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 October 4th and special meeting of October 23rd

6. New Business
   1. Event discussion update – 10 Minutes
   2. MLT Board discussion on MLR – 15 Minutes

7. MLT Team Presentation Schedule – 30 Minutes
   November 1 Winter 2017-18 air service and beyond
   December 6 High Altitude Training Crib Options
   January 3 Marketing recap

8. Department Updates – A brief recap of past, current and future efforts of each department – 5 minutes each
   1. Marketing – Whitney Lennon
   2. International – Michael Vanderhurst is in China
   3. Communications/PR – Lara Kaylor
   4. Chamber of Commerce Update – Ken Brengle

9. Financial Reports – An update regarding the financial health of the organization – 10 Minutes
   1. TOT & TBID – review previous months results
   2. Cash Flow and CDARS info – discussion of current bank balances and reserve account activity
   3. P&L Reports
   4. 2016-17 Financial Audit update- preliminary year end

10. MMSA Update – Eric Clark

11. Key Takeaways
    1. September came in at $1,023,930 up from the previous record (2016) by $19,115 which is 2%
    2. YTD TOT is +$89,843 to the previous record (2016) and +$1,470,638 to 2017-18 budget

Future Meeting Dates: Next scheduled Board Meeting for Wednesday December 6, 2017 from 1-3:00pm Suite Z