

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, April 11, 2018, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Ben Polote Jr., Mark Smith, Anne Scheer, Trip Tollison and Joe Marinelli **Members absent:** Lee Smith, Bill Grainger, Trey Cook, Martin Miller and Arnold Jackson **Also present:** Marc Friday, Jeff Hewitt, Marty Johnston, Thomas Lloyd (CCLD), Clint Jenkins (CCLD), SITCC staff: Sherrie Spinks, Stephen Hall, Ronnie Hickman, Jamie Parks, Angela Daniels, Gail Terrell and Judy Johnson

Chairman, Mr. Mark Smith, convened the meeting at 11:08 am.

Mr. Smith asked for approval of the March minutes and treasurer's report. Motion made by Mr. Joe Marinelli; seconded by Mr. Baxter and approved by unanimous voice vote.

Mr. Hughes, Authority's Lobbyist, contacted via telephone to provide an update on the status of the Authority's budget request of up to 10 million for Design and Engineering. Mr. Hughes provided a video update from Rep. Ron Stephens.

Financial reports. Mr. Hall reported: an unfavorable variance to Center budget for March, and year-end forecasted to be favorable to budget; an unfavorable variance to the Water Transportation budget for March and year-end currently forecasted to be unfavorable to budget; Authority financials are unfavorable for March, and year-end currently forecasted to be favorable to budget. Hotel/Motel tax revenues for FY18 are currently unfavorable year-to-date. GIMTCA budget workshop date and time confirmed for Wednesday April 18, 2018 at 8:30am.

Sales and Marketing Report. Ms. Daniels, noted 21 definite and 16 tentative bookings in March. Ms. Daniels highlighted March events including a successful Courtney Kupets Pink Gymnastics Invitational event. Ms. Daniels continued with the year over year 'Pace' report and event statistics. Ms. Daniels also provided a Sales Recap for the Sales team during the month of March including but not limited to site visits, prospecting and proposals. Ms. Daniels commented on new potential logo concepts for the Convention Center to be presented to the board at the May meeting.

Operations Report. Mr. Hickman provided a recent update of the skylight repair due to damage from Hurricane Irma. Mr. Hickman also commented on the status of the repair of the Riverwalk nearing completion noting that all pavers from the flagpoles to the Water Ferry have been reinstalled. Mr. Hickman continued with a review of capital project updates on the following: Dimming System Replacement, Ballroom Shade Replacement, Life Safety Fire Alarm, Bryan Square Paving, Chiller #1 Purge Unit project completed and Chiller Plant Automation upgrade status.

Food and Beverage Report. Mr. Parks reviewed SAVOR's March financial statement, upcoming events and client comments.

General Manager's Report. Ms. Spinks introduced Thomas Lloyd, Managing Director of CCLD Networks, technology provider for the GWCCA. Mr. Lloyd provided a presentation of the IT services security platform. Ms. Spinks continued with a legislative update with regards to the process of requesting GSFIC to seek bonds for our project. Ms. Spinks also reviewed the GSFIC Construction Manager RFQ/RFP process and timeline.

Chairman Smith commented on the upcoming confirmation of the Governor's budget. Mr. Smith also stated that an update on the hotel expansion and CBRE proposal will be discussed at the budget workshop.

Mr. Smith then asked for any other business; hearing none, adjourned the meeting at 12:03pm.

Respectfully Submitted,



Trey Cook, Secretary