

Visitors Promotion Committee
February 20, 2019
MINUTES

In attendance: Lynne Ireland, Becky Perrett, Aaron Stitt, Susan Madsen, Roland Morgan, Carl Eskridge, Nicole Fleck-Tooze and Kerry Eagan

Absent: Amy Dickerson and Jeff Cunningham

Staff attending: Jeff Maul, Derek Feyerherm, Ron Kalkwarf, Todd Wiltgen, Chris Whitney and Diane Pryor

Guests attending: Michael Sibbernsen, Matthew Anderson, Brett Boller, Jamie Granquist, Bill Stephan, Maggie Stuckey, JJ Yost, Gale Breed, Dan Lesoing, Robert Wamsley, Michael Corner, Violet Kirk, Matt (LJS) and Alyssa Thege

Call to Order and Introductions:

Lynne Ireland called the meeting to order at 1:32 p.m. and introductions were made.

Approval of November Minutes:

Ireland asked for approval of the November minutes. Stitt made a motion to approve them. Morgan seconded the motion. There being no discussion or corrections, Ireland called for a vote. Morgan, Perrett, Stitt and Ireland voted yes. Cunningham, Dickerson, and Madsen were absent. Motion carried.

Approval of January Financials:

Ron Kalkwarf presented the financials with the Profit and Loss statement covering July 2018 through January 2019. Total Income was \$1,331,465 which was over budget by \$21,228 due to grant income offset by grant expense. Total Expenses totaled \$1,337,180 and Kalkwarf pointed out Net Income showed a loss of (\$5,715). Kalkwarf stated that the loss was more of a timing issue and that it will be recovered in future months. Perrett moved to accept the financials as presented. The motion was seconded by Morgan. With no further discussion, Ireland called for a vote. Morgan, Perrett, Stitt and Ireland voted yes. Cunningham, Dickerson and Madsen were absent. Motion carried.

Prior to hearing the grant requests, Kerry Eagan gave an update of the Improvement Fund balance and said there are funds to support all the grants requested. He did mention that if everything came due at once, there would be insufficient funds but since they are spread out over time, it would be fine. Jeff Maul said there was just over \$735,000 being requested today and the grants should be considered on their merit. Ireland said there are six grants to consider and the VPC needs to watch the time but be thorough. Todd Wiltgen reminded VPC the need to be conscientious with the funds because of the upcoming proposed ballfield project. Maul said there would be enough if everything didn't come due at the same time and it didn't look like that would be the case.

Being no further questions or comments, Ireland welcomed the first presenters.

Branched Oak Observatory Grant Request:

Michael Sibbernsen, Matthew Anderson and Brett Boller spoke to the committee telling them the observatory is located near Branched Oak lake. The location keeps them just a short drive from Lincoln,

near another tourist attraction and in a location away from city lights giving them a chance to view the dark skies. They have four main attractions; the Boller-Sivill Observatory, the La Rue Coffee Astronomy Education Center, the Constructive Enterprises Visitor Center and the Prairie Astronomy Club Launch Pad where they are planning to install and incorporate the Planewave CDK500 Telescope as part of their newly built Everts S. Sibbern Memorial Observatory. The Observatory requested \$64,747 of grant money for the purchase and installation of the telescope. They provided the group with data showing they have an estimated annual visitor count of about 2,500 people a year. 1,000 of those are from outside of Lincoln. They also said they do all marketing on Facebook. They opened the floor to questions. Perrett asked whether they offered education events. The reply was yes, school groups, science groups and open events. In the summer, they are open 16 times per month. They also offer white light telescopes during the daytime, too. Aaron Stitt questioned the hotel room prices they used for their estimated economic impact, stating he thought the figures seemed high. Maul clarified that the figures used in the grant document is based on a study done by the Nebraska Tourism Commission and factors both direct and indirect spending, not just hotel rates. Maul asked how this would this grant request would affect their growth. They said it would double or even triple the hotel nights, so maybe up from 200 to 400-600. Anderson told the committee admission into the observatory is free. Last year they had 5,000 come through their gates, mostly people in the 20-30-year age group. Nicole Fleck-Tooze asked if people were paid to work there; they are all volunteers. Derek Feyerherm wondered about the life of the telescope. They said it would easily last over 20-30 years. Wiltgen brought up the projected growth in attendance and questioned how this was going to double it. The gentlemen said through Facebook advertising and word of mouth. They have about 2,500 likes on Facebook now. Morgan asked how they track hotel room nights, and do they have a calendar of events. They said they currently do not have a system in place to track overnights and that the information is collected second-hand. Wiltgen suggested they keep a log to track visitors and they thought they may start doing that. Their events are on their website, they said. Stitt asked how many people the facility can hold. Sibbern said that the current facility can hold 30 people seated and more if standing. The Boller Observatory can hold between 15-20 and Sibbern can seat around 30. Being no further questions, the presenters left the room.

