

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, April 12, 2023, 11:00am

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

Members present: Bert Brantley, Martin Miller, Ruth Quattlebaum Edwards, Pat Farrell, Ben Polote Jr., Anne Scheer, Mark Smith, Trip Tollison and Ansley Williams **Members absent:** Joe Marinelli, Pritpal Singh **Also present:** Jesse Rice (Clark Construction), Lee Hughes, Yong Choe (YC Consulting-via Zoom), Paul Threlkeld, Jeff Hewitt, Frank Poe (via Zoom), Trish Moore (TVS Design-via Zoom), Paul McKeever (TVS Design-via Zoom), Faye DiMassimo (Chatham Area Transit) 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 Mr. Polote Jr. and approved by unanimous voice vote.

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

External Affairs Report. Mr. Hughes commented on \$8 million dollars for the proposed completion of the SCC expansion which 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. Hughes recommended 'thank you' notes and letters to be mailed to the key players involved in securing the final \$10 million for the expansion. Mr. Hughes provided a brief recap of a recent bill which increased the City of Savannah Hotel/Motel tax by 2 cents. A brief discussion ensued regarding the Community Improvement District (CID) and the future positive impact River Street renovations and other resources. Mr. Yong Choe of YC Consulting commented that the 2023 Earmark process has re-opened which is direct spending by Congress. Mr. Choe also mentioned actively pursuing federal grants.

Financial Report. Mr. Hall reported a favorable month for March and favorable year-end for the facility. Mr. Hall then continued to report a favorable variance to the Authority budget for the month of March and favorable year-end to Authority budget. Mr. Hall provided a brief overview of the Preliminary Operating & Capital Budgets for FY 2024 to be discussed in detail at the upcoming April budget workshop. Start time for the budget workshop determined to be 8:30am.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of March 2023. Ms. Daniels then reviewed a list of 33 events utilizing the future expansion space with an estimated \$92.1 million in Economic Impact and then continued with the Pace report. Ms. Daniels also provided a review of March production and recent event pictures.

Operations Report. Mr. Hickman provided the Operations Report which included Riverwalk repair and capital project updates. Mr. Hickman discussed the need for additional capital funding to complete the upgrade of the fire panel. Motion by Mr. Tollison; seconded by Mr. Miller and approved by unanimous voice vote.

Food & Beverage Report. Mr. Parks reviewed the March F&B financials and highlighted the successful Hibernians and United Way Women Who Rule events.

General Manager's Report. Ms. Spinks played the commercial created by WSAV for the upcoming SCC combined job fair with The Westin Hotel and Chatham Area Transit on Friday April 14, 2023, at SCC. Ms. Spinks introduced the Executive Director of Chatham Area Transit, Ms. Faye DiMassimo, who

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provided a transit update. Ms. Spinks then introduced Mr. Jesse Rice from Clark Construction who provided an expansion update. Ms. Spinks then introduced Ms. Trish Moore and Mr. Paul McKeever of TVS Design who reviewed the 4 photo wallcoverings for approval to be placed in the East concourse area of the new expansion. Motion by Mr. Williams; seconded by Mr. Miller and approved by unanimous voice vote.

Chairman's Report. Chairman Smith commented that a review is underway of the final lease document provided by Brookfield Group.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting at 12:18pm.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer