Georgia World Congress Center Authority

February 23, 2016

Authority Meeting

Finance

Team

Campus

Authority
Georgia World Congress Center Authority

Financial Snapshot – January 2016

Profit/Loss

<table>
<thead>
<tr>
<th></th>
<th>Budgeted</th>
<th>Actual</th>
<th>Budgeted YTD</th>
<th>Actual YTD</th>
</tr>
</thead>
<tbody>
<tr>
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<td>$510,388</td>
<td>($336,025)</td>
<td>($591,562)</td>
<td>($398,053)</td>
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<td>($2,945,961)</td>
<td>($2,532,990)</td>
<td>$27,664,746</td>
<td>$29,291,183</td>
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<td>($128,000)</td>
<td>($96,485)</td>
<td>($47,783)</td>
<td>($417,357)</td>
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<tr>
<td></td>
<td>(4.66%)</td>
<td>(4.66%)</td>
<td>(4.66%)</td>
<td>(8.68%)</td>
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</tbody>
</table>

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
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

Emerging Leaders Program - Terry College of Business

letter from the chairman

Since opening in 1976, the mission of the Georgia World Congress Center Authority has remained unchanged: to generate economic benefit for its citizens and enhance the quality of life for every Georgian. The Authority welcomed 2.5 million visitors to more than 500 events, generating $3 billion in total economic impact in fiscal year 2018 alone. For these reasons we remain in position as the #1 convention, sports, and entertainment complex in the world.

letter from the executive director

In 2010, the Authority began the process of developing a strategic plan for the campus. The results of that process have generated 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.

Request for Participation

Last Name:  
First Name:  
Middle:  
Suffix:  
Department:  
Organization:  
Address:  
City:  
State:  
Zip Code:  
Email Address:  
Phone:  
Cell:  
Fax:  
What transferable knowledge or skills will you gain from attending Venue Management School?

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

By submitting your request for participation in Venue Management School, you hereby acknowledge having read and understood the Georgia World Congress Center Authority's terms of service (GWC) and all related rules and regulations. You hereby agree to abide by the policies and procedures set forth in the application process. If you fail to meet the requirements of the program, your participation may be terminated. If you fail to meet the attendance requirements of the program, you will be required to pay all costs associated with your participation.
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