

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, February 10, 2021, 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, Ben Polote Jr. (via zoom), Jeanne Seaver, Mark Smith, Mark Spadoni, Trip Tollison (via Zoom) **Members absent:** Ansley Williams **Also present:** Frank Poe (via zoom), Marc Friday (via zoom), Michael Owens, Paul Threlkeld, Jeff Hewitt, Jim Collins (Thomas & Hutton) and SCC staff: Sherrie Spinks, Stephen Hall, Angela Daniels, Gail Terrell, Jamie Parks and Ronnie Hickman

Chairman Smith convened the meeting at 11:03 am.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Mark Spadoni; seconded by Mr. Martin Miller and approved by unanimous voice vote.

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

External Affairs Report. In Mr. Hughes absence, Ms. Spinks commented on the detailed report located in Boardpaq for the members to review. Ms. Spinks highlighted the City of Pooler has signed the hotel/motel extension agreement through 2052.

Financial Report. Mr. Hall reported a favorable variance to Center budget for January, and year-end currently unfavorable to budget. Mr. Hall also reported a favorable variance to the Authority budget for January 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 SCC July 2020 – January 2021 financials.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of January 2021. Ms. Daniels also reviewed cancellations and rescheduled events including the Pace report. Ms. Daniels provided pictures from recently held events at the facility. Mr. Marinelli and Mr. Hewitt provided comments on the market with regards to future year events.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights. Mr. Hickman also reviewed capital project updates including but not limited to the installation of the natural gas meter with bids currently being received to install the line into the building. Mr. Hickman discussed staff's recommendation to replace the 200s escalator handrail with an estimated cost of \$78k. Motion by Mr. Marinelli; seconded by Mr. Farrell and approved by unanimous voice vote. To Mr. Farrell's concern with regards to a pothole repair near the Main Entrance, Mr. Hickman affirmed to research having the pothole filled. To Ms. Quattlebaum's concern with regards to the street lights in need of repair and/or replaced, Mr. Hickman replied that they are working with Georgia Power to remedy.

Food & Beverage Report. Mr. Parks provided a revenue review and an overview of upcoming events which includes Food & Beverage.

General Manager's Report. Ms. Spinks introduced Mr. Jimmy Collins of Thomas and Hutton who provided a presentation on a future Riverwalk installed in Slip 3. Discussion ensued on details of the Riverwalk presented by Mr. Collins. Per Mr. Smith's request, Mr. Collins to provide an option to connect the Slip 3 Riverwalk to the existing Riverwalk facing the Savannah River. Ms. Spinks commented on the Pit and Paddock area which will be utilized by the expansion construction trucks as a staging area.

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
Wednesday, February 10, 2021, 12:00pm

via Google Meeting Rooms 1051108 and Teleconference (Zoom Meeting) - Savannah Convention Center

Minutes prepared by: Ruth Overholser, Executive Director, Savannah Convention Center Authority, Savannah, Georgia  
Minutes reviewed by: Ruth Overholser, Executive Director, Savannah Convention Center Authority, Savannah, Georgia  
Minutes approved by: Board of Directors, Savannah Convention Center Authority, Savannah, Georgia

Chairman Smith reviewed the meeting minutes of 1/13/21 and

Chairman Smith called for approval of the minutes and the report of the Finance Committee. Information made by Mark Spinks seconded by Mr. Michael Miller and approved by unanimous vote.

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

External Affairs Report: Mr. Hughes advised that Spinks commented on the detailed report located in Google for the minutes to review. The Spinks highlighted in the City of Project has signed the International extension agreement in July 2020.

Financial Report: Mr. Hill reported a favorable variance to General Budget for January and year-to-date currently unfavorable to budget. Mr. Hill also reported a favorable variance to the Authority budget for January and year-to-date currently favorable to budget. Mr. Hill also commented that the Authority has not been able to year-end budget. Mr. Hill provided a brief overview of the 2020-2021 budget.

Sales and Marketing Report: Mr. Daniels reviewed the sales report which included a list of contracts entered for the month of January 2021. Mr. Daniels also reviewed cancellations and rescheduled events including the Pace report. Mr. Daniels provided pictures from the early hotel events at the facility. Mr. Daniels and Mr. Hill provided comments on the market with regards to future year events.

Operations Report: Mr. Hickman provided the Operations Report which included items highlighting the Hickman also reviewed capital project updates including but not limited to the installation of the natural gas meter which is currently being received to install. He also discussed the building. Mr. Hickman discussed the recommendation to replace the 200s escalator and the estimated cost of \$25K. Motion by Mr. Marshall seconded by Mr. Hill and approved by unanimous vote. To fit a small concern with regards to a bathroom report near the Main Entrance, Mr. Hickman offered to research having the bathroom fixed. To Mr. Overholser, his concern with regards to the street lights in need of repair and/or replaced. Mr. Hickman stated that they are working with General Services to remedy.

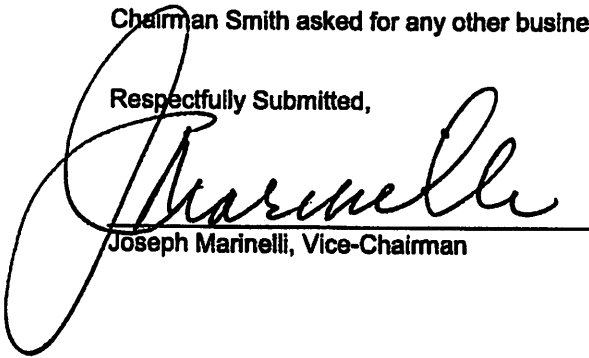
Food & Beverage Report: Mr. Parks provided a revenue review and an overview of upcoming events which includes Food & Beverage.

General Manager's Report: Mr. Spinks introduced Mr. Jimmy Collins of Thomas and Horton who provided a presentation on a new work installed in 2020. The presentation covered details of the new work presented by Mr. Collins. Mr. Spinks stated that Mr. Collins would like to provide an option to connect the City's Riverwalk to the existing Riverwalk. Mr. Spinks commented on the Riverwalk and stated that the expansion construction trucks as a parking area.

**Chairman's Report.** Chairman Smith reviewed the Parlay updated included in boardpaq. Mr. Owens commented on the upcoming presentation to the House Appropriations Committee in Atlanta tomorrow along with Mr. Marinelli. Mr. Owens informed the staff that the presentation can be viewed at [house.ga.gov](http://house.ga.gov), then select Appropriations Room 341. Mr. Marinelli confirmed that expansion materials provided to the board members today will also be provided to the House members. A discussion ensued in response to Mr. Spadoni's question with regards to the ground breaking date. To Mr. Farrell's question regarding the National Association of Counties (NACO). Mr. Marinelli stated that 2026 would be the earliest that convention could be held at SCC and there is no activity to set an earlier timeline at this moment.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 12:09pm.

Respectfully Submitted,

A large, stylized handwritten signature in black ink, appearing to read 'Marinelli', is written over a horizontal line. The signature is highly cursive and loops around the line.

Joseph Marinelli, Vice-Chairman