

**Spokane Hotel Motel Association**  
**January 15, 2019**  
**Fairfield Inn & Suites, Spokane Valley**

In attendance:

Pam Alfaro	Dean Feldmeier	Tara Sainsbury
Chris Anderson	Marla Fruit	Jody Sander
Liz Beck	Cherie Gwinn	Valerie Santillanes
Melissa Boland	TJ Hake	Davis Moon
Steven Brashears	Toni Hansen	Sheri Sinn
Lee Carney	Tobby Hatley	Will Strandy
Carol Carter	Matt Jensen	Duane Sunwold
Phil Champlin	Ruby Whitt	Paul Swavely
Julie Cohen	Chris Nelson	Denise Vickerman
Chrissy Emerson	Meredith Rainville	Erik Makinson
Chantel Fan	Trina Riley	

President Matt Jensen called the meeting to order. Davis Moon with Expedia was our guest presenter. He provided an overview of Expedia and discussed market trends. His information was well received and we will look to have him back in 2020.

Tobby Hatley began our agenda with a Government Affairs update. The Homelessness Issue was by far the biggest issue of 2018 and continues to be a priority across community lines. As we look ahead in 2019 there are currently no negative impact issues on the radar. Of course, 2019 is an election year, so we will monitor candidates and bring back the “Conversation with the Candidates” later in the year so that our membership will have the opportunity to hear from potential civic officials. On the State level, there are several issues on the radar. The Plastic Straw Ban, Predictive Scheduling, and others are being monitored by the Washington Hospitality Association. Tobby also reported on the City of Spokane Lodging Tax allocations:

<b>Group/Event</b>	<b>Request</b>	<b>Final Allocation</b>
<b>EWU - Get Lit! Festival</b>	<b>\$15,000</b>	<b>\$8,400</b>
<b>Gathering at the Falls Powwow</b>	<b>\$10,000</b>	<b>\$4,200</b>
<b>Jason Crawford Memorial Youth Wrestling Tournament</b>	<b>\$11,048</b>	<b>\$11,048</b>
<b>Northwest Bach Festival</b>	<b>\$17,000</b>	<b>\$15,000</b>
<b>Pig Out in the Park</b>	<b>\$5,000</b>	<b>\$2,900</b>
<b>Spokane Culinary Arts Guild - Our Side Hospitality Summit</b>	<b>\$25,000</b>	<b>\$9,400</b>
<b>Spokane Lilac Festival</b>	<b>\$17,500</b>	<b>\$15,000</b>
<b>Spokane Sports Commission</b>	<b>\$50,000</b>	<b>\$41,952</b>
<b>Spokane Symphony Holiday Bliss Concert Series</b>	<b>\$12,000</b>	<b>\$8,100</b>
<b>Visit Washington</b>	<b>\$100,000</b>	<b>\$0</b>
<b>TOTAL</b>	<b>\$262,548</b>	<b>\$116,000</b>

Matt Jensen then proceeded to the agenda, thanking the Fairfield Team and asked for introductions. He then formally passed the gavel to Julie Cohen, Regional General Manager for Sterling Hospitality. The membership presented a gift to Matt and thanked him for two great years of leadership. Julie presided over the remainder of the meeting and the Board of Directors was approved without discussion.

**2019  
OFFICERS:**

President, **Julie Cohen**, Holiday Inn Express Valley (expires Dec 2020)  
1<sup>st</sup> Vice President, **Chris Anderson**, Hilton Garden Inn (expires Dec 2020)  
2<sup>nd</sup> Vice President, **Dean Feldmeier**, Doubletree by Hilton (expires Dec 2020)  
Secretary/Treasurer, **Vacant**  
Immediate Past President, **Matt Jensen**, Davenport Collection

**BOARD MEMBERS:**

Position 1 (term expires Dec. 19): **Pam Alfaro**, Courtyard by Marriott  
Position 2 (term expires Dec. 20): **Jody Sander**, Sterling Hospitality  
Position 3 (term expires Dec. 20): **Chris Nelson**, Mirabeau Park Hotel  
Position 4 (term expires Dec. 19): **Will Strandy**, Comfort Inn & Suites, Valley  
Position 5 (term expires Dec. 20): **Duane Sunwold**, SCC  
Position 6 (term expires Dec. 19): **Meredith Rainville**, BW Plus Spokane City Center  
  
Position 7 (term expires Dec. 20): **Travis Tramp**, Quality Inn 4<sup>th</sup> Ave

The minutes and financials were approved as submitted, including the 2019 Budget.

TJ Hake provided the update from Visit Spokane, noting the Meg Winchester, their new President and CEO will begin her tenure next week. He highlighted upcoming bookings.

Cherie Gwinn provided the update for the Spokane Sports Commission. She provided a handout recapping 2018 as a banner year. They are looking forward to filling the SportsPlex and are working on many international bids.

Phil Champlin provided an update for the HUB Sports Center noting that they are already full with volleyball and will be thru PNQ in March. In addition they have the Middle School Basketball Tournament and the Native American Basketball Tournament this Spring. He also reported that they were able to secure two matching contributions for their latest fundraising campaign. They hit their goal so they will now be under 80K. Congratulations!

Toni noted that everyone should be prepared to discuss 2019 objectives including new members and she solicited input on programming content. She is working on the 2019 calendar and will be submitting for discussion and approval on a new website.

With no further discussion the meeting was adjourned.