

AGENDA

Sales Committee Meeting

Wednesday, March 16, 2016, 3:30PM – 5:00PM



MCCVB Conference Room | 787 Munras Ave, Suite 110, Monterey, CA 93940

CALL TO ORDER

Welcome & Introductions

PUBLIC COMMENT

(This portion of the meeting is reserved for persons to address the Sales Committee on any matter not on the agenda but under the jurisdiction of the MCCVB Sales Committee. Committee members may respond briefly to statements made or questions posed. They may ask a question for clarification; make a referral to staff for factual information, or request staff to report back to the Committee at a future meeting but no deliberation may occur.)

MEMBER AND STAFF ANNOUNCEMENTS

CONSENT AGENDA

A. Minutes of the January 20th, 2016 Sales Committee Meeting

Recommended action: Approve Minutes

B. Monthly Reports

Recommended action: Accept Monthly Reports

REGULAR AGENDA

A. Deep Dive into Group Sales Reports

Recommended Action: Scott will give a review of February reports.

B. Customer Advisory Board

Recommended Action: Group will make recommendations on the future direction of the CAB.

C. 2016-17 Sales Budget Review

Recommended Action: Scott will review the proposed Trade Shows, Client Events and MCCVB Sponsorships for the 2016-17 fiscal year. Group will vote on recommending that the list to go to the Board for approval.

D. MCC Update

Recommended Action: Nancy will review current progress of renovation, booking pace, and need periods.

E. Good of The Order

Information: Comments from members of the Committee for the Good of the Order and possible recommendations for future committee items.

ADJOURN

NEXT MEETING:

Wednesday May 18, 2016 | 3:30 – 5:00 PM | MCCVB Conference Room