

# Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors

Wednesday, February 17, 2016, 11:00am

Meeting Rooms 105-106, Savannah International Trade & Convention Center

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**Members present:** Dennis Baxter, Tony Center, George Jackson, Greg Sanders and Mark Smith

**Members absent:** Trey Cook, Stephanie Cutter, Joe Marinelli, Ruth Quattlebaum, Trip Tollison and (1 seat vacant). **Also present:** GIMTCA Counsel Tom Gray, Mary Mayle (SMN), Bill Moeckel, Nick Helmholdt, Jimmy Gunby, Terri Harrison, Marc Friday, Jeff Hewitt, Jody McIntyre, Bob Coffey and SITCC staff Sherrie Spinks, Stephen Hall, Ronnie Hickman, Judy Johnson, Jamie Parks, Gail Terrell and Kareem Pringle.

Chairman Smith convened the meeting at 11:05 am.

Mr. Smith opened the meeting noting the absence of a quorum; therefore, no motion to approve the minutes and treasurer's report made.

Mr. Smith asked for the financial reports. Mr. Hall reported a favorable variance to Center budget for January, and a favorable year-end forecast. Mr. Hall reported a favorable variance to the Water Transportation budget for January, and year-end is forecasted to be on budget. Mr. Hall continued with the Authority's financials, noting a favorable performance for January; and forecasted year-end to be favorable. Hotel/motel tax collections year to date are favorable to budget. Mr. Hall reviewed the FY 2017 Budget schedule. Mr. Smith confirmed the April 20 Budget Workshop at 8:30am.

Mr. Smith reviewed the past use of a Lobbyist by the Authority specifically the success of grant funds for Ferry operations. Mr. Smith commented on local businessman, Mr. Lee Hughes of Hughes Public Affairs as a potential candidate for the Authority's lobbying needs at \$5k per month. Due to a lack of a quorum, the GIMTCA Executive Committee moved forward with the motion to be ratified by full board at the March meeting. Motion by Mr. Baxter to obtain Mr. Lee Hughes services as a Lobbyist for the Authority; seconded by Mr. Jackson. Motion to be ratified by the board at the March meeting.

Mr. Smith asked for the Sales and Marketing Report. Ms. Brady noted 14 definite and 10 tentative bookings in January. Definite include the Gulfstream – Customer Advisory Board (2017). Ms. Brady reviewed the year over year ('Pace') report and event statistics.

Mr. Smith asked for Counsel's Report. Mr. Gray responded no report at this time.

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

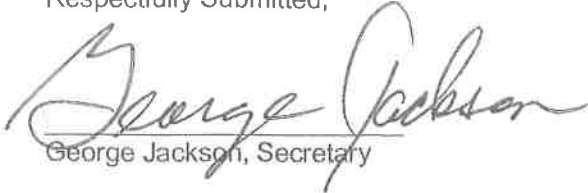
Mr. Smith asked for the Operations Report. Mr. Hickman introduced the Trade Center's new Public Safety Manager, Kareem Pringle. Mr. Hickman also reviewed the RFP for engineering review in support of our LEED certification process for the Trade Center. Mr. Hickman also updated the Authority on Capital Projects including Phase One of the Convention Center carpet replacement.

Mr. Smith asked for the General Manager's Report. Ms. Spinks provided an update on the 1<sup>st</sup> 30 days in her new capacity as General Manager and introduced Nick Helmholdt, SaMMi Administrator and Jimmy Gunby, Director of Marine Operations – Chatham Area Transit. Mr. Helmholdt and Mr. Gunby provided a presentation on Water Ferry Operations which detailed Service Statistics, Revenue & Expense history, Comparison to Peers and Grants and Future Projects.

Mr. Smith commented on the Convention Center Hotel RFQ process indicating that over 1,000 companies have been notified about the RFQ. Mr. Smith reminded everyone that questions from potential developers are due February 22, 2016 and RFQ submittals are due March 24<sup>th</sup>.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 11:43am.

Respectfully Submitted,



George Jackson, Secretary