

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, May 13, 2020, 11:00am

Via TELECONFERENCE (Zoom Meeting) ~ Savannah Convention Center

Members present: Ruth Quattlebaum Edwards, Joe Marinelli, Martin Miller, Ben Polote Jr., Jeanne Seaver, Mark Smith, Mark Spadoni, Lorri Smith, Trip Tollison **Members absent:** Pat Farrell and Ansley Williams **Also present:** Paul Threlkeld, Jeff Hewitt, Michael Owens, Marc Friday, Lee Hughes, Katie Nussbaum, Frank Poe and SITCC staff: Sherrie Spinks, Gail Terrell, Stephen Hall, Ronnie Hickman, Angela Daniels and Jamie Parks

Chairman Smith convened the meeting at 11:05am. Ms. Spinks took a roll call to confirm board members on the teleconference. Quorum confirmed.

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

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

External Affairs: Mr. Hughes commented that the Speaker of the House has confirmed the Legislature will reconvene on June 11, 2020; virtual meetings to be held.

Financial Reports. Mr. Hall reported an unfavorable variance to both Authority and Center budget for April, and year-end continues to be forecasted unfavorable to budget due to the impact the COVID-19 virus has had on multiple event cancellations. Mr. Spadoni commented that The Westin Hotel will reopen for business on Friday May 15, 2020. Vice-Chairman Marinelli commented that The Hyatt reopens next week and the JW Marriott anticipates opening in July. Vice-Chairman Marinelli also stated that increases to hotel/motel tax is hopeful due to a recent trending increase in transient business. Vice-Chairman Marinelli commented on the upcoming Savannah Safe Pledge drafted by Mayor Johnson. All area businesses are encouraged to adopt the pledge. In addition to the "Rediscover our City" campaign created by Visit Savannah to be released in the near future as well.

Mr. Hall indicated there is a strong possibility of recovering loss business revenue due to the covid-19 virus from DOAS – Business Interruption Insurance.

Sales and Marketing Report. Ms. Daniels reviewed a sales report which included cancellations, postponements, rescheduled and actualized events. Ms. Daniels reviewed upcoming June, July and August 2020 events in addition to the Pace report. Ms. Daniels acknowledged a request to provide additional context of definite business in relation to room nights during next month's board meeting. Discussion ensued on Force Majeure.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights and an update of capital projects. Mr. Hickman also provided an update on the current Expansion-Utility relocation project.

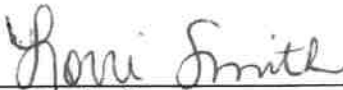
Food and Beverage Report. Mr. Parks provided a Food Service financial review in addition to highlighting the new concession stand and portable stand equipment move in. Mr. Parks also provided an update on the daily meals being prepared for the City of Savannah. The meals are being provided primarily for the homeless.

General Manager's Report. Ms. Spinks provided an overall summary of the COVID-19 Business Return Plan being developed alongside the GWCC campus. Ms. Spinks also provided an overview of the COVID-19 timeline and the impact/response of the SCC facility. Ms. Spinks reviewed the Global Bio-risk Advisory Council Star Facility Accreditation Program that both GWCC and SCC will seek in the near future. Mr. Poe provided additional details of the GBAC program and noted that GWCC and SCC may be the first to receive certifications. Ms. Spinks provided an expansion update with a tentative timeline.

Chairman Report. Vice-Chairman Marinelli provided a Parlay update with the emphasis of "shovel ready" messaging. Chairman Smith commented on the proposed budget workshop date of Wednesday June 3, 2020 at 8:30am; in addition to the Wednesday June 10, 2020 board meeting to be held both onsite at the Convention Center and via teleconference to which all agreed.

Chairman Smith asked for any other business; hearing none. Chairman Smith then adjourned the meeting at 12:11pm.

Respectfully Submitted,



Lorri Smith, Secretary-Treasurer