

**LLC Managing Committee Meeting Agenda
Conference Call**

Wednesday, November 8, 2017
2:00 PM

Committee Members (8):

Aaron Lange (CAWG Chair), Chair (January-December 2017)

John Aguirre (CAWG President), Lise Asimont (ASEV Director), Tom Collins (ASEV Secretary/Treasurer), Nichola Hall (ASEV Past President), Dan Howard (ASEV Executive Director), Bill Pauli (CAWG Past Chair), and Tom Slater (CAWG Director)

LLC Managing Committee Meeting Agenda

1. **Call to Order**
2. **Approval of Wednesday, November 8 Agenda**
3. **Approval of August 7 Meeting Minutes***
4. **New Business**
 - a. Review Term of LLC Chair
 - b. Notify LLC Committee on Decision to Rescind Unitech Scientific LLC Exhibit Contract
 - c. Event Parking
 - d. Wine Country Fire Disaster Relief and Recovery
5. **Old Business**
 - a. Program Update
 - b. Sacramento Convention Center Construction and Expansion Update
6. **Next Meeting Date and Time**
7. **Adjournment**

**documents attached*

**LLC Managing Committee Meeting Minutes
Conference Call**

Monday, August 7, 2017
10:00 AM

Committee Members Present:

John Aguirre (CAWG President), Lise Asimont (ASEV Director), Tom Collins (ASEV Secretary/Treasurer), Nichola Hall (ASEV Past President), Dan Howard (ASEV Executive Director), Bill Pauli (CAWG Past Chair), and Tom Slater (CAWG Director)

Committee Members Not Present:

Aaron Lange (CAWG Chair), Chair (January-December 2017)

Others Present:

Jenny Devine (CAWG Staff)

LLC Managing Committee Meeting Agenda

1. **Call to Order.** Bill Pauli, on behalf of Aaron Lange, called the meeting to order at 10:04 AM.
2. **Approval of Monday, August 7 Agenda.** Tom Slater moved to approved the agenda, second by John Aguirre. Motion was approved.
3. **Approval of Thursday, April 20 Meeting Minutes.** Lise Asimont made the motion to approve the minutes, second by Nichola Hall. Motion was approved.
4. **New Business**
 - a. **2018 Unified Wine & Grape Symposium Budget.** Dan Howard provided an overview of the 2018 Unified Wine & Grape Symposium budget.
 - i. Dan Howard first reviewed the income with the committee, the had no questions.
 - ii. Dan Howard then reviewed the expenses. Nichola Hall had a question about the speaker expenses, and why it increased by 30%, which was 5% more than last year. Dan Howard stated that last year went a slightly over than the typical 25%, and the expense was increased it by 30% to provide a bit of extra padding.
 - iii. Bill Pauli stated that the budget has remained consistent, and there have not been too many changes.
 - iv. Tom Collins moved that we approve the budget as submitted, second by Nichola Hall Motion was approved.
 - v. Dan Howard's recommended that the 2019 exhibit rates stay the same, Nichola Hall made a motion tokeep the 2019 rate the same as 2018, second by Lise Asimont The motion was approved.
5. **Old Business**
 - a. **Sacramento Convention Center (SCC) Construction Update.** Since the last meeting, Dan Howard has been asked to sit on a user SCC Advisory Committee. He was shocked to hear that the expansion is not an actual expansion. They are only going to remodel and expand slightly – 65 to 100 more booths after the expansion. We would have to wait for Phase 2 in an undetermined number of years for a further expansion. Construction was scheduled to start in February 2018, but will not begin until Summer 2019.

However, there will be some construction taking place January 2019 on the exterior outdoor terrace where we typically have tented exhibit space., We will have to place an estimated 25 booths in a different location or offer less booths

- b. **Update on Status with Brown Miller.** Dan Howard provide an update on Brown Miller. He stated that it was decided not to send out an RFP for 2018 and it would be preferred to send out a RFP later in the year. Mike Miller will be the account lead and Muriel will be the contact, in place of Ken Freeze.
 - c. **Keynote Speaker Update & Status.** Lise Asimont and Jenny Devine are working on getting a bio and headshot for Gina Gallo and Jenny Devine will work with Muriel Bañares Miller on a press release and getting the info on our website.
 - d. **4th Speaker for SOI Session.** John Aguirre provided an update on a potential 4th speaker.
 - i. We did not identify or settle on a 4th speaker, but this is something that we need to confirm prior to the start of harvest.
 - ii. Acquisitions outside of California, in addition to within – good to have a multi-state perspective.
 - iii. It will be appropriate for us to request that we receive original content for Unified, not a repeat of what the speaker has presented at other conferences.
 - iv. A motion was made and approved during the last LLC Managing Committee meeting. A decision needs to be made on who we would like to invite.
 1. Option #1: Mario Zepponi, Zepponi and Company
 2. Option #2: Robert Nicholson, International Wine Associates
 - v. Lise Asimont made a motion to move forward with Mario Zepponi as Option #1 for the 4th speaker and host further discussion on who would be second option if Mario is not available, Tom Collins second the motion. The motion was approved.
6. **Next Meeting Date and Time.** The next LLC Managing Committee Meeting will take place on Thursday, October 12, at 3:00 PM.
 7. **Adjournment.** The meeting adjourned at 10:57 AM.