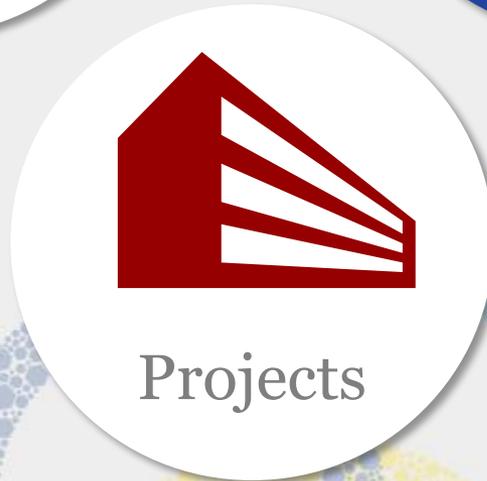


Georgia World Congress Center Authority

April 26, 2016

Authority Meeting



Financial Snapshot – March 2016

Profit/Loss



Budgeted	\$1,326,950	(\$2,762,565)	(\$7,334)
Actual	\$568,960	(\$2,771,159)	\$29,476
Budgeted YTD	\$1,788,136	\$26,033,793	(\$117,784)
Actual YTD	\$1,928,607	\$28,421,600	(\$455,780)



H/M Tax YTD

Actual \$22.7M

Budget \$20.8M 9.4%

FY15 \$20M 13.59%



Customers

(Estimated)

204,109



Economic

Impact

(Estimated)

\$128.3M





IPPE 40th Anniversary Recognition



INTERNATIONAL PRODUCTION & PROCESSING EXPO


GEORGIA
WORLD
CONGRESS
CENTER
AUTHORITY





IPPE at a Glance



- The International Production & Processing Expo (IPPE) brings together more than 1,300 exhibitors and 30,000 visitors to Atlanta annually.
- IPPE is a Georgia based business.
- Hailed as the largest annual trade show for the poultry, meat, and feed industries, the show focuses on:
 - **Innovation** - bringing together buyers and sellers of the latest technology of products and services to make your business successful.
 - **Education** - learning from the experts in free- and fee-based world-class programs.
 - **Global Reach** - attracting more than **7,200 International visitors from 140 countries**.
 - **Networking** - meeting new and rekindling old relationships with leaders across the industries.





IPPE Economic Impact



- Estimated Economic Impact in 2016 - **\$61 Million**
 - 37,000 hotel rooms
 - \$1.6 Million estimated State Sales Tax collected
- IPPE has had a total economic impact of **\$562 Million over the last ten years.**
- 30,000 plus attendees annually
- 40 consecutive years at the Georgia World Congress Center
- #36 of the Top Trade Shows in the United States







IPE 1992



IPE 1996



IPPE 2016



PAUL HILL
Chairman, West Liberty Foods
Elected Chairman of U.S. Poultry & Egg Association



JOHN E. STARKEY, P.E.
President, U.S. Poultry & Egg Association (USPOULTRY)

John is responsible for the administration of all Association programs and activities. He also serves as President of the U.S. Poultry & Egg Harold E. Ford Foundation (USPOULTRY Foundation).





GWCCA Terraces and Building B Entrance Project Update

Adam Straight

Sr. Director of Project and Program
Management

Steven Potts

Campus General Manager
Levy Restaurants





Scope of Work

- Where? Terraces Restaurant (12,000 sq. ft.)
- When? April 26, 2016 – June 1, 2016 (Bid process)
July 1, 2016 - November 1, 2016 (Construction)
- Why? Current concept is 15 years old.
First Impression Area – B Building is our most occupied space.
New food concepts will meet evolution of customer.
This project ties in with our flooring project (action last month).





