

MINUTES
GEORGIA WORLD CONGRESS CENTER AUTHORITY
BOARD OF GOVERNORS MEETING
AUTHORITY BOARD ROOM
AUGUST 26, 2014
1:00 p.m.

The following were in attendance:

GWCCA Authority Members

David Allman
Taz Anderson
Stan Conway
Anne Hennessy
Glenn Hicks
Lee Hunter
Bill Jones
Tim Lowe, Chair
Greg O'Bradovich
Bill Rice
Bill Russell
Doug Tollett
Charlie Yates

Absent

Steve Adams
Brian Daniel

GWCCA Legislative Overview Com.

Representative Mark Hamilton

GWCC Staff

Mark Adams
Kevin Duvall
Jennifer LeMaster
Richard Sawyer
Frank Poe
Pargen Robertson
Carla Sayeh
Lindsay Strickland
Mark Zimmerman

Dome Staff

Carl Adkins
Adam Straight

COP Staff

Joe Skopitz

Levy Restaurants

Steve Potts

Atlanta Convention & Visitors Bureau

William Pate
Mark Vaughan

Attorney General's Office

Shelby Perdue

Bank of New York

None

Atlanta Falcons

None

Office of Planning & Budget

None

Press

Leon Stafford, AJC

Guests

Lawrence Bell - Troutman Sanders Strategies
David Gipson - GEFA
Pete Robinson - Troutman Sanders Strategies
Chris White - GEFA

Chair Lowe called the meeting to order at 1:08 p.m. and welcomed the following first-time guests:

Shelby Perdue – Assistant Attorney General with the Georgia Department of Law

Chris White – Senior State Utilities Program Manager with Georgia Environmental Finance Authority

David Gipson – Director of Energy Resources with the Georgia Environmental Finance Authority

Stan Conway – New GWCCA Board member and Executive Vice-President of Majestic Realty

At this time Chair Lowe asked for a motion to approve the July 29, 2014 meeting minutes.

A motion to approve the July 29, 2014 meeting minutes was made by David Allman, seconded by Taz Anderson, and unanimously approved.

JULY FINANCIAL REPORTS

Chair Lowe called on Sherrie Spinks for the review of the July 2014 financial reports, which are appended and made a part of these minutes. The Board was reminded that July is the first month of the new fiscal year. Therefore, month-end is the same as year-to-date.

GEORGIA WORLD CONGRESS CENTER

The Congress Center projected a net profit of \$105,088 for the month but had an actual net profit of \$781,552, a positive variance of \$676,464. While revenue was slightly under budget by \$27K, operating expenses were \$704K under budget due to expenses budgeted for July which will actually occur in later months.

GEORGIA DOME

The Dome projected a net profit of \$24,527,778 for the month, but had an actual net profit of \$24,260,655, a negative variance of \$267,123. The negative variance was due to a decrease in annual premium seat and advertising revenue. Additional sales are expected over the next few months.

CENTENNIAL OLYMPIC PARK

The Park projected a net gain against budget of \$253,527 for the month but had an actual net gain of \$655,050, a positive variance of \$401,523, due to a very successful Microsoft event, a better than anticipated July 4 Celebration, and an unbudgeted World Cup viewing party.

Hotel/Motel Tax of \$2.08M was 8.61% over budget for the month and is 13.12% ahead of last year at this time.

The following July events resulted in an estimated 243,734 attendees and an estimated economic impact of \$140M for the month.

GWCC: ISTE
V-103 Car & Bike Show
Microsoft

Dome: 3 Jehovah's Witness Conventions
On The Run Tour Concert
Drum Corps International

Chair Lowe thanked Ms. Spinks for the reports.

FACILITY OPERATIONS REPORTS

This is the second quarterly Facility Operations Reports. There has been a tremendous amount of activity over the last quarter.

Georgia World Congress Center

- Marietta Parking Deck, which is adjacent to the College Football Hall of Fame (CFHOF), opened July 1, 2014.
- The College Football Hall of Fame itself opened Saturday, August 23.
- The Congress Center's new Marietta Street front door is now open.
- CCLD did a tremendous job of installing necessary technology infrastructure to support the International Society for Technology in Education (ISTE) conference's wireless needs. As many as 24,902 unique devices used wireless during the conference.
- The Authority began managing the Savannah International Trade and Convention Center (SITCC). GWCCA staff participated in SITCC's employee appreciation week, the first web conference Town Hall was held July 31, and SITCC staff has been undergoing systems training with the assistance of GWCC staff.
- Junior Achievement just celebrated its one-year anniversary. The program has been very successful. Over 32,000 students have gone through the program and it anticipates as many as 34,000 students will participate during the coming year.

Georgia Dome

- The Modular Ticket Office unit has been installed on the West Plaza and is ready for the ticket season.
- Verizon wireless upgrades (4G LTE) have been completed.
- A new NFL technology project which tracks players has been implemented. Last year the Dome was chosen as one of three pilot stadiums to provide data to move this project forward. A GPS chip will be implanted in each player's shoulder pad. The chip will track the player's performance.
- A direct-dial line to the NFL in DC has been installed.
- For the first time, Gate A has been branded – "Waste Management". Previously trees hid the gate but now, due to the NSP construction, the trees have been removed making the gate visible. Gate B has been re-branded – "Ford".
- NSP construction coordination continues.
- This coming weekend the Dome prepares for a Trifecta with back-to-back field conversions between Wednesday and Saturday.

