

**Fallon Convention & Tourism Authority  
Meeting Minutes March 20, 2012**

Present: Chairwoman Rachel Dahl, Councilman Bob Erickson, Board member Scott Tate, Board member Pranav Morar, Executive Director Rick Gray Absent: Councilman James Richardson, City Clerk Gary Cordes.

Chairwoman Dahl called the meeting to order and verified the posting requirements have been met. Councilman Erickson said they were.

Chairwoman Dahl asked if the board had reviewed the minutes from the January 17, 2012 meeting. Councilman Erickson motioned to approve the January 17, 2012 meeting minutes with correction. Board member Morar seconded the motion, the vote was unanimous.

Councilwoman Dahl said the 2013 Budget packet was put together very well and asked Gray if he wanted to start. Gray told the board included in their budget packet is a narrative of the Convention Center Funds and Convention and Tourism Funds revenues and expenditures for the fiscal year 2013 budget. Gray said he believed the budget to be a very thoughtful and conservative one, appropriate for the current economic times and foreseeable future and follows the direction of this board. Gray described the budget line items and reviewed with the board the discretionary funds and what they will be used for. Gray asked the board to look at a couple of line items on their spreadsheets which have been highlighted. Gray reviewed with the board the Convention Center staff being down one person and with the events and meetings taking place we are operating at below 1991 levels. The impact of that is we are not always able to turn the Convention Center around in time to accommodate other meetings and may lose a booking from time to time. Gray said should we have the finances, should the City have a positive uptake and should the Mayor and City Council agree that we can add an employee we are able to do so with this budget. Should the City not be able add another employee the funds not used would go back into the reserve account for future use if needed. Gray said the other highlights in the budget are in the Convention and Tourism Fund. Gray asked the board to look at the Lahontan Valley Bird Dog Club and Donnie Waters Invitational grant funds which are highlighted because the two events have not been in contact with him to confirm their events. Gray said should these two groups not use these funds they would go into the reserve account as well. The board said they would like to review the budget with City Clerk Gary Cordes at the April 17, 2012 meeting before approving the 2013 budget.

Chairwoman Dahl said the next agenda item is Board & Staff reports and asked Gray if he wanted to start. Gray provided the board with current financial and occupancy reports.

Chairwoman Dahl asked if there were any public comments, there were none. The meeting was adjourned.