

MINUTES
GEORGIA WORLD CONGRESS CENTER AUTHORITY
JUNE 29, 2010

The following were in attendance:

GWCCA Authority Members

David Allman
Taz Anderson
John Downs
Anne Hennessy
Glenn Hicks
Lee Hunter
Bill Linginfelter
Tim Lowe
Bob Prather, Chair
Gary Smith
Doug Tollett

Absent

Tom Bell
Ken Cornelius
Jim Edenfield
Dee Yancey

GWCC Legislative Overview Com.

Senators

Don Balfour

Representatives

Matt Dollar
Chuck Martin

GWCC Staff

Dale Aiken
Kevin Duvall
Mark Geiger
Frank Poe
Pattsie Rand
Patrick Skaggs
Sherrie Spinks

Dome Staff

Will Lofdahl

COP Staff

Mark Banta
Joe Skopitz

Levy - GWCC

Mike Plutino
Chris Smith

GWCC Legal Counsel

Pargen Robertson

Atlanta Convention & Visitors Bureau

William Pate
Mark Vaughan

Atlanta Falcons

Rob Geoffroy

Bank of New York

Zac Vaughn

Attorney General's Office

Shannon McGhee

Senate Budget Office

Elizabeth Kulinski

Office of Planning & Budget

Yvonne Turner

Press

Lisa Schoolcraft, Atlanta Business Chronicle
Leon Stafford, AJC

Guests

Josh Ehrich, Governor's Exec. Counsel's Office
Dan Graveline
Jon Knight, Populous
Lynette Mullin, Rep. Chuck Martin's guest
Dennis Wellner, Populous

Chair Bob Prather welcomed everyone and called the meeting to order at 12:20 p.m. He then introduced and welcomed Josh Ehrich with the Governor's Executive Counsel's Office; Rob Geoffroy with the Atlanta Falcons; Lynnete Mullin, guest of Rep. Chuck Martin; and Dennis Wellner and Jon Knight with Populous.

Chair Prather then asked for a motion to approve the minutes of the May 25, 2010 meeting.

A motion to approve the minutes of the May 25, 2010 meeting was made by Lee Hunter, seconded by Bill Linginfelter, and unanimously approved.

Chair Prather then called on Pattsie Rand to present the Sales and Marketing Report for May 2010, which is hereby appended and made a part of these minutes.

Five events totaling thirty-four days, which includes move-in and move-out days, confirmed during May for GWCC exhibit halls, including:

<u>Event</u>	<u>Date</u>
Easyriders Bike Show	November 2010
Atlanta Boat Show	January 2011
A-Town Show Down Volleyball Tournament	January 2011
Georgia Chapter of American Diabetes Association	March 2011
Hinman Dental Meeting	March 2013

Two exhibit hall events, totaling 17 days, were cancelled at the GWCC in May 2010.

<u>Event</u>	<u>Date</u>
EMS Expo, Firehouse Central	October 2012
National Rural Electric Cooperative Association	March 2014

One new event was confirmed at the Georgia Dome during May 2010 for a total of seven days, which includes move-in and move-out.

<u>Event</u>	<u>Date</u>
International Soccer Challenge - Club America vs. Manchester City	July 2010

No events were cancelled at the Georgia Dome during May 2010.

No new business was confirmed in Centennial Olympic Park during May 2010.

No events were cancelled at Centennial Olympic Park during May 2010.

A Summary of the Economic Impact for major events at the Georgia World Congress Center and the Georgia Dome during May was reviewed. Total attendance for May events was 34,515. New dollars generated by out-of-town visitors were \$36.2 million and estimated total economic impact was \$59.2 million. Estimated State sales tax generated was \$2.4 million.

Photographs of the following May 2010 events were reviewed:

GWCC

Waste Expo
Military Engineers
Department of Energy Dinner
International Window Coverings
Alive! Expo

Georgia Dome

Atlanta International Soccer
Challenge Press Conference
World Fitness Day
Children's Healthcare of Atlanta
Luncheon
Multiple High School Graduations

Centennial Olympic Park

Fiesta Atlanta
Wednesday WindDown

Chair Prather thanked Ms. Rand for a good report and then called on Sherrie Spinks for the review of the May 2010 financial reports, which are appended and made a part of these minutes.

GEORGIA WORLD CONGRESS CENTER

Operating revenue for May was \$2,043,648 against a budget of \$1,927,558, which was \$116,090 **ahead** of forecast for the month. The increase is mainly due to increased space rental, utilities, and parking. YTD operating revenue is \$1,065,407 or 4.05% **below** forecast. Total expenditures of \$2,111,647 were \$461,989 **under** budget. YTD expenses are **under** budget by \$4,226,305 or 13.68%. The Congress Center projected a net loss of (\$646,078) but had an actual net loss of (\$67,999) for the month. The Congress Center projected a net loss YTD of (\$4,611,985) but had an actual net loss of (\$1,451,087).

