Georgia World Congress Center Authority

November 29, 2016

Board of Governors Meeting

Financial

Customers

Authority
## Financial Snapshot – October 2016

### Profit/Loss

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budgeted</th>
<th>Actual YTD</th>
<th>Budgeted YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit/Loss</td>
<td>$1,828,138</td>
<td>$1,608,753</td>
<td>$7,295,795</td>
<td>$6,067,335</td>
</tr>
<tr>
<td>EMA FY16</td>
<td>$1.9M</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H/M Tax YTD</td>
<td>$2.1m</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Budget</td>
<td>$2M</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY16</td>
<td>3.44%</td>
<td></td>
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<td></td>
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</tbody>
</table>

### Customers (Estimated)

<table>
<thead>
<tr>
<th></th>
<th>273,064</th>
</tr>
</thead>
</table>

### Economic Impact (Estimated)

<table>
<thead>
<tr>
<th></th>
<th>$103.2M</th>
</tr>
</thead>
</table>
International Woodworking Fair
Recognition

Mark Zimmerman
GWCC General Manager
The International Woodworking Fair (IWF) has been a part of the Georgia World Congress Center Authority family for 32 years, bringing 17 shows to the GWCC beginning in 1984 and continuing biannually.

The 2016 IWF welcomed 25,768 attendees and 1,079 exhibiting companies occupying 332,565 net square feet of exhibit space. There were also 1,848 international visitors representing 81 countries.

IWF generated an economic impact of approximately $62,037,297 to the State of Georgia in 2016.

From 2000 to 2016, IWF’s economic impact on the State of Georgia stands at $659 million.
Vision 2020
5 Year Strategic Plan
2016 Results
2017 Business & Financial Plan
GWCCCA November 29, 2016
Atlanta Convention & Visitors Bureau, Inc.
ACVB MISSION:
To sell and market metro Atlanta and Georgia globally as the premier conventions, meetings and tourism destination in the regional, national and international marketplace and favorably impact the Atlanta economy through conventions and tourism.

ACVB VISION:
To be the most hospitable convention city in the U.S. that is the easiest with which to do business.
OVERALL OBJECTIVE

While continuing objective to reach a minimum 925,000 room nights for meetings greater than 2,500 room nights on peak, also maintain a minimum of 20 city wide bookings in each year for 5,000 room nights and greater on peak.

Strategic Priorities

- Targeted focus to optimize the city by increasing meetings with room nights between 2,500 and 5,000 room nights on peak which will add 50,000 room nights per year.
- By the end of 2015 finalize and begin executing a plan to increase member engagement.
- “Mobile First” Design Approach: Shift interactive design and content delivery to focus on mobile first, before desktop, and optimize to smaller screens and differing needs.
- Continue emphasis on growth of visitation from Europe and Latin America and dramatically increase our focus on China doubling visitation by Chinese visitors to 100,000 annually.

Key Initiatives

- Align ACVB sales process with GWCC revenue management strategy.
- Highly targeted Atlanta Updates and key sales initiatives toward groups of 2,500 to 5,000 room nights on peak.
- Identify strategic partner that influences conventions in order to optimize GWCC and fill gaps in hotel room demand.
- Fully define member engagement around mutually beneficial relationships, program involvement across ACVB functional areas, and member satisfaction.
- Research and determine relevant benchmarks for measurement of member engagement.
- Implement programs and initiatives to increase engagement and measure against benchmarks.
- Map content and functionality to mobile device use case scenarios and identify gaps.
- Prioritize site sections for enhanced mobile device design layouts.
- Establish reporting to monitor mobile access and performance of Atlanta.net.
- Develop consumer satisfaction survey to ensure equal satisfaction across platforms.
- Rhythms of the South – Continue the successful international marketing alliance of Atlanta, Nashville and New Orleans by expanding target markets and furthering our consumer and trade outreach.
- Delta Stopover – Work with Delta Air Lines on developing program that promotes Atlanta as a 2-3 day stopover destination, focusing on Atlanta’s shopping and tourism assets.
- Invite key Chinese travel trade to visit Atlanta and investigate hosting targeted industry events that focus on the Chinese market.
- Continue work with Brand USA to leverage Atlanta’s international presence in key international markets.
2016 Highlights
Where we have come

*Continued positive momentum with visitor metrics from beginning of 2011 in City of Atlanta:
  • Occupancy up 15.4% or 3.0% annualized
  • REVPAR up 42.7% or 8.5% annualized
  • Demand up 15.9% or 3.2% annualized

*Metro market share of demand in top 25 destinations up 5.5% or approximately 1.1% annualized

* YOY through 09/30/2016
5 Year Sales productivity history

• Total room nights booked up 6.4% or 1.3% annualized (1,694,000 projected 2016)
• Trade show room nights booked up 11.2% or 2.3% annualized (1,288,500 projected 2016)
• Trade show leads up 35.5% or 7.1% annualized (675 projected 2016)

• 3 year average 5000+ peak groups up 25% to 20 groups
• Total room nights booked on 2500+ peak groups up 35% from 2011 to just a projected 1,070,000 (this is not a running average, but an annual peak)

* projected
## 2016 Highlights

<table>
<thead>
<tr>
<th></th>
<th>Goal</th>
<th>Projected</th>
<th>% of Goal</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total room nights</strong></td>
<td>1,676,393</td>
<td>1,694,000</td>
<td>101.1%</td>
<td>1,770,250</td>
</tr>
<tr>
<td><strong>City wide room nights</strong></td>
<td>1,275,000</td>
<td>1,288,000</td>
<td>101.0%</td>
<td>1,332,126</td>
</tr>
<tr>
<td><strong># of major citywides</strong></td>
<td>20</td>
<td>21</td>
<td>105.0%</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td>&gt; 5000 peak nights</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>3 year running average</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Room nights for 2,500 peak+</strong></td>
<td>925,000</td>
<td>1,070,000</td>
<td>115.7%</td>
<td>942,843</td>
</tr>
<tr>
<td><strong>Leads</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total # of Leads</strong></td>
<td>5,598</td>
<td>5,572</td>
<td>99.5%</td>
<td>5,435</td>
</tr>
<tr>
<td><strong># of city-wide leads</strong></td>
<td>617</td>
<td>675</td>
<td>109.4%</td>
<td>618</td>
</tr>
<tr>
<td><strong>Attendance goal for major city wides</strong></td>
<td>100%</td>
<td>107%</td>
<td>107.0%</td>
<td>108%</td>
</tr>
</tbody>
</table>
2016 Highlights

- The last 4 ½ years show the strength of the market
  - 40 citywides that have not been to Atlanta in 5 or more years
  - 20 citywides that have not been to Atlanta in 10 years
  - 47 citywides that have never been to Atlanta
- Continued productivity growth from Group Sales and Convention Services efforts
  - Group sales lead volume up 7% over goal
  - Year end room night bookings will exceed goal
  - 28 of 38 conventions have exceeded their attendance goals YTD by 8%
  - Maintained 8 year TAP pace at 108%
2016 Highlights-continued

• Continued leadership positions with PCMA, IAEE and ASAE
• Launched GWCC 2020 Vision at ASAE Annual Meeting
• Expanded International awareness by hosting International Showcase
• Assisted in securing Super Bowl in 2019
• Received several industry trade publication awards
• Secured ASAE Annual Meeting for 2022
• Completed In-House meeting redesign
• Hosted over 400 customers from International Destinations
• Restructured sales programs and support 55 events
• Hosted 835 meeting and convention site visits
GWCCA ASSETS MARKETED THROUGH KEY ACVB CHANNELS

2016 Highlights

• Convention Trade Shows
  – New Booth Design launched at ASAE Annual meeting
  – Interactive Virtual Tour
  – Virtual Reality In-Booth Experience
  – Google Cardboard (VR Viewer Giveaway)
  – GWCC Vision 2020 Video Loop
• Convention Bid Books
• UPDATE presentation
• Atlanta.net
• Atantameetings.com
• Advertising
• Advertorials
• PR Driven Articles
• Social Media
• Meeting & Event Planner
• Tour Manual
• Atlanta Now
• New Sales Tools
Large Screen Interactive Virtual Tour of Atlanta and GWCCA
TRADE SHOW BOOTH
In-Booth Virtual Reality Tour: Airport – Centennial Olympic Park
TRADE SHOW BOOTH

