

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, January 9, 2013

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Baxter, Cutter, Jackson, Lockett, Marinelli, McAlister, Quattlebaum and Smith.

Members absent: Green, Monsees (x), Polote (x), Shay. **Also present:** GIMTCA Counsel Tom Gray, Jon Pannell, Alderman Tony Thomas, Howard Helmken, Jody McIntyre, Mr. Howard Morrison, Mark Spadoni, Capt Nick Farley, Michael Owens (TLC), Marty Johnston, Mary Carr Mayle, Trip Tollison, Kevin Jackson (SEDA), Bob McClintock (SMG) and SITCC staff Bob Coffey, Ronnie Hickman, Fredia Brady, Stephen Hall, Jamie Parks and Gail Terrell.

Chairman Smith convened the meeting at 11:02am.

Mr. Smith opened the meeting with the presentation of ship model *MV SVS Cochrane* – Damen 5009 Fast Crew Supplier, on loan from Damen Shipyard Group, Gorinchem, Netherlands.

Mr. Smith noted a quorum and asked for approval of December 2012 Minutes and Treasurer's Report; motioned by Ms. Quattlebaum; seconded by Ms. Cutter and approved by unanimous voice vote.

Mr. Smith asked for review of December 2012 financial reports; Mr. Hall reported an unfavorable variance to Center budget for December, and forecasting an unfavorable budget at year-end. Mr. Hall reported Water Transportation shows an unfavorable variance for December; year-end currently projected to be on budget. Mr. Hall reported an unfavorable variance to the Authority's budget for December; and year-end currently projected to be unfavorable to budget due to two unbudgeted rental credit events (GA TAC and YMCA Gymnastics Championships).

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 18 bookings in December, including 8 definites. Ms. Brady highlighted the definite bookings of the National Trust for Historic Preservation (2014); and a strong short-term booking pace including Gulfstream and Battery Council International – 127th Annual Convention and Power Mart.

Mr. Smith asked for the Food and Beverage Report. Mr. Parks reviewed Savor...Savannah's Customer Feedback Report for November--which had a 40% return rate, and a combined perfect score of 4.0. Mr. Parks also mentioned Chef Reid's herb garden, to be planted in the Curtis Cooper Garden.

Mr. Smith asked for the Operations Report. Mr. Hickman reviewed the Operations Update memo, highlighting staff maintenance projects; and Capital Program projects including Escalator Handrail replacement and Ballroom Dimmer Control System.

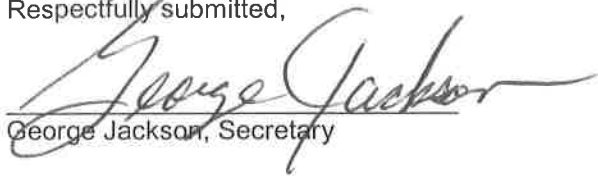
Mr. Smith asked for the General Manager's Report. Mr. Coffey introduced Mr. Bob McClintock, Senior VP of Convention Centers with SMG and Mr. Michael Owens, newly appointed President of the Tourism Leadership Council (TLC). Mr. Coffey reviewed the Trade Center – Westin Pedestrian Corridor memo enclosed in the board packets, which details plans for an improved pedestrian corridor through the parking garage between the Trade Center and Westin, costs to be equally shared by GIMTCA and Westin. Mr. Spadoni commented on his agreement with the one facility concept and connectivity. Mr. Spadoni further stated that if the opportunity for additional enhancements presents itself then he was prepared to make more enhancements subject to the challenge of floor drainage and other constraints to fully-enclosing the corridor. Mr. Coffey and Mr. Spadoni replied to Mr. Smith's question regarding drop ceilings by stating the installation of ceiling fans will create more air flow. Mr. Coffey also stated that there

will be enhanced lighting and etched glass panels. Mr. Spadoni stated that the walkway is covered from the hotel side and is unable to be fully enclosed due to wind issues per previous discussions with the Architect. Mr. Marinelli asked Mr. Spadoni if the Westin was on board with regards to the 50% shared cost to which Mr. Spadoni affirmatively replied. Mr. Coffey commented to Mr. Spadoni that the increased scope from the Architect is reflected in the revised figure. Mr. Coffey replied to Mr. Smith that no costs would be lost if the project were to be enhanced at a later time. Mr. Coffey discussed weatherproofing and drainage concerns. Mr. Marinelli asked if the design will eliminate or reduce visibility between the parking garage corridor, and if way finding signage is included in the plans; to which Mr. Coffey replied that the visibility will be greatly reduced or eliminated through use of lighting and intermediate etched glass panels. Mr. Coffey also confirmed that signage is included in the plans to direct pedestrians to the Trade Center, Westin or Water Ferry. Mr. Smith asked the board for any additional comments, to which Mr. Marinelli stated that improvement to visually enhance the walkway is positive and made a motion to approve the plans. Mr. Smith concurred with Mr. Marinelli's comment. Ms. Cutter and Mr. Jackson unanimously seconded the motion and the plans were approved by unanimous voice vote.

Mr. Smith reminded the board members of the upcoming Savannah Chatham Day in Atlanta on January 31. Mr. Smith informed the members that the preferred hotel was currently sold out. Mr. Baxter commented that the Hilton downtown may have rooms available. Mr. Coffey commented that he will confirm hotel availability with the Chamber.

Mr. Smith requested any further business: hearing none; adjourned the meeting at 11:30am.

Respectfully submitted,



George Jackson, Secretary