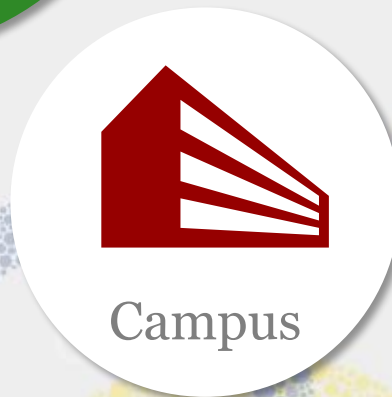


Georgia World Congress Center Authority

February 23, 2016

Authority Meeting



Financial Snapshot – January 2016

Profit/Loss



Budgeted	\$510,388	(\$2,945,961)	(\$128,000)
Actual	\$336,025	(\$2,532,990)	(\$96,485)
Budgeted YTD	(\$591,562)	\$27,664,746	(\$47,783)
Actual YTD	(\$398,053)	\$29,291,183	(\$417,357)



H/M Tax YTD

Actual **\$16.6M**

Budget **\$15.9M** **4.66%**

FY15 **\$15.3M** **8.68%**



Customers

(Estimated)

287,462



Economic

Impact

(Estimated)

\$143.5M





Mercedes-Benz Stadium Update

Bill Darden,
Darden & Co.

Wayne Wadsworth,
Project Executive
HHRM JV





Learning & Development Update

Harriet Thomas,
Training & Programs Manager


GEORGIA
WORLD
CONGRESS
CENTER
AUTHORITY





Traditional Approach



- Customer Service Workshops
- GWCCA University
- The FISH
- Give 'em the Pickle
- Juggling Elephants
- Series 100 – Series 300
- Johnny the Bagger
- Professional Development
- Best in Class
- Workplace Focus



Aligning Our Approach to Training

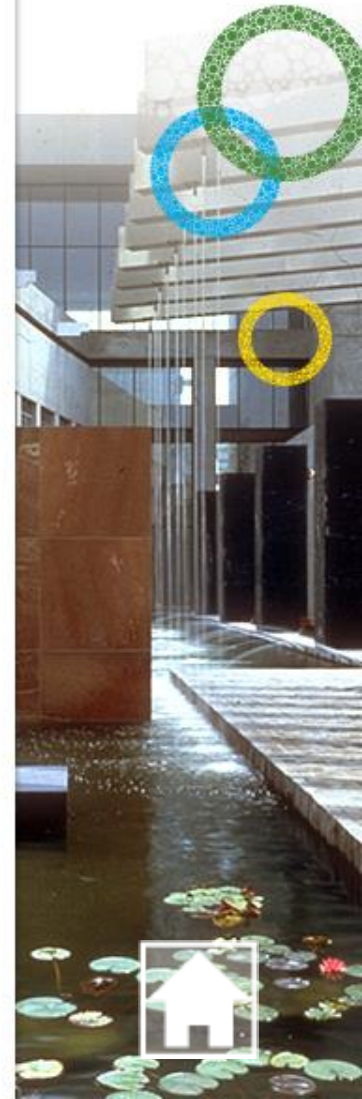


- **2012**

Launched **Best in Class** customer service.

- **2013**

- **On-the-Job**
- Skill and competency development
- Series 100, 200, & 300 Courses





Aligning Our Approach to Training



- **2014**

Partnered with The Carl Vinson Institute of Government to deliver **professional development** to front-line supervisors and managers.

- **2015**

Launched the **Senior Leadership Development** Program in partnership with the University of Georgia Terry College of Business.





Aligning Our Approach to Training

• 2016

International Association of Venue Managers

- June
- Venue Management School
- Venue Management School Graduate Institute

Emerging Leaders Program

- March thru July
- Strategic Planning
- Communicating with Impact
- Emotional Intelligence
- Critical Thinking
- Creating High Performance Teams





Online Application Portals



IAVM Venue Management School

[Program information](#)

[Recommendation process](#)

[Request for participation](#)

Emerging Leaders Program- Terry College of Business

[Program information](#)

[Recommendation process](#)

[Application](#)

- Classes
 - Communicating with Impact
 - Critical Thinking Assessment
 - Strategic Planning
 - Creating High Performance Teams
 - Emotional Intelligence

letter from the chairman | of the GWCCA Board of Governors



Mr. Lee Hunter, Chairman

Since opening in 1976, the mission of the Georgia World Congress Center Authority has remained unchanged: to generate economic benefits for its citizens and enhance the quality of life for every Georgian. The Authority welcomed 2.2 million visitors to more than 500 events, generating \$1.3 billion in total economic impact in fiscal year 2015 alone. For these reasons we retain our position as the no. 1 convention, sports, and entertainment complex in the world.

[more](#)

letter from the executive director



Mr. Fred Fox, GWCCA Executive Director

In 2010, the Authority began the process of developing a strategic plan for the campus. The results of that exercise have governed the direction for making decisions and allocating our resources. You may recall that our strategic plan process formally considered the following components: development, economic, environmental, operational, social and technological. As part of the implementation process, we established a learning and development platform that caters to the needs of various levels of leadership throughout our organization.

[more](#)



Request for Participation

I am applying for: IAVM Venue Management School (VMS) IAVM Graduate Institute (VMS-GI)

Last Name: First Name: Middle: Preferred:

Position/Title:

Department:

Home Mailing Address:

Office Phone: Office Fax:

Home Phone: Cell Phone:

E-mail Address:

Supervisor Name: Contact Number:

Supervisor E-mail Address:

What transferrable knowledge or skills will you gain from attending Venue Management School?

How will your new knowledge or skills improve your performance and/or prepare you for additional job responsibilities at the Authority?

By submitting your request for participation in Venue Management School, you hereby acknowledge having worked with the Georgia World Congress Center Authority for a minimum of two (2) years. Your submission also indicates there are no documented disciplinary actions within the current fiscal year. You also acknowledge your understanding of continued employment with the Authority for a minimum of twelve (12) months at the conclusion of the program. If employment does not continue, for a minimum of twelve (12) months at the conclusion of the program, then you will be obligated to remit your full payment for participation in Venue Management School.

Signature:



Building a Community of Learners & Leaders





Organizational Update: Bylaws Change

NOW THEREFORE, BE IT RESOLVED by the Board of Governors of the Geo. L. Smith II Georgia World Congress Center Authority that the Bylaws hereby are amended and new Bylaws are adopted.

Staff recommends approval.





**Next Meeting:
Tuesday, March 29, 2016**

