

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, January 14, 2015

Jasper Board Room, Savannah International Trade & Convention Center

Members present: Baxter, Center, Cook, Cutter, Jackson, Marinelli, Quattlebaum, Smith and Tollison.
Members absent: McAlister, Polote and Sanders. **Also present:** Counsels Tom Gray and Jon Pannell, Michael Kaigler (Chatham County), Kevin Duvall (GWCCA), Lou Phelps (SBJ), Marc Friday, Mary Mayle (SMN), Nick Helmholdt, Marty Johnston, Chief John Bauer (GWCCA), SITCC staff Bob Coffey, Ronnie Hickman, Judy Johnson, Fredia Brady, Stephen Hall and Gail Terrell.

Chairman Smith convened the meeting at 11:00am.

Chairman Smith welcomed newly appointed GIMTCA Board Member, Mr. Trey Cook.

Chairman Smith noted a quorum, and asked for approval of December 2014 Minutes and Treasurer's report. Motion Mr. Center; second Ms. Quattlebaum, approved by voice vote.

Mr. Smith asked for the financial reports. Mr. Hall reported a favorable variance to the Center budget for December, and a favorable variance to budget for year-end. To Mr. Center's question regarding the 5 vacant full-time positions, Mr. Hall listed the job titles and hiring status of each. Mr. Hall reported an unfavorable month and an unfavorable year-end projection for Water Transportation. Mr. Hall then reported a favorable Authority performance for December; and a forecasted favorable year-end, noting favorable hotel/motel taxes year to date.

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 noted 16 definite bookings for December, including National Agricultural Aviation Association (2017) and National Beta Club – 2018 Annual Conference. Ms. Brady reviewed the year over year booking (Pace) report and event statistics. Mr. Marinelli requested a review of Trade Center convention business trends, to which Ms. Brady noted steady convention business specifically citing strong multi-year clientele. Ms. Brady also commented on the booking cycle shortening from 5 years to 3 years for larger programs. Mr. Smith requested an analysis of sales and marketing efforts for the first year of GWCCA management, coming up in April.

Mr. Smith asked for the Food and Beverage Report. In Mr. Parks' absence, Mr. Coffey announced the selection of Chef Kasey Thexton from SMG-SAVOR in Wichita, KS to replace outgoing Chef Debbie Reid. Mr. Coffey reviewed SAVOR Savannah's December financial statement and SAVOR's favorable customer feedback from October and November.

Mr. Smith asked for the Operations Report. Mr. Hickman noted Capital Program updates, including Ballroom door-frame, kitchen floor replacement projects, and the completed installation of the River Concourse HVLS fans.

Mr. Smith then asked Mr. Duvall for the GWCCA Report. Mr. Duvall introduced the new Chief of Public Safety, John Bauer. Mr. Duvall commented on the Request for Qualifications (RFQ) with regards to the proposed convention hotel development on the Atlanta campus to be released in approximately 4 days. Mr. Duvall confirmed a copy will be sent to Mr. Smith.

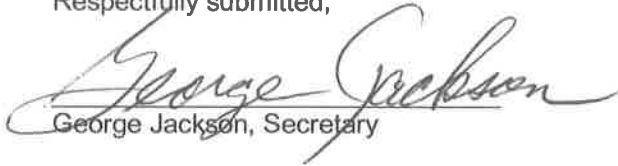
Mr. Smith asked for the General Manager's Report. Mr. Coffey commented on the upcoming Savannah-Chatham Day at the Capitol in Atlanta on Thursday, January 29, 2015. Mr. Coffey noted the 2015 GIMTCA meetings calendar enclosed in the board packets.

Mr. Smith gave a brief overview of the ongoing PKF Consulting study and its purposes. Mr. Smith noted that the final PFK report will be presented to board in February.

To Mr. Marinelli's question with regards to the recent meeting with CSX-Westin-Starwood representatives, Mr. Smith noted extensive discussions and scenarios for potential hotel expansion opportunities.

Mr. Smith requested any further business; hearing none, Mr. Smith adjourned the meeting at 11:28am.

Respectfully submitted,


George Jackson, Secretary