

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, February 8, 2023, 11:00am

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

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

Chairman Smith convened the meeting at 11:02am.

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

Counsel Report. In Mr. Threlkeld's absence, Chairman Smith commented that a draft of the proposed lease of the convention center hotel had been received.

External Affairs Report. Mr. Hughes informed the board members that \$8 million dollars for the proposed completion of the SCC expansion is in the Governor's FY 24 budget. In addition to \$1 million in cash from the supplemental budget and the future approval of \$1 million by the Senate appropriation committee. Mr. Yong Choe of YC Consulting provided a summary of his 120-day strategy/action plan.

Financial Report. Mr. Hall reported a favorable month for January and year-end for the facility. Mr. Hall then continued to report a favorable variance to the Authority budget for the month of January and favorable year-end to Authority budget. Vice-Chair Marinelli commented on no hotel/motel tax numbers for January yet; however, a good spring season is expected. Mr. Hall informed the board members that the internal budget process has begun and the board's budget workshop to be held in April.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of January 2023. Ms. Daniels then reviewed a list of events utilizing the future expansion space and continued with the Pace report. Ms. Daniels also provided a review of January production followed by an overview of the February 2023 – April 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 also commented that the facility's exterior locks will be converted to electrically controlled locks in the near future.

Food & Beverage Report. Mr. Parks reviewed the January F&B financials and highlighted the new 'mini-market' located near the 100's meeting rooms which will not require an attendant due to self-checkout POS system. Mr. Parks also informed the board that the new stove range has been installed.

General Manager's Report. Ms. Spinks commented on Savannah-Chatham Day being held the next day in Atlanta. Ms. Spinks introduced Mr. Jesse Rice from Clark Construction who provided an expansion update. The board to revisit a new 'topping-out' event date to allow for legislature attendance.

Chairman's Report. Chairman Smith commented that Brookfield Group is in the process of creating their development team. Chairman Smith also commented that John Cay Development will provide an overview of Slip 1 at the March board meeting. Moffatt & Nichol Engineering to provide potential options

for the resolution of the retaining wall concerns by mid-March. Chairman Smith also reminded the board members of future capital item discussions this year 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 Savannah Waterfront Membership. Mr. Williams provided a summary of the history and purpose to renew the membership. Motion by Vice-Chair Marinelli to renew the membership at \$50k; seconded by Ms. Quattlebaum-Edwards and approved unanimously by voice vote.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting at 11:53am.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer