



## **Board of Directors Meeting Minutes**

November 14<sup>th</sup>, 2024, at 8:30 a.m.

### **BOARD MEMBERS PRESENT:**

Richard Russell, Comm. Ron Cutsinger, John LaCivita, Nick Mavrikas, Kara Morgan, Mike Quillen, Jason Samson, Wes Santos, Tim Self, and Heather Van Wie **Ex Abs:** Susie Bowie, Stacey Corley, Mark Gordon

### **STAFF PRESENT:**

Erin Duggan, Andrea Hunt, Kelly Harb, Pete Harvey, Suzanne Hackman, Hunter Carpenter, Camille Seabrook

Board Meeting called to order at 8:30 a.m. by Chair Richard Russell

### **VSC Moment- IMEX RECAP**

Suzanne Hackman, Director of Sales presented a recap of the IMEX experience. VSC's Shantel Norman attended the trade show to connect and build relationships with event planners, highlight what Sarasota County has to offer visitors, discover the latest trends in the meetings industry, and see what other destinations are doing while finding new ways to promote Sarasota County.

### **Consent Agenda**

RR called for a motion to approve the Consent Agenda. Heather Van Wie moved to approve the motion. Mike Quillen seconded the motion. All agreed; the motion passed.

### **Financials**

Director of Finance, Andrea Hunt reviewed the September 2024 financial statements. Andrea added the notes below:

- Net income for September 2024 was \$150,000, YTD \$491,500 surplus
- Overbudget for the year by \$237,000
- Partner dues were over budget by \$75k
- Miles sales were over budget by \$56k
- Reimbursement revenue was over by \$105
- Professional management fee under budget by \$88k
- 91.29% of County Budget. 7.8 million was used during FY24
- All County Reports have been filed
- Audit is underway, goal is to have testing/fieldwork done by Thanksgiving week.
- Audit Committee will meet in January before the Board Meeting
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RR called for a motion to approve the September 2024 Financials. Tim Self moved to approve the motion. Jason Samson seconded the motion. All agreed; the motion passed.

### **President & CEO Report**

Erin Duggan reviewed slides of the September 2024 Staff Report, Partner Dashboard, and Miles Sales Reports. A post-storm recovery update was given. Board reviewed a handout of the FY25 VSC President/CEO goals for Erin Duggan.

### **Approval of New Partners**

RR called for a motion to approve the October New Partners. John LaCivita moved to approve the motion. Mike Quillen seconded the motion. All agreed; the motion passed.

Following the meeting the Board was given an introductory tour of VSC's new Visitors Information Vehicle- AVA.

Chair RR adjourned the Board Meeting at 9:12am.