

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

DIRECTORS PRESENT:

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

EXCUSED ABSENCE: Nick Mavrikas, and Al Maio

STAFF PRESENT:

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

The meeting was called to order at 8:03 a.m. by Chair, Christine Johnson.

Britney Guertin provided an update on Sarasota Big Pass.

CONSENT AGENDA:

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

FINANCIALS FOR SEPTEMBER 2020:

Director of Finance, Andrea Hunt presented the September financials noting that the net income is approx. \$4,000.

Hunt discussed VSC year-to-date net income:

- VSC finished FY 20 with \$81,876 net income.
- \$190,000 saved in employee costs.
- Operating expense under budget by \$60,000 (VSC reacted to COVID immediately and was able to reduce expenses, saving on staff development, office equipment, meetings, business travel, rent, etc).
- Private revenue is down by \$141,000.

Hunt discussed the VSC County Contract noting that VSC saved \$1.72 mill from County Budget, 73.2% spent and we saved 27%.

VSC quickly reacted to COVID in March. The original goal was to save \$1 mill and we were able to save \$1.72 mill.

Hunt added that VSC staff took on more in-house rather than outsource and we will continue into FY 2021 with caution. Staff took additional pay cuts to preserve budget for FY 2021 and we are continuing to work with partners on payment deferrals.

Christine called for as motion to approve the September financials. Gil Reyes moved to approve the motion; Sondra Guffey seconded the motion. All agreed; the motion passed.

VSC FY 2020 ANNUAL REPORT:

VSC Staff Directors presented the annual report for FY 2020.

VSC DRAFT CARES ACT AGREEMENT:

President Haley discussed the VSC CARES Act agreement.

PRESIDENT'S REPORT:

Haley noted that the VSC Partner Coffees resumed in person.

APPROVAL OF NEW PARTNERS FOR SEPTEMBER

Johnson called for approval of the new partners for September. Richard Russell moved to approve the new partners; Lori Ruth seconded the motion. All agreed; the motion passed.

The meeting adjourned at 9:11 AM.