



Georgia World  
Congress Center  
Authority

# BOARD OF GOVERNORS MEETING

APRIL 25, 2023

# Action Item

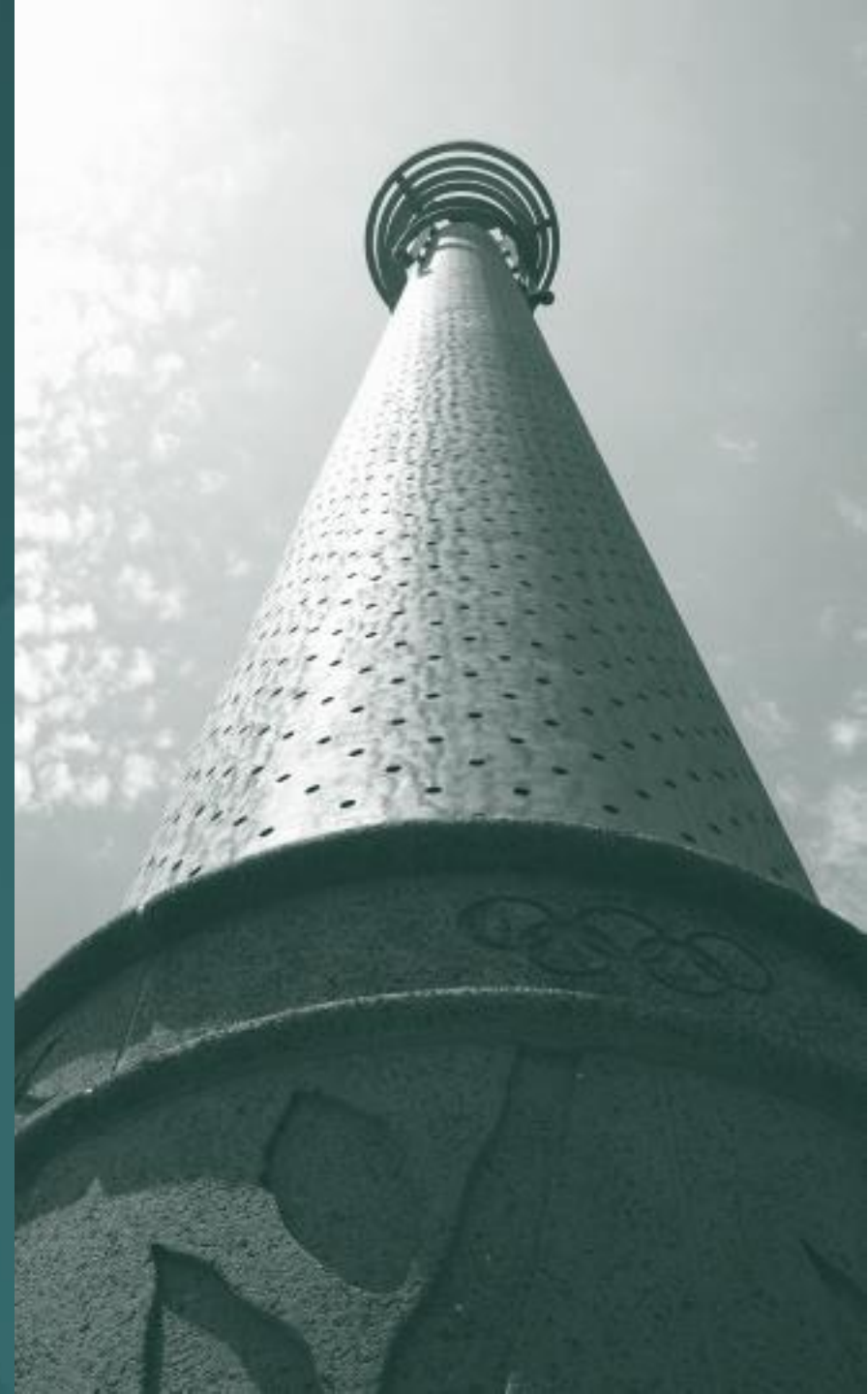
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## Approval of Minutes March 28, 2023



# FINANCIAL UPDATE

**Rey Rodriguez**  
Director of Finance



# Financial Snapshot: March



Month	Budget	Actual	Variance
Revenue	\$4,076,535	\$4,545,993	↑ \$469K 11.5%
Expense	\$3,499,291	\$3,660,990	↑ \$161K 6.6%
Net Profit	\$577,244	\$885,003	↑ \$308K

# Financial Snapshot: YTD thru March 2023



Month	Budget	Actual	Variance
Revenue	\$32,953,970	\$39,925,818	↑ \$7.0M 21.2%
Expense	\$33,687,241	\$35,464,037	↑ \$1.8M 5.3%
Net Profit (Loss)	(\$733,271)	\$4,461,781	↑ \$5.2M

