

VISALIA CONVENTION AND VISITORS' BUREAU

Wednesday, July 10, 2024 • 9:00 a.m. Meeting Minutes Visit Visalia Office – 112 E. Main

| Chair: Steve Nelsen Staff: Sherrie Bakke, Suzanne Bianco | | | | | |
|---|-----------------------------|---|---|---|--------------|
| Members Present: Anil Chagan Denise Taylor -Conner John Oneto Adrian Reynosa Katy Young | | Members Absent: Brett Taylor | Present - 6 Absent – 1 Quorum – Y | Others Present/Guests: Sintia Kawasaki-Yee: Chie Communications, SEKI Na Carrie Groover: Marriott John Lollis: Assistant City N | tional Parks |
| TOPIC | Discussion/Recommendations | | ACTION | RESPONSIBLE | |
| Call to Order | | Steven Nelsen, Chair, called the meeting to order at 9:00am. | | | Nelsen |
| Public Comment | Sequoi This time is agenda. | ction of Sintia Kawasaki- Yee, Chie a and Kings Canyon National Parks a allowed for comments on subject matters pert Each speaker will be allowed three minutes. No on items mentioned in public comment. | S aining to items on the | Information only No Public Comment | |

| 1. | Board Restructure | Chairperson Nelsen reinforced the purpose and benefits of reducing the size of the CVB Board including improved efficiency, focus on 'big ticket' initiatives, long range planning and real time feedback on issues impacting tourism. Board members were reminded to attend meetings prepared including reading the board packet and participating in the discussions. CVB will continue to work alongside the Visalia Tourism Marketing District and act on initiatives recommended by the VTMD. | Information only | Nelsen |
|----|---------------------|--|---|--------------------------------|
| | Meeting Minutes | , , | Approved 06/12/2024 Minutes. | Reynosa / Taylor- Conner |
| 3. | Financial Report | John Oneto presented the financials with the following notations and discussion: • We have not received the contribution for the City of Visalia of \$360,000. They have been invoiced | Approved June 2024 Financials | Young/ Reynosa |
| | | Six months into the program year, we are under budget. A few line items are over, these items have been discussed during previous meetings. VCVB Is in a good financial position. Young motioned to approve the June financials. Reynosa | | |
| | Budget Review | | \$30,000 from account 7243 to sub account 7212. | Oneto / Young |
| | Informational Items | C. E. C. M. G. GOODION MONON CAMIDA | | |

| 1. | Executive Director | Admin and Operations Problems with the Alarm Co. 6-month Marketing Plan Deliverable Performance Review HVS Kick Off Call | Information Only | Bakke |
|----|-------------------------------|---|------------------|--------|
| | | Convention Sales Only 1 contract in June—with "no" sleeping room blocks Busy Month with Servicing – Miss California (Brett shout out) Jobs Daughters (we were not involved) American Legion Destination California - Visalia Convention Center Display Advertising – Convention Sales Video CA Bus Association Staff making site visit this afternoon Incentive \$ offered to Delta Kappa Gamma for 2027 | | |
| | | Tourism Update Social Media Results Involvement with Economic Development Opportunities VEDC – Annual Meeting Visalia Chamber of Commerce State of the City and County Team California Training Site Location Site Visit Visalia Heritage and Cultural Center Development – Stakeholder meeting facilitated by US Heritage and Cultural Marketing Council. | | Bianco |
| | | <u>Destination Development</u> No movement on Destination by Design Contract with the City Festival Expansion Opportunities Sequoia Legacy Tree Status and Plan | | |
| 2. | Tourism Marketing District | Elected Hector Ramos as the Secretary Approved \$36,800 in additional marketing campaigns. Hotel Beds Visit CA Dedicated Newsletter Brand USA Global Inspiration Program World Ag Expo Sponsorship "Stay and Play" "Ag Tourism Development" PRIDE Visalia Marketing \$5,000 Moved Board Meetings to Visit Visalia Office | Information Only | Chagan |

| 3. | SEKI Report | Memorial Day Visitation – 50% increase over highest volume day (2021) July 28 Celebration of Charles Young posthumously elevated to Brigadier General. July 28 Buffalo Soldiers Day. Mineral King & Cedar Grove have reopened. Workforce recruitment is a challenge, 37% open positions some unfilled due to lack of housing. The Federal Government will be rebuilding current structures to modernize. Childcare is another concern. | , | Kawasaki- Yee |
|----|-------------|---|---------|------------------|
| | Adjourn | Nelsen adjourned the meeting at 10:06 am | Adjourn | Nelsen |

The next regular meeting: Wednesday, August 14, 2024, 9:00 am – Visit Visalia Tourism Office