

**MINUTES OF SOUTHERN INNKEEPERS ANNUAL MEMBERSHIP
MEETING
Tuesday, July 10, 2012**

CALL TO ORDER: the meeting was called to order at 8:00 a.m. by President John Hallowell.

PREVIOUS MINUTES: The minutes of the June 28, 2011 meeting were approved as distributed.

ELECTION OF OFFICERS AND DIRECTORS: President Hallowell presented the following slate for approval:

President: Bob Ray
President-elect: Prem Devadas
VP WV: Barry Trice
VP-VA: Kevin Carter
VP-NC: Randy Kolls
VP-SC: Bill Lacey
VP-GA: Joel Meyers
VP-FL: Russ Kimball
VP-DC: Gerry Gabrys
VP-MS: Bob Bennett
VP-AL: Larry Fidel
VP-TN: Tom Negri
Allied Rep: Gary Inman

Upon proper motion and second, the slate was approved as presented.

MEMBERSHIP REPORT:

The board has approved the following new members for induction into Southern:

Jon Reeher – Gasparilla Inn-- nominated by Jack Damioli
Tom Hamilton – Thomas Hamilton & Associates – nominated by Barry Trice
Bill Lacey-Sanctuary at Kiawah-nominated by John Hallowell
Michael Gordon—Barnsley Gardens Resort—nominated by Russ Kimball and Tom Ruff
Meghan Noel—Inn on Biltmore Estate—nominated by Tom Ruff
Shawn Gracey –nominated by Randy Kolls (will be asked to represent _____ in Houston, TX)

REPORT OF TREASURER: May 2012 Statement: Treasurer Cathy Kerr reviewed the May 2012 financial statement, which shows that SIA has \$91K in assets. She noted that she expects to meet membership dues targets with the addition of new members, but that conference expenses are expected to exceed budget because of having more invited speakers. This deficit was anticipated and approved by the board in the interest of adding value to the meeting and attracting attendance. She then presented the 2013 Budget which was just approved by the board. The budget is basically break even, with income and expense at about \$35K. Upon proper motion and second, the reports were accepted.

NEW BUSINESS: Recap of board meeting discussion: President Hallowell explained that the board is considering continuing to seek dates in May for future meetings. They would like feedback from members both on a May pattern and on the new format, with more presentations and enriched content in lieu of a golf practice round, which is being tried at this meeting. He also encouraged attendees to invite potential members as guests for future meetings. Non-members may attend one meeting without joining SIA (they would pay registration fees only).

ANNOUNCEMENT OF MEETING PLACE for FUTURE MEETINGS: President Hallowell reminded everyone that next year's meeting is being planned for May 18-21, 2013 at The Sanctuary at Kiawah. New member Bill Lacey, our host at Kiawah, invited the group to attend and said that he was excited about Southern being there just after the US Open and related upgrades.

The board is continuing to seek bids for dates in May 2014, and President Hallowell invited members to consider submitting bids for their properties.

ADJOURNMENT: the meeting was adjourned at 8:30 a.m.

Respectfully submitted,

Cathy Kerr, CAE, SIA Secretary/Treasurer

MINUTES OF THE SOUTHERN INNKEEPERS
2011 ANNUAL MEMBERSHIP MEETING
Ritz-Carlton Naples

CALL TO ORDER: President Gerry Gabrys called the meeting to order at 8 a.m. on Tuesday, June 28, 2011.

PREVIOUS MINUTES (attached): Secretary Cathy Kerr presented the minutes of the 2010 meeting. Upon proper motion and second, the minutes were accepted as written.

ELECTION OF OFFICERS AND DIRECTORS: President Gabrys presented the slate of officers, (attached). Upon proper motion and second, the officers were elected.

MEMBERSHIP REPORT: New member Rick Hayduk, South Seas Island Resort, Captiva, FL (nominated by John Hallowell) was welcomed.

REPORT OF TREASURER: Treasurer Cathy Kerr presented the budget and reviewed year-to-date expenses. The SIA currently has \$87,010 in the treasury as compared to \$98,288 last year. There is \$11,000 in receivables for this conference on this year's statement which accounts for the difference. Convention income is basically a pass-through to the host property. There was consensus that, if the conference committee wished to spend funds from savings to support the 2012 agenda with special speakers or events, they be allowed to do so. Upon proper motion and second, a break-even budget was unanimously approved as presented.

NEW BUSINESS: President Gabrys recapped the board meeting discussion, saying that as part of a membership recruitment effort, staff will prepare a new full-color brochure that members and board members can send, along with a personalized letter, to prospects. John Hallowell will contact friends at Gaylord Resorts and Disney and suggest that they re-join SIA. Staff will set up a Facebook page for SIA to help promote the organization. And up-datable plaques for the lobbies of member properties will be investigated.

There was discussion about holding winter meetings to allow those whose properties are especially busy in summer to attend, and to better utilize our southernmost properties. This suggestion gained approval of the membership and will be further investigated by the board. An afternoon workshop in lieu of a golf practice round (similar to the structure of the AH&LA Resort Committee

conference) may be held in 2012 to add more educational content to the conference.

ANNOUNCEMENT OF MEETING PLACE for FUTURE MEETINGS:
President Gabrys reminded members that the 2012 conference will be held July 8-11 at The Inn at Biltmore, Asheville, NC, and hosted by Tom Ruff.

ADJOURN

8:30 a.m