GEORGIA DOME

Total operating revenue for May was \$1,818,082 against a budget of \$2,113,400, which was \$295,318 **below** forecast. YTD operating revenue is **below** budget by (\$475,027) or .86%. Catering was ahead of forecast but Hotel/Motel Tax was below forecast for the month. Operating expenditures of \$1,223,849 were \$623,309 **under** budget. YTD expenditures are **under** budget by \$1,509,083 or 3.72%. The Dome projected a net profit of \$266,242 but had an actual net profit of \$594,233 for the month. YTD the Dome projected a net profit of \$14,968,095 but had an actual net profit of \$16,002,151. It was noted that next month a \$4 million debt service payment will be made.

CENTENNIAL OLYMPIC PARK

Operating revenue for May was \$290,583 against a budget of \$284,061, which was \$6,522 **ahead** of forecast. YTD revenue is **below** forecast by \$200,179 or 7.86%. Operating expenditures for the month were \$250,753, which was \$24,946 **less** than projected. YTD expenses are **under** budget \$226,355 or 8.98%. The Park projected a net gain of \$8,362 for the month, but had an actual **net gain** against budget of \$39,830. YTD the Park projected a net gain against budget of \$25,186, but experienced an actual net gain of \$51,362.

GWCC PROJECT REQUEST

Depending on June 2010 revenue, the Congress Center projects a year-end loss of \$2 million to \$2.5 million against an original projected loss of \$5.7 million. Congratulations go to everyone for holding down the expenses for the year. The Congress Center will use \$1.3 million of the excess operating funds to replenish the Special Projects Fund for some much needed life safety improvements on the Congress Center campus.

Projects include:

- Building automation upgrade
 - Ten years since upgraded
 - Controls HVAC and lighting systems
 - Ties into building systems
 - Estimated cost - \$300,000

- Fire panel upgrade
 - Installed 1992 – now obsolete
 - Ties to building automated system
 - Will provide ability to pin point a specific area of building in an emergency – life safety issue
 - Estimated cost - \$250,000

- Red Parking Deck stairwell replacement
 - Drainage and moisture issues in far southeast corner of deck
 - Drainage and airflow issues will be addressed
 - Stairs need to be replaced – life safety issue
 - Estimated cost - \$250,000

- Fuel storage tank remediation
 - GEFA inspection – 9/08
 - Code requires upgrade of the 23 tanks
 - Aging pipes, wiring, and fuel pumps
 - Single wall to be changed to double wall
 - Estimated cost - \$250,000

- Emergency/load shed generator rebuild
 - Six on-site generators supply power to entire facility
 - One generator to be rebuilt to allow business continuity should we have a power outage from Georgia Power
 - Estimated cost - \$150,000

- Building A security enhancements
 - Gate with intercom and card reader to be installed at Hall A3 loading area to limit access and secure Buildings A and B
 - Roll up doors with intercom, card reader, and cameras to be added to Building A loading docks to limit access
 - Estimated cost \$50,000

Total cost for all improvements is \$1.3 million. Chair Prather noted that the Congress Center staff continually maintains the facility at the highest level. At this time Chair Prather asked for a motion to approve the above referenced projects.

A motion to approve the use of \$1.3 million from the Special Projects Fund to fund the GWCC projects listed above was made by Taz Anderson, seconded by Bill Linginfelter, and unanimously approved.

This morning the GWCCA Georgia Dome Review Committee received the Master Plan's Phase II Report prepared by Populous and presented by Dennis Wellner and Jon Knight. Phase II focuses on upgrades for a renovated stadium, which would bring the stadium up to current NFL standards. The Dome Review Committee authorized developing "next steps" to refine the cost of renovating the Dome and to determine the cost of a possible second stadium. The committee will report back to the Authority with what it would cost to run the Dome if a second stadium was built. Mr. Wellner and Mr. Knight will be available after today's meeting to answer any questions.

This year's Authority Planning Retreat will take place in Savannah, Georgia on Monday, September 27, and Tuesday, September 28. Dome issues will be discussed along with a five-year look ahead. Retreat attendees will tour the Georgia Ports Authority while in Savannah.

The next Authority meeting will be July 27, 2010. Chair Prather then called for a motion to adjourn.

With no further business to discuss, a motion to adjourn was made by Glenn Hicks, seconded by Lee Hunter, and unanimously approved.

RESPECTFULLY SUBMITTED:

APPROVED:

DALE AIKEN
ASSISTANT SECRETARY

ANNE HENNESSY
SECRETARY