

**Clermont County Convention & Visitors Bureau**  
**Board Meeting**  
**February 26, 2019**

**Attendance:** Chuck Tilbury, Mary Eisnaugle, Jeff Sperry, Dan Solazzo, and Jeff Blom. Also in attendance, Tracey Derico.

**Presentation:** Jeff Blom presented the new Visitor Promotional Video and the Meetings Promotional Video.

**Welcome:** The board welcomed the newest member, Mary Eisnaugle. Mary was appointed by the Clermont County Convention & Visitors Bureau to serve through February 1, 2021. Mary shared her work and interest background with the Board.

**Minutes:** Jeff Sperry made a motion to accept the January 29, 2019 minutes. Dan Solazzo seconded. All in favor. Motion passed.

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

**Motion:** Dan Solazzo made a motion to accept the financials as reported. Mary Eisnaugle seconded. All in favor. Motion passed.

**Starters Platform and Bridge Update:** The 30' platform replacement (where judges stand elevated on a platform on pontoon boat) has been budgeted at \$16,000 and has been ordered. Tim Royalty will do the second part which is building and attaching the scaffolding. We are also considering purchasing a trailer.

Tim Royalty will be giving us a quote on the starters bridge. Jeff Blom will get the quote on the Starters Bridge and a trailer quote for next month's meeting.

**Sales & Events**

- STR report -January 2019 occupancy was up 4½% over last year! ADR was down 1.8%. Rev Par was up 2.7%.
- Rowing – Sponsorship packages are ready and Jeff Blom will be setting up meetings to sell the sponsorship opportunities. Clermont Sun will produce a 16 page program.
- LOC (local organizing committee) met last week and they are beginning to look for volunteers.
- Ultimate Frisbee Tournament is coming to Clermont County in March with 30 teams (10-12 teams outside of Clermont Count will be staying in our hotels.)
- The Kings Hammer contract with Olympic Fields is through 2023.
- Jeff is registered to attend the NASC conference, a marketplace for sports events, rights holders and destinations sports commissions. It will be in Knoxville, TN May 6 – 9.

**Meetings and Group Tours**

Margaret Bedilion attended the Heartland Travel Showcase in Detroit last weekend.

Margaret is continually working on bringing in smaller meetings with 300 people or less.

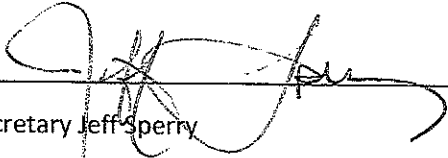
**Marketing Update:** Sarah Gleason produced an excellent marketing sheet of Clermont County statistic highlights. Jeff explained each statistic and expectation for what's to come.

Clermont branding is proceeding well. We anticipate an umbrella Clermont brand by July.

**New Business:** We are implementing a formal credit card policy and an alcohol policy. The board will be using electronic voting prior to next month's board meeting.

**Review of audit:** Chuck Tilbury updated the Board about the results of the deep dive audit.

**Motion:** Dan Solazzo made a motion to adjourn. Mary Eisnaugle seconded the motion at 1:13 p.m. All in favor. Motion passed.

  
Secretary Jeff Sperry

4.2.2019  
Date