are \$8,000 underbudget

Hunt added that accounts receivables County balances are high – staff have been busy and most of the balance is in direct pay, so cash flow is up and are good.

Haley also added that we have hired a new sports director that will come on board in July.

Mavrikas called for a motion to approve the April Financials. Richard Russell moved to approve the motion; Rick Konsavage seconded the motion. All agreed; the motion passed.

RECOMMENDATION FOR WES SANTOS FOR VSC BOARD:

President Haley discussed Wes Santos, General Manager of Hyatt Regency to join the Board.

Chair Mavrikas called for a motion to approve Wes Santos to join VSC board. John LaCivita moved to approve the motion; Lorrie Liang seconded the motion. All agreed; the motion passed.

PRESIDENT'S REPORT:

Virginia asked the board to review the presidents report. Haley added that the EDC will be subleasing VSC offices starting October 1.

NEW PARTNERS:

Mavrikas asked for approval of new partners for April. Christine Johnson moved to approve the new partners; Mark Gordon seconded the motion. All agreed; the motion passed.

The meeting adjourned at 8:56 a.m.