



**MALC Board Meeting
November 19, 2020
Mobile Convention Center, 201-A, 3rd Floor**

Board of Directors Present: Kent Blackinton, Margo Gilbert, Duncan Millar, Ken Patel, Raj Desai, Judy Gulledge, Hunter Omainsky, David Clark. Not Present: Nick Patel, Levon Manzie, Teresa Floyd.

Meeting was called to order by Kent Blackinton at 4:07

Approval of the 11.5.20 Minutes. Margo Gilbert made a motion to approve, Kent Blackinton seconded.

Review of Delinquent Properties July-September. Kent has reached out to the City for a meeting for clarifications and updates of delinquent accounts. July had a big list of delinquent accounts; the list has been reduced by 50% in September (14 hotels). City is soliciting and collecting payments. Should be down to 6 delinquent hotels delinquent soon out of 65 hotels.

FY 2021 Budget Presentation by Margo Gilbert. Margo stated that stub budget for 2020 was presented last meeting as well as the 2020/2021 proposed budget. She discussed some of the current stub budget expenditures such as office supplies the accounting firm and insurance.

Changed the occupancy projection (reduced) since last meeting for the 2020/2021 budget. Most line items remained the same except for insurance and legal fees. Insurance will be reduced by approximately \$600. Legal fees were originally budgeted for \$5K. The legal expense is being removed and only being incurred as legal fees are actualized. Biggest expense to budget will be marketing.

Emily has some marketing plan ideas to be reviewed by the marketing committee for the Board's consideration and approval. Marketing Committee Meeting is next Monday, November 23.

Photographer has been secured for \$20K to get stock photos of all hotels. Photography will consist of an interior, exterior, guest room photo and some virtual attraction shots. Owners of individual hotels will have all rights to their photos.

Expense line items for the proposed 2020/2021 Budget are only a suggestion at this point. Budget line items must stay within the District Management Plan guideline percentages and not greater than 10% overage according to the by-laws.

Margo stated that there is a Capital Committee. There is 15% of TID Collections that may be allocated to capital, i.e., soccer complex bathroom, shade, lighting. Margo asked for Capital Committee volunteers. Raj Desai also stated that there are other areas of Mobile that need capital considerations. Tillman's Corner Exit, downtown, etc.....

Spike stated that we must always be mindful of how the capital is spent. Contingency money may be appropriated to Capital as well.

Questions/Comments/Changes on Budget? None were stated.

Kent asked for approval of the revised 2020/2021 budget, motion was made by Duncan Millar to approve to include the insurance revision above and Judy Gullede seconded.

Kent discussed the 2020 stub budget and TID dollars collected to date.

Future meeting dates were discussed, December 3rd (Convention Center) and January 21st (tbd)

Judy asked if all Directors should be on a committee. Kent replied that it was not necessary.

Kent asked if there were other business/comments. There was no other business and meeting was adjourned at 4:35.