

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, February 9, 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, Bert Brantley, Ruth Quattlebaum-Edwards, Anne Scheer (via Zoom), Pritpal Singh, Trip Tollison, Ansley Williams (via Zoom) **Members absent:** None **Also present:** Frank Poe (via zoom), Keith Couch (via zoom) and SCC staff: Sherrie Spinks, Stephen Hall, Jamie Parks, Angela Daniels, Gail Terrell, Ronnie Hickman and Holly Jenkins

Chairman Smith convened the meeting at 11:00am.

Chairman Smith requested a review of the balance sheet by Mr. Hall.

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

Counsel Report. Mr. Threlkeld reported no report at this time.

External Affairs Report. Chairman Smith provided a brief recap on Savannah/Chatham Day in Atlanta with the main conversations consisting of securing additional monies for the completion of the expansion project.

Financial Report. Mr. Hall reported a favorable variance to Center budget for January, a favorable year-end and the potential to make a profit at year-end. Mr. Hall then continued to report a favorable variance to the Authority budget for January and commented on favorable hotel/motel tax numbers. Mr. Hall reviewed the July 2021 – January 2022 SCC financial report. Vice-Chairman Marinelli commented that local hotels are consistently at or above expectations. To Mr. Farrell's question regarding the Water Ferry, Ms. Spinks commented on a recent meeting held with the new Director of Chatham Area Transit last week in which ferry grants and new docks were discussed. Vice-Chair Marinelli commented on future docks for Eastern Wharf and Plant Riverside areas.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of January 2022. Ms. Daniels then reviewed the list of events that will be utilizing the upcoming expansion space. Ms. Daniels then continued with the Pace Report. Discussion ensued on room nights and hotel inventory with insights provided by Mr. Singh and Vice-Chairman Marinelli.

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 January F&B events and revenue.

General Manager's Report. Mr. Keith Couch of Clark Construction provided an expansion update.

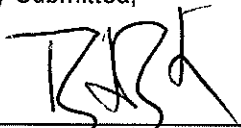
Chairman's Report. Chairman Smith commented on benefits of SGCCA joining the Savannah Waterfront Association at the \$25k level. Motion by Mr. Tollison to join the Savannah Waterfront Association; seconded by Mr. Miller and approved by unanimous voice vote.

Chairman Smith then adjourned the regular SGCCA board meeting at 11:49am to begin the Executive Session and discuss the acquisition of real property. Motion by Mr. Miller to open Executive Session to discuss real estate; seconded by Mr. Farrell and approved by unanimous voice vote.

No action taken during the Executive Session. Motion by Mr. Singh to close Execution Session; seconded by Mr. Tollison and approved by unanimous voice vote.

Motion by Mr. Singh and seconded by Mr. Farrell to reissue the RFQ/RFP on the potential Convention Center Hotel; approved by unanimous voice vote.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer