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/zxanpoyiv7mw9t/AAB-aHpEDskXC2UnH79_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), Kirk Schaumbrey (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
        o 9.6% cancel (2253 pax) 22 cancels vs. 19.78% cancel (4364 pax) 45.5 cancels LY
        o 31,844 available seats 21,291 sold which is +2,935 to LY
        o Load factor 66.86% compared to vs. 68.81% which is -1.95%
      • San Diego
        o 9.1% cancel (697 pax) 7 cancels vs. 19% cancel (1382 pax) 14.5 cancels LY
        o 11,324 available seats 7,418 sold which is +1,415 to LY
        o Load factor 65.51% compared to vs. 65.82% which is -.3 2%
      • San Francisco
        o 12.5% cancel (862 pax) 13 cancels vs. 25.69% cancel (2,158 pax) 28 cancels LY
        o 12,880 available seats 6,971 sold which is +728 to LY
        o Load factor 54.12% compared to vs. 55.74% which is -1.62%
      • Burbank
        o 1.6% cancel (24 pax) 1 cancels vs. 12.9% cancel (235 pax) 8 cancels LY
        o 3720 available seats 2034 sold which is +432 to LY
        o 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 2nd No presentation this month
   June 6th 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