

# Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors  
Wednesday, June 15, 2016, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

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**Members present:** Dennis Baxter, George Jackson, Joe Marinelli, Ben Polote, Greg Sanders and Mark Smith **Members absent:** Tony Center, Trey Cook, Stephanie Cutter, Arnold Jackson, Martin Miller and Trip Tollison **Also present:** GIMTCA Counsel Tom Gray, Mary Mayle, Cameron Griffith (Trane), Sam Brown (CCLD), Clint Jenkins (CCLD) and SITCC staff Sherrie Spinks, Stephen Hall, Ronnie Hickman, Judy Johnson, Jamie Parks and Gail Terrell.

Chairman Smith convened the meeting at 11:03 am.

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

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

Mr. Smith asked for the Sales and Marketing Report. Ms. Brady noted 16 definite and 20 tentative bookings in May. Definite bookings include GA Fruit & Vegetable Growers Association Conference – 2019, SE Association State Highway & Transportation Officials – 2019. Ms. Brady continued with the year over year 'Pace' report and event statistics. Ms. Brady also commented on the Lost Business Report located in the board members folders.

Mr. Marinelli commented on a recent article in Convene Magazine on the Trade Center with regards to the positive event impact due to the installation of a hangar door a few years ago. Mr. Marinelli also highlighted a Visit Savannah print marketing ad.

Mr. Smith asked for approval of the May minutes and treasurer's report. Motion made by Mr. Marinelli; second by Mr. Sanders, approved by voice vote.

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

Mr. Smith asked for the Operations Report. Mr. Hickman recognized 19 SITCC staff attendance at a recent Community Emergency Response Team (C.E.R.T.) training. Mr. Hickman also provided an update on capital projects and a review of the Hutchinson Island monument signage location, text size and name. The Authority agreed to change the name on the sign from Savannah International Trade & Convention Center to Savannah Convention Center to allow a larger text size on the signage. Mr. Hickman commented that the Authority would share a third of the cost of the new signage estimated to cost \$60k along with the Westin and SEDA. Motion by Mr. Polote for the Authority to approve \$20k towards the new monument signage; second by Mr. Jackson, approved by voice vote.

Mr. Smith asked for the General Manager's Report. Ms. Spinks introduced Mr. Sam Brown, CCLD, Director of IT. Mr. Brown provided a presentation on CCLD Networks, the internet and technology provider for the GA World Congress Center Authority.

Mr. Marinelli requested a link to Visit Savannah to which Mr. Brown affirmed.

Ms. Spinks continued her report with a re-introduction of Mr. Cameron Griffith from Trane. Mr. Griffith presented results to the initial Trade Center assessment on the feasibility of Energy Performance Contract potential projects.

Motion by Mr. Marinelli to advance the Energy Performance Contract application to GEFA; second by Mr. Polote. Ms. Spinks clarified to Mr. Smith that the application is the initial step in the GEFA process. Motion approved by voice vote.

Ms. Spinks provided an update on Ferry Grant funding. Ms. Spinks cited DOT contracts totaling \$1.5 million in federal grant money from 2005, 2006 and 2009 being reissued with the stipulation of \$320k in required matching funds. The funds would be used to rehab the Ferry boats and repair/replace the L dock at the convention center.

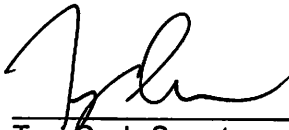
Motion by Mr. Marinelli for the Authority to fund the required matching funds for the ferry grant provided an attempt to engage GDOT to assist with a match; seconded by Mr. Polote and approved by voice vote.

Mr. Smith commented that Mr. Moeckel met with three candidates with regards to the Convention Center Hotel RFQ/RFP. The next step is to receive an updated feasibility study from CBRE.

Mr. Smith announced that Ms. Quattlebaum and Mr. Sander's terms on the board have expired and thanked them for their service.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 12:05pm.

Respectfully Submitted,



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Trey Cook, Secretary