

Georgia International and Maritime Trade Center Authority

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

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Martin Miller, Ben Polote, Jr., Anne Scheer, Lee Smith and Trip Tollison **Members absent:** Trey Cook, Rob Hernandez, Arnold Jackson, Joe Marinelli, Mark Smith and Bill Grainger **Also present:** GIMTCA Counsel Jon Pannell, Marty Johnston, Marc Friday, Summer 500 Interns – James Gray, Sha'Myrra Price and Darius Woods; SITCC staff Sherrie Spinks, Stephen Hall, Armelle Kelly, Ronnie Hickman, Gail Terrell, Judy Johnson and Jamie Parks

In Mr. Smith's absence, Vice-Chairman, Mr. Polote Jr., convened the meeting at 11:02am.

Mr. Polote Jr., asked for the counsel report. Mr. Pannell replied no report at this time.

Financial reports. Mr. Hall reported: an unfavorable variance to Center budget for June, and year-end forecasted to be favorable to budget; a favorable variance to the Water Transportation budget for June, and year-end forecasted to be favorable to budget; overall Authority financials are favorable for June, and year-end forecasted to be favorable to budget. Hotel/Motel tax revenues for FY17 are currently favorable to budget; however no tax revenue data received for the months of May and June. Mr. Hall commented on the successful completion of the state audit.

Mr. Polote Jr., 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.

Sales and Marketing Report. Senior Sales Manager, Armelle Kelly, noted 19 definite and 24 tentative bookings in June. Ms. Kelly highlighted the definite booking of America's Got Talent in November 2017 and continued with the year over year 'Pace' report and event statistics.

Lee Smith suggested we utilize the media as a resource to communicate the Economic Impact from events and other key facility information to the community so all understand the importance of the expansion.

Operations Report. Mr. Hickman reviewed capital project updates to include the Parking Lot Equipment system currently online and operational. Mr. Hickman also provided an update on the status of the repair work for Chiller #2.

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

General Manager's Report. Ms. Spinks reported that One Georgia Authority approved our \$3 million design funds at their June meeting. Ms. Spinks also commented on the recent arrival of furniture and equipment from the GA Dome to be used throughout the facility. Ms. Spinks also introduced the Summer 500 Interns working at the facility to the board members.

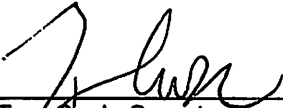
Mr. Polote Jr., announced there will be no official scheduled August board meeting.

Mr. Tollison expressed his gratitude for the exceptional service provided by Savor and staff during the recent NAFTA meeting on short notice. Mr. Polote Jr., also expressed his appreciation for the exemplary service provided during a graduation event held for his daughter.

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Mr. Polote Jr., then asked for any other business; hearing none, adjourned the meeting at 11:28am.

Respectfully Submitted,



Trey Cook, Secretary