Google Cardboard VR Viewer - Booth Giveaway/Mailer

Virtual Reality App available for download from iTunes and Google Play stores
PROPOSED NEW HQ HOTEL CONNECTED TO THE GWCC

NEW DESIGN ELEMENTS WILL ENHANCE THE CONVENTION CENTER FAÇADE

A $20 MILLION BEAUTIFICATION OF CENTENNIAL OLYMPIC PARK
2016 ATLANTA.NET

GEORGIA DOME

Phone: 404-229-6220
Email: info@gadome.com
Address: 3300 Decatur Blvd, NW, Atlanta, GA 30310-5895

View on Map

Nearby Hotels

- Omni Atlanta Hotel at CNN Center: 0.33 miles
- Peachtree Inn by Hilton Atlanta: 0.47 miles
- DoubleTree by Hilton Atlanta Buckhead: 0.67 miles
- Comfort Inn & Suites Atlanta: 0.73 miles

Nearby Restaurants

- Taco Mac Phillips Ave: 0.23 miles
- Termini Restaurant & Lounge: 0.33 miles
- Smoke Ring: 0.36 miles
- Dave & Buster's Downtown: 0.39 miles

Tripadvisor Reviews

- Tripadvisor Rating: 3.5
- Review Count: 2,957

Events

- Atlanta Falcons vs. Green Bay Packers
  - Oct 08, 2016
  - More Info

- Atlanta Falcons vs. Arizona Cardinals
  - Oct 09, 2016
  - More Info

CENTENNIAL OLYMPIC PARK

Phone: 404-222-4421
Email: info@centennialolympicpark.com
Address: 195 Park Avenue West, Atlanta, GA 30313

View on Map

Nearby Hotels

- Hilton Atlanta: 0.05 miles
- Hyatt Regency in Atlanta: 0.67 miles
- The Westin at Centennial Park: 0.26 miles
- Omni Atlanta Hotel at CNN Center: 0.36 miles

Nearby Restaurants

- Red's Eats: 0.09 miles
- Legal Sea Foods: 0.22 miles
- Oyster Bar: 0.07 miles
- Google Burger: 0.06 miles

Tripadvisor Reviews

- Tripadvisor Rating: 4.5
- Review Count: 3,952

Events

- Atlanta Olympics
  - Oct 25, 2016: "A beautiful place"
  - Oct 27, 2016: "Come to be a hero!"

- NFL Alumni
  - Oct 25, 2016: "Well said!"
A WORLD-CLASS CONVENTION AND EXHIBITION COMPLEX THAT'S ANYTHING BUT COMPLEX

SEE WHY AN UNFORGETTABLE MEETING IS IN YOUR FUTURE IN ATLANTA

The world's largest LEED certified convention center, a 20-acre campus of convention, sports and entertainment facilities in the heart of Atlanta, is undergoing a major transformation.

- 1 million contiguous square feet of event space at Georgia World Congress Center
- A new retractable roof stadium, the Mercedes-Benz Stadium (home to Super Bowl LII)
- On-campus headquarters hotel
- A newly designed, iconic Centennial Olympic Park

Fortunately for you, recent developments include:
I AM ATL. – I HELP MAKE YOUR MEETING A WALK IN THE PARK.

Plan on Atlanta and a great meeting is just steps away.
2016 ADVERTORIAL SAMPLES
Successful Meetings – February 2016

8 ways to keep attendees healthy

Partners in Planning

Don’t go it alone: CVBs and DMOs are the dynamic resources you need to make each and every event a success.

Meeting planning can be a daunting proposition — but it doesn’t have to be. Commissioned by Successful Meetings (SM) and Destination Management Organizations (DMOs), we focus on planning everything from site inspections and group tours to unique and special event locations. Acting as an extension of your group’s team, CVBs and DMOs offer local knowledge and tailored solutions to your events — ensuring that your group’s needs are met while having their own personal guide to regional destinations.

Plan of Atlanta for Super Events

Host to the fourth-largest convention center in the U.S., Atlanta knows how to make events a destination. However, the hub of the Southeast offers so much more than meetings alone. Spending time in a host of city and metro areas of the U.S., population at the turn of the 20th century,

How to Use Act to Enhance

The planners in place at Atlanta’s DMO, convention and visitor services organizations, and hotel ownership are a key ingredient to a successful Atlanta event.

