

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, June 13, 2018, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Bill Grainger, Rob Hernandez, Martin Miller, Arnold Jackson, Ben Polote Jr., Mark Smith, Anne Scheer, Trip Tollison, Ruth Quattlebaum and Joe Marinelli **Members absent:** Lee Smith **Also present:** Marc Friday, Jeff Hewitt, Jeremy Harvey (Visit Savannah), Michael Owens (TLC), Paul Threlkeld, Lee Hughes, SITCC staff: Sherrie Spinks, Ronnie Hickman, Jamie Parks, Angela Daniels, Gail Terrell and Judy Johnson

Chairman, Mr. Mark Smith, convened the meeting at 11:07 am.

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

Counsel Report. Mr. Threlkeld replied no report at this time.

Financial Reports. In Mr. Hall's absence, Ms. Johnson reported: a favorable variance to Center budget for May, and year-end forecasted to be favorable to budget; a favorable variance to the Water Transportation budget for May and year-end currently forecasted to be unfavorable to budget; Authority financials are favorable for May, and year-end currently forecasted to be favorable to budget. Hotel/Motel tax revenues for FY18 are currently unfavorable year-to-date.

Sales and Marketing Report. Ms. Daniels, noted 7 definite and 15 tentative bookings in May. Ms. Daniels highlighted May events including a successful American College of Nurse Midwives 2018 Annual Conference and Exhibition. Ms. Daniels also highlighted the definite booking of Kampgrounds of America Inc. Tradeshow. Ms. Daniels continued with the year over year 'Pace' report and event statistics. Ms. Daniels also reviewed the Lost Business due to Insufficient Space report which currently includes a total of 50 various events.

Operations Report. Mr. Hickman commented on an upcoming "Design Day" with the mechanical consultant, Trane, and TVS to discuss central plant equipment recommendations. Mr. Hickman provided a fire repair update on the AHU 1. Mr. Hickman continued with a review of capital project updates on the following: Dimming System Replacement, Ballroom Shade Replacement, Life Safety Fire Alarm, Chiller Plant Automation Upgrade completed and Exhibit Hall Electrical Addition update. Mr. Hickman discussed an action item describing the need to replace the Administration Service Doors which will cost approximately \$7,300. Motion by Mr. Martin and seconded by Mr. Polote, Jr.; approved with unanimous voice vote. Mr. Hickman reviewed the potential Riverside signage options to list the Savannah Convention Center name on the building. Discussion ensued regarding the size, color, font and location. Motion by Mr. Tollison to allow staff recommendation of the final signage design and placement; seconded by Mr. Marinelli and approved with unanimous voice vote.

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

General Manager's Report. Ms. Spinks reminded the board members to sign and return the Conflict of Interest statement enclosed in their board packets. Ms. Spinks gave an overview of the Center's Internal Goals and Strategic Measures. Ms. Spinks also reviewed the GSFIC Construction Manager RFQ/RFP timeline. Ms. Spinks then allowed board member, Mr. Marinelli to introduced Jeremy Harvey, VP of

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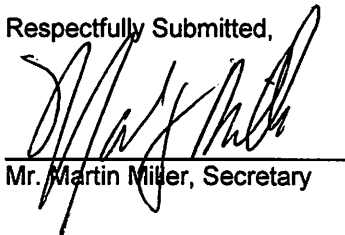
Communications and Marketing at Visit Savannah and Mr. Jeff Hewitt, Senior Vice President at Visit Savannah who provided the annual Visit Savannah and Savannah Convention Center partnership update.

Chairman Smith requested the results from the GIMTCA nomination committee which included Ms. Scheer and Mr. Marinelli. Ms. Scheer introduced the Nominating Committee's selection and recommendation to continue the following officer positions: Mr. Mark Smith, Chairman, Mr. Ben Polote, Jr., Vice-Chair, Mr. Dennis Baxter, Treasurer and Mr. Miller, Secretary. Mr. Smith asked for any nominations from the floor; hearing none, nominations were closed; unanimous approval by voice vote.

Chairman Smith requested an expansion video update from Mr. Miller. Mr. Miller provided an overview of the expansion video project to include anticipated completion in September 2018; therefore, Mr. Lee Hughes, GIMTCA Lobbyist will have the option to utilize the video for legislature presentations. Mr. Hughes explained the video will include but not be limited to details on additional space for events and economic impact. Discussion ensued on funding for the expansion project. Mr. Smith commented on the Architect design meetings held one hour prior to the monthly board meetings.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 12:16pm.

Respectfully Submitted,



Mr. Martin Miller, Secretary