

**Montana Lodging & Hospitality Association
General Membership Meeting
Best Western Premier Helena Great Northern Hotel, October 30, 2013**

Call to Order

President Sandra Johnson-Thares called the 2013 general membership meeting to order at 8:37am. Approximately 70 members were in attendance.

Sandra introduced a two guest: The state director for Congressman Daines who read a letter thanking MLHA and a representative from U.S. Senator Max Baucus who thanked Stuart Doggett for his dedication to the industry and Sandra Johnson-Thares for participating in his recent Economic Summit.

Approval of 2012 Minutes

Motion: It was moved and seconded to approve the minutes of the October 24, 2012 meeting. Motion approved.

Financial Reports (Attached)

Stuart Doggett provided explanation of line items and reviewed the income and expense lines to date. Total assets of the association on October 15, 2013 were \$146,083.69. Total expenses were \$49,851.00. Line items were reviewed with explanation of any variations from expected income and expense to date.

Motion: It was moved and seconded to accept the financial reports as presented. Motion approved.

Committee Reports

• **Convention / Education Committee Report – Michelle Skinner**

Michelle noted that the goal of the conference was met – to have fun! She thanked everyone for participating and also thanked the Best Western Premier Helena Great Northern Hotel and also the Holiday Inn Convention Center. There were a record 37 vendors this year and 4, \$100 scholarships were given out to 4 new attendees. She noted that evaluations would go out within 2 weeks and be sure to respond to them.

• **Sales & Marketing Council – Michelle Skinner**

Michelle Skinner that that the Council started the year off with a professional development meeting at the Yogo Inn with Justin Lewis in Hotel Leadership Styles. She mentioned that she created a new Sales & Marketing member packet that will go out to all new members.

One activity she noted was that she presented to the Montana Society of Association Executives (around 45 present) and it was well received. Their next professional development meeting will be at the Hilton Garden Inn in Billings.

Carol Eichler will be the new Sales & Marketing President and Stefan Cattarin will be the Vice President.

• **Hospitality Council – Cathy Burwell**

Cathy reported that there are currently 35 members in the Hospitality Council and they are looking for more. She noted that it was decided that investors in Voice of Montana Tourism of \$1000 or more will automatically become a member; otherwise the dues are \$150. She encouraged the association grow more non-hotel support.

Maclaren Latta from Mercury CVC will be the new Chair and a Vice-Chair is still needed.

- **Membership/Non-Dues Report – Matt Sease**

Matt Sease reported that MLHA ended the year with 172 lodging members and a total of over 300 members when you combine Lodging, Sales & Marketing and Hospitality Councils. He said his committee is setting new goals between now and the next board meeting in January.

- **AHLA & Legislative Report – Steve Wahrlich**

Steve Wahrlich noted that Nancy Johnson from AH&LA said significant changes are going on to restructure the national association. He said AH&LA had 20% of all properties in membership and with the new changes to sell membership directly to franchise they will more than double their size which will make them more of an advocacy group.

He said members of his committee recently met with Meg O’Leary to discuss strategies to enhance marketing money for the Department of Commerce. More discussions will take place in the next year as MLHA prepares for the 2015 session.

Break – Ballots were distributed.

2014 Conference Proposals

The following properties verbally presented their proposals to host the 2014 convention.

- Hilton Garden Inn – Kalispell – Michelle Skinner
- Holiday Inn Grand – Billings – Tiffany Hause
- Best Western Plus GranTree and Holiday Inn (joint bid) – Bozeman (Audrey Rinehart and Julia Delozier)
- Northern Hotel – Billings – Mary Ann Keenan
- Yogo Inn – Lewistown – Tony Brown

The following slate of officers was presented by Joe Wilson on behalf of the Nominations Committee:

Board Members (Lodging)

- Scott Arensmeyer, Townhouse Inn of Great Falls – Great Falls
- Karen Baker, Grouse Mountain Lodge – Whitefish
- Andy Sabatini, Hampton Inn / Residence Inn – Helena
- Michelle Skinner, Hilton Garden Inns

- Adrian Ambro was nominated from the floor by Jason Wood.

Motion: It was moved and seconded to close nominations from the floor.

Board Members (Allied)

- Dana Jeppson, Mendenhall
- Blair Hope, Procter and Gamble
- Stephanie Cummings, Heartland
- Jeff Monahan, Montana Broom & Brush

Five board positions are open with four being open two year terms and one being a one year term.

Matt Sease was presented for Secretary/Treasurer with no further motions from the floor.

Motion: It was moved and seconded to appoint Matt Sease Secretary Treasurer rather than be on the ballot.

Resolutions Committee

Matt Sease presented the 2013 Convention Resolutions.

Results of Balloting

The following were announced as elected to the MLHA Board of Directors:

- Scott Arensmeyer
- Michelle Skinner
- Karen Baker
- Andy Sabatini

Blair Hope was elected to the position of Allied Director and Jeff Monahan was elected to the Alternate position.

The Northern Hotel in Billings was selected as site of the 2014 conference.

Other Business

Joe Engstrom was the recipient of the raffle basket. Proceeds of \$890 will be given to the YWCA in Helena.

Paula Ruark thanked and presented Sandi with a plaque and gift as the out-going Chair of MLHA.

Motion: It was moved and seconded to adjourn.

Meeting Adjourned at 10:30