6888 | Feb 2016

53.19

007

PlasmaCode Inspires New ROF Technology

How to Use

How to Use Act to Enhance

Your Events

How to Use Act to Enhance

Your Events

54
2016 SAMPLES OF PR-DRIVEN PLACEMENTS

Atlanta's Convention Corridor to Undergo Major Transformation

AUGUST 16, 2016

Atlanta's convention and tourism corridor is undergoing a major transformation as part of Georgia World Congress Center Authority's 2020 Vision strategic plan. Before the end of the decade, the heart of Atlanta's convention district will see a series of new additions, expansions and renovations to GWCCA's campus that will revolutionize the way meetings do business in Atlanta.

"2020 Vision is the single biggest thing that has happened to Atlanta's convention business since the opening of Georgia World Congress Center," said Mark Laughlin, executive vice president and chief sales officer, Atlanta Convention & Visitors Bureau. "These new additions position the city very well to attract new business and allow us to adapt to expanding convention needs."

The first phase of 2020 Vision will come to life with the opening of Mercedes-Benz Stadium in 2017. Mercedes-Benz Stadium is a state-of-art, multi-sport venue that will double as an event venue, adding the potential for an additional 75-85 events per year. In addition to being the new home of the NFL's Atlanta Falcons and Major League Soccer expansion team Atlanta United FC, Mercedes-Benz Stadium will host the College Football Playoff National Championship Game in 2018, Super Bowl LIII in 2019 and NCAA Men's Final Four in 2020.

"Vision 2020" campaign highlights milestones in Atlanta's tourism corridor
ACVB owned print media channels

- 2016/17 MEETING & EVENT PLANNER
- 2016 ATLANTA NOW– all issues
- 2016/17 TOUR MANUAL
ACVB will develop a comprehensive hi-res Virtual Tour of the GWCC to be added to the VR platform on AtlantaMeetings.com and available to be included on gwcca.org.

ACVB Sales have access to Samsung GearVR Goggles to take to client meetings, Update, Upnext, etc. These will be loaded with the GWCC virtual tour.
2017 Goals

- Increase room night bookings and maximize 1% Convention Marketing Fund
  - Room nights:
    - Increase room nights 2% over year end actual for trade show sales
    - Increase room nights 2% over year end actual for in-house sales
  - 3-year average of major citywide conventions booked/events (5,000 peak nights and above) to continue at 20
  - 925,000 room nights booked for 2,500 peak and above
  - Leads to increase by 2% over year-end actual
- Achieve 100 percent attendance goal for major citywide conventions
- Increase visibility of Atlanta as one of the top U.S. meeting and travel destinations
- Maintain atlanta.net as the premier hospitality online marketing platform
- Continue to position ACVB as an industry expert nationally and as the singular voice of hospitality in Atlanta
Increase room night bookings and maximize 1% Convention Marketing Fund

• Focus sales strategy on the anticipated GWCC connector, hotel, and park redesign at all sales events and in all sales messaging
• Educate Chinese tour operators about Atlanta by hosting “CHINA – American Summit”
• Expand presence in association market with new industry event XDP powered by ASAE
• Expand VR (virtual reality) marketing opportunities with tours of GWCC, hotels and attractions
Achieve 100% attendance goal for major citywide conventions

- Market Atlanta at 14 customer conventions in preparation for their 2018 conventions in Atlanta
- Familiarize convention planners with our new destination marketing assets and attendance building service offerings: videos, customized print & digital collateral, and integrated marketing campaigns
- Provide new responsive mini-sites for all ACVB convention and meeting clients
Increase visibility of Atlanta as one of the top U.S. meeting and travel destinations

• Make GWCC Vision 2020 developments the focus of our meeting planner campaign
• Provide Sales and Convention Services online tools to leverage Atlanta360 content supporting site visits and FAMS.
Maintain atlanta.net as the premier hospitality online marketing platform

- Continue successful mobile-first development strategy for marketing materials and content to reflect significant behavioral shift online

Position ACVB as an industry expert nationally and as the singular voice of hospitality in Atlanta