Centennial Olympic Park

- The Park hosted its third year of Party in the Park, its annual July 4 Celebration, and the MGX closing reception featuring Lady Gaga.
- Googie Burger recognized four continuous months of a positive gain against budget.
- The Park was featured on the cover of the ACVB's annual planner's guide.
- Received \$1.1M in bond funds for the Reflection Pool renovation project. Scope of work has been posted to the registry. The project is set to begin November 3, 2014.
- Booked Outkast three reunion concerts, September 26, 27, and 28, with 60,000 total attendees. All three shows sold out in three hours.

GUARANTEED ENERGY SAVINGS PERFORMANCE CONTRACTING

Last week the Board received an executive summary, which is appended and made a part of these minutes, of the Energy Savings Performance Contracting Program and Procurement process. Staff the Board about this program at the 2013 Board Planning Retreat. Chris White with Georgia

Environmental Finance Authority (GEFA) provided and in-depth review of the Program and Richard Sawyer, GWCCA Project Procurement Director, explained in detail the procurement process. A copy of Chris White's and Richard Sawyer's presentations are appended and made a part of these minutes.

The procurement process was very lengthy and very comprehensive and included the following steps taken by the Authority.

- Submit application to GEFA;
- Request Expressions of Interest from pre-qualified Providers;
- Select 3-5 interested Providers to receive a Request for Proposal (RFP);
- Select 1 Provider to perform an Investment Grade Audit (IGA); and
- Enter into a Contract based on the IAG results.

Expressions of Interest were received from eleven of the seventeen Engineers qualified for Energy Performance Contracting. The Providers were scored and ranked by the Selection Committee, with the advice from the Technical Committee. The top five highest-ranked Providers (listed below) were selected for further consideration.

- Ameresco
- Honeywell
- Johnson Controls
- Siemens
- Trane U.S.

These five Providers were asked to submit a Request for Proposal (RFP) to perform an Investment Grade Audit. After review of the RFPs, all five finalists were asked to participate in a formal interview process. Final scoring and ranking of the finalists was approved by the Selection Committee on August 25, 2014. Trane U.S., Inc. was determined to be the highest ranking Provider.

Staff is recommending the Board authorize the Executive Director to negotiate a contract with Trane U.S. to provide an Investment Grade Audit. At this time Chair Lowe asked for a motion to approve staff recommendation.

A motion to approve a resolution essentially authorizing the Executive Director to negotiate with Trane US to contract for an Investment Grade Audit as it relates to a potential Guaranteed Energy Saving Performance Contract was made by Charlie Yates, seconded by Doug Tollett, and unanimously approved.

Next steps include beginning the Investment Grade Audit which is a six month process, reviewing the Audit results, and staff recommending pursuing a contract and financing based on the Audit results.

GWCCA PERSONNEL COMMITTEE REPORT

The Personnel Committee which consists of David Allman, Steve Adams, Glenn Hicks (Chair), Lee Hunter, Tim Lowe (Ex-Officio), and Bill Rice met on August 12, 2014 to review the Authority's FY14 performance and the Executive Director's FY14 evaluation. After reviewing the facility and staff year-end performance reports, the Committee recommends approval of the budgeted 3% merit pool.

At this time Chair Lowe asked for a motion to move into Executive Session to receive the GWCCA Personnel Committee report.

A motion to move into Executive Session for the purpose of discussing and deliberating upon the employment, compensation, and periodic evaluation and rating of a public officer or employee under O.C.G.A. 50-14-3(b)(2) was made by Lee Hunter, seconded by Anne Hennessy, and unanimously approved.

The regular GWCCA Board of Governors meeting reconvened at 2:09 p.m. At this time Chair Lowe asked for a motion to approve the three Personnel Committee recommendations.

A motion to adopt the GWCCA Personnel Committee's recommendation to approve implementing the budgeted 3% merit based pool was made by Taz Anderson, seconded by Bill Jones, and unanimously approved.

A motion to adopt the GWCCA Personnel Committee's recommendation to award the Executive Director, as per his contract, an Annual Performance-Based Compensation of \$51,703 for his successful FY14 performance was made by Doug Tollett, seconded by Anne Hennessy, and unanimously approved.

A motion to adopt the GWCCA Personnel Committee's recommendation to approve a 5.77% increase in the Executive Director's base salary effective September 1, 2014 was made by Taz Anderson, seconded by Charlie Yates, and unanimously approved.

With no further business to discuss, a motion to adjourn was made by Glenn Hicks, seconded by Taz Anderson, and unanimously approved.

RESPECTFULLY SUBMITTED:

DALE AIKEN
ASSISTANT SECRETARY

BILL RUSSELL
SECRETARY