

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, November 10, 2020, 11:00am

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

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

Chairman Smith convened the meeting at 11:04 am.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Vice-Chairman, Joe Marinelli; 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 provided an update on local and state elections. Mr. Hughes also highlighted the attendance of the State's Speaker of the House and Majority Leader in attendance at the facility to endorse Rep. Ron Stephens in addition to the endorsing the facility's expansion project. Mr. Farrell expressed gratitude to Mr. Hughes for his diligence in creating an opportunity for the State and local Legislature's to receive a detailed presentation regarding the expansion.

Financial Report. Mr. Hall reported a favorable variance to Center budget for October, and year-end currently favorable to budget. Mr. Hall also reported a favorable variance to the Authority budget for October and year-end currently favorable to budget. Mr. Hall also commented that Tybee Island presented all time record hotel/motel tax numbers for the months of July and August.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included cancellations, rescheduled events, site visits and contracts obtained during October. Ms. Daniels continued her report with a list of events for the month of November through December 2020 and the Pace report. Ms. Daniels and Mr. Hewitt commented on a successful 'Connect Marketplace' event held in Orlando, Florida. Ms. Daniels and Vice-Chairman Marinelli commented on a successful site tour with US Travel/ESTO for 2023. Mr. Farrell commented to the board members and staff to remind clients that the Convention Center is available right now to book space and also later when activity increases again.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights in addition to an update of capital projects which includes the public restroom remodeling and the expansion - cooling tower replacement projects. Chairman Smith commented on accelerating any future capital projects to be conducted earlier as needed to which the staff affirmed is currently in process.

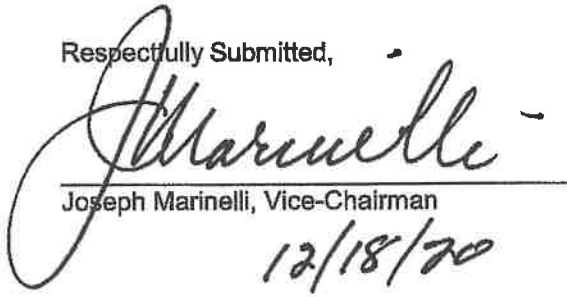
General Manager's Report. Ms. Spinks provided an update to the expansion timeline. Ms. Spinks presented an example of the staff's upcoming busy schedule through mid-December due to multiple and consecutive event days of activity in the facility.

Chairman's Report. Vice-Chairman Marinelli provided an update on Parlay's activities. Chairman Smith reviewed the 2021 board meeting dates. Chairman Smith also stated that board member/Secretary-Treasurer, Lorri Smith has resigned from her position on the SGCCA board; therefore, Chairman Smith reappointed the nominating committee consisting of Ben Polote Jr., Ruth Quattlebaum Edwards and

Ansley Williams to recommend a new Secretary/Treasurer considering the Governor's new appointment to the board. Pat Farrell suggested we invite CAT's new CEO to make a presentation at a future board meeting. The Chairman requested an update on the business relationship with the new Executive Director of Chatham Area Transit (CAT), Bacarra Sanderson Mauldin, to which Ms. Spinks commented to be very favorable relationship and noting Ms. Mauldin's increased involvement. Ms. Mauldin will be invited to a future board meeting.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 12:01 pm.

Respectfully Submitted,



Joseph Marinelli, Vice-Chairman
12/18/20