

Minutes of the Patriots Point Development Authority 519th Board Meeting, 9:30 A.M., Friday, June 18, 2021, Leadership Training Facility, Patriots Point Naval and Maritime Museum, Mt. Pleasant, South Carolina.

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MEMBERS PRESENT: Wayne Adams, *Vice Chairman*  
Darwin Simpson  
Susan Marlowe  
Pat Waters  
Zeb Williams, *by phone*

MEMBERS NOT PRESENT: Mayor Will Haynie

STAFF PRESENT: Royce Breland, *Chief Financial Officer*  
Terry Ansley, *Property Manager*  
Mike Hastings, *Operations Director*  
Cole Futch, *IT Director*  
Keith Grybowski, *Education Director*  
Chris Hauff, *Marketing*  
Katisha Beanland, *Marketing*  
Sis Reda, *Marketing*  
Lori Held, *Operations*

OTHERS PRESENT: William Craver, *Legal Counsel, by phone*  
Allison Hunt, *Yorktown Foundation*  
Thom Ford, *Yorktown Foundation*

Mr. Wayne Adams called the meeting of the Board to order at 9:31 A.M.

Prior to the meeting, a copy of the proposed agenda was distributed via electronic mail to the Board members, media and designated guests.

Mr. Wayne Adams welcomed everyone to the Board meeting.

#### **A. ADOPTION OF PROPOSED AGENDA**

Mr. Wayne Adams asked for any changes to the proposed agenda. The agenda was unanimously approved as presented.

#### **B. APPROVAL OF PREVIOUS MINUTES**

Mr. Wayne Adams asked for any changes to the minutes presented. There being no proposed changes, the minutes were unanimously approved as presented.

#### **C. COMMITTEE REPORTS**

**1. Education, Museum Services and Overnight Camping Committee-** Ms. Susan Marlowe reported that there is more upgrading for exhibits. She deferred to Mike Hastings for detailed questions. The fragile exhibits room is set to open in October. There is a treasure trove

in archives of valuable items. Jim Vickers has worked on this project. The layout was presented and explained. If the museum is accredited through the AAM, there are certain criteria to be met such as a place to do research. Melissa Buchanan would need 3 positions with similar credentials. As COVID ends, the museum needs to evolve. Other upgrades in process are to the Carrier Aviation Hall of Fame wall: the plaques are being reworked. An interactive exhibit with sound powered phones, morse code and signal flags is going into Hangar Bay 2. We are tapping into resources. The Education department was hit hard by COVID, only having 2 remaining staff members. Budget focus will be on a greater pace of development. The EIA is going forward. June 30, the board is invited to attend the Teacher's Conference banquet. RSVP to Keith. The FY 2022-23 appropriation is moving forward.

**2. Development Committee-** Mr. Wayne Adams has reported that the last two meetings have brought a lot of good things from Marketing and he has asked Chris Hauff to give an abbreviated presentation. Chris presented the timeline, information about the Captain's Tour, Friends of the Fleet and the food truck program, the return on ad spending and new billboards. Mayor Haynie shared that at a recent Mount Pleasant Chamber of Commerce meeting, Mt. Pleasant was one of the top 10 searches online, Shem Creek being the top. Mr. Wayne Adams commented that the marketing staff do not ALL do marketing.

**3. Facilities and Operations Committee -** Mr. Darwin Simpson reported that the IT department continues to improve network security and the platform currently in the gift shop is moving to the disaster recovery site, using the Clamagore for storage. Upgrades of the cameras are in progress. Gangway #1 is being redone and will be a 17 week project. Ongoing projects for Operations include the flight deck, power to the Hangar Bay saving money on power costs, the coffer dam installation will be a 16 week project, and the Cold War Memorial repair will be a 12 week project.

**4. Finance Committee -** Mr. Darwin Simpson reported that the attendance has increased nicely and rapidly. There was a \$400,000 profit last month and \$500,000 the month before that. There is now \$6.6 million cash on hand. The numbers year-to-date are good, having made up, and then some, the losses from COVID. The gift shop revenue is up, parking is close. The museum is in the best financial condition.

#### **D. EXECUTIVE DIRECTOR'S REPORT**

Mr. Mike Hastings reported the following:

- The FY 2022 Budget was presented, based on projections.
- The budget is conservative as we are prepared for the surge to stop.
- This budget is about 65% of the 2019 budget.
- Camping is set to have a slow start with weekends only and a cap of 200.
- Fourth of July plans are going well, the town is supportive, there are 9 food trucks and bands, Mayor Haynie asked about promotion, Chris Hauff said that there is a lot of social media promotion as well as an appearance of Lowcountry Live recently. Parking at the Battery will be allowed, \$20 all day for parking. Mr. Adams thanked the mayor and the town.
- For personnel, there are 17 vacancies, 3 of 5 are hired.

#### **E. BUDGET PRESENTATION/DISCUSSION**

Mr. Mike Hastings asked for approval of the budget. The Finance Committee recommended to approve the budget as presented. Mayor Haynie asked about the ability to pivot if the need arises. Mr. Wayne Adams wants to give the new Executive Director the chance to meet with staff and come to the board as needed. Ms. Marlowe pointed out an imbalance between the education and marketing budgets and questioned the diminished education budget. The EIA money cannot be left out of the education budget consideration. Royce Breland advised that people can be hired as needed to adjust and up to \$13 million can be spent. Ms. Marlowe advised that how the EIA is delivered must be changed, not as distance learning but an inperson program, to give the Executive Director what he needs. The motion was approved as submitted

#### **F. PUBLIC COMMENTS**

There were no public comments.

#### **G. EXECUTIVE SESSION FOR THE PURPOSE OF DISCUSSING CONTRACTUAL, LEGAL AND PERSONNEL MATTERS PERTAINING TO PATRIOTS POINT DEVELOPMENT AUTHORITY.**

Mr. Darwin Simpson made a motion for the Board to go into Executive Session to discuss contractual, legal and personnel matters pertaining to Patriots Point Development Authority, which motion was seconded by Ms. Susan Marlowe, and passed unanimously. The Board moved into Executive Session at 10:28 A.M after a 5 minute recess.

The Board returned from Executive Session 11:05 A.M. No motions were made and no votes were taken in Executive Session.

#### **H. ADJOURNMENT**

With no further business, the meeting was adjourned at 11:05 A.M.

Respectfully submitted,

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Jessica Steinberg, *Recording Secretary*

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Michael Hastings, *acting Executive Director*