# FY23: Q3 Rolling Forecast Update



Year-End Profit / Loss	
Budget	\$452,336
Projection	\$4,055,099

# Questions?



# 2023 Legislative Session Update

**Lindsay Strickland**  
Director of Government Relations





# Legislative Session Update

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- 2023 Legislative Outreach
- AFY23 Budget
- Notable Legislation
- Legislative Overview Committee
- 2023 Legislative “Champions”

# 2023 Legislative Outreach



- Legislative interviews/video
- '23-'24 legislative welcome letter distributed
- Hosted a “Welcome” reception at GWCC
- Participated in four budget hearings and two public safety meetings
- Facilitated several introductory meetings
- Invites to board meetings forthcoming

# Amended Fiscal Year 2023 Budget

- **\$15.29M:** 21 escalators to be replaced
- Governor Kemp has signed
- GISFC/DEcD to facilitate funds
  
- THANK YOU:
  - **Matt Hatchett**, House Appropriations Chair
  - **Penny Houston**, House Appropriations Sub-committee Chair
  - **Butch Parrish**, Legislative Overview Committee Chair/LOC
  - **Blake Tillery**, Senate Appropriations Chair
  - **Brandon Beach**, Senate Appropriations Sub-committee Chair/LOC

# Notable Legislation

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- **SB113 & 114:** Buckhead City bills = DID NOT PASS
- **HB237 & SB159:** Sports Betting = DID NOT PASS
  
- **HB162:** Income Tax Refund = PASSED
- **SB44:** Street Gangs = PASSED
- **SB62:** Homeless Camps = PASSED
- **SB127:** Tourism Protection = PASSED

# Legislative Overview Committee



Rep. Chris Erwin



Rep. Jan Jones



Rep. Chuck Martin



Sen. Brandon Beach



Sen. Steve Gooch



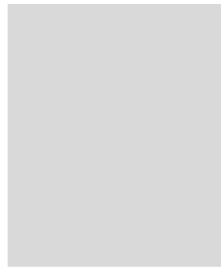
Sen. Mike Dugan (Chair)



Rep. Butch Parrish



Rep. Ron Stephens



Vacant Seat



Sen. Sonya Halpern



Sen. John Kennedy



Sen. Larry Walker

# 2023 Legislative Session “Champions”



Sen. Blake Tillery  
Appropriations Chair



Sen. Brandon Beach  
Appropriations  
Sub-committee Chair



Rep. Matt Hatchett  
Appropriations Chair



Rep. Penny Houston  
Appropriations  
Sub-committee Chair



Sen. Randy Robertson  
Majority Whip



Sen. Kay Kirkpatrick  
Children & Families Chair



Rep. Chuck Efstration  
Majority Leader



Rep. Chuck Martin  
Higher Education Chair

# Questions?



# **SIGNIA BY HILTON ATLANTA: DEVELOPMENT UPDATE**

**Theonie Alicandro**  
**COO/General Counsel**  
**Drew Company Atlanta, LLC**





# Agenda

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- Construction Update
- Schedule
- 90 Day Lookahead
- Development Budget Update
- Proposed Change Order No. 10
- Questions

# Construction Update



April 2022



April 2023

# Construction Update



# Construction Update: AYIB

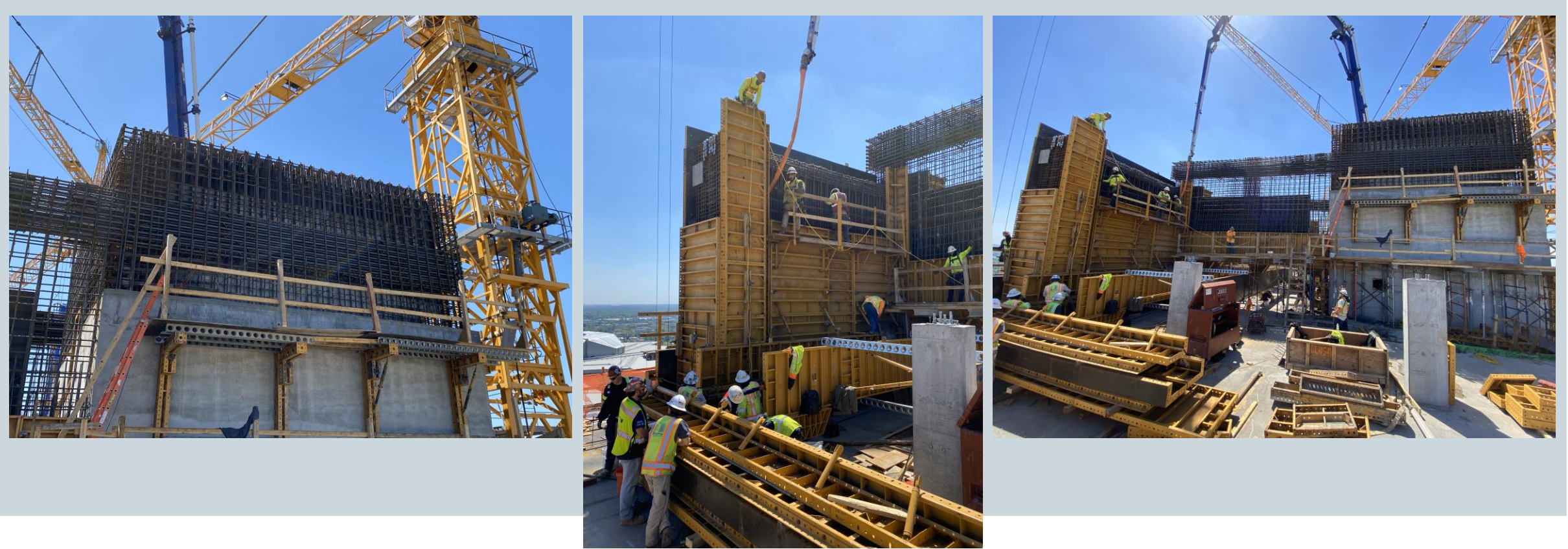


January 2023



April 2023

# Construction Update: Belt Wall



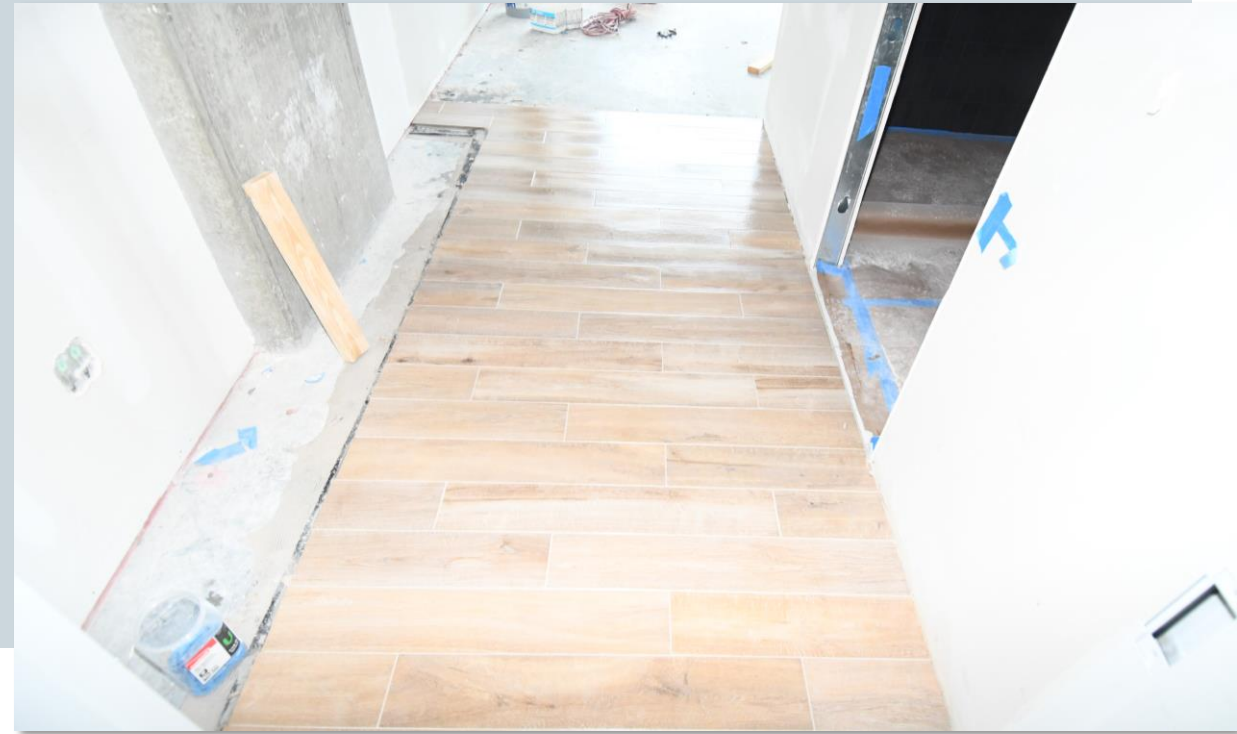
# Construction Update: Porte Cochere / VS1 Lobby Curtainwall



