



Georgia World
Congress Center
Authority

Finance Committee Meeting - CCLD 2021 Agreement Extension

August 17, 2021

CCLD Networks

- Joined GWCCA family in 1994
- 25+ years as a partner
- 2000 became both our internal IT and Events solution partner
- 4.58 OSAT through FY21
- Partner/Consultant on current projects
- Focus on next generations of Safety & Security, Digital infrastructure, IOT and expansion of data speed and delivery
- Vetted terms w/3rd party for industry validation
- Vetted in 2019 with Finance Committee

Commission Structure

Event Revenue – Current Tiered Rates Above \$3.5M	Event Commission Rate	DAS Commission Rate
Up to \$3.5M	30%	80%
\$3.5M - \$4M	35%	80%
\$4M – \$4.5M	39%	80%
\$4.5M - \$6M	43%	80%
\$6M+	45%	80%

GWCC received an average of \$1.4 million in commissions in FY17-19.

CCLD Investment

GWCCA Extended CCLD Networks contract in 2019. CCLD committed to investing \$1.8 million in FY21. CCLD completed the following investments in time for IPPE that was held in January 2020. In March 2020, the industry shut down.

Equipment/Installation	Investment Costs
500 Avigilon Cameras (Avg. \$1,500/ea.)	\$750,000
Black Box Video Players for Meeting Room Digital Signage	\$200,000
42" NEC Monitors for Meeting Room Digital Signage	\$75,000
Power Installation for Room Digital Signage	\$50,000
Additional Network Switches (Approximately 30)	\$100,000
Fiber/Copper/Conduit for all projects	\$225,000
Total Labor	\$425,000
Total Investment	\$1,825,000

CCLD Networks

- Due to the Covid shutdown, CCLD will lose 19-20 months of event revenue.
- This will impact their ability to recover the investment made in the GWCCA.
- Propose to extend the 2019 contract for an additional 2 years.

Questions?

Recommendation

FINANCIAL

The Finance Committee approve advancement of the CCLD Agreement Extension to the full Board at the August 31, 2021, GWCCA Board of Governors meeting.

Staff Recommends Approval.