Spokane Hotel Motel Association

September 17, 2019

Mirabeau Park Hotel

In attendance:

Toni Hansen

Julie Cohen

Dan Zimmerer

Ruth Fitzgerald

Meg Winchester

Andrew Libsack

Travis Tramp

Matt Jensen

Eric Sawyer

Chris Anderson

Rebecca Selby

Helena Sampson

Jamie Crawford

Chrissy Emerson

Trina Riley

Liz Beck

Kelsey Bitz

Denise Vickerman

Will Strandy

Tobby Hatley

Phil Champlin

Carol Carter

Tara Sainsbury

Andy Rooney

Julie Cohen called the meeting to order and introductions were made. The Minutes and Financials were approved as submitted.

Tobby Hatley provided a Government Affairs update including bringing us up to speed on State Association’s personnel changes due to financial issues. Lisa Leinburger is no longer with the Association. There is not much happening on the political front as it is an election year. He informed the group about the upcoming Conversation with the Candidates which will take place next week at the Doubletree by Hilton. He also shared that the City of Spokane is working on the shelter issue as winter nears. On the state level, the Association is monitoring minimum wage and overtime rules as they anticipate that the increase will negatively impact membership.

Eric Sawyer provided an update from the Sports Commission including the fact that they have just completed 82 bids relative to NCAA events for the next three years. We will host 1st and 2nd round Men’s Basketball in March of 2020 and we will host the Women’s tournaments in 2021.

Ruth Fitzgerald and Meg Winchester provided an update from Visit Spokane. Ruth provided the sales update and noted the upcoming conventions. Summer 2019 has been the busiest on record with 97 site visits completed in 2019 thus far. Meg noted that they are working on their budget and marketing for 2020. As part of that process they are leading the charge to raise the threshold of the TPA so that we have the opportunity to raise this in the future. This would potentially include language that would eliminate the ceiling, the continuation of a 40% buy in, and bring back the definition of “tourist” in the interlocal agreements. This is the funding engine that will allow for future marketing in our region.

Travis Tramp noted that the Sportsplex is still moving forward and they’ve already added seats to the design in order to stay compliant with NCAA rules. They are targeting a 2021 open date.

Carol Carter noted that there is a new True by Hilton in the works near CenterPlace in Spokane Valley which will provide an addition 86 rooms to the regions inventory.

Toni noted the discussion about introducing a one day, regional educational event in first quarter 2020. The objective is to provide relevant content to our region’s hoteliers under a fundraising model to ensure the Associations financial vitality. More information will follow.

With no further discussion the meeting was adjourned.