

**HAGERSTOWN/WASHINGTON COUNTY CONVENTION &
VISITORS BUREAU BOARD OF DIRECTORS**

March 25, 2020

9:00AM

Conference Call

MINUTES

PRESENT: Andrew Sargent, Chair; Al Martin, Treasurer; Sila Alegret-Bartel, Mary Anne Burke, Katie Clutz, Lester Curry, Leslie Hart, Angie Hummer, Mary Ironside, Racha Iskandarani, Teri Leiter, Amanda Rankin

ABSENT: Travis Painter

STAFF: Dan Spedden, Tiffany Ahalt, Betsy DeVore, Jolene Thomas

ROLL CALL

TOPIC: **Minutes of February 26, 2020**

MOTION: To approve the minutes of the February 26, 2020, Board of Directors, as presented. 1st Leslie Hart, 2nd Teri Leiter.

ACTION: Approved

TOPIC: **Financial Report**

DISCUSSION: Les Curry reviewed the February 29, 2020, Financial Statement with the board. Lodging Tax Revenue increased over last year by \$10K. Deficit for February was \$18K. Total cash on hand \$129K compared to \$121K in 2019. With the current COVID19 pandemic, Dan Spedden shared that it would be a couple months before we see the affects in the lodging report and the CVB would be monitoring the weekly STR report.

MOTION: To accept the February 29, 2020, Financial Report, as presented. 1st Leslie Hart, 2nd Sila Bartel

ACTION: Approved

TOPIC: **House Bills**

DISCUSSION: Dan Spedden updated the Board of Directors on several House Bills. HB 1598 was a lodging tax bill, but it never gained any momentum and died. HB 436 was a poverty study for four (4) counties and assemblies a taskforce. Mr. Spedden advised it was important to be a representative on the taskforce since tourism is mentioned as a solution. The bill passed. HB 1354 had to do with an aircraft fuel tax, which is part of tourism. This bill passed as well. Lastly, HB 1441 which would affect Maryland OTD's grant was withdrawn.

TOPIC: **Stadium Update**
DISCUSSION: Dan Spedden stated that the Maryland Stadium Authority awarded the contract for Phase 2 Stadium Architectural and Engineering Services work to RK&K, LLP for \$271,500. The budget for this work was \$300,000. RK&K supporting staff includes Populous (the group that completed Phase I of this project last year). The hope is to be complete and provide a final report within 6-9 months.

TOPIC: **BMX Update**
DISCUSSION: Dan Spedden mentioned that the Washington County Commissioners approved \$150,000 towards the improvement of the BMX track. The State approved \$75,000 and another \$10,000 has been pledged by a local company. These funds will upgrade the track, purchase and install lighting, bleachers and more. A bid for the BMX tournament for 2021 will be submitted prior to May 1, 2020.

TOPIC: **COVID-19**
DISCUSSION: Dan Spedden advised the board that due to the corona virus pandemic the downtown Visitor Welcome Center was closed. Staff was asked to stay home for a week, but then they were laid off until further notice. The Maryland Welcome Centers have closed as well.

To assist members during this time, the CVB extended the deadline for membership renewals to July 1, 2020; and Visitor Guide advertisers who hadn't paid in-full were extended until June 1, 2020. The CVB has been staying in touch with members and sharing programs as they become available.

Mr. Spedden has also been trying to apply for a SBA loan and a \$10K grant. The loan may not be used but would like to option of advertising when the pandemic is over and with the board approval.

TOPIC: **Board of Directors**
DISCUSSION: Christine Peacock is the new Director of Sales for the Hampton Inn hotels and it has been recommended that she be invited to join as a member of the Board of Directors.

MOTION: To appoint Christine Peacock, Director of Sales at the Hampton Inn, to serve as a member of the CVB Board of Directors. 1st Leslie Hart, 2nd Angie Hummer.

ACTION: Approved

ADJOURNMENT

Andrew Sargent, Chair
Al Martin, Treasurer
Jolene Thomas, Recording Secretary