# Financial Snapshot - June 2017

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit/Loss</td>
<td>($1,977,140)</td>
<td>($4,475,577)</td>
<td>($5.8M)</td>
</tr>
<tr>
<td>Actual</td>
<td>($1,600,449)</td>
<td>($3,243,785)</td>
<td>($6M)</td>
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<tr>
<td>Actual YTD</td>
<td>$3,763,105</td>
<td>$7,246,637</td>
<td>&gt; 5.53%</td>
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<tr>
<td>Budgeted YTD</td>
<td>$4,347,468</td>
<td>$3,953,132</td>
<td>&gt; 1.1%</td>
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<tr>
<td>Economic Impact</td>
<td>$117.4M</td>
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<td></td>
</tr>
</tbody>
</table>

H/M Tax

- Actual: $6.1M
- Budget: $5.8M
- FY16: $6M
- Growth: > 5.53%
Introductions

Holly Richmond
Director of Communications

Bryan Huggett
Director of Facility Management

Jeff Oden
Director of Projects & Program Management
Atlanta Convention & Visitors Bureau
Virtual Tour

Damon Bell
Senior Director of Convention Sales
GWCCA
INDUSTRY TRENDS & OPPORTUNITIES

UTILIZING TECHNOLOGY TO REACH PLANNERS

• Changes in the industry make it more difficult to get planners in cities for site visits
• This unique tool will give us the opportunity to bring the center to planners, including some of the following scenarios:
  • Tradeshows/Industry events targeting prospects
  • Pre-planning and branding tool for confirmed clients
INCORPORATION INTO SALES PROCESS

HOW WILL WE USE IT?

- Site visits
- Follow ups
- Tradeshows/industry events
- Pre-planning
- Bids
- Branding opportunities
- Staff Training
- Marketing
GWCC IN 360°
Virtual Tour Preview

William Pate
President and CEO
ACVB
GWCC IN 360°
Virtual Tour Preview
Mercedes-Benz Stadium
Georgia Dome Demolition Update

Steve Cannon
Atlanta Falcons
MBS Summary

• Right on track for August 26 opening (Falcons vs. Arizona)
• Staff working from administrative offices
• TCOs in hand for many areas of the building
• Technology in place; programming of all boards right on pace
• Floor is in; field surface on track to be in late this week
• Construction Move #4 beginning today
• Roof will be moved to closed position for finishing work, early events
• Work toward full automation will continue
• Enjoy the tour!
Georgia Dome Demolition
Georgia Dome Demolition
Georgia Dome Demolition Timeline

Salvage Effort

• Seat and Equipment Salvage: 6/24 – 7/14 (Complete)
• GWCCA and Falcons Equipment Move Out: 7/1 – 7/14 (Complete)

Demolition Activity

• Utilities Disconnected: 7/17 (Complete)
• Universal Waste Removal (Bulbs, Ballasts, Oils): 7/17 – 8/15
• Lower Seating Concrete Demo; Red Deck Premium Entry Bridge Removal: August
• Exterior Demolition Prep: August – October
• Interior Material Haul-Off & Implosion Prep: September – November

Implosion: November 20 at 7:30 am

Grading Activities

• Retaining wall construction, crushing and backfill: November 2017 – February 2018
Next Meeting:  
Tuesday, 
August 29, 2017