Perrett began by saying they were a small group, but got things done. Morgan said he is looking at the hotel room nights produced by this project and felt the return was low compared to the amount of funds requested. Stitt wondered how many observatories are in the area and Wiltgen said there are two in Lincoln. Ireland thought the Branched Oak location was better because it is outside of town and offered less light pollution. Ireland said the Observatory has been successful in finding ways to financially underwrite other parts of the project. Morgan suggested giving a smaller amount; maybe \$10,000 and they raise the rest. Perrett suggested giving 50% of their request. Stitt suggested giving \$20,000. Ireland said she would like them the group to find a better way to track visitors and have firmer metrics. Morgan stated he was torn on whether they should be required to give more data before a decision is made. Madsen said he had NASA staying at her hotel during the 2017 solar eclipse and things the Observatory could bring more people in. Morgan asked Maul and Feyerherm if this project would help the CVB recruit events. Feyerherm said it would not specifically help with this unless the event is in partnership with an organization such as UNL's astronomy department. Madsen made a motion to grant \$20,000 to the Branched Oak Observatory for the purchase of the telescope, contingent on them raising the remaining amount needed. Perrett seconded the motion. With no further discussion, Ireland called for a vote. Morgan, Madsen, Perrett, Stitt and Ireland voted yes. Cunningham and Dickerson were absent. Motion carried.

Heartland Bike Share (BikeLNK) Grant Request:

Jamie Granquist made a grant request of \$49,640 to purchase a 10-bike dock station along with five new

bikes. Granquist told the group they have 19 kiosks throughout downtown Lincoln and UNL campuses along with 100 bikes in the current system. They have had over 4,000 riders and have sold over 7,000 passes. The bikes are in many other cities and the passes are good in all of them. Also, research is showing Lincoln is ahead of other cities in usage. Maul asked if the program was meeting expectations. Granquist stated they had 28,000 trips in nine months compared to Omaha's 16,000 trips. She said Lincoln is winning awards, has a great infrastructure for their system and the community has been great. Morgan asked if there are apps you can sign up through. Granquist said yes, you can buy trips three ways; through the app, which shows all the Lincoln bike trails, at one of their kiosks and nationwide on their fobs. Stitt asked if this would be the 20th station in Lincoln. Granquist said it will be the 21st as another one is getting installed at the F Street Rec Center. Maul asked if that station is funded already to which she said it was. Wiltgen stated that according to the grant document the project is not a hotel room night generator so asked what impacted this would have as an attraction. Granquist said the bikers check out a bike in the Haymarket to get from one place to another or just to enjoy the sights, but in the meantime they see what's for sale in the shops' windows as they ride by, smell the foods at different restaurants, maybe see someone they know eating out on a patio so they may stop for a sale at the boutique, share a bite or to say hi to a friend. The bikes keep people closer to the activities and atmosphere because they are not speeding by in a car or bus. Ireland asked if Granquist felt that the bikes help people make a decision on where to travel. Her answer was yes and people factor in what can make a trip better and more complete. Madsen said \$10,000 per bike seems high and asked if it would be better to extend existing stations instead of creating new ones. Granquist said that extending current stations requires infrastructure based on how they are setup. There could be options to do this but it is not easy due to public works issues. Ireland asked if the cost of the new bikes and dock are consistent with original start-up and Granquist said yes but steel tariffs have caused the price to increase slightly over the original cost. Another question from Madsen came up – any theft or damage? Granquist replied very low damage and they still have them all accounted for; however, one bike was ridden to York by an intoxicated customer. They had to go get that one. Wiltgen commented that he frequently sees people riding them over the lunch hour. Maul gave an example of when a gentleman from Thailand was in Lincoln for four weeks, he utilized the Bike Share each day. Perrett asked what her five-year goals are for the program. Granquist told them to possibly move to other college campuses in Lincoln and to help people have a magical experience. Eskridge asked what the next phase will be. Granquist said the next phase is the expansion in to neighborhoods. University Place, SouthPointe and Homes Lake neighborhoods have inquired about having stations.

