

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, June 14, 2017, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Trey Cook, Bill Grainger, Arnold Jackson, Joe Marinelli, Martin Miller, Anne Scheer, Mark Smith and Trip Tollison **Members absent:** Dennis Baxter, Rob Hernandez, Ben Polote, Jr. and Lee Smith **Also present:** GIMTCA Counsels Tom Gray and Jon Pannell, Michael Owens, Mary Mayle, Jeff Hewitt, Jody McIntyre, Jeremy Harvey and SITCC staff Sherrie Spinks, Stephen Hall, Armelle Kelly, Ronnie Hickman, Gail Terrell, Judy Johnson and Kristi Hubner

Chairman, Mr. Mark Smith, convened the meeting at 11:01am.

Mr. Smith requested a brief moment of silence to acknowledge the shooting at the Congressional baseball game practice.

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

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

Financial reports. Mr. Hall reported a favorable variance to Center budget for May, and year-end forecasted to be favorable to budget. Mr. Hall reported a favorable variance to the Water Transportation budget for May, and year-end forecasted to be favorable to budget. Mr. Hall continued with the Authority's financials, noting a favorable performance for May, and year-end forecasted to be favorable to budget. Hotel/Motel tax revenues for FY17 are currently favorable to budget. Brief discussion ensued regarding the stabilization of Tybee's hotel/motel taxes which is trending upwards.

Sales and Marketing Report. Senior Sales Manager, Armelle Kelly, noted 17 definite and 23 tentative bookings in May. Ms. Kelly highlighted the successful short term bookings and continued with the year over year 'Pace' report and event statistics.

Operations Report. Mr. Hickman reviewed capital project updates to include the completed projects of the Exterior Concessions Power installation and the water heater replacement. Mr. Hickman reviewed the need to replace internal parts within Chiller #2 during the purge installation repair work. The cost of the chiller repair work and chiller rental during the repair not to exceed \$75k. Motion by Mr. Tollison; seconded by Mr. Cook. Unanimous voice vote approval.

Mr. Hickman commented that the Department of Transportation road sign is scheduled to be replaced at the foot of the bridge after the Independence Day holiday.

Food and Beverage Report. In Mr. Parks' absence, Director of Catering Sales, Kristi Hubner, reviewed SAVOR's May financial statement, upcoming events and client comments.

General Manager's Report. Ms. Spinks indicated the facility will be receiving LEED Gold certification in the near future. Ms. Spinks introduced Joe Marinelli for Visit Savannah's annual presentation to the board of their activities in support of the convention center business. Mr. Marinelli along with Mr. Jeff Hewitt, VP of Business Development, and Mr. Jeremy Harvey, VP of Communication and Marketing at Visit Savannah provided the partnership update to the board.

Mr. Smith provided an update of the SITCC expansion following a meeting with Chris Riley, Governor's Chief of Staff. We will be working with One Georgia Authority to establish next steps and develop a timeline in the near future.

Mr. Miller introduced the Nominating Committee's selection and recommendation to continue the current Authority officers for another year. Mr. Smith asked for any nominations from the floor; hearing none, nominations were closed. Mr. Mark Smith, Chairman, Mr. Ben Polote, Jr., Vice-Chair, Mr. Dennis Baxter, Treasurer and Mr. Trey Cook, Secretary; unanimous approval by voice vote.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 12:03pm.

Respectfully Submitted,



Trey Cook, Secretary