

# Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors  
Wednesday, May 8, 2019, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

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**Members present:** Dennis Baxter, Bill Grainger, Arnold Jackson, Joe Marinelli, Martin Miller, Ben Polote Jr., Ruth Quattlebaum, Anne Scheer and Mark Smith **Members absent:** Rob Hernandez, Lee Smith and Trip Tollison **Also present:** Katie Nussbaum, Paul Threlkeld, Lee Hughes, Jeff Hewitt, Marc Friday and SITCC staff: Sherrie Spinks, Ronnie Hickman, Gail Terrell, Stephen Hall, Angela Daniels, Judy Johnson and Jamie Parks

Chairman Smith convened the meeting at 11:01am.

Chairman Smith asked for approval of the April minutes and Treasurer's report. Motion made by Ms. Ruth Quattlebaum; seconded by Mr. Joe Marinelli and approved by unanimous voice vote.

Counsel Report. Mr. Threlkeld stated that a draft copy of the updated by-laws to reflect the newly created Savannah-Georgia Convention Center Authority will be distributed in the near future.

Chairman Smith introduced GIMTCA Lobbyist, Mr. Lee Hughes who provided a brief update of Governor Kemp's recent visit to the Savannah Convention Center to sign HB 525 and additional Public Safety bills. Mr. Marinelli commented on the Governor's presentation at the ACCG luncheon.

Financial Reports. Mr. Hall reported: a favorable variance to Center budget for April, and year-end currently forecasted to be favorable to budget; Mr. Hall then continued with the Authority financials citing an unfavorable variance for April; 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 provided a brief overview of the FY 2020 Operations and Capital Budget. Mr. Baxter commented on the dedication of the staff and detailed preparation of the FY 2020 budget. Mr. Smith provided a brief overview of the key notes discussed during the budget workshop; Mr. Baxter then made a motion to approve the FY 2020 Operations and Capital Budget in addition to the Budget Workshop minutes; seconded by Mr. Miller and approved by unanimous voice vote.

Sales and Marketing Report. Ms. Daniels noted 15 definite and 26 tentative bookings in April. Ms. Daniels also highlighted the definite April contracts; Ms. Daniels continued with the pace report and reviewed new April 2019 events and upcoming May 2019 events. Ms. Daniels also reviewed a new report which provides the utilization of space by type.

Operations Report. Mr. Hickman's report included team highlights and a review of capital projects to include: Dimming System Replacement, Exhibit Hall Electrical Add, Tondee's Counter, Kitchen Dishwasher Replacement, Exterior Building Sign and Janus Display System (Monitors).

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

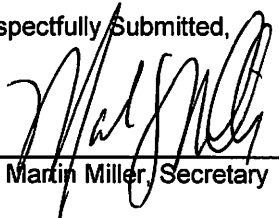
General Manager's Report. Ms. Spinks discussed the cost of the Phase 2 Environmental Study to be provided by Terracon Engineering Services. Motion made by Mr. Polote Jr., to approve the cost of \$15.9k for Terracon Engineering Services; seconded by Ms. Scheer and approved by unanimous voice

vote. Ms. Spinks then discussed the design cost to get us to the 100% design schematics. Motion by Mr. Miller to approve \$1.8 million towards the 100% completion of the design services by July 31, 2019; seconded by Mr. Polote Jr. and approved by unanimous voice vote. Ms. Spinks continued by discussing the need to approve the use of the Authority reserves in the amount of \$1.2 million if necessary to complete the design schematics with reimbursement of said amount by GSFIC once the bond funds are available. Mr. Smith briefly reviewed the favorable outcome of utilizing the Authority reserve monies to continue the momentum of the design schematics last year. Motion by Ms. Scheer to authorize use of \$1.2 million from the Authority's reserves if necessary to complete the designs to 100% completion with a reimbursement from GSFIC; seconded by Mr. Polote Jr. and approved by unanimous voice vote.

Chairman Smith provided an update to the expansion/hotel project referencing recent meetings held with Clark Construction and GSFIC. To Mr. Hughes question with regards to the timing of marketing the expansion during pre-construction or official ground breaking of the site in 2020, Mr. Smith replied and Mr. Marinelli affirmed that marketing will begin after a complete understanding of the entire construction process to include schedules, timelines and dates are established. Mr. Smith commented on the recent presentation to the County Commissioners to request an allocation of SPLOST monies to Hutchinson Island River walk, new access road, utility infrastructure and Slip 3 dredging. To Mr. Marinelli's question with regards to the location of the Water Ferry/Intermodal and potential change to the Ferry stop, Ms. Spinks replied there are no specifics of any changes to the current Water Ferry stop on Hutchinson Island.

Chairman Smith commented on next board meeting Wednesday June 12, 2019 at 11:00am then asked for any other business; hearing none, adjourned the meeting at 12:04pm.

Respectfully Submitted,



Mr. Martin Miller, Secretary