With no further questions, Granquist left the room. Morgan questioned where the funding for the F Street Rec station is coming from. Wiltgen said it was through a grant according to Granquist. Stitt said he knows a lot of guests use the bikes and it helps guests see the city from another angle. Susan pointed out there were a lot of good letters of recommendation about the bikes. Morgan thought \$50,000 was a big ask based on the projected return. Maul stated that he sees this as an enhancement to an overnight experience. Stitt asked if there is any competition to these. The committee discussed potential scooters and Segway tours that already occur. Madsen said she had used the scooters in Houston, and they are just dropped everywhere and a big mess. Morgan wanted the cost broke down more and suggested maybe paying for the physical bikes but the rest needs to be raised outside of the grant. Eskridge noted that organizations such as Spreetail, DLA, and UNL provided the initial funds for the project. Wiltgen reminded the committee to focus on how this grant requests attracts visitors as that is how the county board will look at it. Stitt asked if there would be signage on the station to recognize a VPC grant. Maul stated that this signage is part of the grant paperwork. Madsen said she and her staff promote the Bike Share station outside of her hotel when speaking to potential guests coming to Lincoln. Stitt made a motion to fund the project and grant the full \$49,640. Perrett seconded the motion. With no further discussion, Ireland called for a vote. Morgan

voted no. Madsen, Perrett, Stitt and Ireland voted yes. Cunningham and Dickerson were absent. Motion carried.

Lied Center for Performing Arts Grant Request:

Bill Stephan made a grant request to the committee asking for \$175,000 to make improvements to its current state rigging and lighting system. Stephan believes these improvements will allow for larger, extravagant shows to come to the Lied Center; those needing more height. He said they've got many exciting shows coming to town; some of the top 100 in the world. Phantom of the Opera, for example. They have the approximately \$93,000 to remove the old equipment but need the money to install the new. Bill thought these bigger, grander shows would increase hotel nights by 10%. The floor was opened to questions. Madsen asked if he had considered selling the old equipment. He said it was in too bad of shape as well as each theatre's system is custom made and difficult to retrofit in another space. Stitt asked if shows including Lion King or Phantom of the Opera have been at the Lied Center previously. Stephan said no due to the limitations the theatre has with the current rigging system. Morgan asked if it is a situation of if you built it, they will come. Stephan said yes, that Phantom of the Opera is coming now that the Lied Center is updating its system. Ireland asked what he will do if he doesn't get the grant. Stephan said they will do fundraising in the community. Stitt asked if artists or comedians need this, but Bill said no, it's just for theatrical performances. Madsen asked if the Lied Center looks to book shows when there is downtime in Lincoln. Stephan stated he could look to see if events can be programed when hotels have down periods but that most fall within their September to May schedule. Feyerherm asked if this new rigging system will increase the rental costs for outside groups as rent is already high. Stephan said that it would not increase base rental as the rigging would have already been paid for when it is installed.

Stephan was excused and the group began discussion. Morgan asked if the Lied Center has been paid in full for their last VPC grant. Wiltgen said yes. Maul said that the Lied Center has received approximately \$400,000 in grant funds over the years. Ireland said there is a history of the Lied Center coming to the VPC for infrastructure related requests and questioned whether they need to find a way to pay for these items themselves. Wiltgen referenced Feyerherm's question and said that the Lied Center told the county board they would work with the CVB to make rental more affordable. Feyerherm said he asked the question because outside groups still find the rental of the Lied Center cost prohibitive. Madsen asked Feyerherm why the rental is so high, and he went over several factors. Eskridge brought up the point that these caliber of shows Stephan is talking about bringing in are big deals and would likely sell out for multiple shows. Perrett said it would be a way for us to compete with Omaha but may be a few years before we see the results. Madsen said this is important to Lincoln. Stitt said he supports the projects but said \$175,000 is too much to give. Madsen noted that Stephan sounded confident the Lied Center could raise additional outside venues. Morgan asked if more grants will be coming this year. Maul said yes, major grant requests will be heard again in August. Wiltgen reminded the committee though that a past grant recipient is ineligible to come back for more until their previous grant has been completed and paid in full. Perrett made a motion to grant the Lied Center \$100,000, contingent on them raising the rest themselves. Stitt seconded the motion. With no further discussion, Ireland called for a vote. Morgan, Perrett, Stitt and Ireland voted yes. Madsen abstained. Cunningham and Dickerson were absent. Motion carried.

