

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, September 20, 2017, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Trey Cook, Arnold Jackson, Joe Marinelli, Martin Miller, Anne Scheer, Mark Smith and Bill Grainger **Members absent:** Dennis Baxter, Rob Hernandez, Ben Polote Jr., Lee Smith and Trip Tollison **Also present:** Marty Johnston, Mary Mayle, Shaun Beard (SMG), SITCC staff Sherrie Spinks, Stephen Hall, Armelle Kelly, Ronnie Hickman, Gail Terrell, Jamie Parks, Kelli Sauers and Mallary Whitten

Chairman, Mr. Mark Smith, convened the meeting at 11:03am.

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

Financial reports. Mr. Hall reported: Center, Water Transportation and Authority financials to have favorable variances for August and favorable to budget. Hotel/Motel tax revenues for FY18 are currently favorable to budget. Mr. Hall distributed Trade Center parking lot access cards to the board members.

Sales and Marketing Report. Senior Sales Manager, Armelle Kelly, noted 15 definite and 14 tentative bookings in August. Ms. Kelly highlighted the definite booking of Georgia Charter Schools Association in February 2019 and Project Search in July 2018. Ms. Kelly continued with the year over year 'Pace' report and event statistics. Ms. Kelly also provided a review of recent trade show and joint collaboration client appointments involving the Trade Center, GWCCA and Visit Savannah. Ms. Kelly then introduced Senior Event Manager, Kelli Sauers and Sales Manager, Mallary Whitten who provided a brief presentation on Advertising and Branding to the board members. The Advertising and Branding program was brought to fruition as a response to continuous client requests for measurements of windows and columns in an effort to brand their name/event. The program will provide a new revenue stream for the center and supports the community with local printing.

Operations Report. Mr. Hickman reviewed capital project updates to include the repair to the Riverwalk brick pavers.

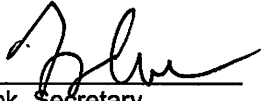
Food and Beverage Report. Mr. Parks reviewed SAVOR's August financial statement, upcoming events and client comments. Mr. Parks also provided the board with a review of Savor's annual report. Mr. Park's introduced Shaun Beard, SAVOR's Senior Vice President of Food & Beverage.

General Manager's Report. Ms. Spinks commented on Savannah/Chatham Day on February 15, 2018 and the State of the GA Port Address on October 12, 2017. Ms. Spinks also reviewed the impact to our facility from Hurricane Irma including the cancellation of 5 events and pictures of the flooding and damage to our facility. She also reviewed the Duke Energy Camp operations/shelter we hosted during this time. Ms. Spinks gave a brief overview of the Trade Center's Organizational Goals and Strategic Measurements and highlighted the receipt of the LEED Gold Certificate.

Chairman Smith commented that he spoke to Governor Deal and he has agreed to a meeting in Atlanta to discuss the Trade Center expansion project. Mr. Smith commented on the Tourism Leadership Council conducting a presentation in October to the board regarding tourism and its industry impact in Savannah.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 12:02pm.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'Trey Cook', written over a horizontal line.

Trey Cook, Secretary