

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, January 13, 2016, 11:00am

Jasper Board Room, Savannah International Trade & Convention Center

Members present: Baxter, Center, Jackson, Marinelli, Polote, Quattlebaum, Sanders, Smith and Tollison. **Members absent:** Cook, Cutter and (1 seat vacant). **Also present:** GIMTCA Counsel Tom Gray, Mary Mayle (SMN), Lou Phelps (SBJ), Bill Moeckel, Linda Cramer, Michael Kaigler, Nick Helmholdt, 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 11:01 am.

Mr. Smith opened the meeting with comments of Bob Coffey's retirement as SITCC General Manager after 14 years of service; and his transition into a consultant role with the Authority effective January 14, 2016. Mr. Smith stated that details of a community farewell event for Coffey will be forthcoming.

Mr. Smith asked for approval of the December minutes. Motion made by Mr. Center to correct the December minutes from 'adjourn' to Executive Session to 'recess'; second Mr. Baxter, approved by voice vote. Mr. Smith asked for approval of the December treasurer's report. Motion made by Mr. Marinelli; second by Mr. Tollison, approved by voice vote.

Mr. Smith asked for the financial reports. Mr. Hall reported a favorable variance to Center budget for December, and a favorable year-end forecast. Mr. Hall reported a favorable variance to the Water Transportation budget for December, and year-end is forecasted to be on budget. Mr. Hall continued with the Authority's financials, noting a favorable performance for December; and forecasted year-end to be favorable. Hotel/motel tax collections year to date are favorable to budget. To Mr. Center's question about how Authority funds may be spent, Mr. Hall replied Marketing, Operations and Capital expenses.

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 9 definites and 11 tentative bookings in December. Definites include the Society of Industrial & Office Realtors Meeting (2017) and the Georgia Bureau of Investigation (2018--2020 Symposia). Ms. Brady reviewed the year over year ('Pace') report and event statistics. Ms. Brady and Mr. Marinelli provided a summarized overview and report of Visit Savannah's successful "Savannah 2020 Plan" to contract many state association groups.

Mr. Smith asked for the Food and Beverage Report. Mr. Parks reviewed SAVOR's December financial statement, upcoming events and client comments. To Mr. Smith's question with regards to 3rd and 4th quarter F&B revenue, Mr. Parks replied that short term bookings were being secured but some months would not achieve short term revenue projections.

Mr. Smith asked for the Operations Report. Mr. Hickman noted Capital Program updates, including completion of the new kitchen fryer; Exterior Drain Trough Replacement and East Concourse HVLS Fan Installation projects. Mr. Hickman commented on status updates of the F&B Small wares, Two-Way Radio Replacement and the Public Space Trash & Recycle Units.

Mr. Smith asked for the GWCCA report. Ms. Spinks noted that GWCC and the Boston-based Drew Companies plan to move forward with a developer agreement for the new Atlanta Campus convention

hotel project. Ms. Spinks noted that the ground breaking was slated for January, 2018. Ms. Spinks reminded the board of the upcoming Savannah-Chatham Day in Atlanta on Thursday January 28, 2016.

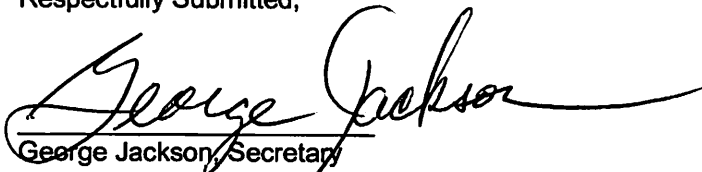
Mr. Smith asked for the General Manager's Report. Ms. Spinks stated she was excited to begin her new role as General Manager of the Trade Center.

Mr. Smith commented on upcoming expiration of the hotel/motel tax contracts in 2016, recommendation to the board to secure a consultant to lobby in DC for subsidy monies for water ferry operations and further discussions on Hutchinson Island real estate to be conducted in Executive Session.

Mr. Smith then asked for any other business; hearing none, he requested the board enter Executive Session to discuss real estate. Motion by Mr. Center to recess to Executive Session for those purposes; seconded by Mr. Jackson, approved by voice vote. Mr. Smith duly recessed the regular session at 11:37am and entered Executive Session. No board action was taken.

Following Executive Session, Mr. Smith reconvened the regular session at 12:13 for purposes of certifying the Executive Session and adjournment.

Respectfully Submitted,


George Jackson, Secretary

GEORGIA INTERNATIONAL AND MARITIME TRADE CENTER AUTHORITY

AFFIDAVIT AS TO OPEN MEETINGS LAW

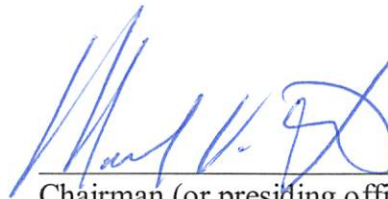
The undersigned Chairman (or presiding officer) of the Georgia International and Maritime Trade Center Authority ("GIMTCA") hereby certifies, under oath, that the portion of a meeting of GIMTCA which was closed to the public and held on the date set forth below was devoted solely to the following matters (as indicated by a check mark) which, under the cited Georgia statute, are authorized to be discussed or acted upon in closed session:

Authorize negotiations to purchase, dispose of, or lease property; authorize the ordering of an appraisal related to the acquisition or disposal of real estate; enter into a contract to purchase, dispose of, or lease property (subject to approval in a subsequent public vote); or enter into an option to purchase, dispose of, or lease real estate (subject to approval in a subsequent public vote) (O.C.G.A. § 50-14-3(b)(1)(B)(C)(D) and (E)).

Discussion or deliberation upon the appointment, employment, compensation, hiring, disciplinary action or dismissal or periodic evaluation or rating of an employee of GIMTCA or interviewing applicants for the executive head of GIMTCA (O.C.G.A. § 50-14-3(b)(2)).

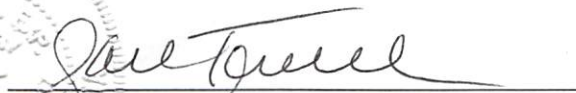
Consultation and meeting with legal counsel pertaining to pending or potential litigation, settlement, claims, administrative proceedings, or other judicial actions brought or to be brought by or against GIMTCA or an officer or employee of GIMTCA or in which GIMTCA or an officer or employee may be directly involved (O.C.G.A. § 50-14-2), and authorize settlement of any of the foregoing matters (O.C.G.A. § 50-14-3(b)(1)(A)).

Meeting Date: January 13, 2016



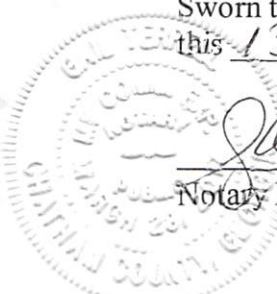
Chairman (or presiding officer),
Georgia International and Maritime
Trade Center Authority

Sworn to and subscribed before me
this 13 day of JAN, 2016



Notary Public

Gail Terrell
NOTARY PUBLIC
Chatham County, GEORGIA
My Comm. Expires 3/28/2017



My Comm. Expires 3/28/2017
Chatham County Georgia
NOTARY PUBLIC
Gail Jensen