Lincoln Parks Foundation/Lincoln Pickleball Grant Request:

Maggie Stuckey, JJ Yost and Gale Breed addressed the committee requesting a grant of \$50,000 for four new pickleball courts at Peterson Park. They are estimating the project will cost \$230,000 but are just

asking for \$50,000. They are fundraising for the rest because they partner with many others that are contributing. The group said it would be a one-time investment that would bring a 5-fold return in the economy back to the city. These extra courts would be in addition to the six they have there now. Those courts are always busy as pickleball has become extremely popular. Indoor courts are made out of the basketball courts at Speedway Village, but with the four more at Peterson Park, Lincoln could host more sanctioned 3-day tournaments bringing people in for more hotel nights and more city revenue. They will host five tournaments each year (one each nice weather month) with revenue of over \$500,000. The floor opened to questions. Morgan asked if they would max out at five tournaments. Breed said there is the potential for more but would likely only have one regionally sanctioned tournament per month. These bring people in early and then have two days of competition. Madsen asked if there were spectators for this sport and would the courts ever be covered to which they said yes, usually 1.5 spectators per player and maybe they would cover them eventually. There are bleachers next to the courts but most bring lawn chairs to watch. Madsen asked if there are plans for indoor courts. Breed said not at this time but noted that the national tournament has 70 courts, of which 20 are covered. This accommodates 3,500 players. Madsen asked a follow-up question on whether the courts are the same as tennis courts. Breed said no, they are dedicated courts. Maul stated there is big growth in pickleball, noting the increase in participants at the Cornhusker State Games. Maul wondered if this would be a one-time ask or if they would come back for more when the courts are needed at 84th and Yankee Hill Road where they have room for 32 courts. Yost said maybe they would ask for funds for Jensen Park but that this is project is their priority. Breed see this as a great investment and said it is a healthy, active and social activity that people of all ages can enjoy and excel at, so it is a big draw. Morgan asked if the \$50,000 included a maintenance endowment. They said that would be part of the \$230,000 but the \$50,000 being requested is strictly for construction. The group told the committee the project would start in the fall of 2019 and be completed in 2020. Perrett asked if there is competition in other cities such as Kearney. They said one tournament a year is held there but it is not sanctioned like the Lincoln tournaments would be.

The group was excused, and the committee began discussion. Wiltgen asked if the CVB has looked at the economic impact of these tournaments. Feyerherm stated that the numbers the group gave coincide with what national organizers have said to the CVB at national tradeshows. Maul said this project is a good starting point with more courts that can be constructed later. Ireland said they had a very good proposal and she liked that they were asking others for help, too, saying if the VPC gives \$50,000, they will raise the additional. Perrett made a motion to grant the \$50,000 requested. Morgan seconded the motion. With no further discussion, Ireland called for a vote. Morgan, Madsen, Perrett, Stitt and Ireland voted yes. Cunningham and Dickerson were absent. Motion carried.

Lincoln Sports Foundation Grant Request:

Dan Lesoing spoke next to the group requesting a grant of \$100,000 to restore the outdoor fields at Abbott Sports Complex and replace all the signage. He began his presentation by sharing a statement that he said would be released to the press following the meeting. The statement said Lincoln Sports Foundation, The Ethel S. Abbott Charitable Foundation and Del Linemann, Jr. had resolved all claims against each other. This would allow Lincoln Sports Foundation to own and operate Abbott Sports Complex going forward. They will be required to change the name and have all signage replaced by June. Lincoln Sports Foundation is not obligated to make any payments to the Abbott Foundation, Lesoing told the committee, therefore there will be no mortgage on the property. Therefore, Lesoing went on to say, Abbott will stay, but is in dire need of repair and updates. A lot of improvements need to be made before they can get tournaments and youth sports programs back out there. He talked about improving the lobby, restrooms, lights, signs, courts and fields. He is hoping to get most of it completed by June 1, 2019 to get the summer

