

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, May 11, 2016, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Trey Cook, George Jackson, Joe Marinelli, Ben Polote, Ruth Quattlebaum, Greg Sanders and Mark Smith **Members absent:** Tony Center, Stephanie Cutter, Trip Tollison and (1 seat vacant) **Also present:** GIMTCA Counsel Tom Gray, Jeff Hewitt, Bob Coffey, Nick Helmholdt, Mary Mayle, Jimmy Gunby, Trane Representatives (Cameron Griffith, Brian Thorstad, Tim Williams) and SITCC staff Sherrie Spinks, Stephen Hall, Ronnie Hickman, Jamie Parks and Gail Terrell.

Chairman Smith convened the meeting at 11:02 am.

Mr. Smith asked for approval of the April minutes and treasurer's report. Motion made by Ms. Quattlebaum; seconded by Mr. Polote, approved by voice vote.

Mr. Smith asked for the financial reports. Mr. Hall reported a favorable variance to Center budget for April, and a favorable year-end forecast. Mr. Hall reported a favorable variance to the Water Transportation budget for April, and year-end is forecasted to be favorable to budget. Mr. Hall continued with the Authority's financials, noting a favorable performance for April; and forecasted year-end after capital to be unfavorable compared to budget. Hotel/motel tax collections year to date are favorable to budget.

Mr. Smith asked for the Sales and Marketing Report. Ms. Brady noted 15 definite and 14 tentative bookings in April. Definite bookings include Paramount Worldwide Production/Baywatch – 2016, National Beta Club – 2017, American Society of Farm Managers and Rural Appraisers - 2017. Tentative bookings include MLK Observance Day Association Brunch – 2017 and Gray Matter/Craft Brew Festival & 5k Race - 2017. Ms. Brady continued with the year over year 'Pace' report and event statistics.

Mr. Smith requested a list of events that require a larger facility and any declined events due to the need of a larger facility.

Mr. Smith asked for the Food and Beverage Report. Mr. Parks reviewed SAVOR's April financial statement and client comments.

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

Mr. Smith asked for the Operations Report. Mr. Hickman provided the Authority an update on our LEED certification process and a review of the current Capital Projects.

Mr. Smith asked for the General Manager's Report. Ms. Spinks introduced local Trane representatives Tim Williams, Brian Thordstat and Cameron Griffith, Trane Solution Advisors. Mr. Griffith provided a presentation on the potential cost saving benefits of an Energy Performance Contract. The Board approved Trane moving forward with a preliminary review of potential energy savings that could benefit SITCC. Based on the results of the preliminary review, staff may ask the board to approve an application to GEFA (Georgia Environmental Finance Authority) to move forward with the EPC process. Mr. Hall reviewed the updates to the FY 2017 Operating and Capital Budget. Motion by Mr. Baxter to adopt the FY 2017 Operating and Capital Budget; seconded by Mr. Polote and approved by voice vote.

Ms. Spinks reviewed the City Hall Dock replacement funding with the Authority. Ms. Spinks stated that the SAMMI board agreed to pay 10% of the dock match. The Authority agreed to pay the additional 10% match needed for the dock replacement. Motion by Mr. Cook for the Authority to fund the City Hall dock replacement; seconded by Mr. Baxter and approved by voice vote.

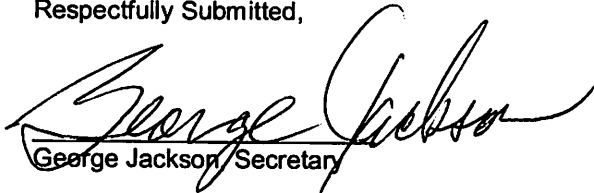
Ms. Quattlebaum introduced the Nominating Committee's endorsement of the current Authority officers for another one-year. Mr. Smith asked for any nominations from the floor; hearing none, closed the nominations. Motion by Ms. Quattlebaum to retain existing officers: Mr. Mark Smith, Chairman, Mr. Ben Polote, Jr., Vice-Chair, Mr. Dennis Baxter, Treasurer and Mr. George Jackson, Secretary; seconded by Mr. Cook and approved by voice vote.

Mr. Smith provided an information item update to reschedule the next board meeting from June 8, 2016 to June 15, 2016.

Mr. Smith provided an update on the Convention Center Hotel RFQ/RFP. The selection committee suggested CBRE provide an update to the 2014 report that will be provided to the qualified respondents before potentially issuing an RFP. Motion by Mr. Cook to contract the services of CBRE to update the feasibility study; seconded by Mr. Baxter and approved by voice vote.

Mr. Smith adjourned the meeting at 12:00pm.

Respectfully Submitted,



George Jackson, Secretary