

**MINUTES**  
**GEORGIA WORLD CONGRESS CENTER AUTHORITY**  
**BOARD OF GOVERNORS MEETING**  
**JANUARY 29, 2013**  
**Building C, Meeting Room C203**  
**1:00 p.m.**

The following were in attendance:

**GWCCA Authority Members**

Steve Adams  
Taz Anderson  
Brian Daniel  
Anne Hennessy  
Glenn Hicks  
Lee Hunter  
Tim Lowe, Chair  
Greg O'Bradovich  
Bill Rice  
Bill Russell  
Gary Smith

**Absent**

David Allman  
John Downs  
Tricia Pridemore  
Doug Tollett

**GWCCA Legislative Overview Com.**

Rep. Rahn Mayo

**GWCC Staff**

Mark Adams  
Dale Aiken  
Stephanie Kindregan  
Kevin Duvall  
Jennifer LeMaster  
Frank Poe  
Patrick Skaggs  
Sherrie Spinks  
Mark Zimmerman

**Dome Staff**

None

**COP Staff**

Joe Skopitz

**Levy Restaurants**

Adam Covington  
Steve Potts  
Sisco Spence

**Atlanta Convention & Visitors Bureau**

William Pate  
Mark Vaughan

**Attorney General's Office**

Denise Whiting-Pack

**Bank of New York**

None

**Atlanta Falcons**

None

**GWCC Legal Counsel**

Pargen Robertson

**Office of Planning & Budget**

None

**Press**

Leon Stafford, AJC  
Amy Wenk, Atl. Bus. Chronicle  
Common Cause of Georgia Representative

**Guests**

*20-Year Employees:*

Allen Bivens – Dome Engineering  
Edward Cazenave – GWCC Engineering  
Hollis Dyer – Dome Building Services  
Theda Hicks – Accounting Department  
Mary Catherine Hiller – Dome Event Services  
Angela Lester – Dome Building Services  
Phyllis Lewis – GWCC Building Services  
Jeff Oden – GWCC Engineering  
Rory Parks – GWCC Building Services  
Gail Smith – GWCC Building Services  
Ken Snow – Public Safety

*25-Year Employees:*

Thomas Allen – GWCC Building Services  
Terry Causey – GWCC Engineering  
Reggie Graham – GWCC Engineering  
Prennis Outlaw – GWCC Engineering  
Jerry Sterling – Human Resources Department

*30-Year Employee:*

Melissa Ray – Accounting Department

Chair Lowe called the meeting to order at 1:02 p.m. and introduced the following guests:

Adam Covington – Levy Restaurant’s new Director of Operations  
Brian Daniel – New GWCCA Board of Governors member  
Rep. Rahn Mayo – New GWCCA Legislative Overview Committee member

Chair Lowe then asked for a motion to approve the November 27, 2012 and December 10, 2012 meeting minutes.

***A motion to approve the November 27, 2012 and December 10, 2012 meeting minutes was made by Glenn Hicks, seconded by Anne Hennessy, and unanimously approved.***

Chair Lowe then called upon Kevin Duvall to recognize the 20, 25, and 30-year employees. Kevin introduced the following employees:

**20-Year Employee**

Allen Bivens	Dome Engineering
Edward Cazenave	GWCC Engineering
Hollis Dyer	Dome Building Services
Theda Hicks	Accounting
Mary Catherine Hiller	Dome Event Services
Angela Lester	Dome Building Services
Phyllis Lewis	GWCC Building Services
Jeff Oden	GWCC Engineering
Rory Parks	GWCC Building Services
Gail Smith	GWCC Building Services
Ken Snow	Public Safety

**25-Year Employees**

Thomas Allen	GWCC Building Services
Terry Causey	GWCC Engineering
Reggie Graham	GWCC Engineering
Prennis Outlaw	GWCC Engineering
Jerry Sterling	Human Resources Department

**30-Year Employee**

Melissa Ray	Accounting
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Mr. Duvall asked for a round of applause for each employee’s continued support of the Authority

Chair Lowe then called upon Mark Adams, GWCC’s Director of Sales, to present the Sales and Marketing Report for December 2012, which is hereby appended and made a part of these minutes.

Four new events totaling ten days, which includes move-in and move-out days, confirmed during December 2012 for GWCC.

<u>Event</u>	<u>Date</u>
National Association of College Stores	February 2015
Southeast Regional Championships	May 2013
True Value Spring Market	February 2018
American Society of Plumbing Engineers	October 2018

No exhibit hall events cancelled at the GWCC in December 2012.

No new events confirmed during December 2012 for the Georgia Dome.

No events cancelled at the Dome in December 2012.

No new events confirmed in Centennial Olympic Park during the month of December 2012.

No events cancelled at the Park in December 2012.