games out there and have revenue coming in as soon as possible. His hope is to get it all done and host up to four soccer tournaments this year. There is room to accommodate 11 fields, including soccer, softball and baseball. His initial ask for this grant would be to upgrade the soccer fields and upgrade all the signage. He already has \$50,000 to use on the lobby, lights and parking lots. He is hoping to partner with Lincoln Public Schools again. Ireland opened the floor to questions. Morgan asked if the \$100,000 ask was just for Phase I. Lesoing said, yes, they need to get that done first to get things up to par. Morgan also asked if it was turf or grass – grass was Lesoing's reply. Madsen asked who the main competition was taking tournaments from Lincoln. Lesoing replied, Overland Park which has lit fields that have turn which allows them to do tournaments into November. Maul asked for clarification on the grant request –would the \$100,000 mentioned in the grant be the matching part to the other \$50,000 grant he noted? Lesoing said the request is for \$100,000 from the VPC to fix the fields and signs and Lincoln Sports Foundation would put up an additional \$50,000 to get the lobby and restrooms updated. Stitt had the question who previously managed Abbott. Lesoing said legally Lincoln Sports Foundation has since 2004 and before that Capital Sports did. He said he could not discuss why certain operational decisions were made over the years. Maul asked if the legal opinion/statement would happen whether he received the grant or not and Lesoing said yes. Lesoing said he does not expect the VPC to fund all stages of their plan and will not be coming back year after year. He said he understands the need for corporate sponsors to make the facility succeed.

Lesoing was excused and discussion ensued. Morgan said Overland Park is much better than this complex has ever been so wondered how realistic this was. Wiltgen said that Abbott Sports Complex is not in competition with Overland Park. Maul agreed saying this project is daunting and unsure. Perrett pointed out that the Special Olympics had to move because the complex was so run down as did John Cook's camps. Runza was previously a sponsor out there but has not been asked to renew their agreements and is not surprised they have lost tournaments due to the condition of the facility. Wiltgen and Stitt both agreed there were still management deficiencies that needs to be addressed and that Lincoln Sports Foundation was part of the previous management. Ireland suggested delaying a decision until the paperwork finalizing the ownership is completed. Madsen asked if it is possible to bring tournaments there for 2019 if the grant was awarded. Feyerherm said unlikely due to most tournaments having their 2019 schedules in place. Wiltgen also said Lancaster County gave grant money for the motocross tracks out there but that the management is separate. Madsen asked if anyone knows if Lincoln Sports Foundation manages any other complexes to which the answer was no. Madsen said there is a need for youth sports complexes and perhaps the VPC should support this. Maul brought up the other developments in Lincoln including Speedway Village and the new Manzitto project. The need is there but there has to be comfort in the project. Todd did not feel a comfort level, he said, and Stitt added that any approvals would have too many contingencies attached. Perrett agreed that it would be better to wait and she what changes are made at the facility and ensure that the final ownership agreement is executed before approving a grant. Stitt made a motion to deny the grant request until the organization and management gets under control. Morgan questioned what 'under control' means. Madsen said they could prove they can raise funds in the community and pay for the signage piece themselves. Morgan aside if the motion meant a change in personnel. Stitt said he meant that the ownership agreement is finalized, along with other improvements at the facility including the change in signage. Madsen seconded the motion on the table. With no further discussion, Ireland called for a vote. Morgan, Madsen, Perrett, Stitt and Ireland voted yes. Cunningham and Dickerson were absent. Motion carried. Grant denied.

The Nebraska Communities Playhouse Grant Request:

Robert Wamsley, Michael Corner and Violet Kirk spoke to the committee requesting a grant of \$295,863

to use for a new 17,000 sf building to house another theater with over 400 seats. They have raised some money already at Give to Lincoln Day but want to maintain and grow. They have Davis Design helping them create a plan and it looks like they'll need about \$997,000, they said. Currently they are located in Hickman, Nebraska. It was established to serve the larger Norris area and southern Lancaster county. Since opening in 2013, the playhouse has completed 29 major live community theater productions, among other activities, and sold over 34,000 tickets to its over 350 performances. The playhouse has received high ratings and is promoted through social media, Facebook (with over 2,700 likes and a five-star rating), newspaper ads, word of mouth and from season ticket holders. They talked about a motorcoach that has brought a group from Wisconsin on a mystery tour that went over really well. Maul let them know the CVB had set that up. The three talked of tour groups coming from other counties and outer/greater Nebraska and even youth groups attending events. They've impacted over 200 youths, they said. Their goal is to expand and improve the existing attraction and establish a newly constructed facility – hopefully by no later than December 2020. They feel they are bringing in people from far enough away that they are needing hotel stays. Hickman has no hotel, so the guests are staying in Lincoln, they said. Ireland opened the floor for questions. Morgan asked about their current seating capacity and there are now just 122. Madsen wondered if there was a demand for more seats and they said, yes, they feel there is and often have to add a third weekend for popular shows. Perrett asked how they would use both facilities and they said they would double the productions and as a result, the revenue; possibly at times using the smaller one for youths and the larger for productions. Wiltgen asked where the out-of-town guests stay, and the group said Lincoln. There was talk about the Mystery Tours again bringing in guests. Stitt asked them for some statistics on their growth and to elaborate on what new events they hope to bring in to which they replied they are the fastest growing playhouse in the state and are looking for shows bringing crowds of 400-500 in size. Walmsley said that according to ICM, there is a shortage of 400-500 seat intimate theatres. They have six shows lined up including comedians and smaller bands.

