

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, January 11, 2023, 11:00am**

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

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**Members present:** Joe Marinelli, Ruth Quattlebaum Edwards, Pat Farrell, Ben Polote Jr., Anne Scheer (via Zoom), Pritpal Singh, Mark Smith, Trip Tollison **Members absent:** Bert Brantley, Martin Miller, Ansley Williams **Also present:** Jesse Rice (Clark Construction), Paul Threlkeld, Frank Poe (via Zoom), Lee Hughes (via Zoom), Yong Choe (YC Consulting) and SCC staff: Sherrie Spinks, Ronnie Hickman, Angela Daniels, Jamie Parks, Holly Jenkins, Gail Terrell

Chairman Smith convened the meeting at 11:04am.

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

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

External Affairs Report. Mr. Hughes commented on attending the Georgia Chamber Eggs & Issues event this morning. Mr. Hughes informed the board members that \$8 million dollars for the proposed completion of the SCC expansion is in the Governor's budget. Mr. Hughes continued his report with a brief comment on federal affairs to which he mentioned that 'government earmarks' has returned; therefore, an appeal for capital needs within the existing SCC facility should be requested. Mr. Hughes also commented on his meeting with Congressman Carter to discuss SCC needs. Mr. Hughes stated that he received recommendations from multiple reliable sources to hire Mr. Yong Choe of YC Consulting to represent SGCCA for lobbying needs at the federal level. Chairman Smith provided a brief history to the board members on the use of lobbyist for many years in the past. Mr. Hughes then introduced Mr. Choe who provided a detailed introduction/background of his experience and consulting company. Mr. Choe stepped out of the board meeting during the discussion on whether to move forward with his services. Motion by Mr. Farrell to hire Mr. Choe of YC Consulting for 6 months and then re-evaluate. Seconded by Mr. Polote Jr and approved unanimously by voice vote. Vice-Chairman Marinelli asked Mr. Poe if GWCC had any representation in Washington to which Mr. Poe replied, no, GWCC utilizes federal lobbyist assigned to the State and that SCC and GWCC have different needs. Mr. Choe re-entered the meeting and was informed of the acceptance.

Financial Report. Mr. Hall reported a favorable month for December and year-end for the facility. Mr. Hall then continued to report a favorable variance to the Authority budget for the month of December and favorable year-end to Authority budget. Mr. Hall also commented on unfavorable hotel/motel taxes through December 2022 with potential unfavourability at year-end.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of December 2022. Ms. Daniels then reviewed a list of events utilizing the future expansion space and continued with the Pace report. Vice-Chair Marinelli commented on the PCMA event held in Columbus, Ohio. Ms. Daniels also provided a review of December production followed by an overview of the January 2023 – March 2023 event calendar in SCC and recent event pictures.

Operations Report. Mr. Hickman provided the Operations Report which included a team update, Riverwalk repair and capital project updates. Mr. Hickman reviewed the overage cost for the Exhibit Hall lighting project and approval for the unbudgeted rollup door installation. Motion by Ms. Quattlebaum Edwards to approve the overage request of \$366k; seconded by Mr. Singh and approved by unanimous

voice vote. Mr. Hickman also provided an update on the demo cost for the new airwall by Skyfold which he is monitoring for any proposed changes.


Food & Beverage Report. Mr. Parks reviewed the December F&B financials and highlighted a "F&B Action – Cash Sales" 2022 slide with concession totals at the point of sales.

General Manager's Report. Ms. Spinks commented on Savannah-Chatham Day being held on Thursday February 9, 2023. Ms. Spinks introduced Mr. Jesse Rice from Clark Construction who provided an expansion update. To Chairman Smith's question regarding structural steel completion, Mr. Rice replied the end of March with a potential 'topping off' event to be held in mid-March. To Mr. Polote Jr.'s question regarding any switchgear contingency plans, Mr. Rice replied that continuous contact, visitation at the plant and regular calls are made. Ms. Daniel's commented on a meeting with SCAD to do the artwork throughout SCC facility with local artists. Proposal expected in February.

Chairman's Report. Chairman Smith commented on the anticipation of an access agreement from Brookfield Group next week. Chairman Smith also commented on meeting with Mr. John Cay to discuss Slip 1 updates. In addition to a meeting with the Engineering company yesterday to discuss Slip 3 retaining wall which has reached its max life of 50 years. The evaluation committee which consisted of Mr. Farrell, Chairman Smith and Mr. Polote Jr. recommended Moffatt & Nichol Engineering as it pertains to the issues of the sink hole in Slip 3/Tomochichi square to obtain potential options for resolution. Motion by Vice-Chair Marinelli to approve the selection of Moffatt & Nichol Engineering; seconded by Ms. Quattlebaum Edwards and approved by unanimous voice vote. Chairman Smith also commented on future capital item discussions needed as it pertains to the two riverwalks in the front and side of the SCC facility and the best course of action to connect the two together. Brief discussion ensued regarding the renewal of Mr. Hughes contract for 3 years at \$7k per month. Motion by Vice-Chair Marinelli to approve the renewal of Mr. Hughes contract; seconded by Mr. Singh and approved unanimously by voice vote.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting at 12:11pm.

Respectfully Submitted,



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Bert Brantley, Secretary/Treasurer