

SANTA BARBARA

THE AMERICAN RIVIERA®

Tourism Business Improvement District Committee Meeting
Tuesday, January 24, 2023, from 8:30 a.m. – 9:30 a.m.
Location: Visit Santa Barbara Office (500 E Montecito Street)

AGENDA

Welcome and Introductions

Barry Dorsey

Action Items

1. Call to Order Barry Dorsey
2. Antitrust Compliance Policy Barry Dorsey
3. Public Comment Members of the Public
4. Approval of Agenda, Minutes & TBID Financials Barry Dorsey
Recommended Action: Approve agenda for January 24, 2023, meeting and meeting minutes from September 13, 2022, meeting and October and November 2022 TBID financial reports.
5. Approval of Appointment of Bill Bradley to TBID Committee

Discussion Items

6. Update on TBID Modification Kathy Janega-Dykes
Recommended Action: Receive an update on TBID modification and new timeline.
7. Business Conditions and Recovery Efforts
Marketing JessyLynn Perkins
 - Third Night Free promotion
 - Paid Advertising
 - Social Strategy
 - Website/Hotel Performance ReferralsSales Department Beth Olson
 - Changes to Sales Strategy
 - Overview of Sales PerformancePublic Relations James Minton
 - Overview of Earned Media Coverage
 - Recovery StrategyHotel Performance James Minton
8. Adjourn Barry Dorsey

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NOTICE TO PUBLIC: You are welcome and encouraged to participate in this meeting. Public comment is taken (3 minutes maximum per person) on items listed on the agenda when they are called. Public Comment on items not listed on the agenda will be heard at the meeting as noted on the agenda. Comments on controversial items may be limited and large groups are encouraged to select one or two speakers to represent the opinion of the group. The order of Agenda items is listed for reference and may be taken in any order deemed appropriate by the Committee. The agenda provides a general description and staff recommendations; however, the Committee may take action other than what is recommended.

BROWN ACT NOTICE: Government Code 54950 (The Brown Act) requires that a brief description of each item to be transacted or discussed be posted at least 72 hours prior to a regular meeting. Action may not be taken on items not posted on the agenda. Meeting facilities are accessible to persons with disabilities. If you require special assistance to participate in the meeting, notify Alexa Steadman at 805-966-9222 at least 48 hours prior to the meeting.

ANTITRUST COMPLIANCE POLICY

It is the policy of Visit Santa Barbara (VSB) to fully comply with the antitrust laws of the United States and the State of California. In order to assure full compliance, the following policies and procedures are to be followed by all employees and members of VSB and by representatives of any members of the organization.

At any meeting of the membership of VSB or any committees of VSB, or at any meeting where any employee of the organization is present or where VSB is in any way involved, there shall be no discussion of the following:

- A. Prices or rates for hotel or motel rooms, food and beverage, transportation, sightseeing, or other services or facilities of members, including but not limited to prices or rates to be charged to convention groups, tour groups or tour operators, including off-season prices or discounts;*
- B. Changes or proposed changes in the prices or rates of hotel or motel rooms, food and beverage, transportation, sightseeing, or other services offered to customers of the hotel and motel industry;*
- C. Formulas, procedures, or means for the establishment and determination of prices, rates, discounts, terms, and conditions or rental;*
- D. Plans of individual members covering increases or reductions in capacity or distribution or marketing of particular products or services.*
- E. Restrictions on legal advertising or promotional activities.*
- F. Matters relating to actual or potential suppliers or customers that might have the effect of excluding them from any market or of influencing others not to deal with them.*