- Ramp up focus on all legislation which could have a negative impact on our industry focusing on education of our stakeholders
2017 Financial Plan
2017 Financial Plan Points

• Total revenue up 5.1%
  • Public sector revenue up 4.0% to 2016 forecast
  • Private sector up 8.3% due to program variations
• Total expense up 4.8%
  • Payroll and related expenses up 3.1%
  • 2.5% performance based merit increase pool
  • Group insurance renewal increase
• Direct promotional expenses up 6.2%
• Operating expenses and expenses against capital assets up 6.2% due primarily to depreciation expense increases
<table>
<thead>
<tr>
<th></th>
<th>2017 Budget</th>
<th>2016 Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>$32,180,314</td>
<td>$30,624,020</td>
</tr>
<tr>
<td>Total expense</td>
<td>31,803,148</td>
<td>30,359,020</td>
</tr>
<tr>
<td>Excess(deficiency)</td>
<td>$377,166</td>
<td>$265,000</td>
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</table>
## Total Public Sector Revenue

<table>
<thead>
<tr>
<th></th>
<th>2017 Budget</th>
<th>2016 Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotel tax - City of Atlanta</td>
<td>$ 14,602,124</td>
<td>$ 14,040,504</td>
</tr>
<tr>
<td>Hotel tax - Fulton County</td>
<td>35,000</td>
<td>35,285</td>
</tr>
<tr>
<td>Atlanta Convention Marketing Fund - 80%</td>
<td>7,416,952</td>
<td>7,131,685</td>
</tr>
<tr>
<td>Atlanta Convention Marketing Fund - 20%</td>
<td>1,854,238</td>
<td>1,782,921</td>
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<tr>
<td>Total Public Sector Revenue</td>
<td>$ 23,908,314</td>
<td>$ 22,990,395</td>
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## Total Private Sector Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>2017 Budget</th>
<th>2016 Forecast</th>
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<tr>
<td>Annual meeting/HHOF/HBN</td>
<td>$ 150,000</td>
<td>$ 141,000</td>
</tr>
<tr>
<td>Contributed services</td>
<td>4,065,000</td>
<td>3,400,000</td>
</tr>
<tr>
<td>Co-op cash support</td>
<td>1,100,000</td>
<td>1,025,125</td>
</tr>
<tr>
<td>Grants/sponsorships</td>
<td>15,000</td>
<td>13,500</td>
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<tr>
<td>Internet revenue</td>
<td>157,000</td>
<td>145,000</td>
</tr>
<tr>
<td>Membership dues</td>
<td>1,395,000</td>
<td>1,375,000</td>
</tr>
<tr>
<td>Membership services</td>
<td>18,000</td>
<td>17,000</td>
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<tr>
<td>Other revenue</td>
<td>227,000</td>
<td>382,000</td>
</tr>
<tr>
<td>Publication ad revenue</td>
<td>1,145,000</td>
<td>1,135,000</td>
</tr>
<tr>
<td><strong>Total private sector revenue</strong></td>
<td><strong>$ 8,272,000</strong></td>
<td><strong>$ 7,633,625</strong></td>
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## Total Expense

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>2017 Budget</th>
<th>2016 Forecast</th>
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<tbody>
<tr>
<td>Direct promotional expense</td>
<td>$12,090,899</td>
<td>$11,382,335</td>
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<tr>
<td>Expense against capital assets</td>
<td>1,898,112</td>
<td>1,675,000</td>
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<tr>
<td>Other operating expense</td>
<td>836,439</td>
<td>900,000</td>
</tr>
<tr>
<td>Payroll and related expense</td>
<td>9,560,746</td>
<td>9,270,000</td>
</tr>
<tr>
<td>Transfer to ACMF reserve</td>
<td>7,416,952</td>
<td>7,131,685</td>
</tr>
<tr>
<td><strong>Total expense</strong></td>
<td><strong>$31,803,148</strong></td>
<td><strong>$30,359,020</strong></td>
</tr>
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# Total Budget by Corporate Entity