# Construction Update: Lobby Bar



# Construction Update: Guest Room Flooring





# Construction Update



HR and Security  
← Offices

Executive Offices  
→



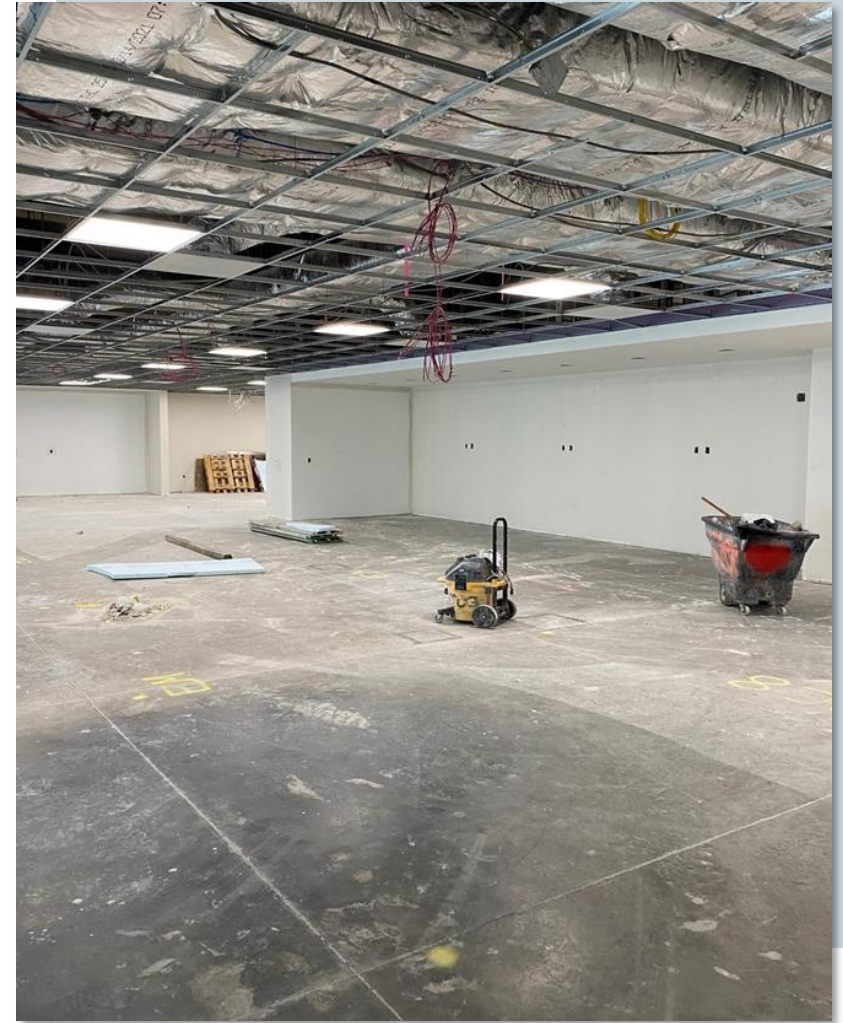
# Construction Update



Employee  
Locker Room



Employee Café



# Schedule

- Per Change Order No. 004, Substantial Completion Date is **Dec. 18, 2023**
- Previously reported tracking one (1) day behind schedule from material shortage issue in May 2022 and eight (8) days of delays due to adverse weather for a total of nine (9) days. **No Change**
- Hilton Milestones and Substantial Completion Date are still intact
- Average number of workers on site per day: 569
- New worker orientations: 2,500
- Schedule reviews being conducted by Chaifetz Consulting, Inc.

# 90 Day Outlook

- Complete Tile Work, Wall Covering, Installation of Guestroom Lit Vanity Mirrors and Unit Doors to commence Installation of Vanities
- VS1 Wall Completion (Lobby Curtainwall) and Tower Curtainwall
- Podium Dry-In
- Tower Dry-In
- Carpet Installation
- Installation of Kitchen Hoods, Coolers and Freezers
- AYIB Structural Steel Installation



# Development Budget Update: April 2023



	Development Budget as of March 31, 2023
Revised GMP Hard Cost (including CO No. 7, 8 and 9)	\$328,229,903
Preconstruction Fee (not in GMP)	\$394,170
Owner Direct Hard Cost	\$3,509,663
Owner's Hard Cost Contingency	\$5,783,789
<b>Total Hard Cost</b>	<b>\$337,917,524</b>
Total Soft Cost	\$109,422,591
Owner's Soft Cost Contingency*	\$3,082,574
<b>Total Project Cost</b>	<b>\$450,422,689</b>
Total Hard & Soft Cost Contingency	\$8,866,237

\*Owner's Soft Cost Contingency decreased from last month due to **\$31,304** for Gensler pool bar revisions; **\$16,300** for Gensler signage; **\$113,208** for NOVA material testing reconciliation; **\$276,503** for remaining NOVA material testing; **\$19,950** for construction fencing and signage refresh; **\$21,825** for ADM meeting room rolling carts; **\$5,700** for QR codes for artwork; and **(\$2,500)** for XpoDigital Backbox install credit

# Proposed Change Order No. 10

CCD8 addressed resinous flooring for kitchens. Other coordination issues include:

