

**Minutes of the Clermont County Convention & Visitors Bureau Meeting
October 22, 2013**

Call to Order- Meeting was called to order by Chairman Jim Comodeca.

Introduction of new board member Brian Wipprecht- Brian Wipprecht, General Manager of the Holiday Inn Eastgate was approved as a board member on the recommendation of the CVB board to the Clermont County Commissioners and their ratification of such last month.

Minutes of the September 24th Board Meeting- Minutes of the 9-24-13 board meeting were distributed and reviewed. Motion to approve the minutes was made by Andy Kuchta, seconded by Jeff Lykins. Motion passed.

Financials- In Treasurer Linda Fraley's absence, Chris Smith presented financials, P & L and Balance Sheet thru September 2013. Revenue is running slightly ahead of projection. Receipts are collected in arrears. Forecasted revenues should come in at \$560,000, or 2%-3% ahead of forecast. The only negative variances on expenses are in the categories of Consultative Services (Mark Faust) and slightly higher payroll expense as our sales staff begin to generate some commissions based on recent sales activity. We continue to have monthly positive cash flow of \$25,000-\$30,000 per month at this time. As our revenues are somewhat seasonal, we have now passed our peak period of lodging tax as we enter the fourth quarter of the year. Motion to approve the financials was made by David Uible, seconded by Andy Kuchta. Motion passed.

Alternate Investment of Funds- CVB has reached the depository maximums for FDIC insurance protection on its savings account (Share-Fax Credit Union) and its operating checking account (National Bank & Trust). Alternative depository instruments were discussed, rates examined as offered by different Clermont County financial institutions, and maturities discussed. Additional investigation will occur in order to see if there are alternative financial instruments that would have a high degree of safety while providing a higher yield. It was agreed that there is no immediate and pressing need for a portion of the funds presently on the CVB balance sheet, however, there are several possible scenarios that could result in the use of these funds including a multipurpose building, venue infrastructure, and larger event bid fees.

Ratification of Employment and Compensation Terms for New CVB Director- Presentation was first made to the board by the board members that interviewed the Director candidates. It was determined that Mark Calitri was the universal choice by all directors that participated in the multiple candidate interview process.

[REDACTED]

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Preliminary Budget Issues- Chris Smith presented some preliminary budget (income and expense categories) highlights for members review and consideration. More detail to follow in November once Mark Calitri has a chance to come on board and have some input.

Sales Pipeline Report- More good news in terms of a growing sales pipeline. A new event just captured is the Jewel Invitational Golf Outing consisting of 30 college golf teams. They are committed to coming to Clermont County (Elks Run) April 4th, 5th, and 6th 2014.

Rowing regatta report- member Paul Schmid reported that the Dragon Boat Race event last weekend was a difficult one based on cold, rainy, and windy weather. Paul also reported on his continuing efforts to seek resources from the state of Ohio to assist in the repair, renovation, and refurbishment of state park infrastructure. Paul arranged visits by state rep's John Becker and Doug Green out to the park over the past month to see firsthand the conditions.

New Board Member- The addition of Phil Gatch to the CVB Board was postponed last month due to time. His candidacy was brought up again. Phil's bio was reviewed and his credentials considered. A motion to approve the addition of Phil Gatch to take the place of term limited Barb Wiedenbein was made by Jeff Lykins and seconded by Warren Walker. Motion passed. This would be the CVB board position. Two director positions remain at this time. Both require the approval of the Clermont County Commissioners following a favorable recommendation by the CVB board.

Next Meeting Date- November meeting date is scheduled for Tuesday November 26th. Board member Brian Wipprecht offered to host our next meeting as well. Holiday Inn represents a convenient and central location.

Park District Update by Chris Clingman- Agreed to postpone until our November meeting.



Signature

11-26-13

Date