



**BOARD OF DIRECTORS
REGULAR MEETING AGENDA
DANA POINT RESORTS ASSOCIATION, INC. dba Visit Dana Point**

Meeting Locations: Visit Dana Point Offices, 33971 Selva Road, Suite 125, Dana Point, CA 92629
Meeting Locations: Civitas Advisors, 1102 Corporate Ave, Ste 140, Sacramento, CA 95831
Monday, April 16, 2018 at 11:00 a.m.

Jim Samuels
Managing Director
Laguna Cliffs Marriott Resort & Spa
Chairman

CALL TO ORDER

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

ROLL CALL

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

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.

Ian Pullan
General Manager
Monarch Beach Resort
Board Secretary

1. Approval of Meeting Minutes – February 27, 2018
2. Financial Report
 - a. 2018 Budget (Discussion and possible action)
 - b. Reserve Policy (Discussion and possible action)
 - c. Forecast (Discussion and possible action)
3. Chairman Report
4. Executive Director Report
5. Closed Session
 - a. Executive Director compensation
 - b. Future Employment / Staff

Staff Present
Jonny Westom
Executive Director
Visit Dana Point

NEW BUSINESS

6. Sales & Marketing Activities & Initiatives
 - a. Seasonal Marketing Campaigns
7. Resort and environment safety concerns surrounding homelessness

BOARD MEMBER COMMENTS

ADJOURNMENT