

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, December 15, 2021, 10:30am

Via onsite Jasper Boardroom ~ Savannah Convention Center

Members present: Bert Brantley, Pat Farrell, Martin Miller, Ben Polote Jr., Anne Scheer, Mark Smith, Trip Tollison and Ansley Williams **Members absent:** Ruth Quattlebaum-Edwards, Joe Marinelli, Pritpal Singh **Also present:** Lee Hughes, Frank Poe, Michael Owens, Carson Daley, Julie Musselman, Marc Friday and SCC staff: Sherrie Spinks, Stephen Hall, Jamie Parks, Angela Daniels, Holly Jenkins, Gail Terrell and Ronnie Hickman

Chairman Smith convened the meeting at 10:30am.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Mr. Miller; seconded by Mr. Polote, Jr. 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 that the town of Thunderbolt (in Chatham County) recently passed a lodging tax on their vacation rentals.

Financial Report. Mr. Hall reported a favorable variance to Center budget for November, and year-end currently on budget. Mr. Hall then continued to report a favorable variance to the Authority budget for November and year-end also currently on budget. Mr. Hall commented on favorable hotel/motel tax numbers. Mr. Hall reviewed the July 2021 – November 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 November 2021. Ms. Daniels commented on 9 contracts received yesterday with 6 of the 9 contracts utilizing all Exhibit Hall space post-expansion through 2029. Ms. Daniels reviewed the list of events that will be utilizing the upcoming expansion space. Ms. Daniels 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 Tondee's Metal Covering. Motion made by Mr. Tollison to approve the additional capital of \$100,000; seconded by Mr. Williams and approved by unanimous voice vote.

Food & Beverage Report. Mr. Parks provided highlights of the November F&B events and revenue. Mr. Parks commented on SCC staff's recognition for dedicated service by the Tourism Leadership Council during yesterday's award ceremony.

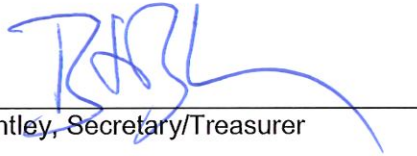
General Manager's Report. Ms. Spinks commented on Savannah/Chatham Day to be held on February 3, 2022. Ms. Spinks also reviewed the 2022 SGCCA meetings dates. Motion by Ms. Scheer to approve the 2022 meeting dates; seconded by Mr. Farrell and approved by unanimous voice vote. Ms. Spinks provided an expansion update video presentation created by Videographer, Austin Smith.

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 working with the Governor's office as part of the next

steps. Chairman Smith reviewed the Howard Morrison presentation and resolution. Motion to adopt the resolution made by Mr. Williams; seconded by Mr. Tollison and unanimous voice vote.

Chairman Smith asked for any other business; Mr. Williams acknowledged Ms. Musselman, Director of the Savannah Waterfront attendance at the board meeting. Chairman Smith then adjourned the meeting at 11:07am.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer