

**MINUTES**  
**GEORGIA WORLD CONGRESS CENTER AUTHORITY**  
**BOARD OF GOVERNORS MEETING**  
**AUTHORITY BOARD ROOM**  
**APRIL 26, 2016**  
**12:30 p.m.**

The following were in attendance:

**GWCCA Authority Members**

Steve Adams  
David Allman  
Stan Conway  
Chris Cumiskey  
Phil Gingrey  
Glenn Hicks  
Lee Hunter, Chair  
Tim Lowe  
Andrew MacCartney  
Bill Rice  
Bill Russell  
Doug Tollett

**Absent**

Brian Daniel  
Anne Hennessy  
Bill Jones

**GWCCA Legislative Overview Com.**

Rep. Mike Cheokas  
Rep. Rahn Mayo  
Rep. Butch Parrish  
Rep. Terry Rogers

**GWCC Staff**

Carl Adkins  
Dale Aiken  
Janet Arsenault  
Kevin Duvall  
Julia Karrenbauer  
Jennifer LeMaster  
Frank Poe  
Pargen Robertson  
Richard Sawyer

Adam Straight  
Lindsay Strickland  
Mark Zimmerman

**Levy Restaurants**

Steve Potts

**Atlanta Convention & Visitors Bureau**

William Pate

**Attorney General's Office**

None

**Bank of New York**

None

**Atlanta Falcons**

None

**Office of Planning & Budget**

Heather Aquino

**Guests**

Theonie Alicandro, Drew Company  
Lawrence Bell, Troutman Strategies  
Larry Brown, IPPE  
John E. Drew, Drew Company  
John P. Drew, Drew Company  
Paul Hill, IPPE Chairman  
Nath Morris, IPPE  
John Starkey, IPPE President

**Press**

Leon Stafford, AJC

Chair Hunter called the meeting to order at 12:32 p.m. and introduced the following first time guests:

Theonie Alicandro, Drew Company  
John E. Drew, Drew Company  
John P. Drew, Drew Company

Larry Brown, IPPE  
Paul Hill, IPPE Board Chairman  
Nath Morris, IPPE  
John Starkey, IPPE President

He then asked for a motion to approve the March 29, 2016 meeting minutes.

*A motion to approve the March 29, 2015 meeting minutes was made by Tim Lowe, seconded by Doug Tollett, and unanimously approved.*

## **MARCH FINANCIAL REPORTS**

Chair Hunter called on Janet Arsenault for the review of the March 2016 financial reports, which are appended and made a part of these minutes.

### **GEORGIA WORLD CONGRESS CENTER**

The Congress Center projected a profit of \$1,326,950 for the month but had an actual profit of \$568,960, a negative variance of \$757,990. The loss was mainly due to lower F&B net profit due to events not realized and lower than expected telecom revenue. Also, Expenses were higher than expected due to contract labor for several events and additional advertising/promotion investment. YTD the Congress Center projected a net profit of \$1,788,136 but had an actual net profit of \$1,928,607, which is 8% better than budget.

### **GEORGIA DOME**

The Dome projected a net loss of (\$2,762,565) for the month, but had an actual net loss of (\$2,771,159), a negative variance of \$8,594. Total revenue was up due to H/M Tax. Expenses were also up due to slightly higher than anticipated water bill and some additional contract expenses related to Monster Jam. YTD the Dome projected a net profit of \$26,033,793 but had an actual net profit of \$28,421,600.

### **CENTENNIAL OLYMPIC PARK**

The Park projected a net loss against budget of (\$7,334) for the month but had an actual net gain of \$29,476, a positive variance of \$36,810. The positive variance was due to a reclassification of some expenses related to the Capital Campaign. YTD the Park projected a net loss of (\$117,784) but had an actual net loss of (\$455,780). The shortfall was due to F&B, ice rink ticket sales, and space rental which did not materialize.

Hotel/Motel Tax of \$22.7 was 9.4% over budget for the month and is 13.59% ahead of last year at this time.

The following March events resulted in an estimated 204,109 attendees and an estimated economic impact of \$128.3M for the month.

GWCC: 2016 Atlanta International Auto Show  
Thomas P. Hinman Dental Meeting  
The Asics Big South National Qualifier

Dome: Monster Jam

Chair Hunter thanked Ms. Arsenault for the reports.

### **IPPE 40<sup>th</sup> ANNIVERSARY RECOGNITION**

The International Production and Processing Expo (IPPE) is a Georgia based company which has exhibited at the Congress Center for the last forty years. It is renowned as the largest annual trade show for the poultry, meat, and feed industries and focuses on innovation, education, global reach, and networking. More than 7,200 international visitor from 140 countries have attended. The show's 2016 economic impact was \$61M. Over the last ten years, the economic impact has been an amazing \$562M. It ranks 36<sup>th</sup> out of the top 200 trade shows in the United States. Mr. John Starkey, President of IPPE, and Mr. Paul Hill, Chairman of the IPPE Board, were in attendance today. Mr. Hill reviewed his association with the show and also some background on the show itself. Senator Terry Rogers, a member of the GWCCA Legislative Overview Committee, presented Mr. Hill and Mr. Starkey with a Commendation from Governor Nathan Deal in recognition of the shows economic impact on the State of Georgia. They were very appreciative of the gesture.

### **TERRACES RENOVATION PROJECT UPDATE**

Adam Straight, GWCCA Sr. Director of Project and Program Management, and Steven Potts, Levy Restaurants Campus General Manager, updated the Board on the Terraces renovation project. Building B is our most occupied space and serves as the grand entrance and first impression area for the Congress Center. The current Terraces concept is fifteen years old. Customer demographics have changed over the years. New food concepts will meet the evolution of our customers. The bid process for the renovation project began April 26, 2016 and will end June 1, 2016. Staff will review proposals and then make a contractor recommendation to the Board at the June 28, 2016 Board meeting for action. Construction would run from July 1, 2016 through November 1, 2016. The project ties in with the Congress Center's upcoming flooring project.

### **B/C CONNECTOR ARCHITECT SELECTION UPDATE**

At the September 2015 Board Planning Retreat, staff presented the business case for the need for contiguous exhibition space between Buildings B and C. Since that time, a Request for Qualifications (RFQ) was advertised on the GA Procurement Registry on January 5, 2016. The following seven firms submitted statements of qualifications on February 2, 2016.

- 5G Studios
- HAAD-ARCADO
- PGAL-Fentress
- FX-FOWLE
- HKS, Inc.
- Portman
- TVS Design

A Selection Committee was established which included the following staff members.

- Mark Adams
- Kevin Duvall
- Jennifer LeMaster
- Patrick Skaggs
- Adam Straight

The Selection Committee reviewed the Statements of Qualifications using the following criteria categories to rank the firms.

- Stability and resources of the firm
- Relevant experience and qualifications
- Suitability for the project
- Past performance and references

The following three firms ranked the highest.

- HKS, Inc.
- PGAL-Fentress
- TVS Design

Finalists were interviewed by the Selection Committee on March 25, 2016. The Committee evaluated and then recommended a final ranking based on qualifications. PGAL-Fentress was identified as the highest-ranked “Apparent Awardee”. PGAL-Fentress was asked to submit an Architectural Fee Proposal. The Proposal has been received and is currently under review. Staff is also negotiating with PGAL-Fentress regarding the prospective scope and contract.

The Board was very engaged and asked several questions regarding the firm and their qualifications. At the May 24, 2016 Board meeting, staff anticipates recommending Board approval of executing a Design Professional Agreement with PGAL-Fentress.

#### **GENERAL OBLIGATION BONDS RESOLUTION**

During the 2016 General Assembly, the Authority requested funds for two capital projects. The request was approved by the Legislature and has been sent to the Governor for his approval. Breakdown of the \$7M request is listed below.

- Centennial Olympic Park Improvements - \$3M
- Georgia World Congress Center Major Renovations and Repairs - \$4M

At this time, staff recommended Board approval of a Resolution which requests that the Department of Economic Development request the Georgia State Financing and Investment Commission to issue \$7M in General Obligation Bonds for the projects listed above.

Chair Hunter asked for a motion to approve the Resolution as presented today.

***A motion to approve the Resolution which requests that the Department of Economic Development request Georgia State Financing and Investment Commission to issue \$7,000,000 in State GO Bonds for the purpose of funding Park and Congress Center projects was made by Glenn Hicks, seconded by David Allman, and unanimously approved.***

The next meeting is Tuesday, May 24, 2016.

***With no further business to discuss, a motion to adjourn was made by Phil Gingrey, seconded by Doug Tollett, and unanimously approved.***

RESPECTFULLY SUBMITTED:

APPROVED:

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DALE AIKEN  
ASSISTANT SECRETARY

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BILL RUSSELL  
SECRETARY