

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
Wednesday, March 9, 2022, 11:00am

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

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**Members present:** Pat Farrell, Martin Miller, Ben Polote Jr., Mark Smith, Bert Brantley, Ruth Quattlebaum-Edwards, Anne Scheer, Pritpal Singh, Trip Tollison, Ansley Williams **Members absent:** Joe Marinelli **Also present:** Frank Poe (via zoom), Keith Couch (Clark Construction), Jeff Hewitt, Blake Jenkins(CCLD) 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. Miller; seconded by Mr. Singh and approved by unanimous voice vote.

Counsel Report. Ms. Spinks stated no report at this time on behalf of Mr. Threlkeld.

External Affairs Report. Chairman Smith stated the Governor's office has confirmed support of the Savannah Convention Center expansion.

Financial Report. Mr. Hall reported a favorable variance to Center budget for February, 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 February and commented on favorable hotel/motel tax numbers. Mr. Hall reviewed the July 2021 – February 2022 SCC financial report. Brief discussion held regarding staffing challenges.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of February 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 and recent event pictures.

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 February F&B events and revenue.

General Manager's Report. Mr. Keith Couch of Clark Construction provided an expansion update. Mr. Blake Jenkins, Event Technology Manager for CCLD Networks provided a presentation on Event Advertising/Branding & Sponsorships. Chairman Smith requested ancillary revenue to be included in the budget process.

Chairman's Report. Chairman Smith commented on the potential Convention Center Hotel RFQ. Ms. Spinks provided an update and summary of the RFQ/RFP process with responses expected on Friday March 11, 2022. Chairman Smith confirmed the SGCCA Budget Workshop will be held prior to the May 11, 2022 board meeting at 9:30am.

Chairman Smith asked for any other business; Chairman Smith then adjourned the meeting at 11:56am.

Respectfully Submitted,



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Bert Brantley, Secretary/Treasurer