

Minutes
North Georgia Mountains Authority
DNR Board Room
Board of Directors Meeting
March 25, 2013

The North Georgia Mountain Authority Board of Directors held its regularly scheduled meeting at 2 Martin Luther King, Jr. Drive S.E., Suite 1252 East Tower, Atlanta, Georgia. (A board package is attached hereto and made official parts of these Minutes as an Attachment)

Board Members Present:

Duncan Johnson, Chairman
Nancy Addison
William Bagwell
Dwight Davis
Ray Lambert, Jr.
Robert Leebern, Jr.
Aaron McWhorter
Philip Wilheit, Jr.
Delos Yancey

Staff:

Commissioner Mark Williams
Becky Kelley
Paul Nelson
Bill Donohue
Brenda McMillian
Ronnie Phillips

DNR Board Members:

Philip Watt

Visitors:

Ruth Bartlett, Frazier & Deeter, CPA
Nancy Gallagher, Attorney General's Office

CALL TO ORDER

Chairman Johnson called the meeting to order at 11:00 a.m. and requested a motion be made to approve the October 24, 2012 Minutes. A motion was made by Mr. Leebern to approve the minutes of October 24, 2012, seconded by Mr. Wilheit and were unanimously approved.

AUDIT REPORT

Ruth Bartlett, Frazier & Deeter, CPA, gave a presentation on the Fiscal Year 2012 resort audits. Ms. Bartlett reviewed the audit reports and pointed out that Coral was doing a very good job with keeping the books and records of the resorts. The monthly reports accurately reflect the financial position of the properties. Revenues in FY 2012 increased at both resorts while expense increases were minimal creating positive NOI growth. Hospitality industry revenues are forecasted to be positive for the next 24 months. The NGMA needs to be mindful that capital investment may need to increase in the next year to retain market share in occupancy and to grow the ADR.

FINANCIAL PERFORMANCES

Mr. Donohue discussed the February Financial Reports for the four lodges as summarized in the monthly report. Overall trend is that the four resorts will meet bottom line budget goals for FY 13. Unicoi continues to be a struggle do to the impacts of the plans to close the hotel. Amicalola Falls has had good success in improving ADR and occupancy over last year and forecast. Expense controls in F&B are ongoing.

CORAL SEMI ANNUAL HOTEL REPORT

Mr. Donohue reviewed the detailed report put together by Coral to give additional summary information to each Board member. The report includes detailed financial analysis and summaries of marketing programs, advertising initiatives, direct sales programs, capital projects and guest feedback.

MONTHLY REPORT

Mr. Donohue reviewed the monthly report and responded to questions from Board members.

ADJOURNMENT

There being no further business, the Chairman properly adjourned the meeting at 11:58 a.m.

ATTEST:

Duncan N. Johnson, Chairman

Bill Donohue, Executive Director