

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, June 9, 2021, 11:00am

Via onsite Jasper Boardroom and Teleconference (Polycomm) ~ Savannah Convention Center

Members present: Bert Brantley (via Audio), Ruth Quattlebaum-Edwards, Pat Farrell, Joe Marinelli, Martin Miller, Jeanne Seaver (via Audio), Mark Smith, Ansley Williams **Members absent:** Ben Polote Jr. and Trip Tollison **Also present:** Keith Couch (Clark Construction), Frank Poe (via Audio), Jeff Hewitt (Visit Sav), Lauren Cleland (Visit Sav), 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 introduced and welcomed Mr. Bert Brantley (via Audio), newly appointed to the SGCCA Board by Governor Kemp to replace Lori Smith who resigned due to new responsibilities.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Vice-Chair Joe Marinelli; seconded by Mr. Martin Miller and approved by unanimous voice vote.

Counsel Report. No report at this time due to Counsel Threlkeld's absence.

External Affairs Report. Mr. Hughes commented on the ongoing process of obtaining clearance for the dock at the west end of River Street.

Financial Report. Mr. Hall reported a favorable variance to Center budget for May, and year-end currently favorable to budget. Mr. Hall then continued to report a favorable variance to the Authority budget for May and year-end currently favorable to budget. Mr. Hall commented that hotel/motel tax numbers are continuing to trend favorably for the year end budget. Vice-Chairman Marinelli noted that the favorable hotel/motel tax numbers reflect similar 2019 leisure travel trends without corporate and meetings business. Mr. Hall then reviewed the year to date financial snapshot.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of May 2021. To Mr. Farrell's questions regarding the Stevedore event, Ms. Daniels commented on a successful event with repeated monthly bookings. Stevedore event being a spin-off of the ILA events which Mr. Farrell assisted bringing to the convention center. Ms. Daniel continued with the Pace report and also announced a newly hired Event Manager, Cindy Miletich. To Mr. Miller's question regarding the status of conventions, Ms. Daniels, Vice-Chair Marinelli and Mr. Hewitt provided comments on positive outcomes in the pipeline, some hybrid style meetings and future years returning to previous levels.

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 May F&B events in addition to June F&B events and revenue. Mr. Parks also highlighted the upcoming GA Water Professionals and Gulfstream events this summer. Mr. Parks then commented on the completion of the natural gas change in the kitchen.

General Manager's Report. Keith Couch from Clark Construction provided a brief overview of the expansion progress to date. Mr. Couch also reviewed the 1st Tier contract awardees which includes \$109 million – throughout the State of GA with \$44 million in Savannah. Vice-Chair Marinelli, Mr. Hewitt and

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Ms. Cleland presented the Visit Savannah 2020-2021 Annual Partnership update including but not limited to Digital Marketing Campaign results and convention bookings. Vice-Chair Marinelli also provided a Parlay Public Relations update including comments on the marketing dollars received from Governor Kemp's office.

Chairman's Report. Chairman Smith informed the board members that progress is being made on the Letter of Intent and design team as it pertains to the development of a Convention Center hotel. Ms. Quattlebaum-Edwards presented the nominating committee's recommendation of Executive Board Members for FY 2022 to be Mark Smith, Chairman; Joe Marinelli, Vice-Chairman; Bert Brantley, Secretary-Treasurer. Motion by Ms. Quattlebaum, seconded by Mr. Miller and approved by unanimous voice vote.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 12:02pm.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer