



**BOARD OF DIRECTORS  
REGULAR MEETING AGENDA  
DANA POINT RESORTS ASSOCIATION, INC. dba Visit Dana Point**  
Laguna Cliffs Marriott Resort & Spa | Capistrano Room  
25135 Park Lantern, Dana Point, CA 92629  
Tuesday, January 30, 2018 at 2:00 p.m.

**Jim Samuels**  
General Manager  
Laguna Cliffs Marriott Resort & Spa  
Chairman

**Jeremy Wilson**  
General Manager  
DoubleTree Suites  
by Hilton Hotel Doheny Beach  
Vice-Chairman

**Bruce Brainerd**  
General Manager  
The Ritz-Carlton, Laguna Niguel  
Board Treasurer

**Ian Pullan**  
General Manager  
Monarch Beach Resort  
Board Secretary

Staff Present  
**Jonny Westom**  
Executive Director  
Visit Dana Point

**CALL TO ORDER**

**ROLL CALL**

**PUBLIC COMMENTS**

Any person wishing to address the Board during the Public Comments section or on an Agenda item is asked to complete a "Request to Speak" form. The completed form is to be submitted to staff prior to the Agenda item being called and discussed. In order to conduct a timely meeting, there will be a three-minute limit per person for the Public Comments portion of the Agenda. If anyone has handouts to distribute to the Board, please hand them to the Visit Dana Point staff for distribution.

1. Approval of Meeting Minutes – August 15, 2017
2. Financial Summary
3. Chairman Report
4. Executive Director Report

**NEW BUSINESS**


5. Sales & Marketing Activities & Initiatives
6. Consideration: Coastal Oil Drilling  
[https://docs.google.com/forms/d/e/1FAIpQLSeDIBE2\\_8mErCHxphy\\_AkGNr2QaA2CYFFF3LcXfawPLVLTdw/viewform](https://docs.google.com/forms/d/e/1FAIpQLSeDIBE2_8mErCHxphy_AkGNr2QaA2CYFFF3LcXfawPLVLTdw/viewform)
7. Budget Allocation  
*Commission gap in Marriott International's 'Group Intermediary Partner Policy'*
8. Board of Directors 2018 Meeting Schedule

**BOARD MEMBER COMMENTS**

**ADJOURNMENT**

**CERTIFICATION**

I, Jonny Westom, Executive Director, do hereby certify that a copy of the foregoing Agenda was posted at Laguna Cliffs Marriott Resort & Spa on Friday, January 26, at 12:00 p.m.

  
\_\_\_\_\_  
JONNY WESTOM, Executive Director

January 26, 2018  
DATE