

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, November 10, 2021, 11:00am

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

Members present: Bert Brantley (via zoom), Ruth Quattlebaum-Edwards, Pat Farrell, Joe Marinelli, Martin Miller, Ben Polote Jr., Anne Scheer, Pritpal Singh, Mark Smith and Ansley Williams (via zoom)

Members absent: Trip Tollison **Also present:** Lee Hughes, Keith Couch (Clark Construction), Paul Hansen (Hansen Architects), Paul McKeever (TVS Design) and SCC staff: Sherrie Spinks, Gail Terrell and Ronnie Hickman

Chairman Smith convened the meeting at 11:00am.

General Manager acknowledged the recent passing of longtime dedicated customer, Robert "Bob" Hunt, founder of Christmas Made in the South.

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

Counsel Report. Mr. Threlkeld spoke earlier in the day to Ms. Spinks and indicated he had no report at this time.

External Affairs Report. Mr. Hughes stated no report at this time.

Financial Report. In Mr. Hall's absence, Ms. Spinks reported a favorable variance to Center budget for October, and year-end currently on budget. Ms. Spinks then continued to report a favorable variance to the Authority budget for October and year-end also currently on budget. Ms. Spinks commented that hotel/motel tax numbers are continuing to trend favorably. Discussion held on the consistent favorability of the hotel/motel taxes in addition to strong travel indicators for Q2 and Q3. Ms. Spinks reviewed the July 2021 – October 2021 SCC financial report. Ms. Spinks reviewed the State Fiscal Recovery Fund Grant Program. Mr. Hughes provided additional insight and details about the grant program.

Sales and Marketing Report. In Ms. Daniels' absence, Ms. Spinks reviewed the Sales report which included a list of contracts obtained for the month of October 2021. Ms. Spinks reviewed the list of events that will be utilizing the upcoming expansion space. Ms. Spinks then continued with the Pace Report, Room Nights graph and pictures from recent events at the facility.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights. Mr. Hickman also reviewed capital project updates. Mr. Hickman then continued with a request for additional capital for the Trane Automation Migration and also the Video Information System Proposal. Motion made by Mr. Marinelli to approve the additional capital; seconded by Ms. Scheer and approved by unanimous voice vote.

Food & Beverage Report. In Mr. Parks' absence, Ms. Spinks provided highlights of October F&B events and revenue.

General Manager's Report. Ms. Spinks commented on Savannah/Chatham Day to be held on February 3, 2022. Ms. Spinks also noted that the December SGCCA Board Meeting and luncheon will be held on the 3rd Wednesday, December 15, 2021. Mr. Keith Couch from Clark Construction provided an overview of the expansion progress to date.

Chairman's Report. Chairman Smith provided a meeting recap held with David Songy, Frank Poe, and Sherrie Spinks to review the financial analysis and hotel performance levels for a potential convention center hotel project. Mr. Smith commented on the documentation of the concept phase as the next step.

Mr. Farrell expressed his gratitude to the SCC team for a seamless event he attended the day before.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 11:53am.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer