

**Clermont County Convention & Visitors Bureau**  
**March Board Meeting**  
**April 2, 2019**

**Attendance:** Jim Comodeca, Jerry Yeatts, Chuck Tilbury, Greg Holman, Mike Moore, Payal Patel, Mary Eisnaugle, Jeff Sperry, and Jeff Blom. Also in attendance, David Painter, Clermont County Commissioner; Tracey Derico.

**Welcome:** Michael Moore, newest board member and owner of Milford's Chick-fil-A, was introduced; Jerry Yeatts was welcomed to his first meeting.

**Presentation:** Sarah Gleason presented her 2019 marketing plan. She showed the new Visitor Promotional Video, the Promotional Meetings Video, and the Promotional Sports video.

**Minutes:** February 26, 2019 minutes were read.

**Motion:** A motion to accept the February 26, 2019 minutes was made by Jeff Sperry; seconded by Chuck Tilbury. All in favor, motion passed.

**Financials:** Chuck Tilbury presented the financial report.

**Motion:** A motion to accept the financial documents prepared on behalf of the CVB was made by Greg Holman, seconded by Payal Patel. All in favor. Motion passed.

**Motion:** A motion to accept the Clermont Sports Development Corp. report as presented was made by Jeff Sperry. The motion was seconded by Mary Eisnaugle. All in favor.

**Audit news:** The State AUP audit is complete (Agreed Upon Procedure audit.) The audit found three exceptions that have been corrected. The CVB has adopted a credit card policy. According to the State, alcohol cannot be purchased with lodging tax dollars, therefore the CVB has adopted an alcohol policy, which allows alcohol to be purchased with funds that are not lodging tax monies. Additionally, any changes in employee pay must be supported with paper documentation in the employee file. At the conclusion, after two very thorough audits, the CVB is in good financial shape.

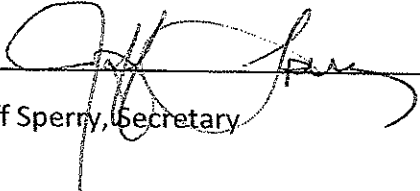
**Sports Development Corp.:**

1. The starter's platform is to be delivered April 3. The judge's tower needs to be built for on top of the platform. A trailer for the starter's platform has been purchased.
2. The starters bridge is assembled. There is shelf life yet, there are some repairs needed, but it does not need replaced at this time.
3. Wintech wakeless launch has been replaced, it has been ordered and we should have it early June. Insurance money due to vandalism of launch did not cover the entire cost.

**Sales and Events:**

- February 2019 was a very good month for our hotels. STR showed occupancy was up 9.6% in February over last year. ADR (average daily rate) was down .4%, Rev Par up 9.9%.
- USRowing Sponsorships packages are being presented and are coming in.
- The LOC (local organizing committee) meetings are looking for shuttles for the regatta.
- Ultimate Frisbee, March 16-17 had to move event to Warren County due to extremely rain soaked fields. Clermont County hotels were still used. 20 teams came from out of town.
- Jeff Blom will be attending NASC (National Associations of Sports Commissions) May 6-9, Knoxville. Jeff would like to have one or two of the sports venue managers from Clermont County also attend a one day sports facility summit of the conference.
- Personnel update: [REDACTED]
- Jeff would like to add a full-time communication/social media/email coordinator, and a full-time sports sales person.

**Motion:** A motion to adjourn was made by Payal Patel, Chuck Tilbury seconded the motion. 1:16 p.m. All in favor, motion passed.

  
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Jeff Sperry, Secretary

May 28, 2019  
Date