

VISIT SARASOTA COUNTY
BOARD OF DIRECTORS MEETING MINUTES
March 19, 2020, 8:00 a.m.

DIRECTORS PRESENT:

Lori Ruth, Pat Moreo, Lorrie Liang, Nick Mavrikas, Richard Russell, Christine Johnson, Russell Matthes, Steven High, Sondra Guffey and Varinia Van Ness

EXCUSED ABSENCE:

Heather Kasten, Al Maio and Gil Reyes.

STAFF PRESENT:

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

The meeting was called to order at 8:01 a.m. by Vice-Chair, Nick Mavrikas.

VSC MOMENTS:

Britney Guertin, Communications and Content Manager presented how VSC won the FOWA Conference to be held in Venice.

CONSENT AGENDA:

Vice-Chair Mavrikas called for a motion to approve the Consent Agenda. Russell Matthes moved to approve the motion; Sondra Guffey seconded the motion. All agreed; the motion passed.

FINANCIALS FOR JANUARY 2020:

Director of Finance, Andrea Hunt discussed January's financials noting that January's net loss is \$15,311, mostly due to January being a 3-payroll month. Employee related costs are under budget \$28,000 due to staff positions remaining open which we plan to keep open during this time.

Miles sales are low for January which is typical for this time of year based on history. We have a call with Miles Friday to discuss their sales contract. County receivables are current. They have paid us the old receivables and we have been able to put our money back into money market account. We are working on cash flows scenarios.

Mavrikas called for a motion to approve the January financials. Sondra Guffey moved to approve the financials; Lori Ruth seconded the motion. All agreed; the motion passed.

POSTPONEMENT OF CONSIDERATION OF PARTNERSHIP REVISIONS:

President Haley discussed the partnership sales restructure. It was recommended to table the presentation to this time, as right now is not the best time to roll out the new structure. There was consensus to table it.

UPDATE ON COVID-19 ACTIONS:

President Haley discussed the actions that VSC is taking during this Covid-19 pandemic.

The meeting adjourned at 8:34am.