

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, April 10, 2024, 11:00am**

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

---

**Members present:** Bert Brantley, Pat Farrell, Joe Marinelli, Martin Miller, Ben Polote Jr., Anne Scheer, Mark Smith, Ansley Williams **Members absent:** Ruth Quattlebaum Edwards, Pritpal Singh, Trip Tollison **Also present:** Paul Threlkeld (via Zoom), Frank Poe, GWCCA (via Zoom), Kevin Duvall, (GWCCA), Lee Hughes (Hughes Public Affairs), Yong Choe (YC Consulting-via Zoom), Evan Lasseter (Savannah Morning News), Jeff Bleam (GSFIC), Gifton Passley (GSFIC), Gerald Pilgrim (GSFIC), Michael Kaigler (Chatham County) and SCC staff: Kelvin Moore, Ronnie Hickman, Stephen Hall, Angela Daniels, Jamie Parks, Holly Jenkins and 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. Williams; seconded by Vice-Chair Marinelli and approved by unanimous voice vote.

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

External Affairs Report. Mr. Hughes restated the importance of the recently passed FY 24 amended budget which includes 8 million dollars to assist with the Riverwalk and campus improvement in addition to the bonding capacity being increased to 400 million dollars. Mr. Choe stated he is working with Housing and Urban Development to determine when the funds will be made available for the 2.5 million dollars recently signed into law to assist with the Riverwalk/Slip 3 rebuild. Mr. Choe also stated that funds are being sought to assist with the center's escalator capital improvement repair in addition to a 5-million-dollar request submitted to Senator Ossoff and Senator Warnock for this appropriation year.

Financial Report. Ms. Jenkins reported a favorable month for March and a favorable year-end for the facility. Ms. Jenkins then continued to report a favorable variance to the Authority budget for the month of March and a favorable year-end to the Authority's budget. Ms. Jenkins commented on the upcoming FY 25 budget workshop on April 24, 2024 at 8:30am. Mr. Hall provided brief highlights on the FY 25 budget. To Chairman Smith's question on what the baseline operating cost of the center after the expansion will be, Mr. Moore replied that the information will be provided at the budget workshop in addition to potential new revenue streams.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of March 2024 and then continued with the Pace report, March sales production and upcoming calendars. To Vice-Chairman Marinelli's question regarding SHCC events, Ms. Daniels provided a brief overview of the Savannah-Harbor Convention Center designation of events held at both the Westin Hotel and the Center.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights and capital project updates. Mr. Hickman provided details on the additional capital request of \$129,360 to repair the Ballroom Up Escalator. Motion to approve the additional capital request made by Mr. Farrell and seconded by Mr. Miller. Approved by unanimous voice vote. Mr. Hickman then continued to provide details on the additional capital request of \$1.35 million (\$675 per escalator) for the modernization of the Ballroom Escalator. Motion made by Mr. Farrell; seconded by Mr. Miller and approved by unanimous voice vote.

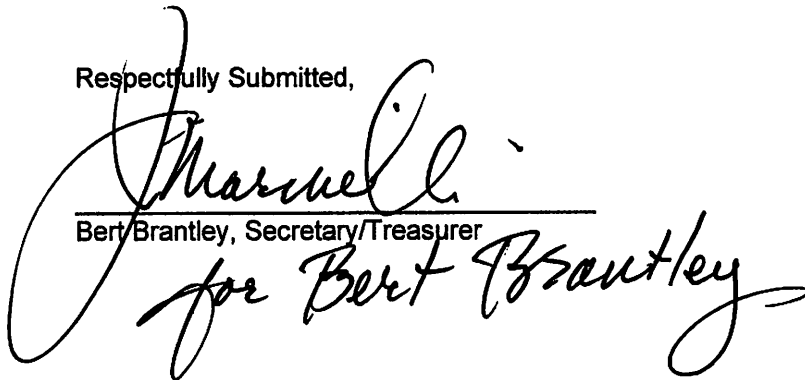
Food & Beverage Report. Mr. Parks reviewed the March F&B financials, provided event highlights and reviewed a highly favorable note from the meeting planner of the recent Electrification event that stated the Convention Center food was the best they have ever experienced.

General Manager's Report. Mr. Moore requested that Mr. Hall exit the meeting for a discussion to be held with regards to his consulting agreement. Mr. Moore provided an overview of the consulting agreement to include but not limited to administrative items and onboarding assistance of the new Assistant General Manager, Finance and Administration for up to six months. Motion by Vice-Chairman Marinelli; seconded by Mr. Farrell and approved by unanimous voice vote. Mr. Hall then reentered the meeting. Mr. Moore presented a retirement gift of appreciation to Mr. Hall for 22 years of employment at the Convention Center. Mr. Hall expressed his deep gratitude.

Chairman's Report. Chairman Smith commented that the hotel final design fees may be under budget. In addition to ongoing discussions with Chatham County regarding the property of the convention center campus. To Mr. Williams question regarding the size of the Convention Center Hotel, Chairman Smith commented that a preliminary layout will be completed in the future for a second rooms tower pad. Chairman Smith requested a motion to enter Executive Session to discuss potential litigation. Motion by Ms. Scheer; seconded by Mr. Williams and approved by unanimous voice vote. Executive Session convened at 11:47am and ended at 12:23pm. Regular board meeting session reconvened at 12:24pm.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting at 12:25pm.

Respectfully Submitted,

  
Bert Brantley, Secretary/Treasurer  
for Bert Brantley