

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, December 11, 2019, 10:00am

Jasper Boardroom ~ Savannah Convention Center

Members present: Ruth Quattlebaum Edwards, Patrick Farrell, Martin Miller, Ben Polote Jr., Jeanne Seaver, Lorri Smith (via polycomm), Mark Smith, Trip Tollison, Ansley Williams **Members absent:** Joe Marinelli and Mark Spadoni **Also present:** Paul Threlkeld, Frank Poe (GWCCA), Jeff Hewitt, Lee Hughes, Michael Owens, Katie Nussbaum, Marc Friday, Marvin Woodward (GSFIC), Carmen Cureton (GSFIC) Hansen Architects representatives, TVS Design representatives and SITCC staff: Sherrie Spinks, Gail Terrell, Stephen Hall, Ronnie Hickman, Angela Daniels, Judy Johnson, Jamie Parks and Tara Nobles

Chairman Smith convened the meeting at 10:03am.

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

Counsel Report. Mr. Threlkeld reviewed the current status of the Hotel/Motel tax extension through 2051.

External Affairs. Mr. Hughes commented on the hotel/motel taxes and an upcoming meeting with newly appointed city council members.

Financial Reports. Mr. Hall continued to report a favorable variance to Center budget for November, and year-end currently forecasted to be favorable to budget; Mr. Hall then continued with the Authority financials citing a favorable variance for November; and year-end currently forecasted to be favorable to budget. Hotel/Motel tax revenues favorable to date.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report for October and November in addition to November contracts and the Pace report. Ms. Daniels also reviewed upcoming events for the board members to consider attending.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights and review of capital projects. Mr. Hickman reviewed the need for asphalt repair on the Westin side of the facility. Motion made by Mr. Tollison; seconded by Mr. Farrell and approved by unanimous voice vote.

Food and Beverage Report. Mr. Parks reviewed November financials and highlighted a few facility 'fun facts' for the month of November.

General Manager's Report. Ms. Spinks introduced the Design Team representatives from TVS/Hansen. Mr. Paul McKeever of TVS Design presented a PowerPoint of new updates to the expansion design. Mr. Gene Maria of Hansen Architects and Convention Center Director of Operations, Ronnie Hickman provided a presentation on utility updates. Motion by Mr. Polote Jr. to allocate funds for the utilities (electrical and propane) to be relocated; seconded by Ms. Quattlebaum and approved with unanimous voice vote. Mr. Tollison also provided a Hutchinson Island Development update. Deputy Executive Director of GSFIC, Marvin Woodward provided an overview of the GSFIC Project Management as it pertains to the facilities expansion. Ms. Spinks commented on the facility's Annual Report and reviewed the board 2020 meeting dates.

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Chairman Smith commented on the pending Letter of Intent from Songy Highroads. Chairman Smith also recognized the Executive Director of GWCCA, Frank Poe in attendance at the board meeting. Mr. Poe provided an overview of current GWCC Hotel Development project in addition to favorable long standing business relationship with GSFIC.

Chairman Smith asked for any other business; hearing none, Chairman Smith then adjourned the meeting to the annual board holiday luncheon at 11:16am.

Respectfully Submitted,



Lorri Smith, Secretary-Treasurer