<table>
<thead>
<tr>
<th>Corporate Entity</th>
<th>2017 Revenue</th>
<th>2017 Expense</th>
</tr>
</thead>
<tbody>
<tr>
<td>Atlanta Convention &amp; Visitors Bureau, Inc.</td>
<td>$29,361,314</td>
<td>$29,150,702</td>
</tr>
<tr>
<td>ACVB Enterprises, LTD</td>
<td>1,302,000</td>
<td>1,152,446</td>
</tr>
<tr>
<td>ACVB Foundation, Inc.</td>
<td>1,517,000</td>
<td>1,500,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$32,180,314</strong></td>
<td><strong>$31,803,148</strong></td>
</tr>
</tbody>
</table>
Operations Reports
Atlanta Metro Chamber
Building Demolition
Schedule

Adam Straight
Senior Director of Project and Program Management
Demolition Method

The building will be demolished in two phases.

• Phase one is from ground level up including utility/basement protection.

• Phase two is part of the larger COP vision to ready the site for improvements.
Project Schedule

• Documents for GWCCA review and approval
• Bid period to start December 15, 2016
• Demolition estimated to take 3 months (90 days)
• Estimated cost for Phase 1 $200,000 & Phase 2 $150,000
Campus Operations

Patrick Skaggs
Sr. Director of Campus Operations
Q1 SCORECARD

GWCCA Campus
Operations Team
Making It **EASY** for our Customers

- 230k attendees
- 5,773 exhibiting companies
- 260k products & services delivered

**100+ events** *(Top Events for Q1 include)*

- International Woodworking Fair – largest since 2008
- 1996 Olympics 20\(^{th}\) Anniversary
- AKA – largest sit-down dinner on record
- Microsoft Ignite, Teradata, Nike , and more..
Fiscally

Responsible
Record Breaking

FY14-16

Revenue / 1k sq.ft.
$81

Expense / 1k sq.ft.
$94

Profit / 1k sq.ft.
($13)

FY17

Revenue / 1k sq.ft.
$104

Expense / 1k sq.ft.
$71

Campus Ops Cost
$33

$46 swing in profitability per 1k sq.ft
Record Breaking

Space occupied (sqft) and utilities
- Q1 2014: $2.02M
- Q1 2015: $2.05M
- Q1 2016: $2.26M
- Q1 2017: $1.54M

Space occupied (sqft) and Personnel
- Q1 2014: $2.5M
- Q1 2015: $2.7M
- Q1 2016: $2.9M
- Q1 2017: $3.3M

fy14-fy16
- Utilities: $22
- Personnel: $28
fy17
- Utilities: $10
- Personnel: $21
Stakeholder Engagement
Tell Compelling STORIES

Testimonials:

“Your team is the best!” – **Billy Payne** (*Chairman of Augusta National to Frank Poe regarding the 20th Anniversary event in the Park*)

“It was such a pleasure working with you and the Congress Center. The conference flowed flawlessly and enabled our attendees to have a wonderful experience.” – **Teradata Client** note to Eric Ingvaldsen (Sr. Event Coordinator)

‘From all of us here ...Thank you for making the work as easy as possible for us and allowing us to film at your beautiful facility!’ – **Marvel Comics Movie Producer** note to Kat Pomey and Toni Jenkins in Sales & Services.
GWCCA CAMPUS
OPERATIONS TEAM
License to Sell/Dispense Alcoholic Beverages in Mercedes-Benz Stadium

Pargen Robertson
GWCCA Legal Counsel
Questions?
THEREFORE, BE IT RESOLVED by the Board of Governors of the Authority that it hereby authorizes the sale, dispensing, or distribution of alcoholic beverages for consumption on the premises within the facility and on the property of the Authority known and operated as Mercedes-Benz Stadium.

Staff recommends approval.
GWCCA
Nominating Committee Report

Glenn Hicks
Chairman
GWCCA

2017 Board Meeting Schedule
GEORGIA WORLD CONGRESS CENTER AUTHORITY
BOARD OF GOVERNORS
2017 MEETING DATES

January 31
February 28
March 28
April 25
May 23*
June 27
July 25
August 29
September 26**
October 31
November 28***

*The May meeting is moved to the prior Tuesday due to Memorial Day Holiday.
**The September meeting is typically cancelled in favor of an Authority Planning Retreat.
***November and December meetings are combined.
Next Meeting:
Tuesday,
January 31, 2017