

**Montana Lodging and Hospitality Association
Board of Directors Meeting
Big Sky Resort
September 24, 2017**

Members Present

- Scott Arensmeyer
- Bryce Baker
- Karen Baker
- Rick Cabrera
- Valerie Edwards
- Tim Giesler
- Trevor Haar
- Ryan Kunz
- Paula Ruark
- Dax Schieffer
- Matt Sease
- Betty Stone
- Lauri Tognetti
- Jim Tucker
- Steve Wahrlich
- Joe Wilson
- Tina Wisser

Members Absent

- Bill McGladery

Others Present

- Stuart Doggett
- Charlotte Lauerman

Call to Order and Announcements

The meeting was called to order by Chair Steve Wahrlich at 4:00pm.

Agendas / Approval of Minutes

Motion: It was moved to accept the minutes of the May 25, 2017 Board of Directors meeting. Motion was seconded and approved.

Financial Reports (Attached)

Stuart presented highlights of the actual expenditures versus the budget and reviewed income and expenses versus the previous year.

Motion: It was moved to accept the financial report. Motion seconded and approved.

COMMITTEE REPORTS

Executive/Budget – Steve Wahrlich, Stuart Doggett

The nominations committee was selected: Betty Stone, Joe Wilson and Lauri Tognetti. Five Director positions are set to expire: Scott Arensmeyer, Bryce Baker, Tim Geisler, Tina Wisser and Lauri Tognetti.

Stuart noted that the proposed bylaw changes were shared with the full board as well and the general membership. The changes were mainly minor word clean up.

Motion: It was moved to accept the changes to the bylaws. Motion seconded and approved.

Membership / Non-Dues –Jim Tucker

The unpaid properties were reviewed and assigned to board members to contact.

Jim noted that you never know when properties sell or get new management so it's always good to check back in with properties that in the past might not have shown interest in joining the MLHA. New builds were discussed and all board members are encouraged to reach out to these properties in their areas and offer the \$200 new build rate.

Voices, Dax Schieffer

Dax noted that he has entered into the second year of a 2-year contract and things are improving on what was done the last two years. Voices raised about \$85,000 last year with 33 new partners (21 partners previously). Voices is also now officially a 501c3.

Legislative / PR – Steve Wahrlich, Matt Sease, Stuart Doggett

Stuart discussed how the state was working on balancing the budget as revenue projections are lower than normal due to deficiency in income tax revenue. Stuart is monitoring the situation and the potential of legislative special session.

Steve discussed how the H2Bs wages were researched, as they must use a prevailing wage. A survey was sent out in Billings and determined the prevailing wage to be over \$15/hour for room attendants. Many Billings property owners questioned who was surveyed, but didn't get an answer. The conclusion is that H2Bs will be paid over \$15/hour next year so many properties will be pulling them from their work force.

Steve noted ongoing audit concerns and wants to invite the Department of Revenue to attend our next board meeting.

Steve is saving the AH&LA update for tomorrow when Brian Crawford will speak to the membership.

Sales Council, Valerie Edwards

Valerie introduced Erica Kimble as the new Vice President of the Sales & Marketing Council and noted she will become the new president in October 2018. There are 52 current Sales and Marketing members with 33 needing to renew. The council will vote on where their retreat will be held next year at their council meeting tomorrow morning. The properties presenting are: the Best Western GranTree in Bozeman, Element in Bozeman, Cottonwood Inn in Glasgow, and Clarion Inn Copper King in Butte. She ended by thanking Karen and Corinna for a great retreat at Grouse Mountain Lodge.

Convention / Education – Valerie Edwards, Tim Giesler, Charlotte Lauerman

Valerie reviewed the conference agenda and conference packets were handed out to those in attendance. Mentoring assignments for first-time members were reviewed as well as those board members introducing speakers.

Stuart reviewed the membership meeting agenda and Tina Wisner and Ryan Kunz were appointed to do this year's resolutions.

Next Meeting/Adjourn

It was announced that the next MLHA Board Meeting will be held December 6th – 7th in Helena. There being no further business the meeting was adjourned at 6pm.