### **General Transaction Overview**

#### Documents Summarized:

- 1. Tri-Party Memorandum of Understanding for a Successor Facility to the Georgia Dome among the Geo. L. Smith II Georgia World Congress Center Authority, The Atlanta Development Authority (d/b/a Invest Atlanta), Atlanta Falcons Stadium Company, LLC, and Atlanta Falcons Football Club, LLC (the "Tri-Party MOU")
- 2. Memorandum of Understanding for a Successor Facility to the Georgia Dome among the Georgia World Congress Center Authority, Atlanta Falcons Stadium Company, LLC, and Atlanta Falcons Football Club, LLC (the "Authority MOU")
- 3. Hotel Motel Tax Funding Agreement between The Atlanta Development Authority (d/b/a Invest Atlanta) and City of Atlanta (the "Funding Agreement")
- 4. Bond Proceeds Funding and Development Agreement between The Atlanta Development Authority (d/b/a Invest Atlanta) and Geo. L. Smith II Georgia World Congress Center-Authority (the "<u>Development Agreement</u>")
- 5. Hotel Motel Tax Operation and Maintenance Agreement between Geo. L. Smith II Georgia World Congress Center Authority and City of Atlanta (the "O&M Agreement")
- 6. A Resolution of the Geo. L. Smith II Georgia World Congress Center Authority Regarding a Successor Facility to the Georgia Dome ("Board Resolution")







# General Transaction Overview (Continued)

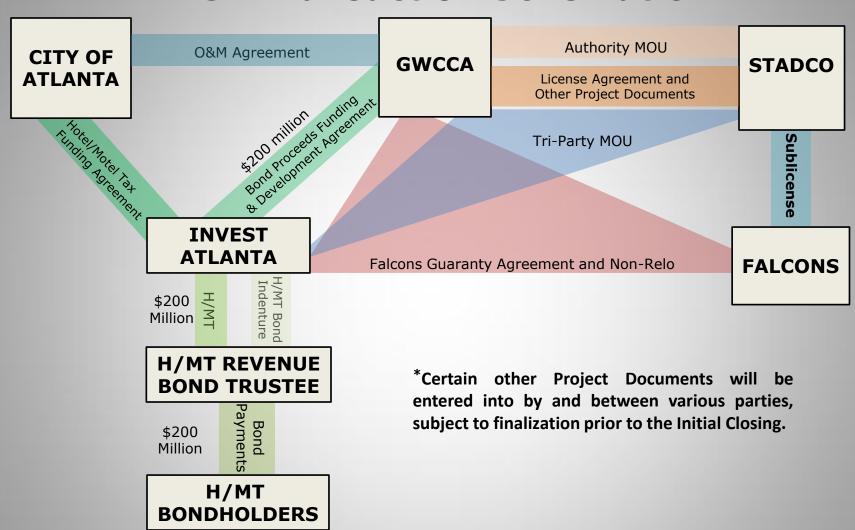
- Overview of Transaction Financing Structure:
  - Invest Atlanta will issue a net \$200 million dollars in revenue bonds secured by 39.3% of the hotel/motel tax levied by the City for a portion of the public contribution for the NSP (the "H/MT Revenue Bonds").
  - Invest Atlanta will enter into a trust indenture with the H/MT Revenue Bond trustee to issue the H/MT Revenue Bonds.
  - Invest Atlanta will enter into the Funding Agreement with the City for the hotel/motel tax proceeds to secure the H/MT Revenue Bonds.
  - Invest Atlanta and the Authority will enter into the Development Agreement to provide the proceeds of the H/MT Revenue Bonds to the Authority and the Authority will agree to enter into agreements with StadCo to develop and construct the NSP.
  - The Authority and the City of Atlanta will enter into the O&M Agreement to dedicate the use of surplus hotel/motel tax revenues to the NSP.







### **NSP Transaction Schematic\***









# General Transaction Overview GWCCA/Falcons MOU

- The parties to the various agreements include:
  - Geo. L. Smith II Georgia World Congress Center Authority (the "<u>GWCCA</u>" or "<u>Authority</u>")
  - Atlanta Falcons Stadium Company, LLC ("<u>StadCo</u>") (a wholly-owned subsidiary of the Falcons)
  - Atlanta Falcons Football Club, LLC (the "<u>Falcons</u>") (the Falcons are a guarantor of all of StadCo's obligations described below)
  - The Atlanta Development Authority (d/b/a Invest Atlanta) ("Invest Atlanta") (bond issuer)
  - City of Atlanta ("<u>City</u>") (provider of hotel motel tax revenue for repayment of the bonds and certain other accounts described below)
- New Stadium Project:
  - Construction of a new operable roof, state-of-the-art, multi-purpose stadium to be the home field of the Falcons (the "New Stadium Project" or "NSP"), the successor facility to the Georgia Dome.
  - It is the goal to have the NSP completed for the 2017 NFL season.







## General Transaction Overview GWCCA/Falcons MOU (Continued)

#### Material Authority Provisions:

- The contribution to NSP Costs is limited to the bond proceeds received from the Invest Atlanta bond issue (\$200 million), the NSP site and the Herndon Homes land, and the net proceeds from the sale of seat rights sold through NSP Opening.
- StadCo is solely responsible for all NSP Cost overruns.
- The Authority will own the NSP site and the stadium.
- The Georgia Dome will be demolished.
- The Authority may redevelop up to 60,000 square feet on the Georgia Dome site.
- The Authority will have approval rights over all Material Design Elements of the NSP and the selection of the Lead Architect and General Contractor.
- The NSP License term will be 30 years plus renewals, and StadCo will pay to the Authority rent of \$2.5 million per year, escalated at 2% annually.
- The Falcons will enter into a Non-Relocation Agreement coextensive with the License term and guarantee all of StadCo's obligations.







## **General Transaction Overview GWCCA/Falcons MOU**(Continued)

- Material Authority Provisions (continued):
  - The Authority will maintain and control the master booking calendar for the GWCCA Campus, including the NSP.
  - The Authority will continue as event manager for all Georgia Dome Legacy Events transitioned to the NSP, and will have new stadium usage rights for other events.
  - The Authority and StadCo will develop a site coordination agreement and parking agreement to coordinate all NSP and GWCCA Campus activity.
  - StadCo will be responsible for all operation, maintenance and capital improvement costs necessary to satisfy the Quality Operations Standard. StadCo may use available surplus hotel/motel tax proceeds to offset such costs.
  - The Authority will have budgetary approval over StadCo's capital improvement plans for the NSP.
  - StadCo will reimburse the Authority up to \$2.5 million in to-be-incurred professional fees and costs.







### **Proposed Transaction Timeline**

- Confirmation of South Side Site as the preferred NSP location
- April 30, 2013 Engagement of Lead Architect
- May 31, 2013 Execution of Construction Contract
- July 1, 2013 Agreement on the Conceptual Drawing NSP Budget
- August 1, 2013 Completion of Feasibility Studies for South Side Site and Initial Closing, including agreement on all Project Documents
- October 1, 2013 Completion of Feasibility Studies for North Side Site (if necessary) and Initial Closing for the North Side Site, including agreement on all Project Documents
- October 31, 2013 Agreement upon preliminary schematic drawings and budget update
- June 30, 2014 Agreement on the guaranteed maximum price contract and presentation of NSP Budget
- July 31, 2014 Issuance of the H/MT Revenue Bonds and Final Closing





