

**MINUTES**  
**GEORGIA WORLD CONGRESS CENTER AUTHORITY**  
**BOARD OF GOVERNORS MEETING**  
**AUTHORITY BOARD ROOM**  
**JUNE 24, 2014**  
**1:00 p.m.**

The following were in attendance:

**GWCCA Authority Members**

Taz Anderson  
Anne Hennessy  
Glenn Hicks  
Bill Jones  
Tim Lowe, Chair  
Greg O'Bradovich  
Bill Russell  
Doug Tollett  
Charlie Yates

**Absent**

Steve Adams  
David Allman  
Brian Daniel  
John Downs  
Lee Hunter  
Bill Rice

**GWCCA Legislative Overview Com.**

Senator Frank Ginn  
Senator Judson Hill  
Representative Mark Hamilton  
Representative Butch Parrish

**GWCC Staff**

Mark Adams  
Dale Aiken  
Kevin Duvall  
Jennifer LeMaster  
Frank Poe  
Patrick Skaggs  
Lindsay Strickland  
Mark Zimmerman

**Dome Staff**

None

**COP Staff**

Joe Skopitz

**Levy Restaurants**

Steve Potts

**Atlanta Convention & Visitors Bureau**

William Pate  
Mark Vaughan

**Attorney General's Office**

Denise Whiting-Pack

**Bank of New York**

None

**Atlanta Falcons**

Rich McKay

**GWCC Legal Counsel**

Pargen Robertson

**Office of Planning & Budget**

None

**Press**

Leon Stafford, AJC  
Amy Wenk, Atlanta Business Chronicle

**Guests**

Lawrence Bell - Troutman Sanders Strategies  
Bill Darden – Darden & Company  
Wayne Wadsworth - HHRM  
Robb Willis – Troutman Sanders Strategies

Chair Lowe called the meeting to order at 1:06 p.m. and asked for a motion to approve the May 20, 2014 meeting minutes.

*A motion to approve the May 20, 2014 meeting minutes was made by Anne Hennessy, seconded by Doug Tollett, and unanimously approved.*

## **MAY FINANCIAL REPORTS**

Chair Lowe called on Kevin Duvall for the review of the May 2014 financial reports, which are appended and made a part of these minutes.

### **GEORGIA WORLD CONGRESS CENTER**

The Congress Center projected a net loss of (\$464,729) for the month but had an actual net profit of \$184,230, a positive variance of \$648,959. May revenue was over budget due to increased utility, F&B, Telecom, and parking revenue and decreased expenses. YTD the Congress Center projected a profit of \$2,270,177 but had an actual profit of \$1,950,525, a negative variance of \$319,652.

### **GEORGIA DOME**

The Dome projected a net profit of \$557,955 for the month, but had an actual net profit of \$822,676, a positive variance of \$264,721. The positive variance was due to space rental and F&B income. YTD the Dome projected a profit of \$21,395,672 but has an actual profit of \$23,883,743, a positive variance of \$2,488,071.

### **CENTENNIAL OLYMPIC PARK**

The Park projected a net gain against budget of \$55,107 for the month but had an actual net loss of (\$69,052), a negative variance of \$124,159, due to unrealized space rental, F&B income, and sponsorship related to the Party in the Park. YTD the Park projected a profit of \$219,753 but had an actual profit of \$102,967, a negative variance of \$116,786.

Hotel/Motel Tax of \$22.5M was 1.81% over budget for the month and is 4.79% ahead of last year at this time.

The following May events resulted in an estimated 131,909 attendees and an estimated economic impact of \$71.5M for the month.

GWCC: Distributive Education Clubs of America (DECA)  
Open Stack Spring Summit  
Organo Gold  
Comic Con

Dome: GSU Commencement  
Over 20 Graduations

Park: Party in the Park

Chair Lowe thanked Mr. Duvall for the reports.

## **NEW STADIUM PROJECT UPDATE**

Bill Darden with Darden & Company updated the Board on the following topics.

- Critical Design Dates;
- On-site Activities; and
- Roadway and Utility Activities

Rich McKay updated the Board on the following topics.

- Westside Works – A workforce development program; and
- Updated renderings of the new stadium

## **GEORGIA WORLD CONGRESS CENTER FY15 BUDGET**

At last month's Board meeting, the Congress Center's FY15 Budget was not presented to the Board for action due to a last minute cancellation of a large event. Staff reviewed and modified the budget to reflect this loss of business. The revised budget has been presented to the Board Finance Committee and they Committee approved advancing the budget to the full Board for action.

