

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, April 10, 2019, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Bill Grainger, Arnold Jackson, Joe Marinelli, Martin Miller, Ben Polote Jr., Ruth Quattlebaum, Anne Scheer, Lee Smith and Mark Smith **Members absent:** Rob Hernandez and Trip Tollison **Also present:** Michael Owens, Katie Nussbaum, Paul Threlkeld, Lee Hughes, Frank Poe, Paul Hansen, Paul McKeever, Trish Moore, Alexis Aubuchon and SITCC staff: Sherrie Spinks, Ronnie Hickman, Gail Terrell, Stephen Hall, Angela Daniels, Judy Johnson and Jamie Parks

Chairman Smith convened the meeting at 11:02am.

Chairman Smith asked for approval of the March minutes and Treasurer's report. Motion made by Mr. Lee Smith; seconded by Mr. Polote Jr., and approved by unanimous voice vote.

Counsel Report. Mr. Threlkeld stated no report at this time.

Chairman Smith introduced GIMTCA Lobbyist, Mr. Lee Hughes and Mr. Michael Owens, President of the Tourism Leadership Council, and Governor Kemp's local point of contact as it pertains to the status of the funding for the Convention Center expansion. Mr. Hughes and Mr. Owens provided an Authority Legislation update which included the approval of the \$13.7 million dollars in the budget dedicated to the Convention Center expansion. Mr. Owens and Mr. Hughes expressed gratitude towards several legislators who supported the approval including but not limited to Sen. Ron Stephens, Sen. Ben Watson, Sen. Blake Tillery, Rep. Burns and Rep. Gambill. In addition to the support of the GWCCA. Mr. Owens also commented on the recent legislation passed to change GIMTCA from a local Authority to a State Authority. The new legislation will include a name change to Savannah Georgia Convention Center Authority to include 6 board appointments by Governor Kemp. Mr. Marinelli recognized Chairman Smith's hard work and dedication to the expansion project in addition to Mr. Hughes and Mr. Owens commitment to a positive outcome.

Financial Reports. Mr. Hall reported: a favorable variance to Center budget for March, and year-end currently forecasted to be favorable to budget; Mr. Hall then continued with the Authority financials citing a favorable variance for March; and year-end currently forecasted to be favorable to budget. Hotel/Motel tax revenues year-to-date are currently favorable. Mr. Hall also reviewed the Water Ferry life to date expenditures. Mr. Hall highlighted the FY 2020 Preliminary Budget packet distributed to the board members for review and suggested April 17, 2019 at 8:30am for the annual budget workshop to which the board members agreed.

Sales and Marketing Report. Ms. Daniels noted 16 definite and 37 tentative bookings in March. Ms. Daniels also highlighted the definite March contracts; Ms. Daniels continued with the pace report and reviewed March and April 2019 events. Ms. Daniels commented on the 5x8 canvas art with pictures of Savannah currently on display throughout the Convention Center.

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 Building Sign and Janus Display System (Monitors). Mr. Hickman

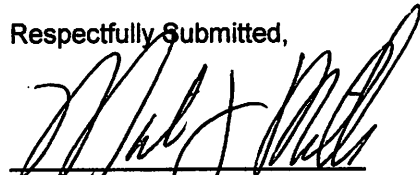
provided an update on the necessary repair work needed on the exterior signage near the Talmadge Bridge.

Food and Beverage Report. Mr. Parks reviewed March and April event highlights in addition to providing a food service financial update.

General Manager's Report. Ms. Spinks introduced the TVS/Hansen Architect design team who provided a presentation of the 50% design update. Chairman Smith provided clarification to Ms. Quattlebaum's question on offsite parking. To Mr. Jackson's question with regards to the value engineering cost savings, Mr. McKeever approximated a savings of \$35 million to date. Mr. Smith commented on the 100% design plans expected by July 31, 2019. Ms. Spinks recognized Director of F&B, Jamie Parks as the recipient of the Tourism Leadership Council "I Am Tourism" award.

Chairman Smith reaffirmed the budget workshop to be held next week Wednesday April 17, 2019 at 8:30am then asked for any other business; hearing none, adjourned the meeting at 11:54am.

Respectfully Submitted,



Mr. Martin Miller, Secretary