GWCCA Terraces Restaurant



- Fall 2012 - Present
 - Engaged Levy & Ai3 in planning and programming foodservice space.
 - Researched concept with customers.
 - Refinement of vision
- 2013 Board retreat - Update provided on our FY14 capital request to update Building B main entrance inclusive of the Terraces.
- FY15 - \$2.0M received (GWCC-38) plus \$1M from GWCCA foodservice reserves = \$3M budget
- 2015 - Refined scope of work to Terraces. Early estimates were over budget.
- New design submitted and approved to move forward with construction documents
- April 2016 staff update
- June 2016 Board action - selection of contractor





Current Terraces Restaurant



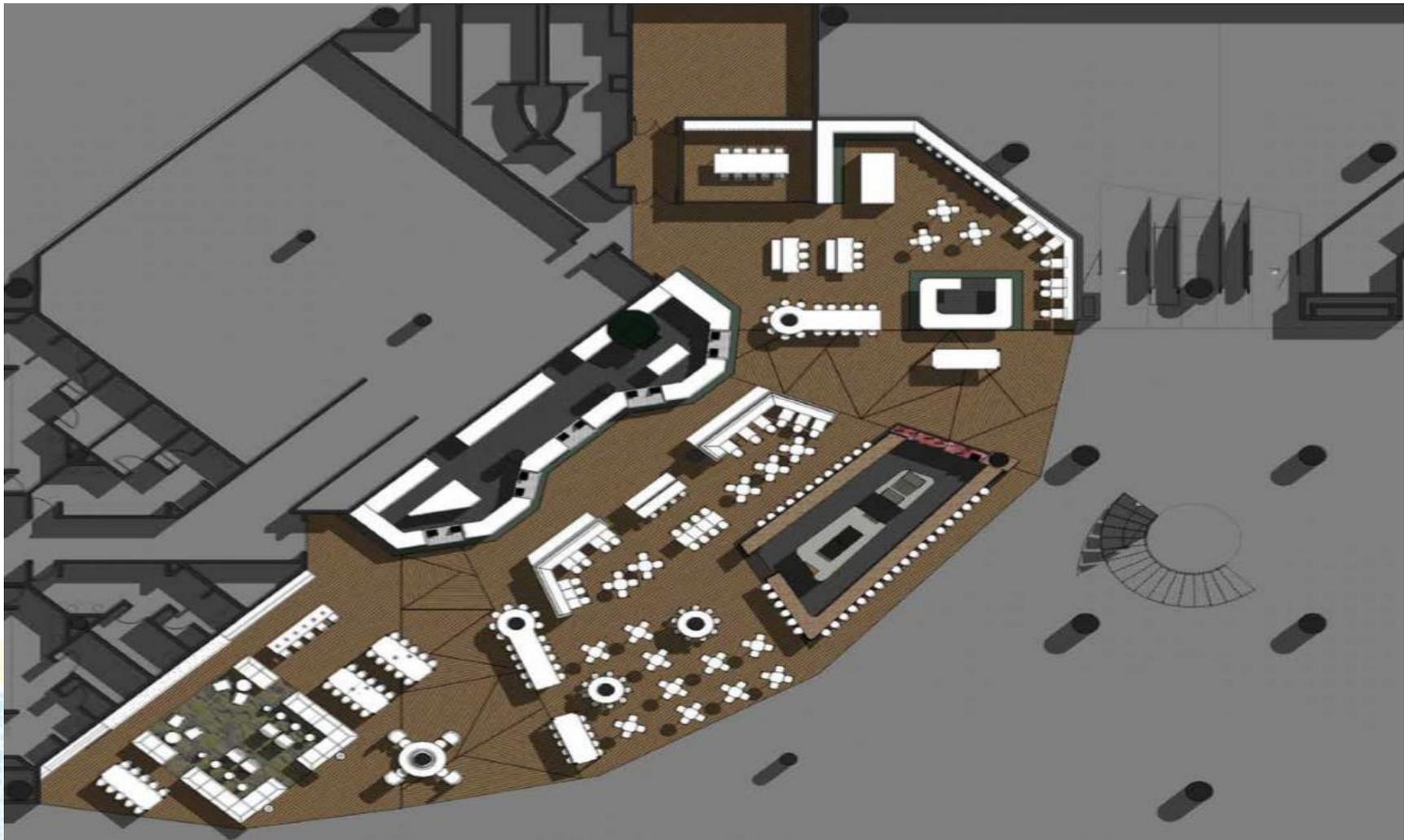


Current Building B Entrance (Terraces entry)