Marquee Signage Brackets	Resinous Flooring	Building C Existing Glass Wall	Patching Existing Stairs	Misc. Hilton Requests
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Change Order No. 10 totaling approximately \$210k will be executed by Frank Poe pursuant to his authority and will be paid out of Owner's Hard Cost Contingency



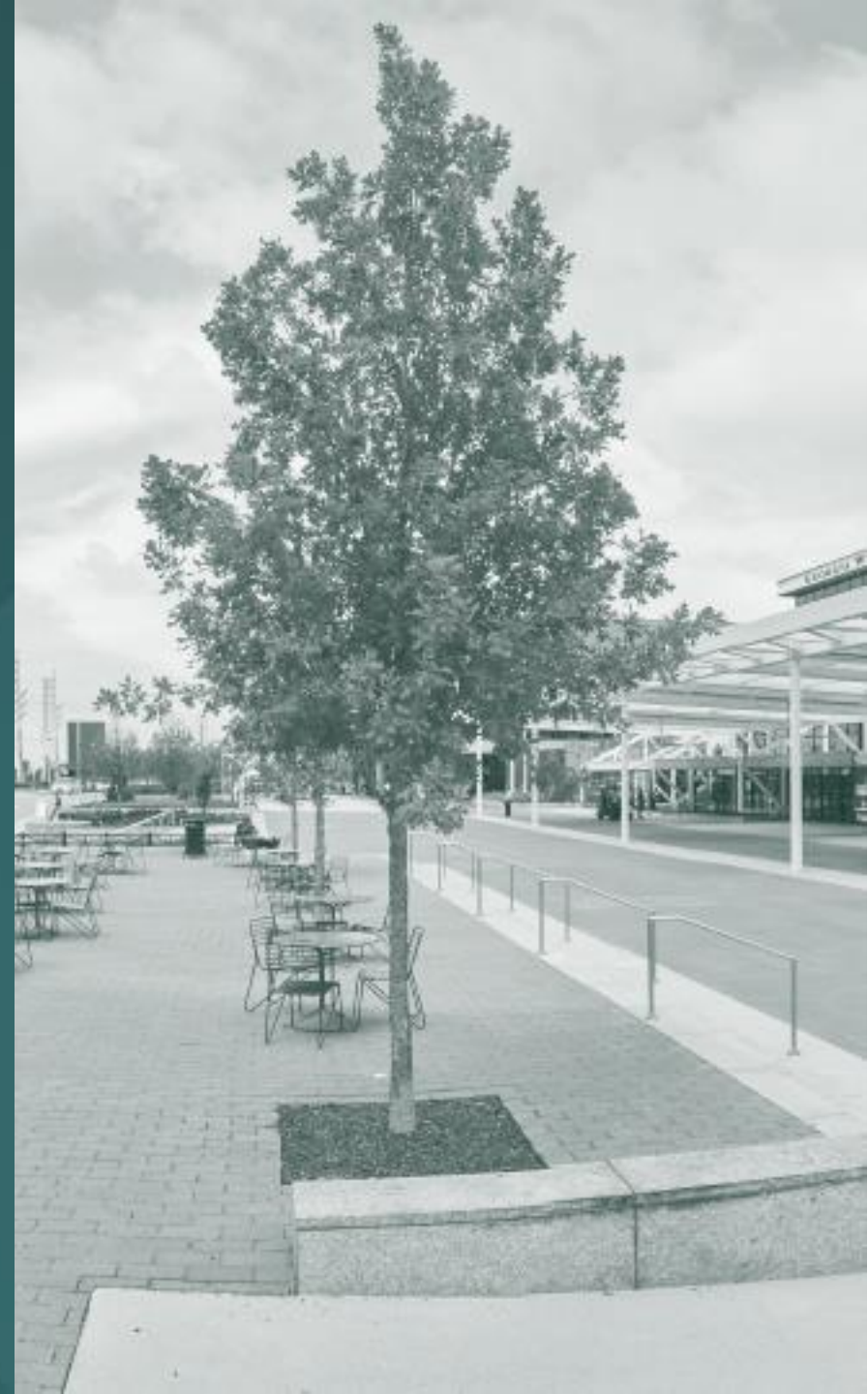
# Questions?



# Projects Update

**Kevin Duvall**  
Chief Operating Officer

**Ken Stockdell**  
Director of Project & Program  
Management





# Projects and Improvements Funding Sources Updates

General Assembly	Self-Funding and Other Sources
General Obligation Bonds	GWCC Reserves
Direct Appropriations	Annual Operating Budget
Major Repairs and Renovations (MRR) Bonds	Food & Beverage Reserves
	American Rescue Plan Act (ARPA)
	Legal Settlements
	Insurance Claims

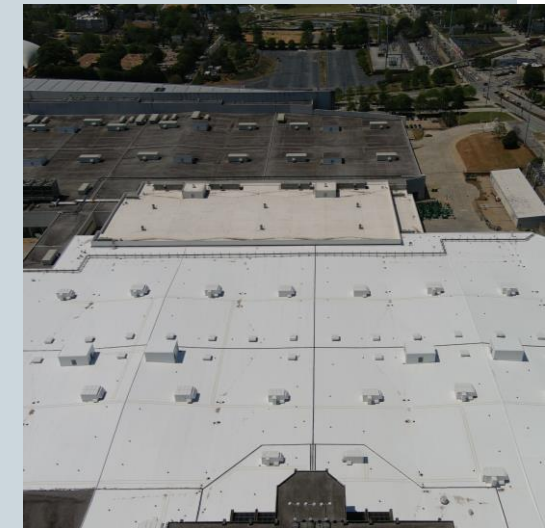
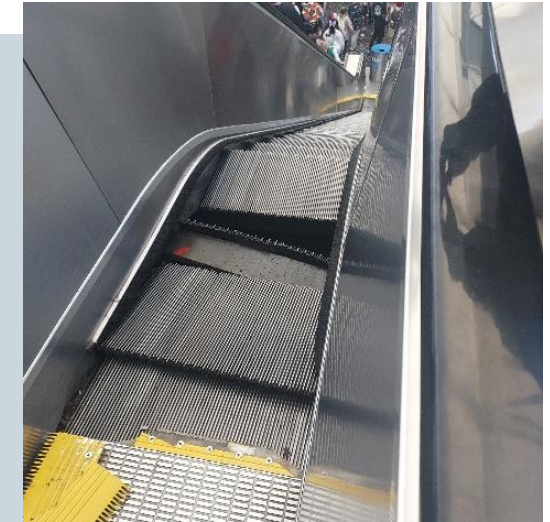
# Project Highlights: General Assembly Funded

## ➤ Building B Escalator Modernization

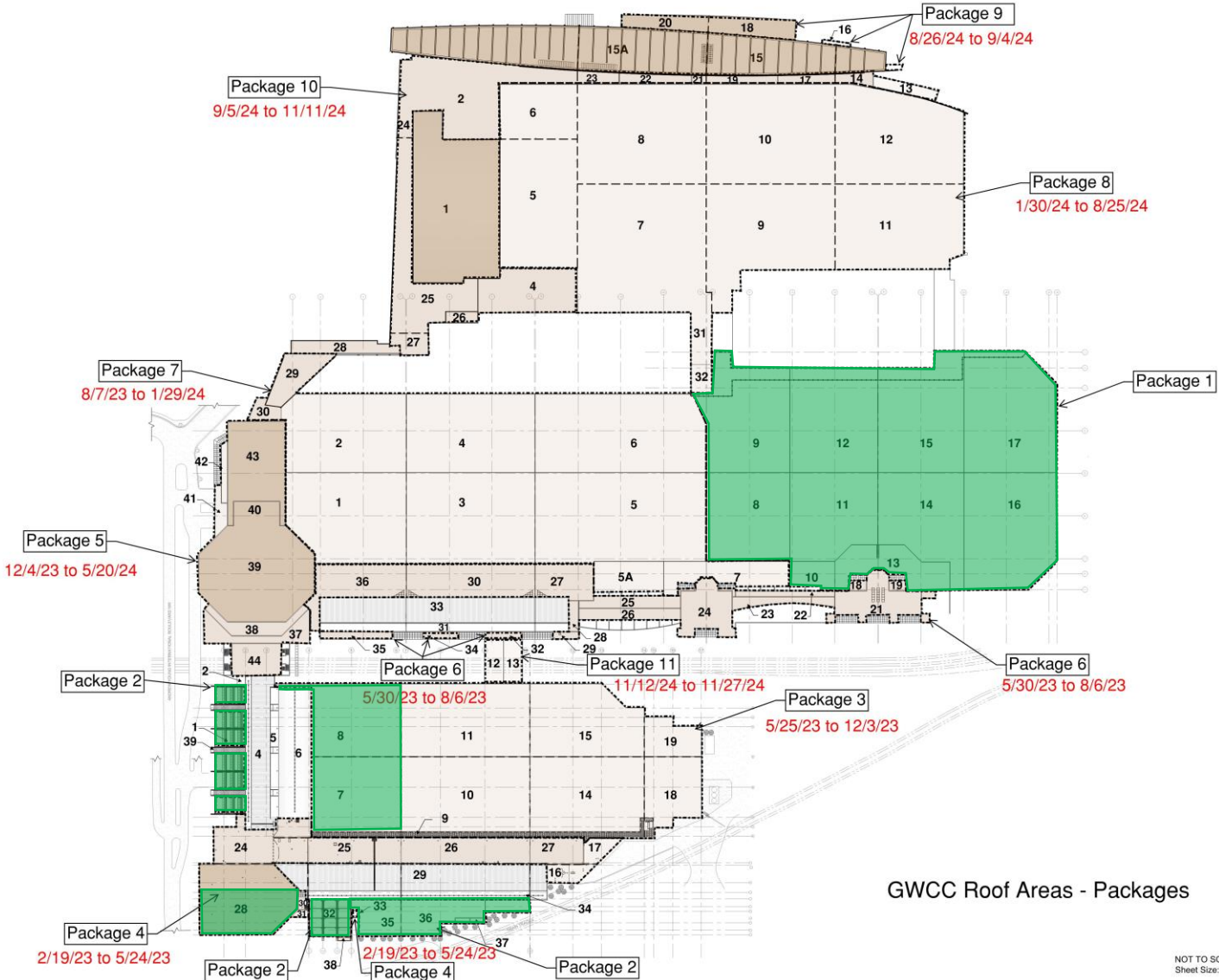
- Modernize escalators installed in 1983
- Design to begin as soon as possible

