Georgia World Congress Center Authority

June 24, 2014

Board of Governors Meeting

Finance

Authority
### 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</td>
<td>$464,729</td>
<td>$557,955</td>
<td>$55,107</td>
</tr>
<tr>
<td>Actual</td>
<td>184,230</td>
<td>822,676</td>
<td>69,052</td>
</tr>
<tr>
<td>Projected YTD</td>
<td>2,270,177</td>
<td>21,395,672</td>
<td>219,753</td>
</tr>
<tr>
<td>Actual YTD</td>
<td>1,950,525</td>
<td>23,883,743</td>
<td>102,967</td>
</tr>
</tbody>
</table>

#### H/M Tax

<table>
<thead>
<tr>
<th></th>
<th>Actual  $22.5M</th>
<th>Budget $22.1M</th>
<th>FY13  $21.5M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Projected</td>
<td>1.81%</td>
<td></td>
<td>4.79%</td>
</tr>
<tr>
<td>Actual</td>
<td>$22.5M</td>
<td>$22.1M</td>
<td>$21.5M</td>
</tr>
</tbody>
</table>

#### Customers

- (Estimated) 131,909

#### Economic Impact

- (Estimated) 71.5M
New Stadium Project
Update

Rich McKay
President/CEO, The Atlanta Falcons
New Stadium Update
Critical Design Dates

- GWCCA Approves Schematic Design - 10/29/13
- 50% DD Documents – 4/24/14
- 100% DD Documents – 6/18/14
- Anticipated GWCCA Board Approval of DDs – 7/29/14
- Anticipated GMP Execution – 9/2/14
Onsite Activities

- Take possession of Friendship Baptist Church on 7/1/14
  - Abatement will begin by 7/7
- Mass excavation within the building’s footprint is 80% complete
- We are installing 50 auger cast piles per day, with over 450 installed to date, or 22% complete
- Drilled pier installation will begin this week
- The above grade activity, pouring of the first lift of columns will begin in August, continuing for over a year when steel begins
Roadway and Utility Activities

• Temporary Mangum Street is now open, allowing for demolition of asphalt and removal of utilities under old Mangum Street
• Georgia Power duct bank installation continues on Northside Drive and Mitchell Street, to be completed by late August
• The new Mitchell Street domestic water line will begin installation in July, increasing utility redundancy to west side neighborhoods
Westside Works
A WORKFORCE DEVELOPMENT PROGRAM

- Located at 80 Joseph E. Lowery Blvd, NW Atlanta, GA 30314 (E R Carter School); about 1 mile from the New Stadium Project, Westside Works’ mission is to create employment opportunities and foster job success through skills building for residents of Atlanta’s Westside neighborhoods.

- Westside Works will be a long term initiative focused on creating employment opportunities for Westside residents who are: unemployed; underemployed; and hard-to-employ.
Westside Works

- There will be an immediate sector focus on commercial construction due to demand for construction jobs.

- Our initial goal is to ensure that at least 100 neighborhood residents get placed in jobs during the first 12 months of operations. We hope that the center ends up placing hundreds of neighborhood residents in jobs over time.

- We are developing a partnership with Levy and City of Refuge to create a culinary training institute, connected to Westside Works, that will allow Westside residents to get trained and positioned to be competitive for culinary jobs at the New Stadium and other venues.
Updated Photos
Georgia World Congress Center

FY 2015 Budget
Overall Comments

The following highlights are reflected in the GWCC budget:

- H/M 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 = $813k
  - Addition of three (3) campus-wide positions; and
  - Addition of leadership training
- Event Development Team
## GEORGIA WORLD CONGRESS CENTER
### OPERATING BUDGET SUMMARY COMPARISON
#### FY 2015

<table>
<thead>
<tr>
<th></th>
<th>Projected FY 2014</th>
<th>Budget FY 2015</th>
<th>Revised Budget FY 2015</th>
<th>Variance Rev FY15 &amp; Bud FY15</th>
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</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rental</td>
<td>$ 9,844,754</td>
<td>$ 10,118,947</td>
<td>$ 10,168,947</td>
<td>$ 50,000</td>
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<tr>
<td>Food &amp; Beverage</td>
<td>6,697,945</td>
<td>6,884,039</td>
<td>5,979,542</td>
<td>(904,497)</td>
</tr>
<tr>
<td>Exhibit Utility Service</td>
<td>6,656,656</td>
<td>7,886,661</td>
<td>7,886,661</td>
<td>-</td>
</tr>
<tr>
<td>Parking</td>
<td>4,190,052</td>
<td>4,248,568</td>
<td>4,248,568</td>
<td>-</td>
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<tr>
<td>Hotel/Motel Tax</td>
<td>3,181,828</td>
<td>3,365,318</td>
<td>3,365,318</td>
<td>-</td>
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<tr>
<td>Other</td>
<td>3,451,912</td>
<td>3,926,400</td>
<td>3,976,400</td>
<td>50,000</td>
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<tr>
<td><strong>REVENUE</strong></td>
<td>$ 34,023,147</td>
<td>$ 36,429,933</td>
<td>$ 35,625,436</td>
<td>$ (804,497)</td>
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<tr>
<td><strong>EXPENDITURES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personnel Services</td>
<td>$ 18,371,896</td>
<td>$ 20,096,559</td>
<td>$ 20,064,068</td>
<td>$ (32,491)</td>
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<tr>
<td>Regular Operating</td>
<td>10,040,874</td>
<td>10,317,640</td>
<td>10,307,640</td>
<td>(10,000)</td>
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<tr>
<td>Equipment Purchases</td>
<td>257,049</td>
<td>215,200</td>
<td>215,200</td>
<td>-</td>
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<tr>
<td>Per Diem/Fees/Contracts</td>
<td>3,498,885</td>
<td>3,003,462</td>
<td>3,164,462</td>
<td>161,000</td>
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<tr>
<td>Computer Charges/Other</td>
<td>1,433,714</td>
<td>1,644,600</td>
<td>1,644,600</td>
<td>-</td>
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<tr>
<td><strong>EXPENDITURES</strong></td>
<td>$ 33,602,418</td>
<td>$ 35,277,461</td>
<td>$ 35,395,970</td>
<td>$ 118,509</td>
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<tr>
<td><strong>OPERATING PROFIT(LOSS)</strong></td>
<td>$ 420,729</td>
<td>$ 1,152,472</td>
<td>$ 229,466</td>
<td>$ (923,006)</td>
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</table>
Staff Recommendation

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

GWCC Reserve Fund
NOW, THEREFORE, BE IT RESOLVED by the Board of Governors of the Geo. L. Smith II Georgia World Congress Center Authority that the Chief Financial Officer expressly is authorized and required to create, establish, and maintain a reserve fund and account for potential expenses to be incurred by the Authority in respect of the NSP in the amount of One Million Five Hundred Thousand dollars ($1,500,000).

Staff recommends approval.
Strategic Policy Advisor
Staff Recommendation

Staff recommends Board approval of renewing Troutman Sanders Strategies Agreement
Executive Session

Attorney-Client Privilege
and
Real Property