

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, October 14, 2020, 11:00am**

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, Jeanne Seaver, Mark Smith, Mark Spadoni, Trip Tollison (via zoom), Ansley Williams **Members absent:** Ben Polote Jr., Lorri Smith **Also present:** Paul Threlkeld, Marc Friday (via zoom), Lee Hughes, Jeff Hewitt, Michael Owens, Frank Poe (via zoom) and SCC staff: Sherrie Spinks, Stephen Hall, Angela Daniels, Judy Johnson (via zoom) and Jamie Parks

Chairman Smith convened the meeting at 11:00 am. Mr. Hall confirmed board member Trip Tollison on the teleconference. Additional teleconference attendees included Marc Friday, Frank Poe, Paul Threlkeld and Judy Johnson.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Mr. Spadoni; seconded by Ms. Quattlebaum-Edwards and approved by unanimous voice vote.

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

External Affairs Report. Mr. Hughes stated no report at this time.

Financial Report. Mr. Hall reported an unfavorable variance to Center budget for September, and year-end currently favorable to budget. Mr. Hall also reported an unfavorable variance to the Authority budget for September and year-end currently favorable to budget. Mr. Hall also commented that although the hotel/motel taxes are lower than the previous year, all municipalities are trending favorable to budget with Tybee Island presenting all time record hotel/motel tax numbers for the months of July and August. Mr. Hall also stated that the FY 2020 Audit was completed with no findings for the second consecutive year.

Sales and Marketing Report. Ms. Daniels reviewed September events in addition to the Sales report which included cancellations and rescheduled events. Ms. Daniels continued her report with a list of events through December 2020 and the Pace report. Discussion ensued on the cancellation process. Review of SCC and expansion plans in meeting publications including but not limited to print, digital, site inspections, trade shows and sales calls. Visit Savannah/SCC to attend the 'Connect' trade show in Orlando, FL next week. To Mr. Miller's question regarding a plan to reach out to potential new people in the local government after the election, Chairman Smith stated that any new County Commissioners and Legislature will be contacted regarding the expansion. Additionally, per Mr. Farrell's recommendation, all will be invited to the ground breaking later this year. Discussion ensued on identifying events that are booking due to the future expansion. Presentation of a 1 minute video made for meeting planners which highlights the City of Savannah and the future convention center expansion to prompt further discussion viewed.

Operations Report. In Mr. Hickman's absence, Mr. Hall provided the Operations Report which included team highlights in addition to an update of capital projects which includes the public restroom remodeling and digital message board for use during large public events. Mr. Hall also provided an update on the cooling tower projects.

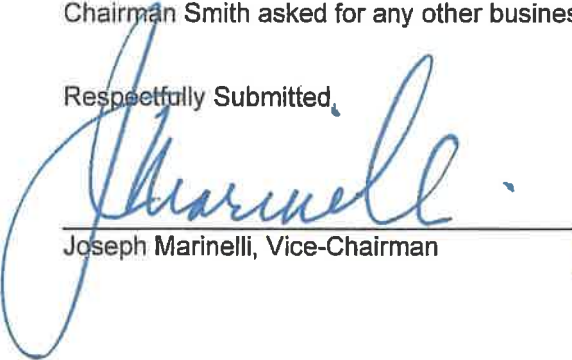
Food and Beverage Report. Mr. Parks provided a review of the September events which required food service, an example of a socially distanced luncheon and F&B revenue generated.

General Manager's Report. Ms. Spinks provided an update to the expansion timeline. Ms. Spinks introduced Mr. Jimmy Collins from Thomas & Hutton who provided an update on the Slip 3 Riverwalk, West End Ferry Dock and the Ferry Maintenance Facility.

Chairman's Report. Vice-Chairman Marinelli provided an update on Parlay's activities. Chairman Smith asked the board members feedback on whether to move forward with the holiday board luncheon on Wednesday December 16, 2020 in a socially distanced set-up to which they all agreed. Chairman Smith reminded the board members that the November meeting was moved to Tuesday November 10 instead of Veteran's Day November 11.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 12:14 pm.

Respectfully Submitted,

  
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Joseph Marinelli, Vice-Chairman

11/12/2020