

Savannah Georgia Convention Center Authority

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

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

Members present: Bert Brantley, Ruth Quattlebaum-Edwards, Pat Farrell, Martin Miller, Ben Polote Jr., Anne Scheer, Pritpal Singh (via Zoom), Mark Smith, Trip Tollison **Members absent:** Joe Marinelli and Ansley Williams **Also present:** Frank Poe (via Zoom), Jeff Hewitt, Michael Owens, Lee Hughes, Paul Threlkeld, Trisha Moore (TVSDesign), Jesse Rice (Clark Construction) and SCC staff: Sherrie Spinks, Stephen Hall, Jamie Parks, Angela Daniels, Gail Terrell and Ronnie Hickman

Chairman Smith convened the meeting at 10:59am.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Ms. Quattlebaum-Edwards; seconded by Mr. Miller and approved by unanimous voice vote.

Chairman Smith asked for approval of a Resolution to request the Sale of Bonds. Motion made by Mr. Polote Jr.; seconded by Mr. Miller and approved by unanimous voice vote.

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

External Affairs Report. Mr. Hughes stated no report at this time.

Financial Report. Mr. Hall reported a favorable variance to Center budget for April, a favorable year-end and profit expected at year-end. Mr. Hall then continued to report a favorable variance to the Authority budget for April and commented on continued favorable hotel/motel tax numbers. Mr. Hall stated that the Water Ferry expenses 'life to date' was updated. Discussion ensued on Ferry funding and potential dock location at JW Marriott Plant Riverside. Mr. Hall commented on the review of the FY2023 Operating and Capital Budget during the Budget Workshop prior to the board meeting. Chairman Smith stated the FY2023 Budget was reviewed in detail during the workshop. Chairman Smith commented on a monetary amendment to the TLC Sponsorship (reducing to \$62,500 for FY23) which may be revisited later this calendar year. Chairman Smith then asked for approval of the FY2023 Operating and Capital Budget. Motion made by Mr. Miller; seconded by Mr. Tollison and approved by unanimous voice vote. FEMA Grant fee of \$5k reviewed. Motion to approve FEMA Grant fee of \$5k made by Mr. Polote Jr.; seconded by Ms. Scheer and approved by unanimous voice vote.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of April 2022. Ms. Daniels then reviewed a list of events utilizing the future expansion space. Ms. Daniels continued with the Pace report, April production and 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 April F&B events and revenue.

General Manager's Report. Ms. Spinks introduced Mr. Jesse Rice from Clark Construction who provided an expansion update. Ms. Spinks then provided a Convention Center Hotel RFP update – RFP responses are due May 11, 2022 with presentations from each responder occurring on May 16th. Ms. Spinks introduced Ms. Trisha Moore of TVSDesign who presented an update on the carpet and public space furniture for the expansion space and existing SCC facility.

Chairman's Report. Chairman Smith stated a funding strategy was needed for the requested \$10 million expansion cost shortfall. Chairman Smith agreed to a resolution of gratitude to be drafted by Counselor Threlkeld and presented to Gov. Kemp for his continued expansion support. In addition to full page ads in various newspapers to express thanks to the Governor and legislature.

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

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer