

TRI-COUNTY LODGING ASSOCIATION

Thursday, September 21, 2017

The Tri-County Lodging Association met at 9:00 a.m. at Central Bank Lake of the Ozarks – Main Branch, Osage Beach, Missouri.

TCLA Board Members Present:

Ken Allen
Russell Burdette
Larry McAfee
Don Neuharth
John Peters
Bob Renken
Sherry Shippee
Michael Spriggs
Sue Westenhaver

TCLA Board Members Absent:

Fred Dehner

Non-Voting Advisors Absent:

Cindy Stauch
Bill Morgan
Presiding Commissioner Greg Hasty
Commissioner Brian Duncan
Presiding Commissioner James Bryant

Also present were Jim Divincen, Tim Jacobsen, Mayor John Olivarri, Chris Moody, Jen West, Bruce Vanderveld, and Rebecca Green.

CALL TO ORDER

Chairman Sue Westenhaver called the meeting to order at 9:01 a.m.

INTRODUCTIONS

Introductions were made by all meeting attendees.

APPROVAL OF AGENDA

Ken Allen made a motion to approve the agenda as presented. Don Neuharth seconded the motion. The motion passed unanimously.

PUBLIC COMMENTS

No comments were received at this time.

MINUTES

Sherry Shippee made a motion to approve the August 17, 2017, TCLA Board meeting minutes. Russell Burdette seconded the motion. The motion passed unanimously.

BILLS COMMITTEE REPORT

Don Neuharth made a motion to approve Bill #259. Sherry Shippee seconded the motion. The motion passed unanimously.

FINANCIAL REPORT

Jim Divincen reported that year-to-date collections for the full (12) months of FY17 were ahead of FY16 by 6.78%. This was the best fiscal year collections in the past twelve (12) years. July 2017 collections just came in and we were ahead of July 2016 by .18%.

FUNDING REQUESTS –

None presented at this time.

Legislative Report – Russell Burdette, Chair – Chris Moody covered information a recent veto session in which there were no overrides, the current state of the State budget, and an upcoming presentation that will be made by Jim Moody to the Missouri School Board Association.

Mayor John Olivarri thanked Jim Divincen for his recent presentation at the Missouri Municipal League, as well as Tim Jacobsen and the CVB staff for their participation and assistance with this conference. Mayor Olivarri indicated that sales tax revenues for the City of Osage Beach were up 2% year-to-date. Also, Mayor Olivarri gave a brief update on the Osage Beach Commons development.

Executive Director Report – Jim Divincen reported to the Board several activities and meetings attended over the past month. Mr. Divincen gave an update on all items concerning the purchase of a new office building for TCLA and CVB offices. Mr. Divincen visited with representatives of Missouri State Parks potential improvements to be made to Public Beach #2, he added that the State was planning on selecting a new concessionaire for the marina at Public Beach #2. Mr. Divincen met with the Local 148 (Ameren) fishing tournament director and the new General Manager for the Country Club Hotel. Mr. Divincen prepared an economic impact report for the recent Lake of the Ozarks Shootout and completed a report for FY17 Sales and Use Tax.

Group Sales – Jen West, Group Sales Manager, covered information provided in the Group Sales report included in the Board packets. Ms. West reported that registration for the 2018 Can-Am Police-Fire Games was recently opened and over 80 participants have already registered to participate.

Special Events Committee – Michael Spriggs, Chair – No report was given at this time.

Fishing Tournament Committee – Bob Renken, Chair – No report was given at this time.

Advertising/Budget/Public Relations – Fred Dehner, Chair – No report was given at this time.

Employee Review Committee – Sue Westenhaver indicated that a Closed Session would be called at the end of the meeting to discuss employee reviews.

Website Committee Report – Michael Spriggs, Chair – Tim Jacobsen reported on website statistics in the Web Report included in Board packets. Mr. Jacobsen reported that website clicks were down year-to-date for the month of August, but attributes this to budgetary issues on the State level with regard to the electronic marketing program. He believes this will be remedied in the upcoming months.

Building Committee – Bob Renken, Chair – Bob Renken spoke briefly regarding the status of the upcoming office building purchase. Mr. Renken indicated that the Building Committee recently met and is on track with satisfying all legal aspects of this purchase. Mr. Renken added that the Committee is going to continue meeting to discuss expenses and improvements to be made. Mr. Renken indicated that the goal is to keep everyone involved on the same page with all aspects of the project.

Jim Divincen reported that members of the Committee recently met with the City of Osage Beach Building Official and Osage Beach Fire Protection District Inspector regarding proposed improvements/renovations for the new office building.

CVB Update and Report – Tim Jacobsen reported that CVB was currently working on the 2018 Vacation & Service Guide, upcoming Fall Harbor Hop, LOTO Air Show, and various other projects. Mr. Jacobsen reported that Bike Fest was well attended and hopes to have estimated numbers in the near future. Mr. Jacobsen indicated that the CVB had hired a new Director of Advertising, Sales and Members Services to begin on October 2nd, 2017. He added he and other staff members would be attending the Missouri Governor’s Conference on Tourism next week.

OLD BUSINESS

Inquiry Update – An inquiry report was provided in the Board packets for review. Year-to-Date Funlake visits for the first eight (8) months of FY17 are up 6.7%, compared to the first eight (8) months of FY16.

Other Old Business – None at this time.

NEW BUSINESS

Other New Business

Execute FY18 TCLA and CVB Agreements – The agreements to be executed were reviewed and updates were suggested. They will be signed at a later date.

Central Bank Resolutions – Bob Renken made a motion to authorize the execution of a Resolution for TCLA to obtain financing with the Lake of the Ozarks Convention & Visitor Bureau as Co-Borrower, for the purchase of real estate located at 985 KK Drive in Osage Beach, Missouri, as required by the Commercial Lending Department of Central Bank Lake of the Ozarks. Russell Burdette seconded the motion. The motion passed unanimously.

Russell Burdette made a motion authorizing 985 KK Drive, LLC, to execute and adopt a resolution to obtain financing and execute all necessary documents for the purchase of real estate located at 985 KK Drive in Osage Beach, Missouri, as required by the Commercial Lending Department of Central Bank Lake of the Ozarks. Sherry Shippee seconded the motion. The motion passed unanimously.

Closed Session - At this time (10:05 a.m.) Larry McAfee made a motion to enter into closed session pursuant to RSMo. Section 610.021(3), specifically pertaining to personnel. John

Peters seconded the motion. A roll call vote was taken:

Ken Allen – Yes
Russell Burdette - Yes
Larry McAfee - Yes
Don Neuharth - Yes
John Peters - Yes
Bob Renken - Yes
Sherry Shippee – Yes
Michael Spriggs - Yes
Sue Westenhaver - Yes

The motion passed unanimously to enter into closed session.

Larry McAfee made a motion to adjourn the closed session at this time (11:36 a.m.). Russell Burdette seconded the motion. The motion passed unanimously.

The next TCLA Board meeting will be held on Thursday, October 26, 2017 at 9:00 a.m.

A motion was made by Bob Renken to adjourn the TCLA board meeting. Larry McAfee seconded the motion. The motion passed unanimously when voted upon. The TCLA board meeting ended at 11:37 a.m.