

# ORLANDO NORTH SEMINOLE COUNTY

## TOURIST DEVELOPMENT SPECIAL MEETING JUNE 18, 2020 (VIRTUAL)

Meeting called to order by Chairman Reece at 3:02 pm

### ***A quorum was established***

**In Attendance:** Chairman Sarah Reece, City of Altamonte Springs CALNO representative  
Vice-chairman Frank Cirrincione, General Manager Hilton/Orlando Altamonte Springs  
Commissioner Patrick Austin, City of Sanford  
Commissioner Lee Constantine, Seminole County Board of County Commissioners,  
District 3  
Diane Crews, President, Orlando Sanford International Airport  
Rick Donohue, General Manager, Embassy Suites Orlando North  
Jamie Ross, General Manager, Residence Inn Orlando Lake Mary  
Mary Sue Weinaug, Owner, Wekiva Island  
Brenda Urias, Tourism Marketing Manager, AAA

**Excused:** None

Pledge of Allegiance and Moment of Silence

### **Sports Update**

#### ***Danny Trosset, Sports Tourism Manager***

Discussion on Perfect Game Proposal to be official headquarters for their Florida events.

- Anchor client and #1 room generator at Boombah Sports Complex
- Wanted 1 singular location to host all championships they host
- Memorandum of Understanding (MOU)
  - Take to BCC to approve. Once the MOU is approved, Seminole County Tourism can move forward for approval of execution of formal contract
- Contract would begin in 2021 for 5 years, with 2, 5 year renewals
- Committing to 40,000 rooms in Seminole County
- First priority is to fill Seminole County hotels. Staff to oversee that Perfect Game maintains this directive for every tournament
- Able to go out-of-county with a 5% commission paid back to Seminole County
- Performance based. If rooms not met, PG would pay Seminole County \$6.25/room

- PG would be preferred tournament organizer for the summer with 2 additional weekends during the school year.
- Can still apply for Event Incentive.

**Tourism Update:**

***Tricia Johnson, Deputy County Manager, Seminole County***

Proposed Fiscal Year 2020/2021 Budget Discussion

If no reductions to budget, Tourism would be operating at a deficit in reserves by FY 22/23

Tourism is required to maintain a \$1 million dollar reserve, therefore we have to make significant changes

In summary, after changes in expenditures across the board, the Tourism budget will have close to the \$1 million in reserves needed, and by Fiscal Year 22/23, will have \$2.2 million in reserves.

Cares Act money is specific on what it can and can't be used for.

Tricia will have more detail at the July TDC meeting.

**Motion to approve Tourism Budget as presented: *Brenda Urias***

**Second: *Mary Sue Weinaug***

**Vote:** Brenda Urias: Approved  
Frank Cirrincione: Approved  
Commissioner Constantine: Approved  
Rick Donohue: Approved  
Mary Sue Weinaug: Approved  
Commissioner Austin: Approved  
Diane Crews: Approved  
Jamie Ross: Approved  
Chairman Reece: Approved

**Approval of Tourism Budget unanimously passes**

Old Business: None

New Business: None

**Meeting adjourned at 3:47 pm**