## ➤ Re-Roofing

- HVAC Critical Rooftop Unit Replacement
  - Four units on Halls B1 and B2 roof
  - Work to be done through roofing project
  - Self-funded and redirected ARPA funding
- Overall Project Schedule (2.2 Million Square Feet)
  - Completion of Building A – early December 2023
  - Building B Concourses/Meeting Rooms – Late May 2023 to early August 2023
  - “Knuckle” area & Halls B1-3 – Early August 2023 to late January 2024
  - Thomas Murphy Ballroom area – Early December 2023 to mid-May 2024
  - Building C Exhibit Halls – Late January 2024 to late August 2024
  - Balance of Building C – Late August 2024 to mid-November 2024
  - A/B Connector Tunnel – Mid-November to late November 2024



# Overview of Roofing Schedule

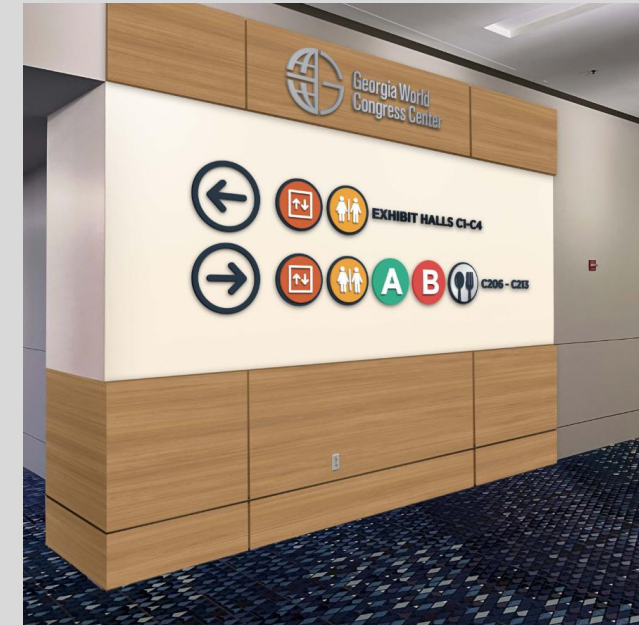
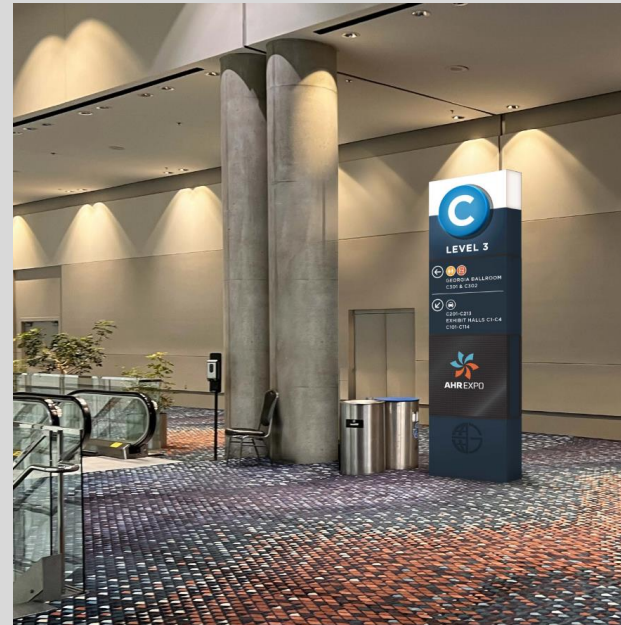
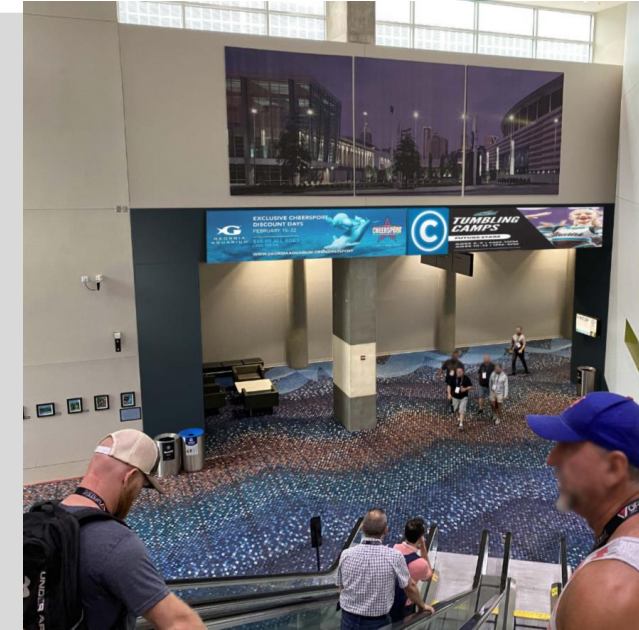
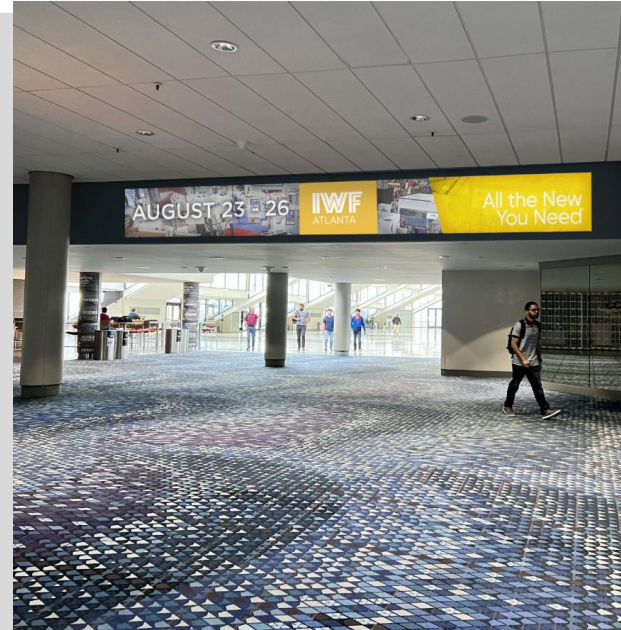


