

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, April 12, 2017, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Trey Cook, Bill Grainger, Arnold Jackson, Joe Marinelli, Martin Miller, Ben Polote Jr., Anne Scheer and Mark Smith **Members absent:** Rob Hernandez, Lee Smith and Trip Tollison **Also present:** GIMTCA Counsel Tom Gray, Michael Owens, Mary Mayle, Jeff Hewitt, Lee Hughes, Marty Johnston and SITCC staff Sherrie Spinks, Stephen Hall, Judy Johnson, Armelle Kelly, Ronnie Hickman, Gail Terrell and Jamie Parks

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

Mr. Smith introduced Mr. Bill Grainger, President and CEO of Grainger Companies, as a new board member to the Authority.

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

Financial reports. Mr. Hall reported an unfavorable variance to Center budget for March, and year-end forecasted to be favorable to budget. Mr. Hall reported an unfavorable variance to the Water Transportation budget for March, and year-end forecasted to be favorable to budget. Mr. Hall continued with the Authority's financials, noting a favorable performance for March, and year-end forecasted to be favorable to budget. Hotel/Motel tax revenues for FY17 are currently favorable to budget. Mr. Hall provided a brief overview of the FY18 Preliminary Operating and Capital budgets.

To Mr. Jackson's question regarding some of the capital projects being included with the Trade Center expansion projects, Ms. Spinks replied it would depend on budget and design.

Sales and Marketing Report. Senior Sales Manager, Armelle Kelly, noted 13 definite and 17 tentative bookings in March. Ms. Kelly highlighted all definite bookings were short term events taking place by mid-March 2018. Ms. Kelly commented on 9 of the 17 tentative bookings have requested contracts and will take place before the end of FY18. Ms. Kelly continued with the year over year 'Pace' report and event statistics.

Mr. Smith distributed and reviewed TVSdesign Architects Professional Design options with the board.

Operations Report. Mr. Hickman reviewed the board action needed for the increased amount to produce a larger sign and landscaping/lighting enhancements to the Hutchinson Island Monument sign. Motion by Mr. Marinelli; seconded by Ms. Scheer. Unanimous voice vote approval. Mr. Hickman reviewed the board action needed to upgrade Air Handler Units 11/13 drive/return motor controls. Motion by Mr. Martin; seconded by Mr. Polote. Unanimous voice vote approval. Mr. Hickman then reviewed the board action needed to increase the monetary amount necessary for the transformer and fiber run for the Exterior Concessions Power. Motion by Mr. Marinelli; seconded by Mr. Polote. Unanimous voice vote approval. Mr. Hickman reviewed final pictures of the ballroom restroom renovations. Mr. Marinelli commented on the removal of the GDOT signage which remains on the side of the bridge.

Food and Beverage Report. Mr. Parks' reviewed SAVOR's March financial statement, upcoming events and client comments. Mr. Parks' highlighted the receipt of the recognition plaque from the Rangers Division.

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

General Manager's Report. Ms. Spinks introduced the Authority's Lobbyist, Lee Hughes of Hughes Public Affairs, who provided a Legislative update. Ms. Spinks provided a LEED update noting the Trade Center was currently at the threshold to obtain a LEED Gold Certification. Motion by Mr. Cook to pursue LEED Gold Certification with additional cost of \$5k; seconded by Ms. Scheer. Unanimous voice vote approval.

Mr. Smith reviewed the Riparian rights from CSX.

Mr. Smith reviewed TVSdesign Architects Professional Design Proposal with the board. Motion to accept the TVSdesign proposal made by Mr. Polote; seconded by Mr. Martin; Unanimous voice vote approval.

Mr. Smith confirmed the GIMTCA budget workshop meeting date to be Wednesday, April 26 at 8:30am.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 12:05pm.

Respectfully Submitted,



Trey Cook, Secretary