

# Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, February 13, 2019, 11:00am**

Jasper Boardroom, Savannah International Trade & Convention Center

---

**Members present:** Dennis Baxter, Arnold Jackson, Rob Hernandez, Martin Miller, Ben Polote Jr., Mark Smith, Anne Scheer, Trip Tollison **Members absent:** Bill Grainger, Joe Marinelli and Lee Smith **Also present:** Bryan Schivera, Paul Hansen, Paul McKeever, Marc Friday, Michael Owens, Katie Nussbaum, SITCC staff: Sherrie Spinks, Ronnie Hickman, Gail Terrell, Stephen Hall, Jamie Parks and Lidija Ahmetovic

Chairman Smith convened the meeting at 11:01am.

Mr. Smith asked for approval of the January minutes and treasurer's report. Motion made by Ms. Scheer; seconded by Mr. Polote, Jr. and approved by unanimous voice vote.

Counsel Report. In Mr. Threlkeld's absence, Mr. Schivera replied no report.

Financial Reports. Mr. Hall reported: a favorable variance to Center budget for January, and year-end currently forecasted to be unfavorable to budget; Authority financials are unfavorable for January; and year-end currently forecasted to be unfavorable to budget. Hotel/Motel tax revenues year-to-date are currently unfavorable. Discussion ensued regarding GIMTCA's future Water Ferry financial obligation of up to \$50k contribution. Mr. Hall agreed to continue to include GIMTCA's historic financial contribution to the Water Ferry operations on future board meeting reports.

Sales and Marketing Report. In Ms. Daniels absence, Sales Manager, Lidija Ahmetovic noted 13 definite and 32 tentative bookings in January. Ms. Ahmetovic also highlighted the definite January contracts, the pace report and reviewed upcoming events in February and March 2019. To Mr. Jackson's question regarding the Garden Brother's circus event to be held at the Convention Center, Ms. Ahmetovic affirmed that the circus recently became definite last week and will be at the center in March 2019.

Operations Report. Mr. Hickman's report included team highlights and a review of capital project updates to include: Dimming System Replacement, Exhibit Hall Electrical Add, Tondee's Counter, Kitchen Dishwasher Replacement, Exterior Light Poles and Janus Display System (Monitors). Discussion held regarding the durability of specific kitchen equipment in place since the center opened and replacement timeline.

Food and Beverage Report. Mr. Parks reviewed January and February event highlights to include Northwestern Mutual, Gulfstream and the International Inbound Travel Association (IITA) event held at the Telfair Museum.

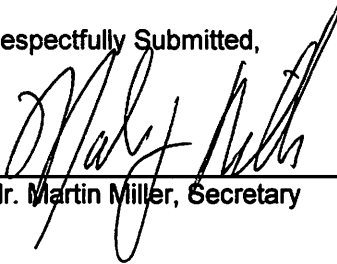
General Manager's Report. Ms. Spinks reviewed the request from Chatham Area Transit (CAT) for assistance in funding half of Thomas & Hutton's pre-project costs along with SaMMI. The amount requested by CAT is \$102,600 to which Mr. Tollison received confirmation that the monies would be drawn from GIMTCA's reserves. Motion by Mr. Baxter to approve CAT's request of \$102,600 to assist with the Thomas & Hutton pre-project costs; seconded by Mr. Miller and approved by unanimous voice vote. Ms. Spinks reviewed the trial service of providing a Water Taxi Service to and from Hutchinson Island to River Street at a cost of \$10/passenger during peak event times. Owner, Mr. Mike Overton provided additional insight on the service to include the ability of recreational tours if requested. To Mr.

Hernandez question with regards to marketing of the service, Mr. Overton replied that he would collaborate with the center staff and Visit Savannah to develop a marketing plan. Motion by Mr. Tollison to proceed with the trial Water Taxi Service and seconded by Mr. Miller; approved by unanimous voice vote. Ms. Spinks introduced Mr. Keith Clark from Clark Construction who provided a Design/Construction Manager update on the expansion project.

Chairman Smith provided an expansion update and introduced Mr. Michael Owens, President of the Tourism Leadership Council, who was recently appointed as Governor Kemp's local point of contact as it pertains to the status of the funding for the Convention Center expansion. Mr. Owens provided an update from Governor Kemp's office. Discussion ensued. Mr. Smith commented on the passing of Mr. Howard Morrison who started the Maritime Exhibit at the Convention Center. Mr. Smith recommended naming the Maritime ship model collection in Mr. Morrison's honor and also present a resolution to his wife, Mrs. Mary Morrison at a future board meeting. Motion by Mr. Miller to name an area in the facility after Mr. Howard Morrison and present Mrs. Morrison with the resolution; seconded by Mr. Polote Jr., and approved by unanimous voice vote.

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

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "Martin Miller", written over a horizontal line.

Mr. Martin Miller, Secretary