

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, January 12, 2022, 11:00am

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

Members present: Pat Farrell, Joe Marinelli, Martin Miller, Ben Polote Jr., Mark Smith **Members absent:** Bert Brantley, Ruth Quattlebaum-Edwards, Anne Scheer, Pritpal Singh, Trip Tollison, Ansley Williams **Also present:** Frank Poe (via zoom), Michael Owens, Keith Couch (via zoom) and SCC staff: Sherrie Spinks, Stephen Hall, Jamie Parks, Gail Terrell 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 Mr. Marinelli; seconded by Mr. Miller 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 informed Ms. Spinks earlier in the day that he is in contact with the town of Thunderbolt (in Chatham County) as it relates to the recently passed lodging tax on their vacation rentals.

Financial Report. Mr. Hall reported a favorable variance to Center budget for December, and the potential to break-even at year-end. Mr. Hall then continued to report a favorable variance to the Authority budget for December and year-end also currently on budget. Mr. Hall commented on favorable hotel/motel tax numbers. Mr. Hall reviewed the July 2021 – December 2021 SCC financial report. Vice-Chairman Marinelli commented on leisure business travel remaining strong and convention/meetings, business/international expected to increase soon.

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 December 2021. Ms. Spinks then reviewed the list of events that will be utilizing the upcoming expansion space. Ms. Spinks then continued with the Pace Report and pictures from recent events at the facility. Vice-Chairman Marinelli commented on his participation at a recent PCMA conference in which many comments and awareness of the SCC expansion was received by prospects which confirms the marketing is working well.

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 the December F&B events and revenue.

General Manager's Report. Ms. Spinks commented on Savannah/Chatham Day to be held on February 3, 2022. Mr. Keith Couch of Clark Construction provided an expansion update.

Chairman's Report. Chairman Smith stated he has continued to work with the Governor's office as part of the next steps of the future convention center hotel.

Chairman Smith asked for any other business; Chairman Smith then adjourned the meeting at 11:52am.

SGCCA Board Minutes
January 12, 2022
Page 2 of 2

Respectfully Submitted,

Bert Brantley, Secretary/Treasurer