New Design Layout





Design Renderings





Design Renderings





Design Renderings





Next Steps

- Staff review of Proposals & Recommendation
- Contractor selection
- Board action - June 28, 2016





Contiguous Exhibition Facility (B/C Connector) Architect Selection Update

Richard Sawyer
GWCCA Project Procurement
Manager





Architectural Request for Qualifications (RFQ) Overview

- Authority prepared and conducted an Architect selection process in accordance with State requirements. State procurements for professional services prescribe qualifications-based selection processes.
- Authority publicly advertised the RFQ on the GA Procurement Registry on 1/05/16. A restriction of communication has been in effect since advertisement and will remain in effect until execution of an Agreement.





Architectural RFQ Overview (cont'd)



Statements of Qualifications were received from seven (7) firms on 2/02/16 (*alphabetically*):

- **5G Studios**
- **FX-FOWLE**
- **HAAD-ARCADD**
- **HKS**
- **PGAL-Fentress**
- **Portman**
- **TVS Design**





Architectural RFQ Overview (cont'd)

A Selection Committee was established.
Representatives were:

- **Mark Adams, GWCCA**
- **Kevin Duvall, GWCCA**
- **Jennifer LeMaster, GWCCA**
- **Patrick Skaggs, GWCCA**
- **Adam Straight, GWCCA**





Architectural RFQ Overview (cont'd)

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

- **Stability and Resources of Firm**
- **Relevant Experience & Qualifications**
- **Suitability for Project**
- **Past Performance and References**

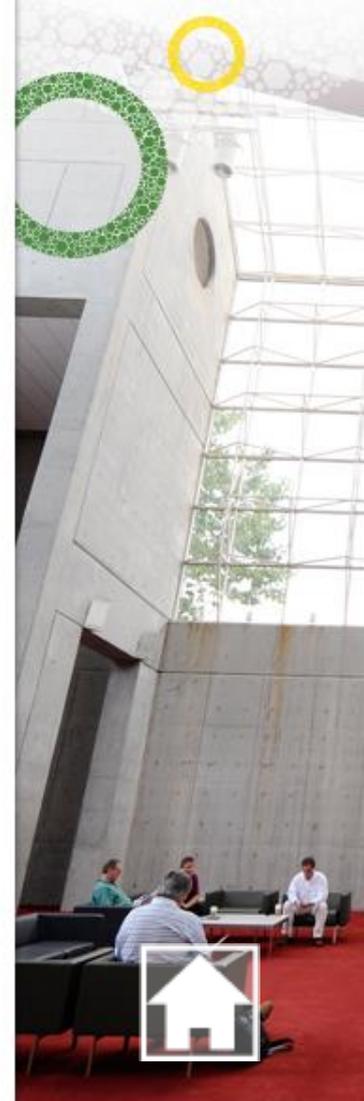




Architectural RFQ Overview (cont'd)

The Selection Committee approved a ranking which resulted in the following three (3) highest-ranked firms (*alphabetically*):

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





Architectural RFQ Overview (cont'd)

- Finalist were formally interviewed by the Selection Committee on 3/25/16.
- The Committee met to evaluate and recommend final ranking after the interview process.
- A highest-ranked “Apparent Awardee” firm, **PGAL-Fentress**, was identified by the Committee on 3/30/16.
- An Architectural Fee Proposal was then requested of PGAL-Fentress. The Proposal is currently under review.





