

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, September 14, 2016, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Tony Center, Trey Cook, Arnold Jackson, Martin Miller, Anne Scheer, Mark Smith and Trip Tollison **Members absent:** Stephanie Cutter, Rep. Carl Gilliard, Joe Marinelli and Ben Polote **Also present:** GIMTCA Counsel Tom Gray, Mary Mayle, Clint Jenkins (CCLD) and SITCC staff Sherrie Spinks, Stephen Hall, Fredia Brady, Ronnie Hickman, Judy Johnson, Jamie Parks and Gail Terrell

Chairman Smith convened the meeting at 11:03 am.

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

Mr. Smith asked for the financial reports. Mr. Hall reported a favorable variance to Center budget for August, and year-end forecasted to be on budget. Mr. Hall reported a favorable variance to the Water Transportation budget for August, and year-end forecasted to be on budget. Mr. Hall continued with the Authority's financials, noting a favorable performance for August and year-end forecasted to be on budget. Hotel/motel tax revenues for FY17 are on budget.

Mr. Smith asked for the Sales and Marketing Report. Ms. Brady noted 21 definite and 13 tentative bookings in August. Ms. Brady highlighted the definite booking of HCA Management services-South Atlantic Division LDI Summit in October 2016 and repeat booking of Emergency Management Association of Georgia – April 2018 conference. Ms. Brady continued with the year over year 'Pace' report and event statistics. Mr. Smith requested additional customers with expansion needs to be added to the existing report to which Ms. Brady affirmed.

To Mr. Tollison's question with regards to the maximum time frame movie production crews rent the Exhibit Hall, Ms. Brady replied that it depends on the availability. Mr. Tollison and Mr. Hickman commented that the Exhibit Hall is used to build sets or as a base camp by production crews.

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

Mr. Smith asked for the Operations Report. Mr. Hickman provided a review of the August facility event demands, the future replacement of current in-house 32 watt T8 bulbs with repurposed 28 watt T8 bulbs from the Atlanta campus. Mr. Hickman also highlighted the installation of the new Gazebo in the Riverview Plaza. Mr. Hickman reviewed the capital project updates and highlighted the key operational metrics noting that although the number of events in August '15 and August '16 doubled the price per kilowatt hour decreased.

Mr. Smith asked for the Food and Beverage Report. Mr. Parks reviewed SAVOR's August financial statement, upcoming events and client comments. Mr. Parks provided an update on SAVOR...Savannah's history and impact at the Trade Center.

Mr. Smith asked for the General Manager's Report. Ms. Spinks reviewed a Water Ferry Grant that will be used for new Ferry signage at each landing. Staff recommended the Authority join the new GA Chamber Association: Georgia Travel Association (GATA) at the Ambassador level for \$5,000 per year for the next two years. Supporters and Partners also include Visit Savannah, Tourism Leadership Council and the Georgia World Congress Center Authority.

Motion by Mr. Cook for GIMTCA to join GATA at the Ambassador level at \$5,000 per year for two years; seconded by Ms. Scheer and approved by unanimous voice vote.

Ms. Spinks introduced Mr. Clint Jenkins, Event Technology Manager of CCLD (Internet Technology provider at the Trade Center). Mr. Jenkins provided a presentation on the recently installed new camera system at the Trade Center.

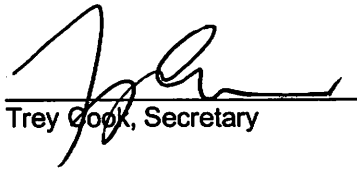
Ms. Spinks commented that the Convention Center Hotel RFP was issued on August 30, 2016 with a deadline of October 30, 2016 for the candidates to reply.

Mr. Smith provided a brief update on an August meeting held with Governor Deal's Chief of Staff Chris Riley to discuss potential expansion of the Trade Center. Mr. Smith reviewed County, State and Authority investments on Hutchinson Island over the past 16 years to support the Trade Center. Mr. Smith commented on plans to meet with Chairman Al Scott to determine the level of County support.

Mr. Smith also commented on the upcoming GWCCA Board meeting at St. Simon's Island that Mr. Cook, Mr. Baxter and Mr. Hughes will attend.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 11:52pm.

Respectfully Submitted,



Trey Cook, Secretary