# Financial Snapshot

## Profit/Loss

<table>
<thead>
<tr>
<th></th>
<th>Georgia World Congress Center</th>
<th>Georgia Dome</th>
<th>Centennial Olympic Park</th>
</tr>
</thead>
<tbody>
<tr>
<td>Projected May</td>
<td>$101,076</td>
<td>$397,782</td>
<td>$53,419</td>
</tr>
<tr>
<td>Actual May</td>
<td>20,078</td>
<td>638,190</td>
<td>53,642</td>
</tr>
<tr>
<td>Projected YTD</td>
<td>947,183</td>
<td>16,963,006</td>
<td>83,242</td>
</tr>
<tr>
<td>Actual YTD</td>
<td>1,115,218</td>
<td>23,739,105</td>
<td>458,364</td>
</tr>
</tbody>
</table>

## H/M Tax

<table>
<thead>
<tr>
<th>Year</th>
<th>Actual</th>
<th>Budget</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12</td>
<td>$19.36M</td>
<td>$20.19M</td>
<td>11.05%</td>
</tr>
<tr>
<td>YTD</td>
<td>$21.50M</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## Customers

| Estimated       | 143,520 |

## Economic Impact

| Estimated       | 59.3M |

(Year-to-date)
NSP Conceptual Design

Bill Johnson
360 Architecture
GOODE VAN SLYKE

17+ YEARS OF EXPERIENCE IN THE PUBLIC AND PRIVATE SECTORS
PROVEN TRACK RECORD MANAGING PROJECTS IN URBAN NEIGHBORHOODS
DEEP PROJECT HISTORY IN THE VINE CITY NEIGHBORHOOD
STANLEY BEAMAN & SEARS

FULTON COUNTY/ATLANTA BASED COMPANY FOR 20 YEARS

HISTORY OF SUCCESSFUL COLLABORATIONS WITH WORLD-CLASS ARCHITECTURAL FIRMS

AWARD WINNING ARCHITECTURE AND INTERIORS + INNOVATIVE ENVIRONMENTAL AND ENTERTAINMENT GRAPHICS
tvsdesign

INNOVATIVE, ESTABLISHED DESIGN LEADER IN ATLANTA AND WORLDWIDE

DESIGNED THE ORIGINAL AND SUBSEQUENT EXPANSION FOR THE GWCC

FIRSTHAND KNOWLEDGE OF GWCC CAMPUS
PERMISSION TO CHALLENGE EVERYTHING
ACT RESPONSIBLY
EXPERTS OUTSIDE THE INDUSTRY
EMBRACE CHANGE
RE-IMAGINE THE GAME DAY EXPERIENCE
REJECT CURRENT THINKING
Questions?
Pursuant to Section 3.3 of Article III and Exhibit F of the MOU, the Authority will have final approval rights at the conceptual, schematic and design development stages over the drawings, plans, and specifications for the overall Material Design Elements for the NSP which are those design elements that (i) materially affect the exterior appearance of the NSP...
Staff Recommendation

Approval of 360 Architecture’s conceptual design which materially affects the exterior appearance of the NSP.
Charlie Thornton
ICON Venue Group
CM / GC Selection

Request for Qualifications

1. Industry-Wide Outreach
   a. Dodge Report
   b. Targeted Industry Contacts
2. Asked for Firms to Submit Independently
3. Provided for Broadest Possible Opportunity for Diversity
4. Received Qualification Statements from Nine (9) Highly Skilled and Experienced Firms Plus Two (2) Firms Interested but not as Lead CM / GC
5. Interviewed All Nine (9) Proposing Firms
6. Shortlisted Five (5) Most Qualified Firms
CM / GC Selection

Request for Proposals

1. Firms Were Allowed to Assemble Teams from the Nine (9) Qualified Firms and the Two (2) Additional Firms not Interested in Lead CM / GC Role

2. Proposal Review Resulted in Three (3) Finalists
   a. Holder/Hunt Joint Venture
   b. Skanska
   c. Turner Construction Company

3. Selection Criteria Established
   a. Overall Costs to Deliver Project
   b. Team and Individual Experience and Depth
   c. Project Portfolio
   d. Culture and Chemistry

4. Final Interviews and Detailed Negotiations with Each Finalist

5. Holder/Hunt Joint Venture was Ranked #1 Based on Criteria
Questions?
Pursuant to Section 3.7 of Article III of the MOU, the parties agreed that StadCo will select the General Contractor(s) for the NSP and will make its recommendation to the Authority. The Authority will have final approval rights over the General Contractor(s) engaged for construction of the NSP and the terms of the Construction Contract.
Staff Recommendation

Approval of the recommended General Contractor(s) and construction contract terms for the NSP.