



DISCOVER SANTA CLARA®
BOARD OF DIRECTORS
MEETING AGENDA

July 18, 2024, 1:00 p.m.
Santa Clara Convention Center
5001 Great America Parkway, Room 201
Santa Clara, CA 95050

The public can participate remotely via Zoom: <https://us06web.zoom.us/j/85283031702>.
Meeting ID: 852 8303 1702 or by phone 1(669) 900-6833.

CALL TO ORDER

Chair Lentz called the meeting to order at 1:17 p.m.

ROLL CALL

Present: Vice-Chair & Treasurer Kelly Carr, OVG360
Member Lorne Ellison, Levy Restaurants
Chair Catherine Lentz, Forty-Niners Stadium Management Company

Quorum Not Met: 3

Secretary Christine Lawson, Discover Santa Clara® (Ex-Officio)
Member Chuck Baker, City of Santa Clara (Ex-Officio)

Absent: 4 Member Barb Granter, California's Great America
Member Erin Henry, Hyatt Santa Clara
Member Billy Moreno, Delta Silicon Valley
Member Nadine Nader, City of Santa Clara

Staff: Nancy Thome, City of Santa Clara

1. Action to Vote and Approve Member Granter to Remotely Participate in the Board of Directors Meeting in Compliance with the Requirements of AB 2449 Just Cause.

Recommendation: Approve Member Granter to remotely participate in the Board of Directors Meeting for just cause.

No action taken.

PUBLIC COMMENT

For public comment on items on the Agenda that are within the subject matter jurisdiction of the Board.

There were no public comments.

CONVENE TO CLOSED SESSION

2. Employee Performance Evaluation (Gov. Code section 54957(b)(1))
Title: Chief Executive Officer

There was no quorum. Item deferred to the next meeting.

RECONVENE TO PUBLIC SESSSION

REPORT(S) OF ACTION TAKEN IN CLOSED SESSION MATTERS

CONSENT AGENDA

Matters listed in the Consent Agenda section will be considered routine by the Board and will be enacted by one motion. There will be no separate discussion of the items on the Consent Calendar unless the discussion is requested by a member of the Board, staff, or public. If discussion is requested, that item will be removed from the section entitled Consent Agenda and will be considered under Consent Items Pulled for Discussion.

3. Action on the Minutes of:
 - Discover Santa Clara® Board of Directors – May 16, 2024
 - Discover Santa Clara® Board of Directors – June 04, 2024
 - Discover Santa Clara® Board of Directors – June 13, 2024

Recommendation: Note and File Meeting Minutes.

4. Action on the April and May 2024 Monthly Financial Reports.

Recommendation: Note and file the April and May 2024 Monthly Financial Reports.

5. Action on the March, April, May, and June 2024 Sales Activity Reports.

Recommendation: Note and file the March, April, May, and June 2024 Sales Activity Reports.

There was no quorum. Item deferred to the next meeting.

CONSENT ITEMS PULLED FOR DISCUSSION

PUBLIC PRESENTATIONS

This item is reserved for persons to address the Board on any matter not on the agenda that is within the subject matter jurisdiction of the Board. The law does not permit action on, or extended discussion of, any item not on the agenda except under special circumstances. The Board or staff may briefly respond to statements made or questions posed and may request staff to report back at a subsequent meeting.

GENERAL BUSINESS – ITEMS FOR DISCUSSION

6. Action on One-Time Year-End FY 2023/24 Incentive Pay to the Marketing Manager in the Amount of \$25,000.

Recommendation: Approve One-Time Year-End FY 2023/24 Incentive Pay to the Marketing Manager in the Amount of \$25,000.

There was no quorum. Item deferred to the next meeting.

7. Discussion and Action on Board of Directors Meeting Cadence and Time.

Recommendation: Action as directed by the Board of Directors.

There was no quorum. Item deferred to the next meeting.

8. Chief Executive Officer Monthly Update.
 - A. Business Development Funds
 - B. Staffing Update
 - C. Sales & Administrative Update
 - D. Marketing Update

Chief Executive Officer Lawson introduced the new Director of Sales and Destination Services, Teipo Brown, Jr.

Chief Executive Officer Lawson provided an overview of DMO monthly activities. Director of Marketing, Katelyn Studebaker provided the DMO marketing update.

COMMITTEE UPDATES

None.

GENERAL ANNOUNCEMENTS

Member Baker reported that City Council approved a Naming Rights & Sponsorships Agreement with Oak View Group Global Partnerships at the July 16th Council Meeting.

ADJOURNMENT

The meeting convened at 2:32 p.m. The next regularly scheduled meeting is on **August 15, 2024.**