

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, October 13, 2021, 11:00am

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

Members present: Bert Brantley (via zoom), Ruth Quattlebaum-Edwards, Pat Farrell, Martin Miller, Anne Scheer, Mark Smith and Ansley Williams **Members absent:** Joe Marinelli, Ben Polote Jr., Pritpal Singh and Trip Tollison **Also present:** Keith Couch (Clark Construction), Michael Owens, Frank Poe (GWCC-via zoom), Jeff Hewitt, Marc Friday (via zoom), Mike Cates and SCC staff: Sherrie Spinks, Stephen Hall, Angela Daniels, Gail Terrell, Jamie Parks, Holly Jenkins and Ronnie Hickman

Chairman Smith convened the meeting at 11:02am.

Chairman Smith acknowledged the recent passing of two SCC employees, Sous Chef, Patrick Sheppard and Banquet Captain, Borish Jenkins and requested a moment of silence.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Mr. Farrell; seconded by Ms. Quattlebaum-Edwards 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. In Mr. Hughes absence, Mr. Owens commented on multiple meetings held in the past week discussing the SCC expansion project.

Financial Report. Mr. Hall reported a favorable variance to Center budget for September, and year-end currently on budget. Mr. Hall then continued to report a favorable variance to the Authority budget for August and year-end also currently on budget. Mr. Hall commented that hotel/motel tax numbers are continuing to trend favorably. Discussion held on the consistent favorability of the hotel/motel taxes being a revenue source with Mr. Owens confirming that almost 10% of the vacation and short term rental are included in the hotel/motel taxes. Mr. Hall continued his report with the FY 2021 Audit report being completed with accuracy and no findings. Mr. Hall reviewed the July 2021 – September 2021 SCC financial report.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of September 2021. To Mr. Miller's question, Ms. Daniels commented on 3 confirmed contracts and 7 contracts pending signatures that will be utilizing the upcoming expansion space. Ms. Daniels then continued with the Pace Report 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.

Food & Beverage Report. Mr. Parks provided highlights of September 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. Ms. Spinks reported that GSFIC Marvin Woodward will be retiring from the State at the end of November. Mr. Keith Couch from Clark Construction provided an overview of the expansion progress to date. Mr. Mike Cates provided a Hovercraft presentation as a potential future option of transportation across the Savannah River or commute to Tybee Island,

Daufuskie Island and Hilton Head Island.

Chairman's Report. Chairman Smith commented on an upcoming meeting with Mr. Poe next week to review the financial analysis and hotel performance levels for a potential convention center hotel project.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 12:01pm.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer