

Savannah Georgia Convention Center Authority

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

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

Members present: Ruth Quattlebaum Edwards, Joe Marinelli, Martin Miller, Ben Polote Jr.(via zoom), Anne Scheer, Ansley Williams(via zoom) **Members absent:** Bert Brantley, Pat Farrell, Mark Smith, Pritpal Singh and Trip Tollison **Also present:** Paul Threlkeld, Frank Poe, GWCCA (via Zoom), Kevin Duvall (GWCCA), Joe Bocherer (GWCCA), Lee Hughes (Hughes Public Affairs), Yong Choe (YC Consulting-via zoom), Stephen Hall (via Zoom), Adam Van Brimmer (Atlanta Journal Constitution), Evan Lasseter (Savannah Morning News), Gifton Passley (GSFIC-via Zoom), Gerald Pilgrim (GSFIC-via Zoom), Stephen Hall (via Zoom), Michael Owens (Tourism Leadership Council), Jeff Hewitt (Visit Savannah), Angela Westerfield (Visit Savannah), Supriya Christopher (Visit Savannah), Mayra Smith (Visit Savannah) and SCC staff: Kelvin Moore, Ronnie Hickman, Angela Daniels, Jamie Parks, Holly Jenkins, Gail Terrell, Al Rojas and Jackie Mitchell

In the absence of Chairman Smith due to travel, Vice-Chairman Marinelli convened the meeting at 10:59am.

Vice-Chairman Marinelli introduced and welcome, GWCCA – Chief Commercial Officer, Joe Bocherer to the SGCCA board meeting.

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

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

External Affairs Report. Mr. Choe confirmed that a point of contact has been assigned by the Housing and Urban Development Agency on how to access the 2.5 million dollars in appropriation funds approved by Congress as part of the appropriations bill. Mr. Choe also commented on Senators Ossoff and Warnock funding request submitted to the appropriations committee to assist with infrastructure.

Financial Report. Ms. Jenkins reported a favorable month for June 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 June and a favorable year-end to the Authority's budget.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included an FY 2024 Year-in-Review. Ms. Daniels highlighted the definite contract of National Association of Counties – July 2027 and then proceeded with a list of contracts obtained for the month of June 2024, year-end Customer Satisfaction survey in which SCC maintained a rating of excellent despite the significant impacts of the expansion delays. Ms. Daniels concluded with June event highlights and upcoming calendars event dates.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights and capital project updates. Mr. Hickman also provided an overview of capital projects in FY 2024. Mr. Hickman then provided details for an additional capital request for the interior furniture replacement in the amount of \$38,873. Motion by Ms. Scheer; seconded by Ms. Quattlebaum-Edwards and approved by unanimous voice vote.

Food & Beverage Report. Mr. Parks reviewed the June F&B financials. Mr. Parks then reviewed an overview of FY '19 – FY '24 gross and net revenue comparison. Mr. Parks concluded his presentation with the top ten most ordered food and beverage items in FY '24.

Chairman's Report. Vice-Chairman Marinelli commented on the renewal of the YC Consulting Agreement. Motion by Mr. Miller to renew the consulting agreement for an additional 2 years; seconded by Ms. Quattlebaum-Edwards and approved with unanimous voice vote.

General Manager's Report. Mr. Moore commented on the future creation of a hotel development committee. Mr. Moore then reviewed the potential timeline for SCC Convention Center hotel in addition to an overview of GWCC's historical timeline during their Convention Center hotel development. Chief Operating Officer, Kevin Duvall, provided a summary of a potential SCC timeline working alongside Morgan Stanley and the Hilton brand. Mr. Moore commented on a pre-construction services agreement for the board members' review/approval at the August board meeting. Chief Commercial Officer, Joe Bocherer provided a quick overview of the Signia by Hilton performance to market. Mr. Moore provided key highlights of the SCC team in FY 24 in addition to highlighting the Customer Service satisfaction rating of Excellent.

Vice-Chairman Marinelli introduced the Chief Marketing Officer of Visit Savannah, Angela Westerfield, who presented the 2023-2024 Annual Savannah Convention Center and Visit Savannah partnership update alongside Chief Sales Officer, Jeff Hewitt.

Vice-Chairman Marinelli requested a motion to enter Executive Session to discuss potential litigation. Motion by Ms. Scheer; seconded by Ms. Quattlebaum Edwards and approved by unanimous voice vote. Executive Session convened at 12:30pm and ended at 12:41pm. Regular board meeting session reconvened at 12:41pm.

Vice-Chairman Marinelli asked for any other business; hearing none, then adjourned the meeting at 12:41pm.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer