

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, April 13, 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 (via Zoom), Ruth Quattlebaum-Edwards, Ansley Williams **Members absent:** Anne Scheer, Pritpal Singh, Trip Tollison **Also present:** Frank Poe, Jeff Hewitt, Michael Owens, Lee Hughes, Paul Threlkeld, David Culverhouse 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 asked for approval of the Minutes and Treasurer's report. Motion made by Mr. Williams; seconded by Mr. Martin and approved by unanimous voice vote.

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

Financial Report. Mr. Hall reported a favorable variance to Center budget for March, a favorable year-end and a profit anticipated at year-end. Mr. Poe commented on event volume and revenue levels at the Georgia World Congress Center and Savannah Convention Center. Mr. Hall then continued to report a favorable variance to the Authority budget for March and commented on continued favorable hotel/motel tax numbers. Mr. Hall reviewed the highlights of the FY23 Preliminary Operating and Capital budget packet provided to the board members. Brief discussion held regarding forecasted FY23 capital budget expenditures.

External Affairs Report. Mr. Hughes expressed gratitude to the Tourism Leadership Council, Savannah Chamber of Commerce, Governor's office and Legislative Delegation for their continued support towards funding the expansion project. Mr. Hughes also commented that the short-term vacation rentals are now being allocated to the hotel/motel taxes.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of March 2022. Ms. Daniels then reviewed the March production and event pictures. Vice-Chairman Marinelli commented on the importance of Association Management companies such as Smith Bucklin to meeting planners.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights. Mr. Hickman also reviewed capital project updates. Mr. Hickman then reviewed the roof replacement options and projected costs.

Food & Beverage Report. Mr. Parks provided highlights of the March F&B events and revenue.

General Manager's Report. Ms. Spinks commented on the upcoming evening event, 2022 Night of Champions – Low Country Down Syndrome at the facility. Ms. Spinks then provided a Convention Center Hotel RFP update stating that four potential developers are interested in project. Ms. Spinks then provided an expansion update on behalf of Clark Construction.

Chairman's Report. Chairman Smith confirmed the SGCCA Budget Workshop will be held prior to the May 11, 2022 board meeting at 9:30am with the regular scheduled board meeting immediately following.

Chairman Smith asked for any other business; Chairman Smith then adjourned the meeting at 12:12pm.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer