



Mammoth Lakes Tourism Monthly Board Meeting

Wednesday, May 2, 2018 - 1:00-3:00pm in Suite Z

Board Member Call in # (310) 372-7549 - Participant Code 934985 - Host Code 3838

https://www.dropbox.com/sh/zxanpoyiv7mwd9t/AAB-aHpEDShkXC2UnH79_hRJa?dl=0

Meeting Agenda

1. **Call Meeting to Order – Brent Truax, Board Chairman**
2. **Roll Call – Brent Truax – *Chairman*** (Chamber no term), **John Morris – *Treasurer*** (Lodging June 2018 3-year term), **Kirk Schaubmayer – *Vice Chairman*** (Lodging June 2018 2-year term), **Michael Ledesma – *Secretary*** (Restaurant June 2020 3-year term), **Colin Fernie** (Town Council no term), **Sean Turner** (Retail June 2020 3-year term), **Eric Clark** (MMSA no term), **Paul Rudder** (At-Large June 2019 2-year term), **Scott McGuire** (At-Large June 2018 2-year term)
3. **Board Member Comments/Reports/Agenda Additions**
4. **Public Comment – Please limit to three minutes or less**
5. **Minutes – Approval of past meeting minutes from March 7, 2018 - attached**
6. **New Business**
 1. **Winter air service recap – 25 minutes**

Discussion of winter 2017-18 winter air service successes and challenges

 - 9% cancellation rate (3836 pax) 43 cancels vs. 20% LY (8139 pax) 96 cancels
 - Weather 40 (93%), mechanical 1 (2%) and other 2 (5%)
 - Los Angeles
 - 9.6% cancel (2253 pax) 22 cancels vs. 19.78% cancel (4364 pax) 45.5 cancels LY
 - 31,844 available seats 21,291 sold which is +2,935 to LY
 - Load factor 66.86% compared to vs. 68.81% which is -1.95%
 - San Diego
 - 9.1% cancel (697 pax) 7 cancels vs. 19% cancel (1382 pax) 14.5 cancels LY
 - 11,324 available seats 7,418 sold which is +1,415 to LY
 - Load factor 65.51% compared to vs. 65.82% which is -.3 2%
 - San Francisco
 - 12.5% cancel (862 pax) 13 cancels vs. 25.69% cancel (2,158 pax) 28 cancels LY
 - 12,880 available seats 6,971 sold which is +728 to LY
 - Load factor 54.12% compared to vs. 55.74% which is -1.62%
 - Burbank
 - 1.6% cancel (24 pax) 1 cancels vs. 12.90% cancel (235 pax) 8 cancels LY
 - 3720 available seats 2034 sold which is +432 to LY
 - Load factor 54.68% compared to vs. 68.81% which is -1.95%
 2. **TBID renewal update and discussion– 10 minutes**
 - a. Resolution of Intent was approved at the April 18th Town Council meeting with a vote of 3-1 (Bill Sauser was not in attendance)
 - b. Next step – public hearing May 2nd Town Council meeting
 - c. Resolution of Formation – June 6, 2018
 - d. New TBID collections would go into place September 1, 2018
 3. **Strategy discussion regarding budget commitments - board may vote to approve budgets – 20 minutes**
 4. **Measure A reserve earmarks and funding allocations – discussion and vote – 20 minutes**
 - a. \$1,250,000 in reserve
 - b. Vehicle replacement needs

- c. Proposal from Historical Society regarding on-trolley history
- 5. MLT/TOML Contract & building lease expires June 30, 2018
- 6. MLT Executive Director contract

7. MLT Team Presentation Schedule

May 2 nd	No presentation this month
June 6 th	TBD

8. Department Updates – A brief recap of past, current and future efforts of each department

- 1. Departmental updates tabled this month due to strategy discussions

9. Financial Reports – An update regarding the financial health of the organization – **5 Minutes**

- 1. TOT & TBID – review previous months results – **attached**
 - 1. TOT for March \$2,331,748 which is +\$876,758 +60% to budget -\$301,275 +14.8 to LY
 - 2. TBID for March \$756,404 which is -\$73,596 behind budget YTD we are -\$304,844 -6.7%
- 2. Cash Flow and CDARS info – discussion of current bank balances and reserve account activity
 - 1. Measure A \$1.25m & TBID \$2.5m in CDARS
- 3. P&L Reports

10. Mammoth Resorts Update – Eric Clark – 5 minutes

11. Key Takeaways

- 1. March came in at **\$2,331,748 up from the previous record (2017) by \$301,275 which is +14.8%**
- 2. YTD TOT is **\$14,944,073 to the previous record (2017) and +\$4,462,878 to 17-18 TOT budget YTD +43%**

Future Meeting Dates: Next scheduled Board Meeting for **Wednesday June 6, 2018** from 1-3:00pm Suite Z