

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, May 10, 2023, 11:00am

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

Members present: Bert Brantley (via Zoom), Martin Miller, Pat Farrell, Joe Marinelli, Anne Scheer (via Zoom), Mark Smith, Trip Tollison and Ansley Williams **Members absent:** Ruth Quattlebaum Edwards, Ben Polote Jr., Pritpal Singh **Also present:** Jennings Hughes (Hughes Public Affairs-via Zoom), Yong Choe (YC Consulting-via Zoom), Paul Threlkeld, Jeff Hewitt, Will Peebles (Savannah Morning News), Marc Friday, and SCC staff: Sherrie Spinks, Ronnie Hickman, Stephen Hall, Angela Daniels, Jamie Parks, Holly Jenkins, Gail Terrell

Chairman Smith convened the meeting at 11:00am.

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

Motion by Vice-Chair Marinelli at 11:02am to enter Executive Session to discuss real estate; seconded by Mr. Farrell and approved by unanimous voice vote.

Motion by Vice-Chair Marinelli at 12:45pm to exit Executive Session; seconded by Mr. Farrell and approved by unanimous voice vote.

Regular board meeting resumed at 12:46pm.

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

External Affairs Report. Mr. Yong Choe of YC Consulting provided an update on Earmark requests for the repair of Slip 3 Riverwalk and dredging.

Financial Report. Mr. Hall reported a favorable month for April and a favorable year-end for the facility. Mr. Hall then continued to report a favorable variance to the Authority budget for the month of April and favorable year-end to Authority budget. Vice-Chair Marinelli commented on increased hotel/motel tax numbers for the month of March. Vice-Chair Marinelli introduced Mr. Amir Eylon, CEO of Longwoods International, who also confirmed that national demand and travel continues to trend upwards. Mr. Hall provided a brief overview of suggestions and recommendations discussed at the April budget workshop. Ms. Spinks provided a detailed response to Vice-Chair Marinelli's question with regards to the marquee sign and public space furniture. Discussion ensued regarding a few capital projects. Motion by Vice-Chair Marinelli to approve the Operating & Capital Budgets for FY 2024 as presented with a reduction to the expense allocated for Public Space Art; seconded by Mr. Miller and approved by unanimous voice vote.

Mr. Hickman then discussed the need for additional capital funding for SCC performance stages. Motion by Mr. Williams; seconded by Mr. Farrell and approved by unanimous voice vote.

Ms. Spinks then reviewed the bond sale resolution with the board members. Motion made by Mr. Williams to approve the resolution requesting the sale of the bonds; seconded by Mr. Farrell 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 2023. Ms. Daniels then reviewed a list of 35 events utilizing the future expansion space with an estimated \$95 million in Economic Impact and then continued with the Pace

report. Ms. Daniels also provided a review of April production and recent event pictures. Vice-Chair Marinelli commented on a future meeting with the National Association of Counties (NACO) to finalize their upcoming events schedule.

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

Food & Beverage Report. Mr. Parks reviewed the April F&B financials and provided event highlights.

General Manager's Report. In Mr. Jesse Rice from Clark Construction's absence, Ms. Spinks reviewed the expansion update.

Chairman's Report. Chairman Smith confirmed the next board meeting on June 14, 2023, to which he would be absent due to travel.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting at 1:28pm.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer