

Meeting Notes

Sales Committee Meeting

Wednesday, July 22, 2015, 3:30PM – 5:00PM



MCCVB Conference Room | 787 Munras Ave, Suite 110, Monterey, CA 93940

Members Present

Heidi Bettencourt

Terri D'Ayon

Mairead Hennessy

David Lambert

Steve McNally

Julie Weaver

Nancy Williams

Josh Brown

Amanda Harrison

Andrea Jackson

Timothy McGill

Amy Vetter

Todd Wessing

Absent

Bruce Orinstein

Cathy Faber

Max Schroeder

Staff

Scott Wilson

Marissa Panziera

Mairead Hennessy called the meeting to order at 3:31pm.

Welcome & Introductions

Terri D'Ayon and Todd Wessing arrived at 3:32pm.

PUBLIC COMMENT: None

Andrea Jackson arrived at 3:37pm.

MEMBER AND STAFF ANNOUNCEMENTS:

Scott Wilson announced the addition of April Locke, Marketing Manager to the CVB team and Tammy Blount has been appointed to the DMAI Board as Treasurer, and is in succession to become President.

CONSENT AGENDA

Motion to approve consent agenda, M/C/S, Heidi Bettencourt, Julie Weaver, Unanimous.

REGULAR AGENDA

A. 2016 July – Dec Tradeshow and Client Events

Scott Wilson reviewed the July – December 2016 Tradeshow and Client event calendar and asked for feedback. Discussion ensued. Recommended calendar is presented to board for approval.

B. SCS Programs & Services

Marissa Panziera presented a brief overview of SCS Services available to meeting planners and partners. Discussion ensued.

C. June Pace Report & Hotel Scorecard

Scott Wilson presented the June Pace Report and Hotel Scorecard. Highlighted the goal to focus on increasing bookings into Monterey. Discussion ensued.

D. Group Incentive Fund

Scott Wilson presented the Incentive Fund research and asked for feedback. Discussion ensued. Recommendations made to propose the idea to CAB members for their feedback, to identify triggers and an approval process.

Julie Weaver left at 4:47pm.

E. Good of The Order

Nancy Williams provided an update on the Monterey Conference Center. Mairead recommended a report of 2015 bookings from Nancy of the Conference Center for review at the next meeting. Timothy McGill announced they have a new Conference Services Manager, Pam Anderson starting. Scott recommended adding Group Incentive Fund discussion and Cvent procedures to next month's agenda.

Mairead Hennessy adjourned the meeting at 4:52pm.

NEXT MEETING:

Wednesday, September 16, 2015 | 3:30 – 5:00 PM | MCCVB Conference Room