Approval of Minutes
July 30, 2019
Financial Update

Janet Arsenault
Sr. Director of Finance
Financial Snapshot – July 2019

Profit/Loss

Actual ($1,938,885)
Budgeted ($2,261,247)

H/M Tax

Actual $577K
Budgeted $621K <7.17%
FY19 $608K <5.08%

Customers

(Estimated) 296,196

Economic Impact

(Estimated) $71.1M
Questions?
Andrew Young Int’l. Blvd.
Project Update

Otto Johnson
Director, Program and Project Management

Bob Hughes
Design Principal, HGOR
WHY?

• **PEDESTRIAN MOVEMENT/SAFETY:** CREATING A SAFE, FLUID PEDESTRIAN EXPERIENCE FROM THE HOTEL DISTRICT, THROUGH THE GWCCA CAMPUS;

• **TRAFFIC MANAGEMENT:** BLENDING PEDESTRIAN TRAFFIC WITH DEDICATED BUS AND RIDE SHARE OPTIONS TO AIDE ATTENDEE MOVEMENT WHILE RELIEVING CONGESTION ALONG THE MARIETTA STREET CORRIDOR;

• **AESTHETIC:** SERVING AS THE SPRINGBOARD FOR A COLLABORATIVE APPROACH TO A SHOP-STYLE-PLAY ENTERTAINMENT DISTRICT. PHASE 1 FUNDING WAS APPROVED DURING 2018. PHASE II FUNDING APPROVED JULY 2019.
EXISTING CONDITIONS

EXISTING REGISTRATION HALL CANOPY
MARIETTA ST.

GATEWAY ELEMENT
EXISTING CONDITIONS

FRONT PORCH

VIEW FROM AYIB TO REGISTRATION HALL
BLDG. ‘B’ LINEAR PARK
BLDG. ‘B’ LINEAR PARK
OVERALL SCOPE

PHASE 1

PHASE 2

INTL BLVD UPGRADE

BUS PLAZA TERMINAL
NORTH (EXISTING STRUCTURE)

LIMITS OF DISTURBANCE

PARKING

RED DECK RAMP

MERCEDES-BENZ STADIUM
APX. CONSTRUCTION SCHEDULE

- **OCTOBER 2019**: TRANSPORTATION DEPOT TEAM SELECTED & DESIGN BEGINS
- **APRIL 2020**: TRANSPORTATION DEPOT DESIGN COMPLETE & CONSTRUCTION BEGINS
- **MAY 2021**: TRANSPORTATION DEPOT CONSTRUCTION COMPLETE & PEDESTRIAN MALL CONSTRUCTION BEGINS
- **MAY 2022**: PEDESTRIAN MALL CONSTRUCTION COMPLETE
- **LATE SUMMER 2022**: GWCCA HOTEL CONSTRUCTION COMPLETE
Questions?
Development Agreement Amendment

Kevin Duvall
Chief Operating Officer

Pargen Robertson
GWCCA Legal Counsel
GWCCA and Developer (Drew Co. LLC) entered into that certain Hotel Development Agreement (the “Development Agreement”) dated March 27, 2018, pursuant to which the Developer agreed essentially to design, develop, construct, equip, furnish and fully complete the Hotel and related improvements pursuant to the terms and conditions of the Development Agreement.
Essential Terms: Scope of Services

Scope of Developer’s Services

As the Authority’s fee developer, Drew Company would perform those services listed in Schedule 7.10 of the Development Agreement.

See Handout.
Essential Terms: Developer Fee Calculation

Drew Company’s fee for performing the development services is computed as follows:

(a) \textbf{2.50\%} of the Hotel Project Improvements Budget; \textbf{plus}

(b) \textbf{0.50\%} of the Hotel Project Improvements Budget \textbf{if} the project is completed within budget and on schedule.

Provided, however, that the Developer Fee is \textbf{capped} at \textbf{$9\text{million}$}.

Development Agreement, §7.1.5.
$100,000 per month from the date of the Development Agreement up until the hotel revenue bonds are issued, but in an amount not to exceed $1.2 million; and

Development Agreement, §7.1.5.
Amendment Request

Evolution of the project schedule
- Brand selection
- Brand standards and their influence on the DD design program
- Not to exceed pricing shifted for 50% DD set
- Bond financing shifted to early 2020

Request of $60,000 per month effective September 1, 2019
With today’s Resolution, the Board essentially would authorize the Executive Director to execute an amendment to the Development Agreement with Drew essentially in the form attached to the Resolution. The authorization would allow payment of $60k/month to Drew Company commencing on September 1, 2019.
Development Amendment

At this time, staff recommends that the Authority move forward with an amendment to the agreement with Drew Company, LLC.
Questions?
Next Meeting

Board Retreat

September 18–19, 2019