

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, December 16, 2015, 10:30am

Jasper Board Room, Savannah International Trade & Convention Center

Members present: Baxter, Center, Cook, Cutter, Jackson, Marinelli, Polote, Quattlebaum, Sanders, Smith and Tollison. **Members absent:** None (1 seat vacant). **Also present:** GIMTCA Counsels Tom Gray and Jon Pannell, Mary Mayle (SMN), Marty Johnston, Lou Phelps (SBJ), Mary McAlister, Jody McIntyre, Ben Polote Sr., Bill Moeckel, Sherrie Spinks (GWCCA), Frank Poe (GWCCA) and SITCC staff Bob Coffey, Stephen Hall, Ronnie Hickman, Judy Johnson, Kristi Hubner and Gail Terrell.

Chairman Smith convened the meeting at 10:31 am.

Mr. Smith opened the meeting with a presentation to Mrs. Mary McAlister of a Resolution in honor of recently-departed board member, Bob McAlister.

Mr. Smith asked for approval of the November minutes and Treasurer's report. Motion Mr. Center; second Ms. Cutter, approved by voice vote.

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

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 definite and 11 tentative bookings in November. Definites include the (repeat) GA Association of Water Professionals (2019) and RISI – Intl Forest Products Transportation Association (2017). Ms. Brady reviewed the year over year ('Pace') report and event statistics. Mr. Marinelli noted that Visit Savannah's "Savannah 2020 Plan" had met its goal of 8 convention commitments through 2020, with a report at the next board meeting.

Mr. Smith asked for the Food and Beverage Report. Mr. Parks reviewed SAVOR's November financial statement, upcoming events, client comments and highlights for the upcoming GIMTCA holiday luncheon immediately following the board meeting.

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

Mr. Smith asked for the GWCCA report. Mr. Poe noted that Boston-based Drew Companies was selected to develop the new convention center hotel on the GWCC campus. Mr. Poe commented that negotiations toward a Memorandum of Understanding and developer agreements will be forthcoming in the New Year.

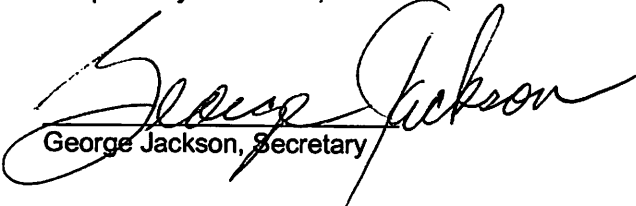
Mr. Smith asked for the General Manager's Report. Mr. Coffey commented on Savannah-Chatham Day in Atlanta on Thursday January 28, 2016.

Mr. Smith announced Bob Coffey's retirement as SITCC General Manager after 14 years of service; and his transition into a consultant role with the Authority.

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. Baxter, approved by voice vote. Mr. Smith duly recessed the regular session at 11:02am and entered Executive Session. No board action was taken.

Following Executive Session, Mr. Smith reconvened the regular session at 11:30 for purposes of certifying the Executive Session and adjournment.

Respectfully Submitted,


George Jackson, Secretary