

MINUTES
LAKE LANIER ISLANDS DEVELOPMENT AUTHORITY
BOARD OF DIRECTORS MEETING
August 21, 2015

The Lake Lanier Islands Development Authority Board of Directors held its regularly scheduled meeting at the Legacy Lodge and Conference Center, Lake Lanier Islands, Georgia. (A board package and handouts are attached hereto and made official parts of these Minutes as an Attachment)

BOARD MEMBERS PRESENT:

Mr. Lonice Barrett, Chairman
Mr. Wayne Jessup, Secretary/Treasurer
Mr. Michael Bennett
Mr. Randall Frost
Mr. Allan Gravel
Ms. Terri Jondahl
Mr. John Kieffer

STAFF:

Mr. Bill Donohue

BOARD MEMBERS NOT PRESENT:

Mr. Clint Bearden, Vice Chairman
Mr. Benny Bagwell

VISITORS: Mr. Tom Calkins, LLIDA Legal Counsel, Hulsey, Oliver & Mahar
(Special Assistant to the Attorney General)
Mr. Grier Todd, Lake Lanier Islands Management Company

CALL TO ORDER

Chairman Barrett called the meeting to order at 8:30 a.m.

APPROVAL OF MINUTES

A motion was made by Mr. Bennett to approve the Minutes of June 19, 2015 LLIDA Board of Directors Meeting and the Minutes of the June 18, 2015 Infrastructure Meeting as submitted, seconded by Ms. Jondahl and were unanimously approved.

Chairman Barrett requested Mr. Kieffer to proceed with the first action item.

APPROVAL OF THE BRIDGE REPAIRS CONTRACT

Mr. Kieffer explained the Infrastructure Committee met on August 20 and requested that Mr. Donohue review the Bridge repairs. Mr. Kieffer further explained the repairs will be made from underneath the Bridge. Mr. Kieffer made a motion to accept the proposal from Massana

Construction for the Bridge repairs in an amount not to exceed \$200,000. Mr. Gravel seconded the motion, and the motion carried unanimously.

APPROVAL OF REVISED STAFFING CONTRACT

Mr. Donohue referred to the memo dated August 14, 2015. Ms. Jondahl made a motion to approve the revised LLIDA – NGMA Staffing Contract. Mr. Gravel seconded and the motion carried unanimously.

APPROVAL TO MODIFY THE ISLANDS DAILY ENTRY FEE

Mr. Donohue explained the request received from Mr. Virgil Williams on behalf of Lake Lanier Islands Management Company to change the standard daily entry rate from \$10.00 to \$15.00. The request was based on the additional amenities and programs at the islands, the \$15M investment made in attractions and venues, and the increase in operating expenses. Stone Mountain Memorial Association increased the daily entry fee to \$15.00 in January 2015. Mr. Bennett made a motion to modify the standard daily entry fee to \$15.00 effective October 1, 2015, Mr. Gravel seconded the motion, and the motion carried unanimously.

FINANCIAL REPORT

Mr. Donohue referred to the June 2015 Financial Report with staff recommending approval. Mr. Jessup further explained the loss in 2015 was a planned loss funded from the Reserves. Mr. Jessup made a motion to approve the June 2015 Financial Report as presented, seconded by Mr. Frost and carried unanimously.

DISCUSSION ITEMS

1. Report by LLIDA Executive Director Bill Donohue

- Reference was made to the Executive Director's report dated August 14, 2015 behind Tab 4.

2. Report by LLIDA Legal Counsel Tom Calkins

No significant legal matters at this time.

Chairman Barrett welcomed Mr. Grier Todd back to the Lake Lanier Islands and expressed that the Board appreciates working with him as part of the Lake Lanier Islands Team.

3. Report by Lake Lanier Islands Management Company, LLC (LLIMC) Grier Todd

- Reference was made to the year to date report included in the Board handout. LLIMC is having a good year with revenue up 10% overall and the hotel is up 13%. Wedding business is down drastically and this area should improve.
- Labor Day weekend is expected to be good with the Inaugural Tailgates and Touchdowns Football Kick off beginning on Thursday, September 3rd with a charity golf event that Herschel Walker is playing in as well as other former football players, there is a country band playing at Sunset Cove on Friday, finishing up with a 5K run on Saturday.

- LLI appreciates the support on the increase of the daily gate fee.
- Next year's capital project focus will be renovating the guest rooms at the hotel.
- The Bridge repairs are also appreciated.
- The incidents at Sunset Cove were drastically reduced. Private event security staffing company is patrolling the docks and beaches at Sunset Cove.
- Thank you for approving the Marketing Program recreational revenue increase is attributed to the increased marketing.

The meeting was properly adjourned at 9:15 a.m.

Lonice Barrett
Chairman
Lake Lanier Islands Development Authority

Submitted by:
Brenda McMillian, Executive Assistant/Office Manager
Lake Lanier Islands Development Authority