

Savannah Georgia Convention Center Authority

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

Via onsite MRs 102-103 and teleconference ~ Savannah Convention Center

Members present: Bert Brantley, Joe Marinelli, Martin Miller, Ruth Quattlebaum Edwards, Pat Farrell, Ben Polote Jr., Anne Scheer, Mark Smith, Trip Tollison and Ansley Williams **Members absent:** Pritpal Singh **Also present:** Jesse Rice (Clark Construction – via Zoom), Lee Hughes, Yong Choe, YC Consulting, Will Peebles (Sav Morning News), Adam Van Brimmer (Sav Morning News), Paul Threlkeld, Michael Owens (TLC), John Cay (John Cay Development), Mr. Patrick McGahagan (John Cay Development), Marty Smith (GSFIC), Gifton Passley (GSFIC), Mark Jaronski (GDEcD), Brooke Childers (District Director – Rep. Buddy Carter), Kristin Fulford (State Deputy Director – Sen. Raphael Warnock), Nick Savas (Regional Outreach Coordinator, Coastal GA – Sen. Ossoff) and SCC staff: Sherrie Spinks, Ronnie Hickman, Stephen Hall, Angela Daniels, Jamie Parks, Holly Jenkins, Gail Terrell

Chairman Smith convened the meeting at 11:01am.

Chairman Smith asked approval for board to convene in Executive Session; motion made by Mr. Farrell; seconded by Mr. Brantley and approved by unanimous voice vote. All public attendees exited the meeting rooms during Executive Session.

Chairman Smith reconvened the public meeting at 11:21am and asked for approval of the Minutes and Treasurer's report. Motion made by Vice-Chairman Marinelli; 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 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 an additional \$1 million in cash by the Senate appropriation committee has been approved for the current FY 23 budget. Mr. Yong Choe of YC Consulting introduced senior staff members Brooke Childers (District Director – Rep. Buddy Carter), Kristin Fulford (State Deputy Director – Sen. Raphael Warnock) and Nick Savas (Regional Outreach Coordinator, Coastal GA – Sen. Ossoff) in attendance at the board meeting and commented on positive encouragement from the local Savannah area to include the Mayor, Visit Savannah, Chatham Delegation, Chamber of Commerce and Tourism Leadership Council to seek federal level support for the Convention Center/Hutchinson island future needs.

Financial Report. Mr. Hall reported an unfavorable month for February and favorable year-end for the facility. Mr. Hall then continued to report an unfavorable variance to the Authority budget for the month of February and favorable year-end to Authority budget. Mr. Hall provided a brief overview of the cash balance and projects list provided to the board members to be reviewed at the April budget workshop.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of February 2023. Ms. Daniels then reviewed a list of 34 events utilizing the future expansion space with an estimated \$99.2 million in Economic Impact and then continued with the Pace report. Ms. Daniels also provided a review of February production and recent event pictures.

Operations Report. Mr. Hickman provided the Operations Report which included Riverwalk repair and capital project updates.

Food & Beverage Report. Mr. Parks reviewed the February F&B financials and highlighted the concessions area created for the recent Volleyball event utilizing meeting rooms.

General Manager's Report. Ms. Spinks reviewed a request and \$10k associated cost to hire a grant writer to secure a port security and homeland security grants. Motion by Mr. Williams to approve the \$10k grant writer cost; seconded by Mr. Farrell and approved with unanimous voice vote. Ms. Spinks stated that Moffatt & Nichol Engineering will provide an update on the retaining wall concerns at the April board meeting. Ms. Spinks introduced Mr. Jesse Rice from Clark Construction who provided an expansion update.

Chairman's Report. Chairman Smith commented that Brookfield Group to provide a final lease document to the board members in April for review and approval. Chairman Smith introduced Mr. John Cay of John Cay Development who provided an overview of overview of Slip 1. Upon conclusion of the presentation, Mr. Cay asked the board members to consider contributing 50% (\$1.25 million) towards the cost associated with building a Savannah Harbor Tower on the new development site at Slip 1 to which Chairman Smith replied that consideration will be discussed at the April board budget workshop.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting to the Topping Out ceremony at 11:55am.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'Bert Brantley', written over a horizontal line.

Bert Brantley, Secretary/Treasurer