

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, March 10, 2021, 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, Mark Spadoni, Ansley Williams **Members absent:** Trip Tollison **Also present:** Frank Poe (via zoom), Marc Friday (via zoom), Michael Owens, Carson Daley, Paul Threlkeld, Jeff Hewitt, Keith Couch (Clark Construction-via zoom), Lee Hughes (via zoom) and SCC staff: Sherrie Spinks, Stephen Hall, Angela Daniels, Gail Terrell, Jamie Parks and Ronnie Hickman

Chairman Smith convened the meeting at 11:00 am.

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

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

External Affairs Report. Due to Mr. Hughes sound difficulties via zoom, Ms. Spinks commented on the detailed report located in Boardpaq for the members to review.

Financial Report. Mr. Hall reported a favorable variance to Center budget for February, and year-end currently favorable to budget. Mr. Hall also reported an unfavorable variance to the Authority budget for February and year-end currently favorable to budget. Mr. Hall commented that hotel/motel tax numbers continue to be favorable to year end budget. Discussion ensued on hotel/motel tax. Mr. Hall provided a brief overview of SCC July 2020 – February 2021 financials. Mr. Hall also stated that the Authority will receive a \$619k payment for FY20 for Business Interruption Insurance through DOAS, noting the original building loss amount of \$968k.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of February 2021. Ms. Daniels also reviewed one cancellation received in February by the GBI-GCIC conference. Ms. Daniels continued with the Pace report and pictures from recently held events at the facility. To Chairman Smith's question with regards to the creation of a list of events that will utilize the new 200k sq. ft. Exhibit Hall post-expansion, Vice-Chairman Marinelli confirmed that Visit Savannah is in the process of creating that list. To Ms. Quattlebaum's question on future travel, Vice-Chairman Marinelli provided anticipated changes to leisure, business and meeting travel in the upcoming months-years.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights. Mr. Hickman also reviewed capital project updates.

Food & Beverage Report. Mr. Parks provided a revenue review of Volleyball concessions which was successfully held in a meeting room versus the Exhibit Hall. Mr. Parks also provided a brief overview of the upcoming kitchen renovations.

General Manager's Report. Ms. Spinks provided a highlight of the signed contract between GSFIC and Clark Construction. Mr. Keith Couch, Senior Vice President of Clark Construction provided a brief overview of immediate and/or critical projects to be completed as construction begins. To Chairman Smith's questions, Mr. Couch replied that the anticipated completion date of the expansion is September 8, 2023 with the first production piling anticipated in September 2021.

Seavanna Georgia Convention Center Authority

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Wednesday, March 10, 2021 11:00am

Visiting: Board of Directors - Seavanna Convention Center

Present: Board of Directors - Seavanna Convention Center
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Chairman Smith convened the meeting at 11:00 am.

Chairman Smith asked for approval of the Minutes and Treasurer's Report as presented by Chairman Smith.
Seconded by Mr. Wesley Williams and approved by unanimous voice vote.

Chairman Smith stated no report of this nature.

External Affairs Report: Due to the various annual difficulties via Zoom, Mr. Spitzer commented on the detailed report located in B and approved for the minutes as follows:

Financial Report: Mr. Hill reported a favorable variance in Capital Budget for February and year-end variance favoring a budget. Mr. Hill also reported an unfavorable variance in the Authority budget for February and year-end currently favorable to budget. Mr. Hill commented that hotel/motel tax numbers continue to be favorable to year-end budget. Discussion ensued on hotel/motel tax. Mr. Hill provided a brief overview of QCC July 2021 - February 2021 financials. Mr. Hill also stated that the Authority will receive a \$2.9K payment for FY21 for business interruption insurance through QCC, noting the original building loss amount of \$66K.

Sales and Marketing Report: Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of February 2021. Ms. Daniels also reviewed one contract obtained from February by the GSC-COC contract. Ms. Daniels commented on the Sales report and pictures from recent hotel events at the facility. The Chairman Smith's question with regards to the location of a list of events that will utilize the new 200K sq. ft. Exhibit Hall was answered. Vice-Chairman Marshall commented that Visit Savannah is in the process of testing that list. Mr. Hill commented on a question on future travel. Vice-Chairman Marshall provided anticipated changes to future business and meeting travel in the upcoming non-travel years.

Operations Report: Mr. Hick provided the Operations Report which included item highlighting. Mr. Hickman also reviewed capital project updates.

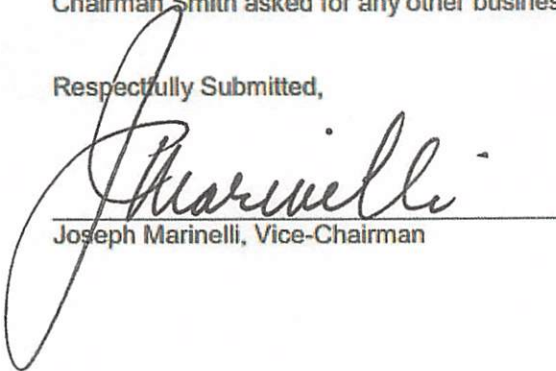
Food & Beverage Report: Mr. Faria provided a revenue review of beverage concessions which was successfully held in a meeting room versus the Exhibit Hall. Mr. Faria also provided a brief overview of the upcoming kitchen renovations.

General Manager's Report: Mr. Spitzer provided a highlight of the a good contract between GSC-COC and GSC-COC. Mr. Spitzer also provided a brief overview of immediate and/or future projects to be completed as well as other ongoing. To Chairman Smith's question, Mr. Spitzer reported that the anticipated completion date of the expansion is September 8, 2023 with the first production being anticipated in September 2023.

Chairman's Report. Chairman Smith commented on the receipt of the Notice to Proceed (NTP) and Guaranteed Maximum Price (GMP). Chairman Smith also provided an overview of the measures taken to stay within the expansion budget number. Vice-Chairman Marinelli provided an update on Parlay, noting the full report located in boardpaq. Ground breaking event for the expansion noted as Wednesday March 17, 2021 at 3:30pm with Governor Kemp in attendance. Mr. Owens provided a brief overview of the detailed process/steps taken to obtain the NTP/GMP. Ms. Seaver recognized Mr. Owens diligent work to assist with the expansion moving forward. Chairman Smith expressed gratitude to the legislation delegation and the community's role in the expansion moving forward. Mr. Farrell acknowledged the County Commissioner's from 20+years ago that made the decision to build the Savannah Convention Center and also located the facility on Hutchinson Island. Chairman Smith affirmed Mr. Farrell's comment and also stated that the Convention Center was a major project for the Chamber of Commerce in 1991. Chairman Smith provided brief comments on the potential Convention Center Hotel which is still pending. Chairman Smith stated they are monitoring GWCC hotel construction project to which Executive Director of GWCCA, Frank Poe provided comment on the hotel bonding pricing and 2023 completion date. To Chairman Smith question, Mr. Poe commented that the new GWCC hotel will be Signia by Hilton.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 11:49am.

Respectfully Submitted,



Joseph Marinelli, Vice-Chairman