

Board of Directors Meeting
Oxnard Convention & Visitors Bureau
Wednesday, June 26, 2019
Oxnard Chamber of Commerce
2889 W 5th St, Oxnard, CA 93030

Board Members in Attendance: Otto Kanny, Nancy Lindholm, Bryan MacDonald, Ashley Golden, Jorge Rubio, Peter Crabbe, Dolores Licon, Marilyn Miller and Michael Pynn

Regrets: Joe Cabral, Christian Hellot, Pearl Feist, Chelsea Reynolds, Robert Wagner, Kim Recharte and Patty Tewes

Staff in Attendance: Courtney Freeman, Michelle Flippo and Julie Mino

Public in Attendance: Steve Buenger, OCVB Board Advisor, Brian Tucker w/Ventura County Coast and Tony Dybeku w/Waterside Restaurant

- I. **Call to Order:** Treasurer Nancy Lindholm called the meeting to order at 9:04 AM.
- II. **Public Comments:** No public comments but introductions were made.
- III. **President/CEO Report:** The meeting started with the President/CEO report since quorum had not yet been met. Julie Mino highlighted some of the meetings she attended in June. She was a part of the interview panel for the new Economic Development Manager for the City of Oxnard. She also presented at the Oxnard Rotary Club luncheon. Julie introduced Courtney Freeman the new Group Sales Manager for the OCVB. She attended IPW in Anaheim which included 8 people representing Ventura County that conducted over 120 scheduled appointments as well as many walk up inquiries. She also attended the Cal Travel Spring Board Meeting and Advocacy Day in Sacramento where 90 leaders from the travel and tourism industry met with over 60 elected officials at the State Capitol to discuss the economic impact travel and tourism has on the state, protection of TMD funding sources , the homelessness situation and increasing the competitiveness of California to attract large events. The OCVB will be choosing a new marketing agency tomorrow. The top two RFP submitters will present to the RFP Committee at Embassy Suites. The Board is welcome to attend. Visit Oxnard, Ventura County Coast and the City of Oxnard are working closely with the Dallas Cowboys for training camp. They are hosting a contest with a giveaway including accommodations at Embassy Suites, airfare and VIP seating at training camp. We will also be utilizing the billboard at The Collection. VCC is funding the fan experience this year including food structures, sunshades over the bleachers, the entrance to the VIP area and a hospitality spot. Julie showed a few of the new 15 second partner videos that have been created by Steel Cut Productions.

- IV. Board of Directors Meeting Minutes from May 29, 2019:** Otto Kanny made the motion to approve the minutes. Jorge Rubio seconded, and the motion carried.
- V. Treasurer's Report:** As of May 31, there is \$95k bank balance. Current net loss is \$54K but there was a surplus from last year to cover that. After the end of the fiscal year Nancy and Julie will be meeting with the new bookkeeper to simplify reports since the CWC and Wine room will no longer need to be included. Bryan MacDonald made the motion to approve. Marilyn Miller seconded, and the motion carried.
- VI. Nominating Committee Recommendations:** Ashley Golden made the motion to approve the slate of officers that was included in the packet with an amendment to remove Chelsea Reynolds since she has decided not to stay on at the Performing Arts Center. Her seat will need to be filled in the next fiscal year. Marilyn seconded, and the motion carried. The OTMD Committee slate was brought to the board previously but it included property names only and not individuals. According to the Brown Act those seats must be tied to individuals, so the slate included in the packet includes the names of the individuals serving on the OTMD Committee. Peter Crabbe made the motion to approve the slate. Marilyn seconded, and the motion carried.
- VII. FY 19-20 Proposed Budget:** Julie went over the new budget included in the packet. She highlighted the first deposit for the TMD assessment that will be included in the new fiscal year's budget. Otto made the motion to approve the new budget. Jorge seconded and the motion carried.
- VIII. VCC Update/STR Report:** Julie presented June's STR report. Discussion was made about the timing of the new hotel properties. The Channel Islands Harbor property most likely is at least two years out.
- IX. New Business:** None
- X. Board Comments:** Marilyn Miller – Concerts by the Sea start July 6th.
Peter Crabbe – August 4th is Chowderfest. The Maritime Museum is reworking their website. Peter invited everyone to take a look and give him any needed feedback.
Bryan MacDonald – City Council approved the city budget last week. He also mentioned an article that was published that included incorrect information about the ability to use certain funds by the city.
Ashley Golden – highlighted some of the cuts that had to be made in the budget as well as some changes that were made due to concerns with closing the PACC. The city will fund the PACC through December 31, 2019 and go out to RFP to try to find an organization to manage it. They will also be conducting a TOT audit.
Steve Buenger – Honey Cup Coffee Shop has new owners and extended hours. Waterside Restaurant's renovations are almost complete. The Marine Emporium Landing has their first vacancy in over 5 years. They are looking for a full-service day spa and salon.
Michael Pynn – The Collection is working on opening 30K square feet by the end of the year.

Brian Tucker with Ventura County Coast - VCC is in the middle of a project of filming all the Oxnard hotel properties. He also highlighted the post IPW fam trip.

Otto Kanny – American Golf is in place to take over the golf course.

Nancy Lindholm – The Chamber's Community & Business Guide is completed. The Chamber's Business Advocacy Committee will be meeting in July to study the 5 initiatives that have been presented by Aaron Starr. The City Attorney will be attending to answer any questions.

Adjourn at 10:16 am