

# **DISCOVER DUNWOODY**

## **Board of Directors Meeting Minutes**

November 19, 2025  
11:00 AM

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### **I. Call to Order**

The meeting was called to order by Board Chair David Silver at 11:09 AM.

### **II. Attendance**

#### **Board Members Present (In Person):**

- Jasmine Shah
- Stephanie Cantwell
- Maggie Rosa
- Bill Grant
- David Silver
- Ann Hanlon
- La Vonja Wynn
- Lauren Sok

#### **Board Members Present (Virtual):**

- Autry Graham
- Mariel Calello
- Sharon Kilmartin

A quorum was confirmed and established.

### **III. Approval of Meeting Minutes**

A motion to approve the prior meeting minutes was made by Bill Grant and seconded by David Silver. The motion was approved unanimously.

### **IV. Budget Performance Report**

Bill Grant presented the budget performance update, reporting that the organization is in strong financial standing. He noted that revenues are projected to be slightly lower due to decreased room rates. Additionally, a one-time payment of approximately \$120,000 was received from Priceline for previously unpaid taxes dating back to 2021.

Bill Grant also informed the Board that the organization is transitioning to a new accounting group, Your Part-Time Controller (Your PTC), and will be utilizing Bill.com for financial processing.

## **V. Hotel Performance Review**

Ray Ezelle presented a comprehensive review of hotel performance for the Dunwoody market, highlighting the following key metrics:

- Room Revenue: \$74.8 million
- Occupancy: Ranked 3rd in occupancy behind Sandy Springs and the Airport District
- Average Daily Rate (ADR): Ranked 3rd behind Atlanta Central Business District and Buckhead
- Revenue Per Available Room (RevPAR): Ranked 3rd behind the Central Business District and Buckhead
- Occupancy Index: Dunwoody continues to perform well relative to its competitive set

Additionally, Lazy Dog Restaurant & Bar presented their reopening plans to the Board.

## **VI. Sales Update**

Ray Ezelle provided an update on new developments and activity on the sales side of the organization.

## **VII. Board Nominations**

The following individuals were nominated for Board membership:

- Sharon
- David
- Nick
- Cathy

A motion to accept the slate of Board nominees was made by Ann Hanlon and seconded. The motion passed unanimously.

## **VIII. Executive Board Elections**

The following individuals were nominated to serve on the Executive Board:

- Ann Hanlon
- La Vonja Wynn
- Bill Grant
- David Silver

A motion to approve the Executive Board slate was made by Maggie Rosa and seconded by Stephanie Cantwell. The motion was approved unanimously.

## **IX. Budget Review and Approval**

Ray Ezelle presented the proposed budget for Board review. During the discussion, David Silver emphasized the importance of proactive outreach to local businesses to cover their events. He encouraged the team to increase direct engagement with businesses and noted that with higher compensation comes an expectation of greater performance and effectiveness.

A motion to approve the budget was made by Ann Hanlon and seconded by La Vonja Perryman. The budget was approved unanimously.

**X. Adjournment**

A motion to adjourn the meeting was made by David Silver and seconded by Maggie Rosa. The motion was approved unanimously.