

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
Wednesday, May 12, 2021, 11:00am

Via onsite Jasper Boardroom 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:** Trip Tollison **Also present:** Frank Poe (via zoom), Marc Friday (via zoom), Michael Owens, Lee Hughes and SCC staff: Sherrie Spinks, Stephen Hall, Angela Daniels, Gail Terrell, Jamie Parks and Ronnie Hickman

Chairman Smith convened the meeting at 11:01am.

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

Counsel Report. No report at this time.

External Affairs Report. Mr. Hughes commented that 90 million in bonds was signed in the state budget for the SCC expansion.

Financial Report. Mr. Hall reported an unfavorable variance to Center budget for April, and year-end currently favorable to budget. Discussion held on what events in April 2021 was moved or cancelled into FY 2022. Mr. Hall then continued to report an unfavorable variance to the Authority budget for April 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 and board members agreed with Mr. Miller's suggestion to create a financial model and scenarios to be reviewed in conjunction with Parlay for quick discussion points during various events the members may attend. To Chairman Smith's request to track a list of conventions able to be held at the Savannah Convention Center beginning 1<sup>st</sup> quarter 2024 and beyond due to the expansion, Ms. Daniels agreed. Mr. Hall continued his report with an overview of the proposed FY 2022 Operating and Capital Budget. Detailed review of the capital budget completed by Mr. Hickman. Motion by Mr. Marinelli to approve the budget as presented; seconded by Mr. Farrell. Discussion and questions by Ms. Seaver to clarify incentive fees, LEED certification expense and Insurance reimbursement. Budget then approved by unanimous voice vote.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of April 2021. Ms. Daniels continued with the Pace report and pictures from recently held events at the facility such as Vintage Market and Eastman Gun Show. Mr. Farrell commented on receiving verbal confirmation that the National Association of Counties (NACO) intend to have their convention at the Savannah Convention Center in 2027.

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 April F&B events and revenue. Mr. Parks also highlighted catering the 200 Club dinner event at the Charles Morris Center.

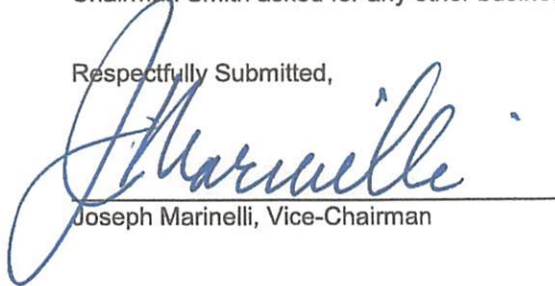
General Manager's Report. In Clark Construction's absence, Ms. Spinks provided a brief overview of the expansion schedule and progress to date. Ms. Spinks also reviewed upcoming construction activity and the critical action plans. Ms. Spinks then commented on the facilitated partnering with Grinnell Leadership that establishes goal alignment and cross-company management structure. Ms. Spinks

continued her presentation with a review of the GA contractor awardee list to be distributed to the board members.

Chairman's Report. Chairman Smith informed the board members that a Letter of Intent is in the process of being created as it pertains to the development of a Convention Center hotel. Mr. Poe provided a brief financial overview of the new Georgia World Congress Center Authority Convention Center hotel currently under construction. Chairman Smith designated Ms. Quattlebaum-Edwards and Mr. Polote Jr. as the SGCCA Nominating Committee.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 12:26am.

Respectfully Submitted,



Joseph Marinelli, Vice-Chairman