

**SCOCOG ANNUAL MEETING
MINUTES
October 20, 2020**

The following Council Members were present:

	<i>Present</i>	<i>Absent</i>	<i>Present via Conference Call</i>
Scott Long, <i>Chairman</i> Texas County Presiding Commissioner	<u> X </u>	<u> </u>	<u> </u>
Jeff Cowen, <i>Vice Chairman</i> Shannon County Presiding Commissioner	<u> X </u>	<u> </u>	<u> </u>
John Turner, <i>Secretary</i> Ozark County Presiding Commissioner	<u> X </u>	<u> </u>	<u> </u>
Mark Collins, <i>Treasurer</i> Howell County Presiding Commissioner	<u> </u>	<u> X </u>	<u> </u>
Lance Stillings Douglas County Presiding Commissioner	<u> </u>	<u> X </u>	<u> </u>
Zach Williams Wright County Presiding Commissioner	<u> X </u>	<u> </u>	<u> </u>

The following Members were present:

Janice Lorrain	Lorrain Consulting (via conference call)
Sam Currier	Warm Fork Woodlands Lumber Company (via conference call)
Donna Parrott	Workforce Investment Board (via conference call)
Dick Salgado	Ava Chamber of Commerce
John Casey	Cabool Lock and Store Storage
Brooke Fair	Willow Springs Mayor
Wes Parks	CAPS Plus Embroidery

SCOCOG Staff Present:

Cody Dalton	Executive Director
Kelly Wise	Fiscal Officer (via conference call)
Angie Ball	Administrative Assistant (via conference call)
Darci Malam	RLF Manager/Project Manager
Jessica Paulk	Community Development Specialist/Emergency Planning Manager
Sarah Callahan	Project Development Specialist/Grant Writer (via conference call)
Trent Courtney	Disaster Recovery Planner
Tegan Vaughn	Solid Waste Coordinator (via conference call)

Others Present:

Beverly Hicks	City of Willow Springs
Suzanne Welsh	City of Ava
Rick Fenoff	Ava Chamber of Commerce
Will Wheeler	Senator Blunt’s Office
Tom Stehn	City of West Plains
Darrell Hampsten	MSU-WP
Cassie Cunningham	White River Valley Electric Associate Member
Diana Middleton	Citizen (via conference call)
Megan Nickey	Congressman Jason Smith’s Office (via conference call)
Clayton Campbell	Senator Hawley’s Office
Sandra Cabot	MoDED (via conference call)
Stephen Foutes	Missouri Department of Tourism

Suzanne Welsh was acting designee for Burrely Loftin.
Rick Fenoff was acting designee for Judy Shields.
Tom Stehn was acting designee for Jack Pahlmann.

Stephen Foutes presented the program “*Impact of Tourism within the Regional Economy*”

Mr. Foutes discussed tourism in Missouri and how to count visitors to the state. He said that 42% of visitation is during the day, and recently there has been an uptick in visitors from Texas, but there has not been a lot of marketing efforts there. He also said that when people come to Missouri, city attractions and dining are the top attractions. He discussed the Cooperative Marketing Program and said that it was a matching grant program and entities can apply for those funds with a 90/10 match. This used to be a 50/50 match before the pandemic. He said that visitmo.com is the primary website, and they also have a Facebook, Instagram, and Twitter, but some individuals still prefer print guides. He also said that filming and the film making industry in Missouri is active and said that there is a program to try to get films made in Missouri. They also work with a lot of groups that promote national and international travel. He went on to discuss the impact of COVID on the tourism industry. He said that ending October 3, hotel occupancy rates were down as well as hotel revenue. Since March 1, Missouri lodging has lost approximately \$800 million, as well as approximately \$5 billion in direct and indirect tourism since March. He added that website traffic has been up though. He said that it could possibly be 2024-2025 before the tourism industry returns to the 2019 levels. The group thanked Mr. Foutes for his presentation.

Cody Dalton presented the program "Regional Tourism Marketing Effort"

Cody presented examples of regional marketing strategies that have been implemented in areas similar to our own. Then he discussed potential ways that we could create our own regional marketing effort.

JohnTurner called the meeting to order at 1:42 p.m., and welcomed Board members and others.

The 2021 Executive Board was introduced. The officers are as follows:

Chairman – Scott Long

Vice Chairman – Jeff Cowen

Secretary – John Turner

Treasurer – Mark Collins

I called roll and the members present are listed above, therefore, there was a quorum.

Scott Long moved to approve the agenda. Dick Salgado seconded the motion, and the motion carried.

At this point, John Turner turned the meeting over to the new Chairman Scott Long.

OLD BUSINESS

There was no old business.

NEW BUSINESS

Presentation and approval 2020 fiscal year ending financial report – Kelly Wise

Kelly said that the total revenues for 2020 were \$549,608, and that includes accounts receivable. That is 92% of the budget. Last year the revenues totaled \$519,576, which is a \$30,000 increase in revenues from last year. The 2020 expenses to date total \$487,002. There was a savings of \$37,070 this year, and a \$62,606 increase in income over expenses. The ending balances for the general fund as of September 30 was \$347,957. The CD balance is \$341,323 with \$7,175 in interest. The available funds as of September 30 is \$689,280 which is equivalent to 14.7 months of reserves. The accounts receivable balance at the end of September is \$101,201, and the other assets include the land and building totaling \$151,200. Motion to approve the 2020 fiscal year ending financial report was made by Jeff Cowen and seconded by Zach Williams. Motion carried with all in favor.

Presentation of FY2021 projects supporting the FY2021 budget – Cody Dalton

Cody outlined the project revenues and the core projects that support the budget, listed by agency.

Presentation of FY2021 proposed budget – Cody Dalton

Cody said that revenues are projected to total \$837,852. He went through the expenses and said that expenses are projected to total \$649,910, this leaves an expected surplus

of \$187,942. Motion to approve the FY2021 budget as presented was made by Zach Williams. Jeff Cowen seconded the motion, and the motion carried.

Appointment of Council Membership per Bylaws Article IV Section 4.1.

Cody said that when the EDA recognized SCOCOG as an economic development district, we became eligible for our annual planning grant and to retain EDD status, the Board has to have 25 members appointed to represent interest groups within the region. The list presented was updated from last year. Cody added that there was no work involved in being on this list. Zach said that the disabled sector, currently represented by Mike Sherman, will need to be changed to the new Commissioner, Tommy Kingery. Motion to approve the council membership list was made by John Turner and seconded by Zach Williams. Motion carried with all in favor.

Call for Bylaws changes (if any) for 1st. reading

John Turner read the draft of the proposed bylaw changes. Cody added that he felt this was necessary in the event a former employee would have a personal relationship or vendetta that could affect them being an impartial board member. After board discussion, it was decided to change the wording to read "No current or former staff member of the South Central Ozark Council of Governments shall hold a voting position on any SCOCOG governing board, committee, or body without voting approval of the Executive Board." Motion to approve the bylaw changes was made by Zach Williams and seconded by John Turner. Wes Parks voted no, and Tom Stehn abstained. Motion carried. Bylaw change will be formally approved at the October 2020 full council meeting.

CONFIRM NEXT MEETING DATE

The next meeting date will be December 15, 2020.

There being no other business to discuss, motion to adjourn the meeting was made by John Turner and seconded by Zach Williams. All were in favor.

The meeting adjourned at 3:07 p.m.

Respectfully Submitted,

Reviewed for Content,

Angie Ball
SCOCOG Administrative Assistant

John Turner
SCOCOG Secretary