

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
Wednesday, September 21, 2022, 9:00am

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

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

Chairman Smith convened the meeting at 9:00am.

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

Counsel Report. Mr. Threlkeld stated a draft agreement is in process with Brookfield Properties.

External Affairs Report. Mr. Hughes stated that meetings with the State of GA continue in order to fund the remaining \$10 million for the expansion project.

Financial Report. Mr. Hall reported an unfavorable month for August and year-end on budget for the facility. Mr. Hall then continued to report a favorable variance to the Authority budget for the month of August and favorable year-end to Authority budget. Mr. Hall commented on favorable hotel/motel tax numbers. Vice-Chairman Marinelli commented on 2022 being the highest year to date for hotel/motel numbers. To Mr. Farrell's question on how the Water Ferry is funded, Ms. Spinks provided a detailed breakdown of the various sources. Mr. Owens provided additional clarity and information on the POR fees.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of August 2022. Ms. Daniels then reviewed a list of events utilizing the future expansion space. Mr. Miller commented on the events utilizing expansion space. Ms. Daniels continued with the Pace report. To Mr. Singh's question regarding any concerns vocalized by Meeting Planners as it pertains to the softening of the economy, Ms. Daniels replied no concerns at all. Mr. Hewitt affirmed Ms. Daniels comment and also stated future events may have political views which may impact booking but to a smaller degree to which Vice-Chairman Marinelli also provided additional comments. Ms. Daniels then continued with the August production highlighting the ASAE conference. Ms. Daniels provided an overview of the September and October event calendar in SCC and recent event pictures. Mr. Farrell commented on a potential Chatham County project to build a multi-use 12 court gymnasium with track which will allow competition meets. Vice-Chairman Marinelli highlighted the upcoming FAM event with National Meeting Planners at the convention center. Ms. Daniels continued to highlight recent events held at the convention center.

Operations Report. Mr. Hickman provided the Operations Report which included a team update, Riverwalk repair update and LEED Gold recertification. Mr. Hickman also reviewed capital project updates. Mr. Hickman provided a detailed review of the Ballroom-Airwall replacement costs by Skyfold. Motion by Vice-Chairman Marinelli to approval additional \$700k cost to replace airwall; seconded by Mr. Tollison. Approved by unanimous voice vote.

Food & Beverage Report. Mr. Parks reviewed the August F&B events and year-end revenue. Mr. Parks also highlighted the Department of Health inspection score of 100% and the great job of the full kitchen team.

General Manager's Report. Mr. Jesse Rice from Clark Construction provided an expansion update. The parking structure precast fabrication is 53% complete, slab on grade concrete pours are in progress. The East concourse work including placing, post-tensioning, stripping level 6 concrete deck, installing structural steel, and starting the overhead MEP rough in. On the main concourse the west concourse fireproofing, overhead rough-in and stud framing are in progress, the west concourse slab on metal deck is in place to level 5 and they are prepping the exhibit hall for steel erection. Jesse also reported that the exhibit hall B wind bracing modification is complete and Clark and their subs have completed 638,000 man-hours to date. In the coming weeks Clark's team will be working on the east concourse steel erection, the parking garage shoring & rebar placement, complete east concourse level 6 pour 2, west concourse slab on grade pour 1, start the exhibit hall steel erection and west bridge concrete footing pour 1. Ms. Spinks commented on a potential site tour for the board members after the October meeting.

Chairman's Report. Chairman Smith commented on next steps with Brookfield Properties which includes forwarding the draft lease and room block agreement this week. Chairman Smith then commented on the renewal of the GWCCA Agreement for an additional 3-years beginning July 1, 2023. Chairman Smith introduced Chatham Area Transit's (CAT), Executive Director, Faye DiMassimo and Chief Financial Officer, Stephanie Cutter. Ms. DiMassimo and Ms. Cutter provided a detailed presentation and update of CAT to include grants for the Water Ferry operations. Mr. Jack Kingston, lobbyist for CAT also provided commentary via phone. Discussion ensued. CAT asked board for immediate approval of \$1.5 million for a new grant. Board indicated they would gather some questions and forward to Ms. DiMassimo within a few days.

Chairman Smith asked for any other business; Chairman Smith then adjourned the meeting at 10:53am.

Respectfully Submitted,



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Bert Brantley, Secretary/Treasurer