

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, December 16, 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, Trip Tollison, Ansley Williams **Members absent:** Mark Spadoni **Also present:** Frank Poe (via zoom), Marc Friday (via zoom), Michael Owens, Paul Threlkeld (via zoom), Lee Hughes and SCC staff: Sherrie Spinks, Stephen Hall, Angela Daniels, Judy Johnson, Gail Terrell, Jamie Parks and Ronnie Hickman

Chairman Smith convened the meeting at 11:02 am.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Martin Miller; 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 highlighted the expansion presentation to the local delegation. Mr. Hughes also commented that the City of Pooler has the hotel/motel extension agreement on their upcoming agenda.

Financial Report. Mr. Hall reported a favorable variance to Center budget for November, and year-end currently favorable to budget. Mr. Hall also reported a favorable variance to the Authority budget for November and year-end currently favorable to budget. Mr. Hall also commented that hotel/motel tax numbers are favorable to year end budget. Mr. Hall provided a brief overview of how the budget was created based on the pandemic in response to Vice-Chairman Marinelli's question.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included cancellations, rescheduled events, site visits and contracts obtained during November. Ms. Daniels continued her report with a list of events for the month of January and February 2021 in addition to review of the Pace report. Ms. Daniels also presented an image of the annual SCC holiday card as well as the FY20 Annual Report.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights in addition to a new monitor installed in the parking garage pathway from the Westin Hotel to SCC. Mr. Hickman also reviewed capital project updates. To Vice-Chairman Marinelli's question on the roof replacement, Mr. Hickman replied that a contractor will place bids for replacement of both the old and new roofs. To Mr. Hughes question regarding any changes to air flow after events during the pandemic, Mr. Hickman replied that the air is flushed out via the air handlers and ultra-violet light within the air handler units are being researched as an additional option. Mr. Hickman provided the final update on cooling tower replacement projects.

Food & Beverage Report. Mr. Parks provided an overview and financial report for the National Agriculture Aviation Association event recently held at the facility.

General Manager's Report. Ms. Spinks provided an update to the expansion timeline. Ms. Spinks also reviewed all events in the facility from June to present. Ms. Spinks expressed her gratitude to the board members for their support over the past months.

Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Thursday, December 16, 2021 11:00am

Virtual Meeting Rooms (Zoom Meeting) - Georgia Convention Center

Members present: Ruth Quattlebaum-Burrows, Pat Farrell, Joe Mitchell, Martin Miller, Ben Potts, Jr.,
Johnnie Geyer, Mark Smith, Eric Tipton, Anayla Williams, Amanda Gaskin, Alan Spadon, Alan
Grewett, Frank Fos (via zoom), Alan Friday (via zoom), Michael Gueary, Paul Finkbein (via zoom), Lee
Huggins and SOC Staff: Shanna Blyskal, Stephen Holt, Angela Daniels, Judy Johnson, Gail Tammell, Jo Ann
Parks and Ronnie Hickman

Chairman Smith convened the meeting at 11:02 am.

Chairman Smith asked for approval of the minutes of the meeting held on December 15, 2021. Motion made by Martin Miller
seconded by Mr. Gueary. Motion approved and approved by unanimous vote.

General Report: Mr. Finkbein asked to report on his report.

Executive Report: Mr. Huggins highlighted the expansion presentation to the local delegation. Mr.
Finkbein also commented that the City of Boulder has the intention to enter an agreement on their
portion of the area.

Financial Report: Mr. Hill reported a favorable variance to Center budget for November and year-to-
date. Mr. Hill also reported a favorable variance to the Authority budget for
November and year-to-date. Mr. Hill also commented that hotel and motel tax
numbers are favorable to year-to-date. Mr. Hill provided a brief overview of how the budget was
created based on the scenario in response to Vice-Chairman Mitchell's question.

Law and Marketing Report: Mr. Daniels reviewed the sales report which included cancellations
and scheduled events. Mr. Daniels also reported that the Authority is currently reviewing
a list of events for the month of January and February 2022. In addition to review of the sales
report, Mr. Daniels also presented an update on the impact of the COVID-19 holiday event as well as the FY2022 Annual
Report.

Operations Report: Mr. Hickman provided the Operations Report which included item highlights in
addition to a new month in state in the parking garage parking lot at the Westin Hotel in SOC. Mr.
Hickman also reviewed special projects. To Vice-Chairman Mitchell's question on the roof
replacement, Mr. Hickman reported that a contractor will place bids for replacement of both the old and
new roofs. To Mr. Huggins question regarding any changes to outdoor events during the pandemic,
Mr. Hickman reported that the site plan lists and outdoor event light within the site
plan. Mr. Hickman also reported that an additional option for outdoor events was the final update on
adding lower level parking garage.

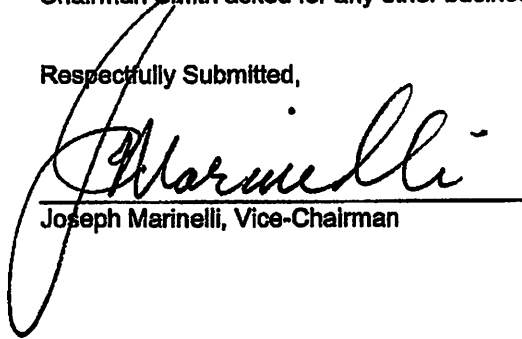
Food & Beverage Report: Mr. Parks provided an overview and financial report for the National
Agriculture Aviation Association event recently held at the facility.

General Management Report: Mr. Spinks provided an update to the expansion and timeline. Mr. Spinks also
provided all events in the facility from June to present. Mr. Spinks expressed her gratitude to the Board
members for their support over the past months.

Chairman's Report. Chairman Smith stated that they are currently waiting for the Guaranteed Maximum Price (GMP) in order to move forward to the expansion groundbreaking. Vice-Chairman Marinelli expressed his appreciation to the SCC staff for their hard work throughout the ongoing pandemic.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 11:44 am.

Respectfully Submitted,

A handwritten signature in cursive script, appearing to read "Marinelli", is written over a horizontal line. The signature is fluid and extends above and below the line.

Joseph Marinelli, Vice-Chairman