

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, September 9, 2020, 11:00am

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

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

Chairman Smith convened the meeting at 11:03am. Mr. Hall confirmed board members Mark Spadoni and Lorri Smith on the teleconference. Additional teleconference attendees included Marc Friday, Frank Poe, Katie Nussbaum.

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

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

Financial Report. Mr. Hall reported a favorable variance to Center budget for August, and year-end currently favorable to budget. Mr. Hall also reported a favorable variance to the Authority budget for August and year-end currently favorable to budget. Mr. Hall also commented on no hotel/motel taxes received yet for the months of July and August.

Sales and Marketing Report. Ms. Daniels reviewed August events. Ms. Daniels continued her report with a list of events through December 2020, overview of a new Ad to attract new customers, new SCC Global Bio Risk Advisory Council (GBAC) certification and contracts confirmed during the month of August. Mr. Farrell recommended staff to connect with public officials to utilize the facility for any public meetings. Mr. Smith suggested staff to reach out to the school board to utilize the facility for next year's high school graduations to which Ms. Daniels affirmed and also acknowledged a recent contract with Chatham County starting next week through November.

External Affairs. Mr. Hughes commented on municipalities of Bloomingdale and Thunderbolt's interest in local lodging taxes. Mr. Hughes also stated that the Department of Community Affairs has confirmed that Chatham County can accept vacation rental agreements for those other counties as well. Mr. Hughes commented on the CARES Act funding for CVB's and Destination Markets which would allow re-marketing of a facility based on safety. Mr. Owens clarified that the CARES Act funding for CVB's would be decided by the municipality or county to determine a surplus allocation coming from the state to short-term marketing. Mr. Farrell recommended a letter to be drafted and sent to the counties and municipalities to inform them of the funding.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights in addition to an update of capital projects. Mr. Hickman also provided additional details on the GBAC certification recently obtained. Mr. Hickman also commented on the current expansion-utility relocation and cooling tower projects. Mr. Hickman provided a demonstration of the electrostatic backpack sprayer to disinfect various facility areas and equipment. Mr. Marinelli stated that he received confirmation from Chief Minter of GA Chiefs of Police that no cases of COVID-19 reported due to the event. Mr. Marinelli commented on the positive impact of receiving testimonials after events with no coronavirus cases. Ms. Daniels confirmed that staff will conduct follow up.

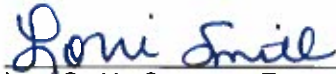
Food and Beverage Report. Mr. Parks provided a review of the August events which required food service in addition to the revenue generated.

General Manager's Report. Ms. Spinks commended staff's positive attitude and 'all hands on deck' approach to service the events. Ms. Spinks commented on the recent deadline of 9/1/2020 to provide next year's budget request for the expansion to the Office of Planning and Budget (OPB). Ms. Spinks also provided an update to the expansion timeline. Ms. Spinks highlighted the community outreach by the staff for the Savannah Rotary Club by recording the reading of several elementary school books.

Chairman's Report. Mr. Smith commented on a future Letter of Intent with additional details of the expansion hotel project to be obtained soon. Mr. Marinelli provided an update on Parlay's activities. Mr. Smith commented on the November meeting being 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 11:42am.

Respectfully Submitted,



Lorri Smith, Secretary-Treasurer