

# MINUTES

## HOUSTON FIRST CORPORATION

### **JOINT SALES COMMITTEE MEETING**

**MAY 8, 2018 – 9:00 A.M.**

**Partnership Tower, 701 Avenida de las Americas, Ste. 200  
Houston, Texas 77010  
HFC BOARD ROOM**

*The Joint Sales Committee of Houston First Corporation (the "Corporation" or "HFC"), a Texas local corporation created and organized by the City of Houston as a local government corporation pursuant to TEX. TRANSP. CODE ANN. §431.101 et seq. and TEX LOC. GOV'T. CODE ANN. §394.001 et seq., held a meeting at Partnership Tower, 701 Avenida de las Americas, Houston, Harris County, Texas, 77010, on Tuesday, May 8, 2018, commencing at 9:00 a.m.*

*Written notice of the meeting including the date, hour, place and agenda for the meeting was posted in accordance with the Texas Open Meetings Act.*

*The following Committee members participated in the meeting: Nicki Keenan (Co-Chair), Harry Greenblatt, Stephanie Haynes, Tom Netting (Co-Chair), Jacques D'Rovencourt, Scot Cotton, Elizabeth Brock*

The Committee meeting was called to order at 9:00 a.m. and a quorum was established.

1. **Public Comments** None.
2. **Review and approval of minutes from prior meeting.** After a motion duly seconded, the minutes of March 13, 2018 were approved as presented.
3. **Presentations, Reports, and Updates**
  - A. **Prospecting and District Fee**
    - i. John Solis presented on the sales cycle and explained the new process taken when concessions are part of a group coming to Houston, he also reported that subvention has decreased. Of the 34 bookings for 2017, only 23 included subvention. After explaining subvention costs, John shared the top reasons that HFC loses business.
  - B. **Market Update**
    - i. Cindy Decker presented the Market Update going over RevPar, ADR trends, and comparing hotel market trends with those of the oil and gas market.
4. **Adjournment** The meeting was adjourned at 9:54 A.M