After the three left, the committee began discussion. Madsen noted they have raised money to buy the existing building which is good progress. Wiltgen said that they do sell out three weeks at a time but worried about maintain that support with a larger venue. Feyerherm said it has been difficult to include their shows in group tour itineraries as they often are sold out. Maul thought we should review what they are asking for including their flood plan remediation. Madsen hasn't seen the facility and asked if it was in a flood plain. Wiltgen said yes, that it sits next to Salt Creek. Aaron said last time the VPC gave them grant money it went towards their website and sound system. It was around \$10,000 so somewhat small. Stitt asked if the town of Hickman has given any funds to the theatre. Wiltgen said that they have and helped subsidize the demolition of the building where the empty lot is currently. Stitt asked where the other money is coming from for the project. Perrett said it appears from their grant documents that the remaining funds will be through grants and a bank loan. Madsen suggest supporting part one of their project for \$56,550. Stitt said he would like to see the VPC do more on this large of a project. Stitt made the recommendation and a motion to grant them \$239,313, contingent they come up with the other \$56,550. Perrett seconded the motion. With no further discussion, Ireland called for a vote. Morgan voted no. Madsen, Perrett, Stitt and Ireland voted yes. Cunningham and Dickerson were absent. Motion carried.

Directors Report:

Maul stated that the 2019 Visitors Guide is in print with 70,000 copies being distributed and that the local hotels have them. He said they were considering a different format for them next year. Maul said Lincoln has won the proposal for FIVB Volleyball Nations League to be back in Lincoln this June 4-6. Also, he was happy to announce that Lancaster Event Center will host the National High School Finals Rodeo again in 2026 and 2027 along with the already awarded years of 2020 and 2021. Maul talked briefly about LB57

and the attempt to add lodging tax to short-term rentals in Lincoln. He also talked about LB187, the turnback tax bill that can be used as a funding mechanism for new ballfield complexes. Maul reported on the 2018 city accolades. He said the REIMAGINE LINCOLN campaign continues and now includes billboards. Also, there are some new attractions bringing excitement; the Lincoln Telephone Museum collection will be on display thanks to Speedway Motors and a gentleman from North Dakota is interested in opening the Nebraska Museum of Aviation in the Airpark area. Both of those are in the beginning phases and Maul looks forward to them and their success. Maul was also pleased to report girls and boys state basketball will be going on around the city next week and the week after. Feyerherm gave a sales report and said there were 177 sales leads for 130,441 room nights bid out in 2018 and there were 112,401 hotel rooms booked, which is a record year. We were nervous for 2019, he said, but we have done well and are hopeful about that. There was a 57% decrease in room nights lost. Feyerherm went on to give a 2019 update. He said to date there has been 44 sales leads for close to 25,000 room nights bid out. There are already 24 events booked for 17,147 room nights. He told everyone Rachel Martin left to go the Graduate Lincoln hotel and they have already interviewed four potential candidates that were recommended by those in industry. Feyerherm went on to say the CVB is planning upcoming sales missions to Colorado Springs, Chicago, and D.C. sometime between April and June. The three downtown full-service hotels have been invited to send staff with if they would like. Feyerherm asked if there were questions for himself or Maul. There were none.

New Business:

Ireland asked if there was any new business. There was none.

Adjourn:

Being no further business, Ireland made a motion to adjourn the meeting. Madsen seconded the motion. Being no further discussion, Ireland called for a vote. Morgan, Madsen, Perrett, Stitt and Ireland voted yes. Cunningham and Dickerson were absent. Motion carried. The meeting was adjourned at 5:04 p.m.