

# Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, February 13, 2013**

Jasper Boardroom, Savannah International Trade & Convention Center

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**Members present:** Baxter, McAlister, Cutter, Jackson, Lockett, Marinelli, Monsees, Polote, and Smith.  
**Members absent:** Green (X), Quattlebaum (X), Shay. **Also present:** GIMTCA Counsel Tom Gray, Alderman Tony Thomas, Howard Helmken, Jody McIntyre, Michael Owens (TLC), Marty Johnston (COS), Linda Cramer and Michael Kaigler (CC) and SITCC staff Bob Coffey, Ronnie Hickman, Fredia Brady, Stephen Hall, Jamie Parks and Gail Terrell.

Chairman Smith convened the meeting at 11:00am.

Mr. Smith noted a quorum and asked for approval of January 2013 Minutes and Treasurer's Report; motioned by Mr. Baxter; seconded by Mr. Polote and approved by unanimous voice vote.

Mr. Smith asked for review of January 2013 financial reports; Mr. Hall reported an unfavorable variance to Center budget for January, and forecasted an unfavorable budget at year-end. Mr. Hall reported Water Transportation shows a favorable variance for January; year-end currently projected to be unfavorable to budget. Mr. Hall reported a favorable variance to the Authority's budget for January; and year-end currently projected to be unfavorable to budget due to two unbudgeted rental credit events (GA TAC and YMCA Gymnastics Championships). Hotel/Motel tax projected to be favorable year to date. Mr. Hall stated that all four municipalities reported a favorable December. Mr. Hall further commented that a contributing factor to the favorable hotel/more tax may be the Online Travel Companies (OTC) hotel/motel tax settlement with the state. Mr. Hall replied to Mr. Monsees' question that a federal match for the Water Ferry is scheduled to be paid in a future month upon receipt of the invoice. Mr. Coffey clarified the Marketing Support to Visit Savannah expense line item to Mr. Smith.

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 reported 27 bookings in January, including 19 definites. Ms. Brady highlighted definite bookings for American Nephrology Nurses Association (2014) and Battery Council International (2015). Ms. Brady also commented on the recent definite booking of the Red Hat, Inc – 2013 Sales Kick-Off. Mr. Smith commented on the total number of FYE 2013 bookings approaching the record set during the G-8 summit.

Mr. Smith asked for the Food and Beverage Report. Mr. Parks reviewed Savor...Savannah's Customer Feedback Report for December—which had a 67% return rate, and a combined score of 3.9 out of 4. Mr. Parks commented on the busy public show season with recent concessions revenue of 18k from the Cheer Event last weekend. Mr. Parks highlighted the favorable letter received from the County Manager with regards to a recent County Commission session held at the Trade Center.

Mr. Smith asked for the Operations Report. Mr. Hickman reviewed the Operations Update memo, highlighting annual preventive maintenance projects and Fire Exit signage. Mr. Hickman also reviewed Capital Projects including Ballroom Dimmer Control System and Substation 4 Breaker replacement. Mr. Coffey commented on evolving client needs, and staff efforts to stay in front of increasing demands.

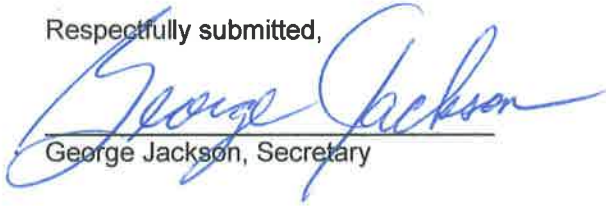
Mr. Smith asked for the General Manager's Report. Mr. Coffey passed out an aerial before and after picture of the Slip 3 Riverwalk for the board members to review.

Mr. Smith commented on the successful Savannah-Chatham Day event in Atlanta on January 31. Mr. Smith stated the next board meeting will include additional updates regarding the Convention Center

Hotel project. Mr. Smith further suggested a meeting to be scheduled in the near future with the Chairman of the County Commission and County Manager on the subject. Mr. Smith commented on discussions to be held at future board meetings to discuss expansion and other ideas for the Center.

Mr. Smith requested any further business: and hearing none, adjourned the meeting at 11:21am.

Respectfully submitted,



George Jackson, Secretary