Architectural RFQ Overview (cont'd)

- Negotiations with PGAL-Fentress are underway.
- The prospective Agreement will be in a form consistent with the GSFIC Contract for Design Professional Services and will be subject to Board action prior to execution.
- Outcomes of the initial engagement will include:
 - Full Conceptual Development and some Schematic deliverables
 - Budget
 - Schedule
 - Feasibility





Questions?





Next Steps

A recommendation to the Board for approval of GWCC execution of a Design Professional Agreement is anticipated to be presented at the May 24, 2016 GWCCA Board of Governors meeting.





General Obligation Bond Resolution

Pargen Robertson
GWCCA Legal Counsel



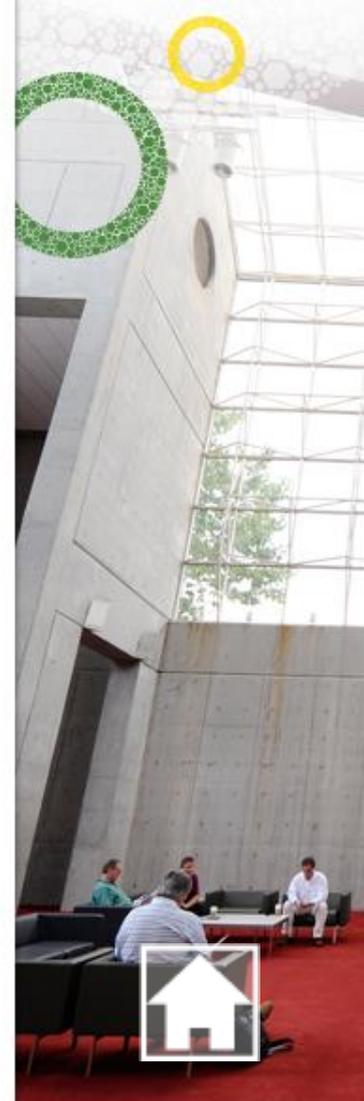


General Obligation Bond Resolution 2016



Background

Recall that pursuant to a 1974 Intergovernmental Agreement, the GWCCA essentially operates its facilities as agent of the Department of Economic Development.





General Obligation Bond Resolution 2016

The General Assembly passed an act appropriating the aggregate amount of \$7 million for GWCCA projects.





General Obligation Bond Resolution 2016

Mechanically, the procedure at this stage is for the GWCCA Board of Governors to make a request to the Department of Economic Development (DEcD). DEcD, in turn, then requests that the Georgia State Financing and Investment Commission (GSFIC) issue these general obligation bonds.

