

## Savannah Georgia Convention Center Authority

Budget Workshop Minutes of the Board of Directors  
Wednesday, June 3, 2020, 8:30am

Via onsite Meeting Rooms 105/106 and Teleconference (Zoom Meeting) ~ Savannah Convention Center

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

Chairman Smith convened the meeting at 8:40am. Mr. Hall confirmed board member, Lorri Smith on the teleconference and GWCCA Executive Director, Frank Poe. Chairman Smith acknowledged Mr. Poe and Mrs. Smith presence via teleconference.

To Chairman Smith's question with regards to customers universal inquiry of how to sustain during these times, Mr. Poe provided the venue perspective that the Authority will refrain from giving guidance to the meeting planner on how to social distance; however, the Authority will accommodate as able to on adjusted room sets for any client requests. Discussion ensued on room sets.

Mr. Hall reviewed revenue to include hotel/motel tax assumptions in addition to expenses. Discussion ensued.

Mr. Hall then presented the preliminary budget for the Convention Center which includes a net loss of \$2.4 million. He reviewed the significant changes as compared to the FY19 and FY20 forecast. Discussion ensued.

Mr. Hall presented the SGCCA budget which includes a net profit of \$190k before capital projects. He reviewed the significant changes as compared to FY19 and FY20 forecast. Discussion ensued.

Mr. Hall reviewed the Capital Investment Schedule for FY21 in addition to the Consolidated Cash Requirements. Discussion ensued.

Mr. Hickman reviewed the pictures of future capital projects. Ms. Spinks commented on the staff recommendation of adding a digital sign on the front of the Convention Center building facing River Street. Discussion ensued. Decision made to remove the \$500k cost of the digital sign from the budget at this time.

Motion by Mr. Williams to approve the Operating and Capital Budgets for FY2021 with the removal of the \$500k digital sign; seconded by Mr. Spadoni. Discussion ensued regarding the ability to review the budget 6 months from now as event situation changes. Mr. Hall stated that typically the forecast is amended and not the budget to which Mr. Smith agreed. Discussion of the Incentive bonus and new short term business. Mr. Smith asked for any other discussion or comments; hearing none. Chairman Smith voted on approval of the minutes per the motion. Budget approved by unanimous voice vote.

Chairman Smith then adjourned the meeting at 9:50am.

Respectfully Submitted,

  
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