A Summary of the Economic Impact for major events at the Georgia World Congress Center and the Georgia Dome during December was reviewed. New dollars generated by out-of-town visitors during December were \$115.0 million and estimated total economic impact was \$220.0 million. Estimated State sales tax generated was \$5.8 million.

Photographs of the following December 2012 events were reviewed:

**GWCC**

Association for Career and Technical Education  
SEC Football Championship FanFare

**Georgia Dome**

SEC Football Championship  
Chick-fil-A Bowl

**Centennial Olympic Park**

ESPN Game Day  
Ice Rink

Chair Lowe thanked Mark for his Sales Report and then called on Sherrie Spinks for the review of the December 2012 financial reports, which are appended and made a part of these minutes.

**GEORGIA WORLD CONGRESS CENTER**

December operating revenue of \$2,615,543 was \$189,289 **over budget** due to F&B revenue for Hematology event. YTD operating revenue is \$1,333,310 or 9.29% over budget. Operating expenditures of \$2,359,900 were \$240,398 **under budget**. YTD operating expenditures are \$137,343 or .88% over budget. The Congress Center projected a net loss of (\$174,044) for the month but had an actual net profit of \$255,643, which is positive variance of \$429,687. YTD the Congress Center projected a net loss of (\$1,237,497) but had an actual net loss of (\$41,530), a positive variance of \$1,195,967.

GWCC Hotel/Motel Tax for December 2012 was \$1,421,600, compared to a budget of \$1,365,190, which was 4.13% ahead of projection for the month and 7.81% over last year at this time.

The Congress Center's FY 2013 Rolling Forecast updated through December 2012 actual was presented. Total revenue is projected to increase \$1,780,201, total expenditures are projected to decrease by \$291,795, and net profit is projected to increase by \$2,071,996. Food & Beverage, Utilities, and Parking revenue contribute to the increase.

### **GEORGIA DOME**

December total revenue of \$6,532,598 was \$376,277 **over budget** due to premium seat/suite sales and increased F&B. YTD revenue is \$4,571,657 or 9.25% over budget. Total expenditures of \$2,852,203 were \$160,808 **over budget**. YTD expenditures are \$1,015,210 or 3.88% over budget. The Dome projected a net profit of \$3,464,926 for the month but had an actual net profit of \$3,680,395, a positive variance of \$215,469. YTD the Dome projected a net profit of \$23,281,595 but had an actual net profit of \$26,838,042, a positive variance of \$3,556,447.

Dome Hotel/Motel Tax for December 2012 was \$10,029,265 against a budget of \$9,674,990, which was 3.66% ahead of projection for the month and 7.49% over last year at this time.

The Dome's FY 2013 Rolling Forecast updated through December 2012 actual was presented. Total revenue is projected to increase \$9,504,462, total expenditures are projected to increase by \$6,037,184, and net profit is projected to increase by \$3,467,278.

### **CENTENNIAL OLYMPIC PARK**

December total revenue of \$247,561 was \$145,479 **under budget**. YTD Park revenue is \$38,189 or 2.13% under budget. Total expenditures of \$249,118 were \$275,509 **under budget**. YTD Park expenditures are \$46,696 or 3.08% over budget. The Park projected a **net gain** of \$116,413 for the month but had an actual net loss of (\$1,557), a negative variance of \$117,970. YTD the Park projected a net gain of \$279,830 but had an actual **net gain** of \$288,337, a positive variance of \$8,507.

The Park's FY 2013 Rolling Forecast updated through December 2012 actual was presented. Total revenue is projected to increase \$207,345, total expenditures are projected to decrease by \$93,610, and net gain against budget is projected to increase by \$300,955.

Board member, Glenn Hicks, commended staff for improving revenue and holding expenses across campus.

Chair Lowe thanked Ms. Spinks for her reports.

The Authority appreciates the Board enabling the health program provider transition. It is a solid program with programs designed to support healthier lifestyles for our employees. The program change took place January 1, 2013, as a result of Board approval at the September 2012 Retreat. A 25% increase in employee participation has been realized. FY13 projected estimated annual savings to the Authority is \$1,189,354. FY14 projected estimated annual savings to the Authority is \$2,257,401. Each employee, depending on the plan they selected, is saving between 30% and 70% on annual premiums. The following wellness initiatives have been or will be implemented.

- Onsite biometric and health assessments;
- Participation in Cigna's Better Health Guaranteed Program;
- Participated in Atlanta's Healthiest Employer Contest;
- Healthy cooking classes;
- Mini workshop session conducted by Cigna;
- Weight loss/Fitness challenges; and
- Onsite 24/7 fitness center.

At this time Mr. Poe introduced Sisco Spence, Levy Restaurant's Regional Director of Operations.

***With no further business to discuss, a motion to adjourn was made by Lee Hunter, seconded by Gary Smith, and unanimously approved.***

RESPECTFULLY SUBMITTED:

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DALE AIKEN  
ASSISTANT SECRETARY

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ANNE HENNESSY  
SECRETARY