

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
**Wednesday, May 8, 2024, 11:00am**

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

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**Members present:** Ruth Quattlebaum Edwards, Pat Farrell, Joe Marinelli, Martin Miller, Ben Polote Jr., Pritpal Singh, Anne Scheer, Mark Smith, Trip Tollison, Ansley Williams **Members absent:** Bert Brantley **Also present:** Paul Threlkeld, Frank Poe, GWCCA (via Zoom), Kevin Duvall (GWCCA), Lee Hughes (Hughes Public Affairs), Adam Van Brimmer (Atlanta Journal Constitution), Evan Lasseter (Savannah Morning News), Jeff Bleam (GSFIC), Gifton Passley (GSFIC), Gerald Pilgrim (GSFIC), Michael Kaigler (Chatham County), Stephen Hall (via Zoom), Laura Lee Bocade (Corporate Environments), Maureen Pacifici (Corporate Environments) and SCC staff: Kelvin Moore, Ronnie Hickman, 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 Mr. Miller and approved by unanimous voice vote.

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

External Affairs Report. To Chairman's Smith statement regarding bonding capacity changes, Mr. Hughes reconfirmed that the bonding capacity was increased to 400 million dollars. Mr. Hughes also confirmed that funds are being sought to assist with the center's escalator capital improvement repair.

Financial Report. Ms. Jenkins reported an unfavorable month for April 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 April and a favorable year-end to the Authority's budget. Ms. Jenkins commented on the FY 25 budget pending approval. Motion made by Mr. Williams to approve the FY25 Budget; seconded by Mr. Farrell. Discussion ensued to review changes made to the budget since the budget workshop held in April. Following discussion, FY25 Budget was 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 2024 and then continued with the Pace report, April sales production, upcoming calendars and event highlights.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights and capital project updates. Mr. Hickman introduced representatives from Corporate Environments, Laura Lee Bocade and Maureen Pacifici who provided the board members with a presentation of furniture selection for the existing facility which will complement the expansion area.

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

General Manager's Report. Mr. Moore presented an overview of the Corporate Partnership Valuation Assessment. Motion by Mr. Miller to move forward with the hiring of P.O.V. Sports Marketing to complete the Corporate Partnership Valuation Assessment; seconded by Mr. Farrell and approved with unanimous voice vote. Mr. Moore then discussed SCC Public Space Art Programming, which the Savannah College of Art and Design has expressed an interest. Vice-Chairman Marinelli commented on potential interest from artist Robert Morris as well. A proposal will be brought to the board members to discuss art display options. Mr. Moore then continued with staff announcements for the following positions: Assistant General Manager, Al Rojas – starting June 1; Assistant Director of Event Services, Jacqueline Mitchell –

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starting June 10; newly hired Event Manager, Dayna Mercer and recently hired Sales Manager, Lily Ostrander. Mr. Moore then announced the promotion of the current Director of Operations, Ronnie Hickman to Senior Director of Operations and Special Projects.

Chairman's Report. Chairman Smith commented that the final design schematics for the new Convention Center hotel is on target to be completed in 8 months. Chairman Smith requested a motion to enter Executive Session to discuss potential litigation. Motion by Mr. Miller; seconded by Mr. Farrell and approved by unanimous voice vote. Executive Session convened at 11:50am and ended at 1:15pm. Regular board meeting session reconvened at 1:15pm.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting at 1:15pm.

Respectfully Submitted,



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Bert Brantley, Secretary/Treasurer