Like the Dome and Park FY15 Budgets, the following highlights are reflected in the Congress Center's budget.

- Hotel/Motel Tax
  - Project a 2.8% increase over FY14
- Personnel
  - Recommend a 3% average merit increase pool
  - Retirement costs are increasing from an average 16.8% to 20.5% of salary to equal \$813K
  - Addition of three (3) campus-wide positions
  - Addition of leadership training
- Event Development Team

A Budget summary comparing the FY14 Budget to the original projected FY15 Budget to the revised FY15 Budget for the Congress Center was reviewed. Budget summary is appended and made a part of these minutes.

The revised budget revenue is \$35,625,436 versus the original budget revenue of \$36,429,933, a negative variance of \$804,497. Revised budget expenditures are \$35,395,970 versus the original budget expenditures of \$35,277,461. FY15 revised budget shows an operating profit of \$229,466 versus the original budget operating profit of \$1,152,472.

Staff recommends Board approval of the revised Georgia World Congress Center FY15 Budget.

***A motion to approve the revised Georgia World Congress Center FY15 Budget was made by Glenn Hicks, seconded by Doug Tollett, and unanimously approved.***

## **GEORGIA WORLD CONGRESS CENTER RESERVE FUND RESOLUTION**

Pursuant to the Project Development Agreement and the License Agreement, the Authority is obligated to make available to StadCo all real property necessary for the construction of the NSP. The General Appropriations Act for FY13 provided for the appropriation of \$15M through the issuance of general obligation debt of the State of Georgia to acquire real property. In December 2012 the Authority further set aside a \$1M reserve for the acquisition of the Zaglin property. The Authority,

working through the State Properties Commission, has acquired 13 properties, two billboards, and one parking operation through negotiated transactions and eminent domain (condemnation). The total cost of those acquisitions is \$17,102,488.29 which leaves the Authority with a negative cash balance of (\$1,102,488.29). These costs are GWCC costs which will be absorbed in FY14. In addition, it is anticipated that the future legal and expert witness fees to prepare for condemnation value appeal will be approximately \$300,000. Therefore, staff is requesting a \$1.5M reserve be established for these obligations. By policy the Congress Center will still maintain \$8.8 million in GWCC fund balance (90 days operating reserve). Additionally in FY17, once the current Dome bonds are paid in full, the GWCC will receive cash from the Georgia Dome operating fund. The current estimate is in excess of \$8M.

Staff recommends Board approval of the Reserve Fund Resolution.

***A motion to approve a Resolution authorizing the Chief Financial Officer establish and maintain a \$1.5 million GWCC Reserve Fund and account for potential expenses incurred by the Authority with respect to the New Stadium Project was made by Doug Tollett, seconded by Glenn Hicks, and unanimously approved.***

#### **STRATEGIC POLICY ADVISOR**

The Authority has been working with Troutman Sanders Strategies for the past year. Their agreement expires July 12, 2014. Staff feels Troutman Sanders Strategies compliments the Authority's Director of Government Relations and feels it would be in the Authority's best interest to consider renewing their contract for another twelve months. It would benefit the Authority for Troutman Sanders Strategies to continue to be a part of our team as we advance our issues, which include:

- Two new parking decks;
- Proposed hotel;
- Park visioning; and
- GWCC capital improvements.

Therefore, staff recommends renewing Troutman Sanders Strategies' contract as this falls within the parameters of current policy. Chair Lowe asked for a motion to renew Troutman Sanders Strategies Agreement.

***A motion authorizing the Executive Director to enter into a renewal Agreement with Troutman Sanders Strategies for an additional twelve (12) months was made by Bill Russell, seconded by Anne Hennessy, and unanimously approved.***

At this time Chair Lowe asked for a motion to move into Executive Session for Attorney-Client Privilege and real property discussion.

***A motion to move into Executive Session for the purpose of Attorney-Client Privilege and real property discussion was made by Anne Hennessy, seconded by Charlie Yates, and unanimously approved.***

The regular GWCCA Board of Governors meeting reconvened at 1:52 p.m.

*With no further business to discuss, a motion to adjourn was made by Taz Anderson, seconded by Greg O'Bradovich, and unanimously approved.*

RESPECTFULLY SUBMITTED:

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DALE AIKEN  
ASSISTANT SECRETARY

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BILL RUSSELL  
SECRETARY