

**MINUTES
GWCCA EXECUTIVE COMMITTEE MEETING**

**January 18, 2013
GWCC Sales & Event Services Board Room
10:00 a.m.**

Committee Members Present:

David Allman *(by phone)*
Anne Hennessy
Glenn Hicks
Tim Lowe, Chair
Doug Tollett

GWCCA Staff:

Dale Aiken
Kevin Duvall
Stephanie Kindregan
Jen LeMaster
Frank Poe
Sherrie Spinks

Committee Members Absent:

Lee Hunter

Other:

Pargen Robertson, Owen Gleaton

Chair Lowe called the meeting to order at 10:16 a.m. and asked for a motion to approve the January 7, 2013 meeting minutes.

A motion to approve the January 7, 2013 GWCCA Executive Committee meeting minutes was made by Anne Hennessy, seconded by Doug Tollett, and unanimously approved.

AMENDMENT TO PREMIUM SEATING BROKERAGE AGREEMENT

The Committee was briefed on a proposal from the Falcons to modify the Premium Seating Brokerage Agreement percentage relative to this year's two playoff games. In the current agreement, Falcons receive a ten percent commission on gross dollars collected on post-season single game suite sales. In the proposed agreement, the Falcons would collect a fifty percent commission on net dollars collected, which would result in a \$110K total decrease in revenue to the Dome after both games. Since the Dome anticipates a net non-budgeted profit of \$2.5 million after both games, staff feels the Authority should honor the Falcons request in "good faith" as a partner. After some discussion, the Committee agreed to accept staff recommendation.

A motion to recommend to the full Board staff's recommendation to adjust the language in the Falcons Premium Seating Brokerage Agreement to reflect a change in the commission structure was made by David Allman, seconded by Glenn Hicks, and unanimously approved.

The proposed change to the Premium Seating Brokerage Agreement will be presented to the full Board at the January Board meeting for action. Staff will provide the Committee with the Falcons estimated year-end revenue share calculations.

There being no further business, the meeting adjourned at 10:49 a.m.

Respectfully submitted:

Approved:

Dale Aiken, Assistant Secretary

Tim Lowe, Chair