

Georgia International and Maritime Trade Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, June 12, 2019, 11:00am

Jasper Boardroom, Savannah International Trade & Convention Center

Members present: Dennis Baxter, Joe Marinelli, Martin Miller, Ben Polote Jr., Ruth Quattlebaum, Mark Smith and Trip Tollison **Members absent:** Bill Grainger, Rob Hernandez, Arnold Jackson, Anne Scheer, Lee Smith **Also present:** Katie Nussbaum, Paul Threlkeld, Lee Hughes, Jeff Hewitt, Mark Spadoni, Michael Owens, BrightView representatives Mr. Chad Jaudon and Mr. Derek Stetter and SITCC staff: Sherrie Spinks, 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 May minutes and Treasurer's report. Motion made by Ms. Ruth Quattlebaum; seconded by Mr. Ben Polote, Jr. and approved by unanimous voice vote.

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

External Affairs Report. Mr. Hughes stated no report at this time.

Financial Reports. Mr. Hall reported: a favorable variance to Center budget for May, and year-end currently forecasted to be favorable to budget; Mr. Hall then continued with the Authority financials citing a favorable variance for May; 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 to which Chairman requested an additional Water Ferry line item to detail known future commitments. In Mr. Hickman's absence, Mr. Hall provided the Operations Report which included team highlights, review of capital projects, update on the completed repair work of the Hutchinson Island signage in addition to the facility signage facing the river.

Sales and Marketing Report. Ms. Daniels noted 13 definite and 37 tentative bookings in May. Ms. Daniels also highlighted the definite contract of the National Association of Federal Credit Unions conference (2022) and also commented that SCAD has rebooked their graduation ceremonies for FY 2020. Ms. Daniels continued with the pace report and reviewed June 2019 events.

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

Chairman Smith requested an occupancy report to be added to the board presentation to which Ms. Daniels affirmed.

General Manager's Report. Ms. Spinks introduced Mr. Chad Jaudon and Mr. Derek Stetter of BrightView Landscaping Company who provided a presentation of potential landscape upgrades for the Savannah Convention Center. To Chairman Smith's question regarding the possibility of up lighting on trees in Bryan Square, Mr. Chad Jaudon replied it was an option for the future if requested. Motion by Mr. Tollison to approve the landscape upgrades as proposed; seconded by Mr. Miller and approved with unanimous voice vote.

Ms. Spinks continued her report by referring to board member and President of Visit Savannah, Joe Marinelli for the annual partnership update. Mr. Marinelli introduced Visit Savannah staff, Mr. Jeff Hewitt,

Senior Vice President and Mr. Jeremy Harvey, VP of Marketing and Communication who provided a presentation of the Savannah Convention Center and Visit Savannah partnership.

Chairman Smith commented on the upcoming winter legislature in which the funding for the upcoming expansion will be requested. Chairman Smith commented on the development of a future marketing and operational campaign of the expansion. Motion made by Mr. Tollison for \$100k to Visit Savannah for public relations towards the expansion as previously approved in the FY 2020 Authority budget; seconded by Ms. Quattlebaum and approved by unanimous voice vote. Chairman Smith commented on the consultant renewal contract for Mr. Lee Hughes with the same financial terms for a 3 year agreement. Motion by Ms. Quattlebaum to renew the consultant contract; seconded by Mr. Baxter and approved by unanimous voice vote. Chairman Smith commented on no additional information to discuss with regards to the hotel developer and further stated that an Executive Session would not be held. Chairman Smith recommended a historic bronze plaque to be made in commemoration of the GIMTCA board members years of service. Staff to research pricing of said plaque.

Chairman Smith commented on next board meeting Wednesday July 10, 2019 at 11:00am then asked for any other business; to which Mr. Polote Jr., introduced The Polote Corporation's high school summer intern, Mr. Dominic Brown.

Chairman Smith then adjourned the meeting at 12:18pm.

Respectfully Submitted,


