

Georgia International and Maritime Trade Center Authority

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

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Bill Grainger, Arnold Jackson, Joe Marinelli, Ben Polote Jr., Lee Smith, Mark Smith and Trip Tollison **Members absent:** Trey Cook, Rob Hernandez, Martin Miller, Anne Scheer **Also present:** Michael Owens (TLC), Molly Swagler(TLC), Counsels Tom Gray and Jon Pannell, SITCC staff: Sherrie Spinks, Stephen Hall, Armelle Kelly, Ronnie Hickman, Kristi Hubner, Judy Johnson

Chairman, Mr. Mark Smith, convened the meeting at 11:04 am.

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

Counsel's Report. Mr. Pannell mentioned they were working on agreements between GIMTCA and Visit Savannah and CAT. They are also assisting CAT in obtaining a letter of support from the City of Savannah for a federal grant for a new ferry dock on West River Street.

Financial reports. Mr. Hall reported: an unfavorable variance to Center budget for September, and year-end forecasted to be favorable to budget; an unfavorable variance to the Water Transportation budget for September, and year-end forecasted to be unfavorable to budget; Authority financials are unfavorable for September, and year-end forecasted to be favorable to budget. Hotel/Motel tax revenues for FY18 are currently unfavorable year-to-date. Mr. Hall commented on recent federal grant secured to replace dock in Slip 3 and finalizing a RFP for banking services.

Sales and Marketing Report. Senior Sales Manager, Armelle Kelly, noted 6 definite and 12 tentative bookings in September. Ms. Kelly continued with the year over year 'Pace' report and event statistics. Ms. Kelly reviewed the historical sales booking report graph which reviews the fiscal year room nights from 2001-2018.

Operations Report. Mr. Hickman commented on the installation of the new maintenance software system ISS 24/7 and reviewed capital project updates to include escalator roller replacement.

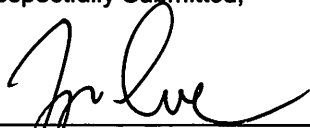
Food and Beverage Report. In Mr. Parks' absence, Ms. Kristi Hubner, Director of Catering Sales reviewed SAVOR's September financial statement, upcoming events and client comments.

General Manager's Report. Ms. Spinks reminded board members of the following upcoming events we have tickets to for board members: State of the GA Port Address on October 12, 2017 and the NAACP 100th Anniversary Banquet on October 28, 2017. Ms. Spinks introduced Michael Owens, President and Molly Swagler, Vice President of the Tourism Leadership Council. They gave a brief overview and presentation of Savannah's Tourism and Hospitality Industry highlighting the recent publication of I Am Tourism. Ms. Spinks commented and reviewed staff recommendations to bring current Food Service operations in-house under GWCCA management. Motion by Mr. Tollison to bring Food Service operations in-house under GWCCA management; seconded by Mr. Polote. Discussion ensued. Approved by unanimous voice vote. Ms. Spinks informed the board that CAT would be submitting an application for federal funds to construct a new ferry dock/ramp/landing west of Plant riverside and to construct a ferry maintenance facility on Hutchinson Island adjacent the intermodal facility in slip 3. The 20% required local match will come in the form of donated land from the city and county.

Chairman Smith reviewed the potential schematic design schedule and cost with the board members. Motion by Mr. Marinelli for the Architect team to proceed with the Schematic Design per the schedule; seconded by Mr. Polote and approved by unanimous voice vote. Mr. Smith informed the board that a letter had recently been sent to CSX's new CEO again requesting the repairing rights in front of the convention center be released to GIMTCA. CSX has not responded to our recent request.

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

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'Trey Cook', written over a horizontal line.

Trey Cook, Secretary