

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, July 11, 2018, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Bill Grainger, Martin Miller, Arnold Jackson, Mark Smith, Anne Scheer, Trip Tollison, Ruth Quattlebaum **Members absent:** Dennis Baxter, Rob Hernandez, Joe Marinelli, Ben Polote Jr., Lee Smith **Also present:** Marc Friday, Paul Threlkeld, SITCC staff: Sherrie Spinks, Ronnie Hickman, Jamie Parks, Angela Daniels, Gail Terrell, Judy Johnson, Lori Domelowicz and Caroline Greenwood

Chairman, Mr. Mark Smith, convened the meeting at 11:06am.

Mr. Smith asked for approval of the June minutes and treasurer's report. Motion made by Ms. Scheer; seconded by Mr. Miller 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 June, and year-end unfavorable to budget; a favorable variance to the Water Transportation budget for June and year-end favorable to budget; Authority financials are unfavorable for June, and year-end favorable to budget. tel/Motel tax revenues for FY18 favorable to budget year-to-date. Mr. Miller requested projections on potential future year growth. Mr. Jackson's question with regards to how the Savannah Convention Center cash flow trends compare to other convention centers, Mr. Hall, Ms. Spinks and Ms. Daniels replied that the Savannah Convention Center performs very well compared to other facilities.

Sales and Marketing Report. Ms. Daniels introduced new Savannah Convention Center Sales Manager, Caroline Greenwood to the board members. Ms. Daniels, noted 20 definite and 14 tentative bookings in June. Ms. Daniels highlighted June events including the GA Department of Education and the upcoming Art Showcase at the Convention Center on July 19 from 5pm-7pm. Ms. Daniels continued with the year over year 'Pace' report and event statistics. Ms. Daniels also reviewed the Convention Center's historical room nights report.

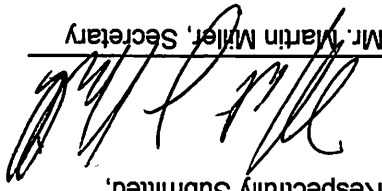
Operations Report. In Mr. Hickman's absence, Mr. Hall commented on the successful "Design Day" held on June 19 with the mechanical consultant, Trane, and TVS to discuss central plant equipment recommendations. Mr. Hall continued with a review of capital project updates on the following: Dimming System Replacement, Ballroom Shade Replacement, Life Safety Fire Alarm, Exhibit Hall Electrical Addition and replacement of Administration Service doors.

Food and Beverage Report. Mr. Parks reviewed SAVOR's June financial statement and upcoming events.

General Manager's Report. Ms. Spinks introduced Public Safety Officer, Lori Domelowicz who provided a Public Safety update of observations and recommended areas of improvement to enhance and strengthen the Public Safety department. Ms. Spinks also reviewed the GSFIC Construction Manager RFQ/RFP timeline. To Mr. Tollison's question of any local staff to be based in Savannah from the potential Construction Manager candidates, Mr. Hall and Mr. Grainger replied that a local presence will be maintained.

Chairman Smith provided a brief expansion and hotel update. Mr. Smith reminded the board members of the Architect design meetings held one hour prior to the monthly board meetings. Discussion held to

determine if a board meeting will be conducted in August. Motion by Mr. Tollison to not hold an August board meeting; seconded by Mr. Grainger and approved by voice vote. Mr. Smith commented on a potential board meeting in September to be held at Jekyll Island to tour their facility.
Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 12:10pm.

Respectfully Submitted,

Mr. Martin Miller, Secretary