I. Call to order

II. Approval of Meeting Minutes for: Special Meetings – October 30 & 31, 2017, and Regular Meeting - November 28, 2017

III. Public Comments
Anyone wishing to speak before the Board, either as an individual or as a member of a group may do so at this time. Individuals desiring to speak shall give their name, address, and the group they represent, if any. A speaker is limited to three minutes unless granted an extension of time.

IV. Chairman’s Report (Mr. Frank Finneran)
A. Presentation of Consent Agenda

   Action items:
   1. Ratification of Additional Facility Project Contract List
   2. Approval of Additional Facility Project Draw Schedule Payment

   Informational:
   1. WSCC Sales Productivity Report
   2. Monthly Expenditures – Auditing Officer Certification

V. PFD Committee Reports
A. Addition Committee (Mr. Frank Finneran, Chair)
   1. Addition Committee Update
B. Finance Committee (Mr. Robert Flowers, Chair)
   1. Update
   2. Approval to Recognize Additional Expenses for 2017 Operating Budget, Resolution 2017-23
C. Marketing Committee (Mr. Craig Schafer, Chair)
   1. Approval of the Visit Seattle 2018 Sales Plan, Goals and Scope of Work, Resolution 2017-24
   2. Update on Branding/Naming Work Progress
D. Government Affairs Committee (Ms. Deryl Brown-Archie, Chair)
   1. Update
   2. Consultant Update Report

VI. Visit Seattle & WSCC Sales Reports
A. Destination Overview (Mr. Tom Norwalk, Visit Seattle)
B. Visit Seattle Sales Report (Mr. Rob Hampton, Visit Seattle)
C. WSCC Sales Report (Mr. Michael McQuade, WSCC)

VII. President’s Report (Mr. Jeffrey A. Blosser)
A. Preview of WSCC Social Media Procedure
B. ROI Report on Solera and Grill
C. WSCC All-Staff Meeting Report

VIII. Staff Reports
A. Parking (Mr. Susnios Tesfaye)
B. Food Service (Mr. Brian McFadin)

IX. Financials (Mr. Chip Firth)

X. Executive Session (if necessary)

XI. Other Business

XII. Adjournment