

Savannah Georgia Convention Center Authority

Minutes of the Budget Workshop of the Board of Directors
Wednesday, April 23, 2025, 8:30am

Via onsite Jasper Boardroom and teleconference ~ Savannah Convention Center

Members present: Bert Brantley, Joe Marinelli, Martin Miller (via Zoom), Pat Farrell, Mark Smith, Trip Tollison (via Zoom) and Ansley Williams (via Zoom) **Members absent:** Ben Polote Jr., Ruth Quattlebaum Edwards, Anne Scheer, Pritpal Singh **Also present:** Evan Lasseter (Savannah Morning News), Franklin Jones (via Zoom), SCC staff: Kelvin Moore, Ronnie Hickman, Al Rojas, Jackie Mitchell, Jamie Parks, Holly Jenkins, Gail Terrell and Staci Stover

Chairman Smith convened the budget workshop meeting at 8:38am.

Mr. Moore supplied a brief overview of the overall budget process and key focus areas to be discussed.

Mr. Rojas reviewed highlights of the facility's FY 26 Operating Budget and then continued to review Gross Revenue, Net Event Income with a focus on cost of goods. Mr. Rojas continued with a review of Adjusted Gross Income, Non-Event Revenue and Corporate Partnerships.

Brief discussion was held on personnel and indirect expenses.

Discussion held after Mr. Rojas' review of the Cash Flow Analysis.

Mr. Hickman reviewed FY 26 Operating Budget – Utilities Expenses.

Mr. Hickman reviewed the FY 26 Capital Plan highlights to include but not limited to traffic management signage, interior wayfinding, exterior wayfinding, interior/exterior furniture and the 5-year capital plan.

Brief discussion on the connector roads to the convention center and future hotel.

Mr. Rojas provided Authority budget highlights to include gross revenue, expenses, net income hotel related expenditures and hotel/motel tax review of historical hotel/motel tax trends.

Mr. Rojas completed the workshop with a recap of cash flow analysis.

There were no requests for modifications of further study.

Chairman Smith asked for any other business; hearing none, then adjourned the meeting 9:51am.

Respectfully Submitted,



Bert Brantley, Secretary/Treasurer