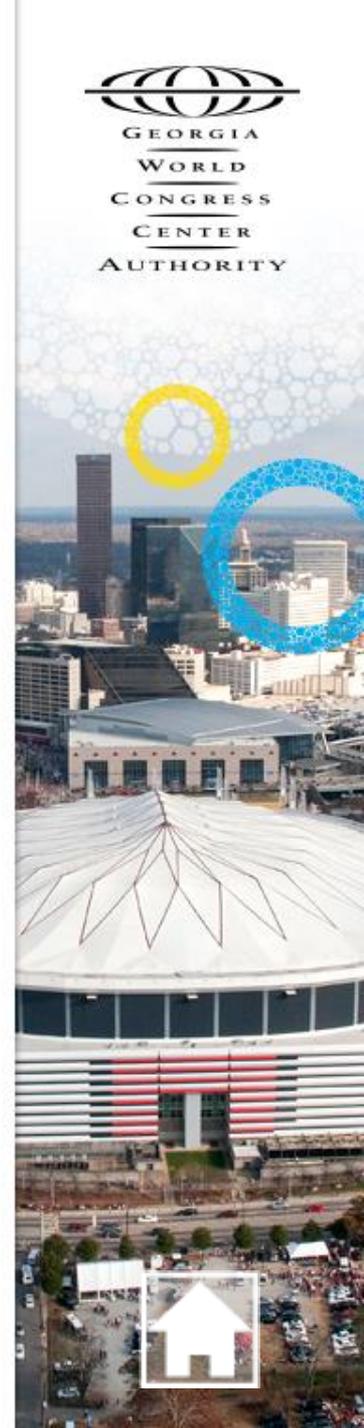




Resolution

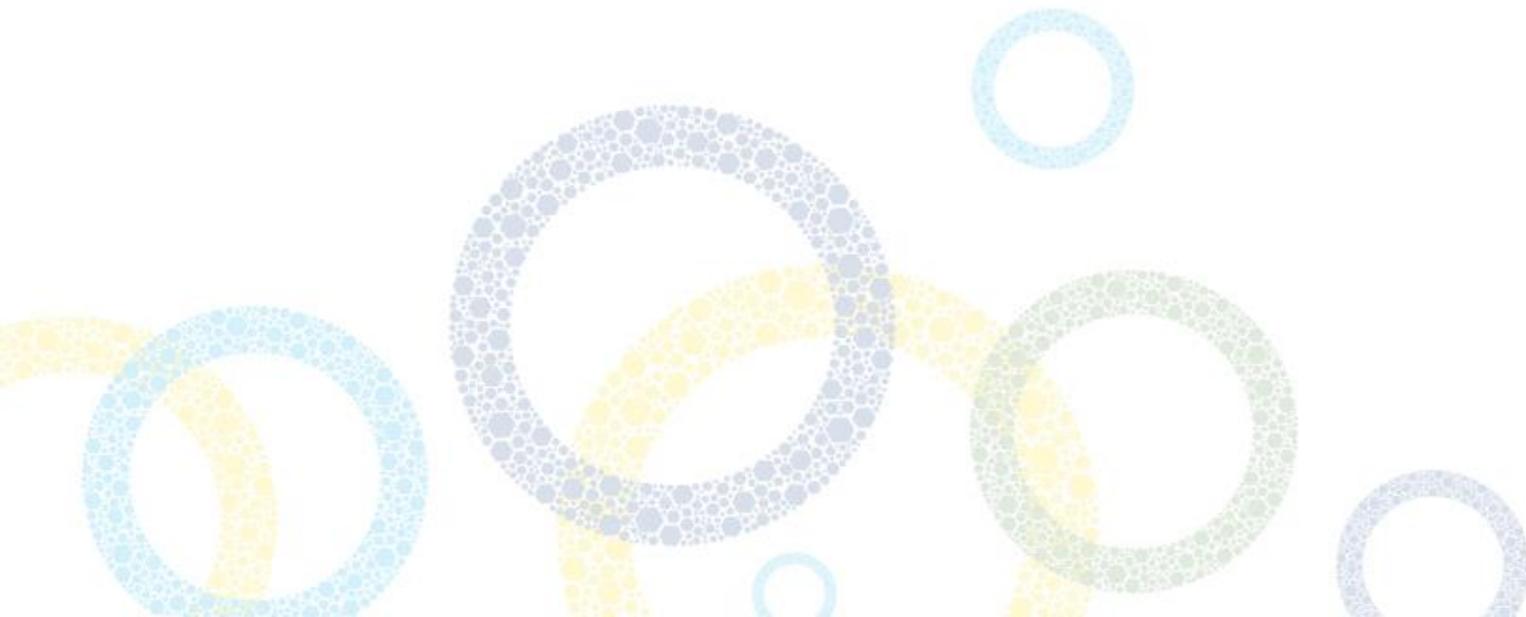
NOW, THEREFORE, BE IT RESOLVED by the Board of Governors of the Geo. L. Smith II Georgia World Congress Center Authority that the Authority Board hereby requests the Department of Economic Development Board submit a request to the Georgia State Financing and Investment Commission that the Commission undertake to issue \$7,000,000 in aggregate principal amount of State of Georgia General Obligation Bonds.

Staff recommends approval.





Questions?





**Next Meeting:
Tuesday, May 24, 2016**

