

**Montana Lodging and Hospitality Association  
Board of Directors Meeting  
Clarion Inn Copper King Hotel & Convention Center  
October 21, 2018**

**Members Present**

- Scott Arensmeyer
- Bryce Baker
- Karen Baker
- Valerie Edwards
- Tim Giesler
- Erica Kimble
- Ryan Kunz
- Shelli Mann
- David O'Connor
- Dax Schieffer
- Matt Sease
- Betty Stone
- Jim Tucker
- Steve Wahrlich
- Joe Wilson
- Tina Wisner

**Members Absent**

- Bill McGladery
- Trevor Haar

**Others Present**

- Stuart Doggett
- Charlotte Lauerman

**Call to Order and Announcements**

The meeting was called to order by Chair Matt Sease at 4:00pm.

**Agendas / Approval of Minutes**

**Motion:** It was moved to accept the minutes of the August 23, 2018 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 & COUNCIL RELATED UPDATES***

**Membership / Non-Dues – Shelli Mann, Stuart Doggett**

The unpaid properties were again reviewed and assigned to board members to contact. Charlotte noted that Glacier Park Collection called and expressed interest in having all their properties join. They indicated they will get back to us with all properties/room numbers. Currently Grouse Mountain Lodge is their only member property and Karen will assist with follow up as well.

New construction builds were discussed, and the board is encouraged to reach out to them to offer the \$250 new construction member rate.

Stuart noted our potential relationship with Chase, but we're still working through some edits and the final contract.

Motion: It was moved to allow the executive committee to finalize the Chase contract once the final version is received. Motion seconded and approved.

**Legislative/PR – Steve Wahrlich, Matt Sease, Dax Schieffer, Stuart Doggett**

Dax gave a Voices update – noting they are near the end of the eight-city round tables. He's seen increased attendance, including legislative candidates. Voices has also been invited to be a panelist on the Tourism Advisory Council.

Steve mentioned his and Matt's visit to the Legislative Action Summit in Washington DC where they met with all our federal representatives/staff. They seemed most interested in the Online Booking Scam bill and Visa Waivers. They also met with Senator Barrasso of Wyoming, who surprisingly didn't know whom was heading up his state's tourism efforts. There was interest in working together. Montana is very well received in Washington DC with our national tourism representatives.

Stuart then highlighted the bills MLHA is currently tracking for the 2019 session – which starts on January 7<sup>th</sup>, 2019.

#### **Convention / Education – Tina Wisler, Charlotte Lauerman**

Tina 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 Tim Giesler and Valerie Edwards were appointed to do this year's resolutions.

#### **Executive/Budget – Matt Sease, Stuart Doggett**

Matt let everyone know that he talked to Beth Shermer with the Montana Bed & Breakfast Association and they do not want to lose their identity by disbanding and merging into the MLHA, but their 27 properties want to contribute money to support our legislative efforts.

By-laws were then discussed, specifically the verbiage on whom can be a member of the Board of Directors. Stuart proposed we create a committee to look at the by-laws and bring to the board at the December board meeting.

The nominations committee was selected: Shelli Mann, David O'Connor and Jim Tucker. Four Director positions are set to expire: Scott Arensmeyer, Bryce Baker, Betty Stone and Joe Wilson.

#### **AH&LA Updates, Steve Wahrlich**

Steve referred to his previous discussion during the Legislative/PR update (see above).

#### **Sales Council, Valerie Edwards**

Valerie said there are 34 Sales & Marketing members paid as of today, with hopefully more renewing soon. Erica Kimble is working into the president position and their council will vote on a vice-president at their meeting tomorrow morning. Melisa Sigmundstad from Cottonwood Inn & Suites and Haley Rowland from Buck's T-4 are running for the position. They will also vote on the 2019 Sales & Marketing Retreat location. Up for consideration are: Buck's T-4 in Big Sky and Cottonwood Inn & Suites in Glasgow. Delta Colonial dropped out last minute.

#### **Other/Next Meeting/Adjourn**

It was announced that the next MLHA Board Meeting will be held December 18<sup>th</sup> in Helena. There being no further business the meeting was adjourned at 6pm.