

# GWCCA EXECUTIVE COMMITTEE MEETING

## MINUTES

June 26, 2012

GWCC Sales & Event Services Board Room

10:00 a.m.

### Committee Members:

David Allman  
Glenn Hicks  
Tim Lowe, Chair  
Doug Tollett

### GWCCA Staff:

Dale Aiken  
Kevin Duvall  
Frank Poe

### Guests:

Pargen Robertson, GWCCA Legal Counsel

### Committee Members Not Attending:

Anne Hennessy  
Lee Hunter

Chair Lowe called the meeting to order at 11:20 a.m. and asked for a motion to approve the April 24, 2012 meeting minutes.

*A motion to approve the April 24, 2012 GWCCA Executive Committee meeting minutes was made by Glenn Hicks, seconded by Doug Tollett, and unanimously approved.*

## DISTRIBUTED ANTENNA SYSTEMS

Information regarding the distributed antenna systems agreements with major cellular carriers that support the GWCCA was sent to committee members on June 25, 2012.

In 2004 the Authority entered tri-party agreements with CCLD and three cellular carriers (Sprint, AT&T, and Verizon) to provide distributed antenna services.

Sprint and Verizon working with CCLD for the past several weeks are ready to upgrade their systems. CCLD would like to execute a ten year extension addendum to the original agreements with each carrier. Carriers would install their own systems with no cost to the Congress Center or CCLD. There is a sense of urgency in this matter as Sprint is further along in their preparations and would like to begin installation so it can be completed prior to the 2012 NFL football season.

The 2004 agreements produced \$2,500 per month revenue from each carrier. The new amended agreements would produce \$8,000 per month from each carrier for the first year and then \$16,000 per month for years two through ten. Benefits to the system upgrades include better cellular coverage throughout the Congress Center and the Dome, an increase in bandwidth for cellular data service and increase in revenue. Under CCLD's current contract there is an 80 CCLD/20 GWCC revenue split which would apply to the new amended agreements. Staff recommends the Committee give the Executive Director authority to execute the proposed amendments with the carriers. Staff would then request ratification of this action at the July 31, 2012 Board meeting.

Committee members thought the plan to upgrade the systems was a good idea but are concerned with CCLD receiving 80% of the revenue and the Congress Center receiving 20%. The Committee would like to see if CCLD would modify the revenue split for the updated program addendums.

Staff will meet with CCLD. A follow-up GWCCA Executive Committee meeting will be scheduled within the next few weeks for staff to report their findings to the committee.

There being no further business, the meeting adjourned at 11:45 a.m.

Respectfully submitted:

Approved:

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Dale Aiken, Assistant Secretary

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Tim Lowe, Chair