

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, April 14, 2021, 11:00am**

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

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**Members present:** Joe Marinelli (zoom), Martin Miller, Ben Polote Jr., Jeanne Seaver, Mark Smith, Ansley Williams (zoom) **Members absent:** Ruth Quattlebaum-Edwards, Pat Farrell, Trip Tollison **Also present:** Frank Poe (via zoom), Marc Friday (via zoom), Michael Owens, Carson Daley, Paul Threlkeld (zoom), Jeff Hewitt, Keith Couch (Clark Construction), Paul Hansen (Hansen Architects), Gene Maria (Hansen Architects), Lee Hughes and SCC staff: Sherrie Spinks, Stephen Hall, Angela Daniels, Gail Terrell, Jamie Parks and Ronnie Hickman

Chairman Smith convened the meeting at 11:02 am.

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

External Affairs Report. Mr. Hughes commented on the City of Thunderbolt approving the Hotel/Motel tax. Mr. Hughes also stated the 90 million in bonds was added to the state budget for the SCC expansion.

Noting a quorum, Chairman Smith then asked for approval of the Minutes and Treasurer's report. Motion made by Mr. Martin Miller; seconded by Mr. Ben Polote Jr. and approved by unanimous voice vote.

Financial Report. Mr. Hall reported a favorable variance to Center budget for March, and year-end currently favorable to budget. Mr. Hall also reported a favorable variance to the Authority budget for March and year-end currently favorable to budget. Mr. Hall commented that hotel/motel tax numbers continue to be favorable to year end budget. Mr. Hall provided a brief overview of SCC July 2020 – March 2021 financials. Mr. Hall also informed the board members that the FY 2022 budget packet was available for review and questions prior to the Budget Workshop scheduled for next week April 21<sup>st</sup> at 8:30am. Chairman Smith and the board members decided to change the budget workshop to be discussed during the May 12<sup>th</sup> regular monthly board meeting.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of March 2021. Ms. Daniels also reviewed three cancellations received in March. Ms. Daniels continued with the Pace report and pictures from recently held events at the facility to include the ground breaking. Ms. Daniels noted that the National Rural Association will be the first convention to occupy the entire facility after the expansion. Mr. Hughes suggested the creation of an ongoing expansion progress list to be provided to prospects in order to maintain a connection and keep the prospects current on the expansion time line. Clark Construction, Visit Savannah and SCC to coordinate.

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 highlights of March F&B events in addition to an overview of March F&B revenue.

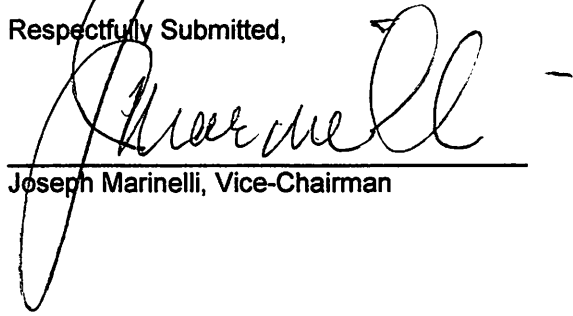
General Manager's Report. Ms. Spinks provided a brief overview of the Resolution to request to sell 90 million in bonds. Motion by Mr. Martin Miller and seconded by Mr. Ben Polote Jr., with a unanimous vote.

Mr. Keith Couch, Senior Vice-President of Clark Construction provided a presentation of the construction progress of the SCC expansion.

Chairman's Report. Chairman Smith informed the board members of Mr. Mark Spadoni's resignation from the board and relocation to Virginia. Chairman Smith noted two vacancies on the board pending Governor Kemp's assignment. Chairman Smith also commented on reengaging hotel developers to discuss a future convention center hotel project.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 11:45am.

Respectfully Submitted,

A handwritten signature in cursive script, appearing to read "Joseph Marinelli", is written over a horizontal line. The signature is written in black ink and is positioned to the right of the text "Respectfully Submitted,".

Joseph Marinelli, Vice-Chairman