

AGENDA

Sales Committee Meeting

Wednesday, May 18, 2016, 3:30PM – 5:00PM



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

CALL TO ORDER

Welcome & Introductions

PUBLIC COMMENT

(This portion of the meeting is reserved for persons to address the Sales Committee on any matter not on the agenda but under the jurisdiction of the MCCVB Sales Committee. Committee members may respond briefly to statements made or questions posed. They may ask a question for clarification; make a referral to staff for factual information, or request staff to report back to the Committee at a future meeting but no deliberation may occur.)

MEMBER AND STAFF ANNOUNCEMENTS

CONSENT AGENDA

A. Minutes of the March 16th, 2016 Sales Committee Meeting

Recommended action: Approve Minutes

B. Monthly Reports

Recommended action: Accept Monthly Reports

REGULAR AGENDA

A. Booking Business in 2020

Recommended Action: Group discussion about current group leads for 2020 and type of future business that hotel partners want to book

B. Hotel RFP Process

Recommended Action: Group discussion around best practices for an efficient RFP process.

C. 2016-17 Sales Budget Review

Recommended Action: Scott will review the sales presentation from the budget workshops

D. April YTD Reports Review

Recommended Action: Scott will review sales reports through April

E. Good of The Order

Information: Comments from members of the Committee for the Good of the Order and possible recommendations for future committee items.

ADJOURN

NEXT MEETING:

Wednesday July 20, 2016 | 3:30 – 5:00 PM | MCCVB Conference Room