

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, January 11, 2017, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Trey Cook, Arnold Jackson, Joe Marinelli, Anne Scheer and Mark Smith **Members absent:** Rep. Carl Gilliard, Rob Hernandez, Martin Miller, Ben Polote Jr., Lee Smith and Trip Tollison **Also present:** GIMTCA Counsel Tom Gray, Michael Owens, Marty Johnston, Lu Phelps, Mary Mayle, Eric Johnson and SITCC staff Sherrie Spinks, Stephen Hall, Fredia Brady, Judy Johnson, Cate Cox, Ronnie Hickman, Gail Terrell and Kristi Hubner

Chairman, Mr. Mark Smith, convened the meeting at 11:00 am.

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

Financial reports. Mr. Hall reported an unfavorable variance to Center budget for December, and year-end forecasted to be favorable to budget. Mr. Hall reported a favorable variance to the Water Transportation budget for December, and year-end forecasted to be favorable to budget. Mr. Hall continued with the Authority's financials, noting a favorable performance for December, and year-end forecasted to be favorable to budget. Hotel/motel tax revenues for FY17 are currently unfavorable to budget. Tybee Island noted to have suffered inventory damage from Hurricane Matthew in October.

Sales and Marketing Report. Ms. Brady noted 12 definite and 6 tentative bookings in December. Ms. Brady highlighted the tentative bookings of JGA Beacon, Inc., Phillips Electronics North America and Gulfstream cab Meetings. Ms. Brady continued with the year over year 'Pace' report and event statistics. To Mr. Smith question with regards to being 18k room nights ahead compared to the previous fiscal year, Ms. Brady commented on Visit Savannah's 2020 project, the National Association definite bookings from prior years and movie bookings during the early part of the fiscal year. Mr. Marinelli commented on the trend of city wide numbers over the next 12-18 months are lower for future bookings.

Mr. Smith asked for the counsel report. Mr. Gray replied no report at this time.

Operations Report. Mr. Hickman reviewed the Operations report and provided a LEED Certification update. Mr. Hickman commented on the Capital project updates such as ballroom restroom renovations and the Hutchinson Island Monument sign.

Food and Beverage Report. In Mr. Parks' absence, Ms. Kristi Hubner, Director of Catering Sales, reviewed SAVOR's December financial statement, upcoming events and client comments.

General Manager's Report. Ms. Spinks commented on the upcoming Savannah Chatham Day in Atlanta on January 26. Ms. Spinks introduced Assistant Catering Sales Manager, Cate Cox, who provided an update of the new artwork throughout the facility from the Art Committee. Ms. Spinks then introduced HR Manager, Gail Terrell and F&B Accounting Manager/HR Designee, Holly Jenkins, who provided the board members an update on employee programs with emphasis on Employee Recognition, Wellness and Community Outreach. Ms. Terrell then introduced the Principal and Assistant Principal of Gadsden Elementary School, Dr. Deborah Jones and Mr. Gary Osuch respectively to provide the board with a brief presentation about the Trade Center's community outreach/business partnership with the school.

Mr. Smith commented on the proposed Trade Center expansion and the Omni Convention Center hotel.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 11:52am.

Respectfully Submitted,


Trey Cook, Secretary