

# Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, October 10, 2018, 11:00am**

Jasper Boardroom, Savannah International Trade & Convention Center

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**Members present:** Joe Marinelli, Martin Miller, Ben Polote Jr., Mark Smith, Anne Scheer, Trip Tollison

**Members absent:** Dennis Baxter, Bill Grainger, Rob Hernandez, Arnold Jackson, Lee Smith, Ruth Quattlebaum **Also present:** Jeff Hewitt, Paul Threlkeld, SITCC staff: Sherrie Spinks, Ronnie Hickman, Angela Daniels, Gail Terrell, Judy Johnson, Curry Epley and Kim Hunsinger

Chairman, Mr. Mark Smith, convened the meeting at 11:01am.

Mr. Smith asked for approval of the September minutes and treasurer's report. Motion made by Mr. Marinelli; seconded by Ms. Scheer and approved by unanimous voice vote.

Counsel Report. Mr. Threlkeld replied no report at this time.

Financial Reports. Mr. Hall reported: an unfavorable variance to Center budget for September, and year-end to be on budget; a favorable variance to the Water Transportation budget for September and year-end forecasted to be on budget; Authority financials are unfavorable for September, and year-end unfavorable to budget. Hotel/Motel tax revenues are favorable to budget.

Sales and Marketing Report. Ms. Daniels introduced new Savannah Convention Center Sales Manager, Curry Epley and new Sales Booking Coordinator, Kim Hunsinger to the board members. Ms. Daniels reviewed the new logo 'roll-out' schedule to the community and media. Ms. Daniels also reviewed potential canvas artwork to be displayed in the public areas of the facility. Mr. Marinelli, Mr. Threlkeld and Mr. Smith commented on additional pictures of Savannah and the municipalities that would be showcase well as canvas art. Motion by Ms. Scheer to approve \$7500 cost to create canvas artwork; seconded by Mr. Polote Jr. and approved by unanimous voice vote. Ms. Daniels continued her report by noting 24 definite and 16 tentative bookings in September. Ms. Daniels also reviewed the Sales prospecting, site visits and proposals for the month of September.

Operations Report. Mr. Hickman's report included an AHU 1 Fire Update in addition to a review of capital project updates: Dimming System Replacement, Life Safety Fire Alarm, Exhibit Hall Electrical Addition, Chiller #1 Motor Rehab (completed), Ballroom Wood Wall Rehab, Tondee's Counter and Cooling Tower #3 Shaft Assembly (completed).

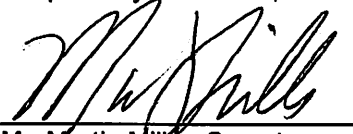
Food and Beverage Report. In Mr. Parks' absence, Mr. Hall reviewed the food service September financial statement and upcoming events.

General Manager's Report. Ms. Spinks reviewed the current off-site food service event in Orlando, FL and upcoming events for board member participation such as Eggs & Issues – Legislative Breakfast on December 4, 2018; Savannah/Chatham Day on January 24, 2019 and MLK Business Community Brunch on January 26, 2019. Additionally, Ms. Spinks commented on the upcoming Design and Construction Manager meetings on October 12, 2018 and November 9, 2018.

Chairman Smith provided a brief comment on the expansion and hotel project. Mr. Smith also encouraged the board members to attend the Eggs & Issues – Legislative Breakfast.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 11:38am.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "Mr. Miller", written over a horizontal line.

Mr. Martin Miller, Secretary