

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, March 8, 2017, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Arnold Jackson, Joe Marinelli, Martin Miller, Ben Polote Jr., Anne Scheer, Lee Smith, Mark Smith and Trip Tollison **Members absent:** Dennis Baxter, Trey Cook, Rep. Carl Gilliard and Rob Hernandez **Also present:** GIMTCA Counsel Tom Gray, Michael Owens, Mary Mayle, Jeff Hewitt, Marc Friday, Lee Hughes, Marty Johnston, Howard Morrison, Bill Moeckel, Eli Karatassos, Emery Leonard (TVS-Design Architects), Paul Hansen (Hansen Architect) and SITCC staff Sherrie Spinks, Stephen Hall, Judy Johnson, Armelle Kelly, Ronnie Hickman, Gail Terrell and Jamie Parks

Chairman, Mr. Mark Smith, convened the meeting at 11:00am.

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

Mr. Smith asked for the counsel report. Mr. Gray briefly described ownership of the Trade Center from 2002 to present and explained the details of HB 354 (GIMTCA becoming a State Authority).

A brief discussion with regards to HB 354 ensued. Mr. Lee Smith stated he was in favor of the recommendation contingent on a meeting with local delegation to include County Chairman and City Mayor.

Motion made by Mr. Miller to move forward with the HB 354 legislation, contingent on local meeting and all parties in agreement; seconded by Mr. Lee Smith and approved by unanimous voice vote.

Mr. Smith reviewed the Trade Center – Hutchinson Island Public Investment History report enclosed in the board members packets.

Mr. Smith introduced Emery Leonard, TVS-Design and Paul Hansen, Hansen Architecture who presented program goals, design criteria and schemes for the Trade Center Expansion project.

To Mr. Miller's question regarding the final design plans for the Trade Center expansion, Mr. Smith provided detailed insight on the appropriation funding to design, scheme and render drawings of the building expansion; therefore, the Convention Center hotel may also incorporate their design as well. Mr. Smith expressed an expansion groundbreaking goal of Spring 2018. Mr. Smith provided the board with a real estate update to include the hotel developer's request of a standard industry lease. Mr. Smith also informed the board that a working session through Executive Committee will be held in the future to include board member and County Manager, Mr. Lee Smith, County Attorney and GIMTCA Attorney, Tom Gray to discuss additional hotel lease documents.

Financial reports. Mr. Hall reported a favorable variance to Center budget for February, and year-end forecasted to be favorable to budget. Mr. Hall reported an unfavorable variance to the Water Transportation budget for February, and year-end forecasted to be favorable to budget. Mr. Hall continued with the Authority's financials, noting a favorable performance for February, and year-end forecasted to be favorable to budget. Hotel/Motel tax revenues for FY17 are currently favorable to budget.

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Sales and Marketing Report. Senior Sales Manager, Armelle Kelly, noted 14 definite and 22 tentative bookings in February. Ms. Kelly highlighted the tentative bookings of LEGO World of Creativity (2017), Goddard Systems – 2018 Franchise Convention, National Dental Association – 2020 Annual Convention and American Society of Dermatologic Surgery – 2022 Annual Meeting. Ms. Kelly continued with the year over year 'Pace' report and event statistics.

Operations Report. Mr. Hickman reviewed the disruption to utility services during the month of February. Mr. Hickman commented on staff recommendation to replace the original water heater at the facility in need of ongoing repair. Mr. Hickman reviewed the three solicited bids and preferred contractor. Motion to discuss the water heater replacement and cost made by Mr. Miller; seconded by Mr. Polote. Discussion ensued by the board to move forward with the water heater replacement. Unanimous voice vote approval.

Food and Beverage Report. Mr. Parks' reviewed SAVOR's February financial statement, upcoming events and client comments. Mr. Parks' highlighted record concession retail sales for the Modern Quilt Guild event.

General Manager's Report. Ms. Spinks commented that the City Hall dock has received Federal Transit Administration (FTA) approval and is pending an early April installation. Mr. Marinelli expressed concern that the dock installation delay will impact the transportation budget of the upcoming 4 large conventions during the month of April. Ms. Spinks commented on Riparian rights from CSX and the receipt of GA Dome equipment at the Trade Center.

Mr. Smith confirmed the GIMTCA budget workshop meeting date to be Wednesday, April 26 at 8:30am.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 12:21pm.

Respectfully Submitted,



Trey Cook, Secretary