

# Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, November 12, 2014**

Jasper Board Room, Savannah International Trade & Convention Center

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**Members present:** Baxter, Center, Jackson, McAlister, Marinelli, Monsees, Polote, Smith and Tollison.

**Members absent:** Cutter, Quattlebaum and Sanders. **Also present:** Counsel Jon Pannell, Linda Cramer (Chatham County), Jeff Hewitt, Sherrie Spinks (GWCCA), Kevin Duvall (GWCCA), Marc Friday, Mary Mayle (SMN), SITCC staff Bob Coffey, Ronnie Hickman, Judy Johnson, Fredia Brady, Stephen Hall, Jamie Parks and Gail Terrell.

Chairman Smith convened the meeting at 11:01am.

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

Mr. Smith asked for the financial reports. Mr. Hall reported a favorable variance to the Center budget for the month, and a favorable variance to budget for year-end. To Mr. Smith's question regarding specific unbudgeted events during the October month, Ms. Brady commented on unspecified event revenue from Red Zone Productions (movie crew).

Mr. Hall reviewed the Water Transportation financials, reporting a favorable variance for the month and year-end projected to be unfavorable to budget. Mr. Coffey commented on the projected Water Ferry operations expected to be higher than budgeted amounts. To Mr. Center's question regarding the Authority's obligation to support the Ferry operations, Mr. Coffey and Mr. Smith replied that there was a contractual obligation.

Mr. Hall then reported a favorable Authority performance for October; and a forecasted favorable year-end. Mr. Hall noted favorable hotel/motel taxes year to date.

Mr. Smith commented on recent email received from Mr. Poe which suggested written procedures to be established for cash management and investing assets of the Authority.

Mr. Center inquired if any members of the GWCCA Authority will be attending Savannah-Chatham Day in Atlanta on Thursday, January 29. Mr. Coffey summarized the event for Mr. Duvall, noting the Authority is a long-time Platinum Sponsor.

Mr. Hall asked the board if there were any questions pertaining to the audited GIMTCA FY2014 financial statements (continued item), to which there were none. To Mr. Smith's question with regards to any formal adoption of the audited financial statements, Mr. Hall and Mr. Coffey stated the board does not need to act to accept the audit, but has done so in past.

Mr. Smith asked for Counsel's Report. Mr. Pannell responded no report at this time.

Mr. Smith asked for the Sales and Marketing Report. Ms. Brady noted 16 definite bookings for October, including the Gulfstream Aerospace – Year End Appreciation Lunch, Southern Legislative Conference 69<sup>th</sup> Annual Meeting, and Southern Women's Show. Ms. Brady highlighted the unbudgeted revenue from Red Zone Productions, which filmed in Savannah and at Trade Center. Ms. Brady reviewed the year over year booking (Pace) report and event statistics. To Mr. Tollison's question, Ms. Brady confirmed that the Ocean Exchange recently signed their contract for 2015. Ms. Brady provided a detail update on the

SITCC-GWCC Sales/Marketing Initiatives. Ms. Brady also commented on the potential booking for the Women in Aviation conference, reminding the board that WIA is among several aviation groups targeted by GIMTCA and VS from the aircraft hangar door project, installed in Hall B in 2013.

Mr. Smith asked for the Food and Beverage Report. Mr. Parks reviewed SAVOR...Savannah's October financial statement, and SAVOR's favorable customer feedback from October.

Mr. Smith asked for the Operations Report. Mr. Hickman noted Capital Program updates including Ballroom door and frame replacement and kitchen floor replacement project, commencing mid-December, and a chiller control panel upgrade.

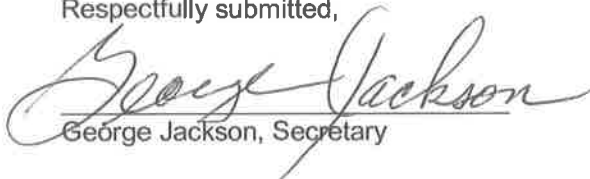
Mr. Smith asked for the General Manager's Report. Mr. Coffey confirmed a 30 minute early start to the December board meeting (at 10:30am vs 11:00) due to the annual Authority Luncheon at 12 noon. Mr. Coffey confirmed the date for Savannah-Chatham Day in Atlanta on Thursday January 29, 2015.

Mr. Smith then asked Mr. Duvall for the GWCCA Report. Mr. Duvall noted that the GA World Congress Center recently obtained LEED Silver rating and the Trade Center has begun the LEED certification process as well. Mr. Duvall commented on the benefits of LEED certification. Mr. Duvall also noted that Ken Jefferson, Event Services Manager at the Georgia Dome, was recently inducted into the Atlanta Hospitality Hall of Fame.

Mr. Smith noted that the PKF Consulting study should be completed by the end of November with a report available for review at the December board meeting. To Mr. Marinelli's question regarding the potential hotel providing a maximum number of 300 rooms, Mr. Smith commented that there would be multiple variables to determine the final room count. Mr. Center commented on the Authority's position, if any, with regards to Hutchinson Island having a future casino. Mr. Smith responded that he was unaware of any definitive plans.

Mr. Smith requested any further business; hearing none, Mr. Smith adjourned the meeting at 11:37am.

Respectfully submitted,

  
George Jackson, Secretary