

**MINUTES**  
**GEORGIA WORLD CONGRESS CENTER AUTHORITY**  
**BOARD OF GOVERNORS PLANNING RETREAT MEETING**  
**Alida Hotel**  
**Savannah, Georgia**  
**Wednesday, September 13 – Thursday, September 14, 2023**  
**8:30 a.m.**

The following thirteen out of fifteen Board members were present:

Steve Adams	Rachel Little
Don Balfour	Aaron McWhorter
Natasha Bell	Bill Rice
Maxine Burton	Bill Russell
Brian Daniel	Doug Tollett
Glenn Hicks, Chair	Dexter Warrior
Bill Jones	

**DAY 1 – September 13, 2023**

Chair Hicks called the meeting to order at 8:32 a.m.

*A motion to approve the August 29, 2023 Board of Governors meeting minutes was made by Aaron McWhorter, seconded by Dexter Warrior and unanimously approved.*

**SP+ PARCS UPDATE**

Joe Bocherer, GWCCA Chief Commercial Officer, reviewed the Parking Access Revenue Controls System (PARCS) Upgrade Timeline focusing on primarily on the following:

- Features & Enhancements
- Technology
- Implementation Deadlines

**RESOLUTION - AMANO MCGANN AUTOMATED PARKING SYSTEM PROJECT**

Pargen Robertson, GWCCA Legal Counsel, presented to the Board a Resolution authorizing execution of an agreement with Amano McGann Automated Parking System.

*A motion to approve the Resolution regarding Amano McGann Automated Parking System., a copy of which is attached hereto, was made by Doug Tollett, seconded by Bill Rice, and unanimously was approved.*

**ESCALATOR PREVIEW**

Kevin Duvall, GWCCA Chief Operating Officer, updated the Board on the Authority's escalators.

**SIGNIA BY HILTON ATLANTA CONSTRUCTION UPDATE**

Theonie Alicandro, Drew Company COO/General Counsel, provided a hotel development update highlighting the following topics:

- Construction Update
- Schedule
- 90-day Outlook

- Development Budget Update
- Challenges
- Questions

## **SALES & MARKETING UPDATE**

Mark Vaughan, ACVB EVP & Chief Sales Officer, Kim Allison, GWCCA Sr. Director of Convention Sales, and Kyle Stevens, Signia by Hilton Atlanta Director of Sales & Marketing provided the Board with industry specific data/forecasts, GWCCA Sales Outlook and a Signia by Hilton Atlanta Sales Update.

## **GWCC INNOVATIONS UPDATE**

Joe Bocherer, GWCCA Chief Commercial Officer, and Kim Allison, GWCCA Sr. Director of Convention Sales, reviewed various Authority-wide innovations that focused on equipment tracking, and labor and operational efficiency.

## **HILTON GLOBAL MANAGEMENT UPDATE**

Doug Gehert, Hilton Worldwide AVP Operations, Teri Agosta, Signia by Hilton Atlanta General Manager, and Jacob Linzey, Signia by Hilton, Director of Food & Beverage provided an overview of the following:

- Future of Signia Hotels
- Brand Updates
- Company Support
- The Budget
- Food & Beverage
- Employer Positioning & Hiring

## **EXECUTIVE SESSION**

At 2:52 p.m., a motion was made by Don Balfour, seconded by Brian Daniel, and unanimously approved to go into Executive Session for the purpose of discussing or deliberating on the appointment, employment, or hiring of a public official or employee (see OCGA 50-14-3(b)(2)). At 3:07 p.m., a motion was made by Don Balfour, seconded by Brian Daniel, and unanimously approved to come out of Executive Session.

## **APPOINTMENT OF NOMINATING COMMITTEE**

Chair Hicks announced the appointment of the Nominating Committee: Bill Russell, Natasha Bell, Steve Adams, Maxine Burton and Bill Rice.

At 3:15, the Chair recessed the meeting for the day.

**DAY 2 – September 14, 2023**

At 8:30 a.m., the Chair brought the Board out of recess.

**SAVANNAH CONVENTION CENTER EXPANSION UPDATE**

Stephen Hall, SCC Acting General Manager & Director of Finance, updated attendees on the Savannah Convention Center renovations timeline.

**FINANCIAL UPDATE & 3-YEAR FORECAST**

Frank Poe called on Janet Arsenault, GWCCA Director of Finance, to review the listed line items:

- Historical Comparisons
- Revenue Analysis
- Hotel Impact/Major Events
- Space Rental Booking Trend
- 3-Year Forecast

**2030 STRATEGIC PLAN UPDATE – CAMPUS MASTER PLAN**

A work session, facilitated by Ken Stockdell and others, was held in respect of the Authority’s Campus Master Plan.

At 11:30 a.m. a motion was made by Doug Tollett, seconded by Brian Daniel, and unanimously approved to adjourn.

RESPECTFULLY SUBMITTED:

APPROVED:

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Alisha King, Asst. Secretary

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Doug Tollett, Secretary