

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Thursday, November 12, 2015, 10:00am

Jasper Board Room, Savannah International Trade & Convention Center

Members present: Baxter, Center, Marinelli, Polote, Sanders, Smith and Tollison. **Members absent:** Cook, Cutter, Jackson, Quattlebaum. **Also present:** Counsel Tom Gray, Jeff Hewitt, Mary Mayle (SMN), Dr. Ted Moore, Howard Morrison, Rip Roebing, Sherrie Spinks (GWCCA), and SITCC staff Bob Coffey, Stephen Hall, Ronnie Hickman, Judy Johnson, Kristi Hubner and Gail Terrell.

Chairman Smith convened the meeting at 10:10 am.

Mr. Smith opened the meeting with a moment of silence due to the recent passing of GIMTCA Board Member, Bob McAlister. Mr. Smith noted that a Resolution in his honor will be presented to the McAlister family at the upcoming Trade Center Authority Holiday Luncheon.

Mr. Smith then turned the floor over to Dr. Ted Moore, curator of the Authority's Fine Arts Foundation Gateway to the World exhibit. Dr Moore then introduced Mr. Howard Morrison, and in turn Mr. W.R. "Rip" Roebing, with a presentation of a photo-essay about "*The Black Douglas*", a large sailing schooner with ties to Savannah's Skidaway Island and the Roebing family.

Mr. Smith asked for approval of the October minutes and Treasurer's report. Motion Mr. Center; second Mr. Polote, approved by voice vote.

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

Mr. Smith asked for Counsel's Report. Mr. Gray responded no report at this time.

Mr. Smith asked for the Sales and Marketing Report. Ms. Brady noted 11 definite and 9 tentative bookings in October. Definites include the (repeat) booking of Morley Companies-GM Fleet & SE Region Commercial Conference for September 2016. Ms. Brady also reviewed the year over year booking ('Pace') report and event statistics. Discussion ensued regarding a recent USA Today article which commented on smaller cities such as Charleston, SC emerging among top picks for business meetings. The article cited evaluations by Cvent of the top 50 places for meeting and events in 2015. Mr. Marinelli commented that few details were listed to identify the criteria used to evaluate the rankings; therefore, the outcome may not necessarily be based on the quantity of convention meetings but popularity may also be a factor as well. Mr. Coffey commented that Cvent's core function is filling destinations' "opportunity (open) dates"; of which, owing to its success in the meetings market, Savannah has relatively few.

Mr. Smith asked for the Food and Beverage Report. In Mr. Parks' absence, Director of Catering Sales Kristi Hubner reviewed SAVOR's October financial statement and positive comments from recent clients.

Mr. Smith asked for the Operations Report. Mr. Hickman noted Capital Program updates, including the new kitchen fryer, F&B Smallwares, Two-Way Radio Replacement, Public Space Trash & Recycle Units, Exterior Drain Trough Replacement and Linen & Skirting Replacement. To Mr. Smith's question, Mr.

Hickman also noted repairs completed to Riverwalk structural system from recent high-tide damage. Mr. Coffey confirmed the approximate \$40k cost will be paid by the county.

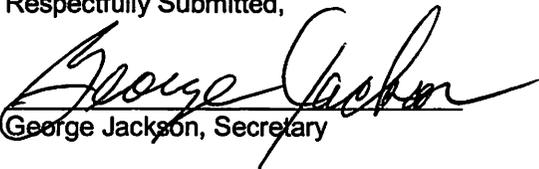
Mr. Smith asked for the GWCCA report. Ms. Spinks expressed her condolences on behalf of the GWCCA to the board for Mr. McAlister. Ms. Spinks confirmed 4 finalist interviews were conducted in response to the GWCCA's hotel RFP, noting the selection committee will rank the finalists and select a single candidate, to be followed by negotiations in January toward a Memorandum of Understanding with the selected candidate. Ms. Spinks also noted that Atlanta Centennial Park's Capital campaign and new stadium construction continues to be on schedule.

Mr. Smith asked for the General Manager's Report. Mr. Coffey commented on the Riverwalk tieback repair. Mr. Coffey also commented on a job well done by staff with Rock n Roll marathon registration traffic in conjunction with the construction on the Talmadge Bridge. Water Ferry ridership numbers during Rock n Roll were approximately 24k this year versus 17k in 2014. Discussion ensued to extend water ferry service on Saturday (race day) for next year's event.

Mr. Smith noted no Chairman's report. Mr. Smith proposed an Executive Committee Meeting prior to the next board meeting around the 1st week of December. Mr. Smith also noted that the annual Trade Center Authority Holiday Luncheon will be held on Wednesday December 16 beginning at 11:30am; with the board meeting beginning at 10:30am prior to the luncheon.

Mr. Smith requested any further business; hearing none, adjourned the meeting at 11:04am.

Respectfully Submitted,


George Jackson, Secretary