

Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors
Wednesday, December 18, 2024, 10:00am

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

Members present: Bert Brantley, Ruth Quattlebaum Edwards, Pat Farrell, Joe Marinelli, Martin Miller, Ben Polote Jr., Anne Scheer, Pritpal Singh, Mark Smith, Trip Tollison, Ansley Williams **Members absent:** N/A **Also present:** Paul Threlkeld, Frank Poe(GWCCA-via Zoom), Kevin Duvall (GWCCA), Yong Choe (YC Consulting-via zoom), Bobby Knowles (Songy Highroads-via Zoom), Pat Nieser(via Zoom), Brian Moracz (Superlative Group-via Zoom), Kyle Canter(Superlative Group-via Zoom), Evan Lasseter (Savannah Morning News), Michael Garcia (Matthews Southwest-via Zoom), David Snell (Matthews Southwest-via Zoom), Todd Nocerini (Songy Highroads-via Zoom), Lee Hughes (Hughes Public Affairs), Marc Friday, Michael Owens, Julie Musselman, Adam Van Brimmer (AJC), Joe Bocherer (GWCCA), Ron Miranda (GWCCA), Janet Finlayson (GWCCA) and SCC staff: Kelvin Moore, Ronnie Hickman, Angela Daniels, Holly Jenkins, Gail Terrell and Al Rojas

Chairman Smith convened the meeting at 10:00am.

Chairman Smith asked for approval of the Minutes and Treasurer's report. Motion made by Vice-Chairman Marinelli; 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. Hughes commented that the community partners will be attending the board holiday luncheon today. Mr. Choe to provide the Washington report in January.

Financial Report. Ms. Jenkins reported a favorable revenue month for the Convention Center and favorable operating expenses for the month of November. Ms. Jenkins then continued to report a favorable revenue variance to the Authority budget and favorable operating expenses for the month of November. Ms. Jenkins provided reviewed capital and expendable projects expenses in addition to fiscal year-end after capital forecast.

Hutchinson Island Property Owners Association. Chairman Smith introduced Mr. Dicky Mopper who reviewed the master plan of Parcel 8 – Savannah Harbor, The Reserve.

Hotel Development Report. Mr. Songy and Mr. Nocerini stated no additional updates on the Savannah Signia Hotel layout/plans since the previous meeting two weeks ago. To Chairman Smith's question regarding value engineering and budget, Mr. Nocerini noted that the next meeting will include value engineering and budget review.

General Manager update. Mr. Moore introduced GWCCA's Chief Commercial Officer, Joe Bocherer, Chief Financial Officer, Janet Finlayson and Chief Human Resources Officer, Ron Miranda. Mr. Moore then provided an update on Corporate Partnership Sales with a review of the company, Superlative Group, scope of work, proposed fee structure and terms. Motion by Mr. Tollison to move forward with the Superlative Group; seconded by Mr. Farrell and approved by unanimous voice vote. To Mr. Singh's question regarding established KPI's, Mr. Moore affirmed. To Vice-Chairman Marinelli's question regarding specific examples of success in the Cincinnati, OH, Houston, TX and Columbus, OH markets, to which Mr. Canter of Superlative provided examples of renaming of buildings, bridges and various spaces. Mr. Bocherer commented on the GWCC campus also going through a similar process with POV and an initial call with the Superlative Group.

Chairman Smith reviewed and commented on Mr. Frank Poe's proposed consultancy agreement. Motion

by Mr. Tollison approve the consultancy agreement with Mr. Poe; seconded by Mr. Miller and approved by unanimous voice vote. Mr. Williams introduced the Executive Director of Savannah's Waterfront Julie Musselman.

Chairman Smith reminded the board that the January 8, 2025 board meeting would begin at 10am and then requested a motion to enter Executive Session to discuss potential real estate. Motion by Ms. Scheer; seconded by Mr. Miller and approved by unanimous voice vote. Executive Session convened at 10:52am and ended at 11:24am with a motion by Ms. Scheer; seconded by Mr. Singh and approved with unanimous voice vote. Regular board meeting session reconvened at 11:24am.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting to the annual holiday luncheon at 11:24pm.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer