

Minutes

Sales Committee Meeting

Wednesday, March 16, 2016, 3:30PM – 5:00PM



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

Members Present

Craig Barkdull
Janine Chicourrat
Terri D'Ayon Joyce
Andrea Ferrara
Mairead Hennessy
Chase Ramirez
Todd Wessing

Levi Breck
Carol Chorbajian
Cathy Faber
Amanda Harrison
Timothy McGill
Julie Weaver

Absent

David Lambert
Safarina Maluki
Rodney Morrow
Nancy Williams

Staff

Scott Wilson
Marissa Panziera

Mairead Hennessy called the meeting to order at 3:34pm.

Welcome & Introductions

Mairead Hennessy welcomed new committee members Craig Barkdull of Quail Lodge & Golf Club, Safarina Maluki of Hotel Abrego, Chase Ramirez of Hilton Garden Inn and Lydia Bates of Inns of Monterey.

PUBLIC COMMENT

Carol Chorbajian announced \$21,000 was raised for the National Restaurant Association Education Foundation and scholarships are now available.

MEMBER AND STAFF ANNOUNCEMENTS

Andrea Ferrara announced property wide renovations will take place at Embassy Suites. Levi Breck announced renovations are now complete at the Monterey Plaza. Janine Chicourrat announced they are looking for a Director of Food & Beverage.

CONSENT AGENDA

Motion to approve consent agenda, M/C/S, Julie Weaver, Timothy McGill, Unanimous.

REGULAR AGENDA

A. Deep Dive into Group Sales Reports

Scott Wilson reviewed the group sales report for the month of February. Discussion ensued.

B. MCC Update

Scott Wilson presented the current progress of renovation with a new completion date of April 2017. Discussion ensued. Janine Chicourrat and Amanda Harrison gave updates and timelines of their property renovations. Mairead recommended providing a rolling 18-month calendar of what is booked at the MCC.

C. Customer Advisory Board

Scott Wilson opened discussion on the future direction of the CAB. Discussion ensued. Group made recommendation to push the next CAB to Fall of 2017. Group was in agreement no CAB activities will take place in the next fiscal year June 2016-July 2017.

D. 2016-17 Sales Budget Review

Scott presented the proposed Trade Shows, Client Events and MCCVB Sponsorships for the 2016-17 fiscal year. The group recommended that the list to go to the Board for approval.

Motion to approve the budget, M/C/S, Timothy McGill, Cathy Faber, Unanimous.

E. Good of The Order

None.

Mairead Hennessy adjourned the meeting at 4:40pm.

NEXT MEETING:

Wednesday May 18, 2016 | 3:30 – 5:00 PM | MCCVB Conference Room