

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, March 11, 2020, 11:00am

Jasper Boardroom ~ Savannah Convention Center

Members present: Ruth Quattlebaum Edwards, Pat Farrell, Joe Marinelli, Martin Miller, Ben Polote Jr., Jeanne Seaver, Mark Smith, Mark Spadoni, Trip Tollison, Ansley Williams **Members absent:** Lorri Smith
Also present: Paul Threlkeld, Jeff Hewitt, Michael Owens and SITCC staff: Sherrie Spinks, Gail Terrell, Stephen Hall, Ronnie Hickman, Angela Daniels, Judy Johnson, Jamie Parks, Tara Nobles and Lori Domelowicz

Chairman Smith convened the meeting at 11:02am.

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

Counsel Report. Mr. Threlkeld commented on recent Deputy Appointments of Mr. Jon Pannell and Mr. Robert McCorkle as it pertains to the hotel project.

External Affairs: In Mr. Lee's absence, Ms. Spinks and Mr. Smith commented on the \$70 million dollars in bond monies which is currently pending in the State Senate.

Financial Reports. Mr. Hall reported a favorable variance to Center budget for February, and year-end currently forecasted to be favorable to budget; Mr. Hall then continued with the Authority financials citing a favorable variance for February; and year-end currently forecasted to be favorable to budget. Discussion held on any potential event cancellations.

Review of SGCCA Resolution as it pertains to its commitment to remain abreast of the COVID-19 epidemic and respond accordingly. Motion to accept Resolution by Mr. Williams; seconded by Mr. Miller. Discussion ensued. Mr. Marinelli suggested the presence of a certified medical professional at large events. Motion then approved by unanimous voice vote.

Sales and Marketing Report. Ms. Daniels commented on a potential definite contract from the American Society of Plant Biologists in August 2023. Ms. Daniels then continued with the Sales report for February in addition to the Pace report. Ms. Daniels highlighted that the Ad Campaign was being fine-tuned with expected presentation at the April meeting. Mr. Marinelli commented on a recent Sales trip to Washington D.C. and a successful meeting held with the National Association of Counties to bid on a rotation to Savannah in 2025, 2026 and 2027. Ms. Daniels reviewed the new Convention Center website www.savconventioncenter.com. Mr. Marinelli distributed and reviewed an article pertaining to midsized Convention Centers.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights and provided a detailed FY 2020 review of capital projects. Suggestion made by Mr. Spadoni to consider leasing (2) twelve person vans to transport guests during the expansion. Discussion ensued on parking and client impact. Ms. Quattlebaum Edwards expressed concern of poor lighting along Old Hutchinson Island Road. Discussion ensued regarding the need for additional signage and lighting.

Food and Beverage Report. Mr. Parks reviewed February financials and reviewed a list of locally sourced products utilized at the facility. Local seafood referrals made by Mr. Williams, Mr. Smith and Ms. Seaver.

Suggestion made to highlight the locally sourced Georgia items on future menus.

General Manager's Report. Ms. Spinks introduced Public Safety Manager, Lori Domelowicz who provided a Public Safety Update. Ms. Domelowicz reviewed a request for additional cameras across the riverfront at a cost of up to \$18,000. Motion by Mr. Spadoni; seconded by Ms. Quattlebaum Edwards and approved with unanimous voice vote.

Chairman Report. Vice-Chairman Marinelli commented on the Parlay public relations update located in boardpaq for the board members to review. Mr. Smith stated that a Letter of Intent is being reviewed and discussed with Songy Highroads as it pertains to the Convention Center hotel expansion.

Mr. Hall reviewed the Budget Workshop meeting on April 15, 2020 at 8:30am to which the board members agreed.

Chairman Smith asked for any other business; hearing none. Chairman Smith then adjourned the meeting at 12:08pm.

Respectfully Submitted,



Lorri Smith, Secretary-Treasurer