GWCC Roof Areas - Packages

NOT TO SCALE  
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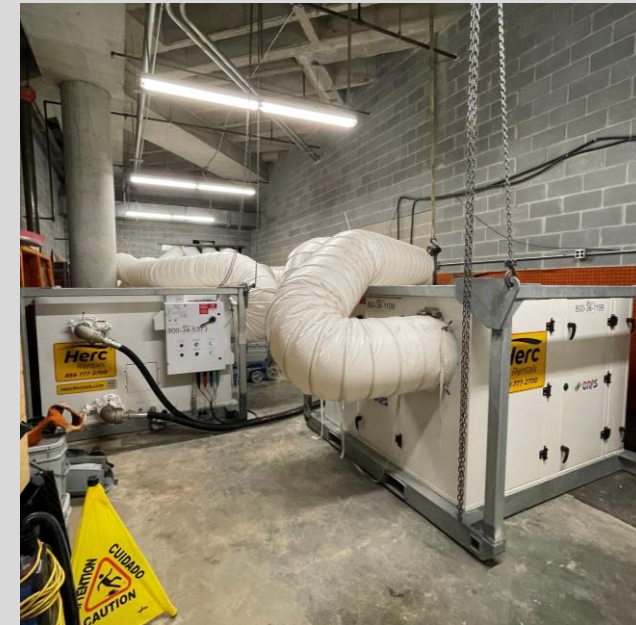
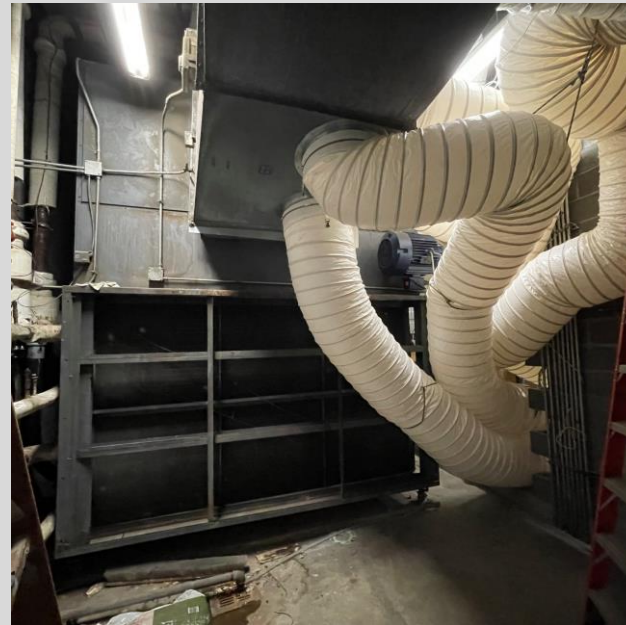
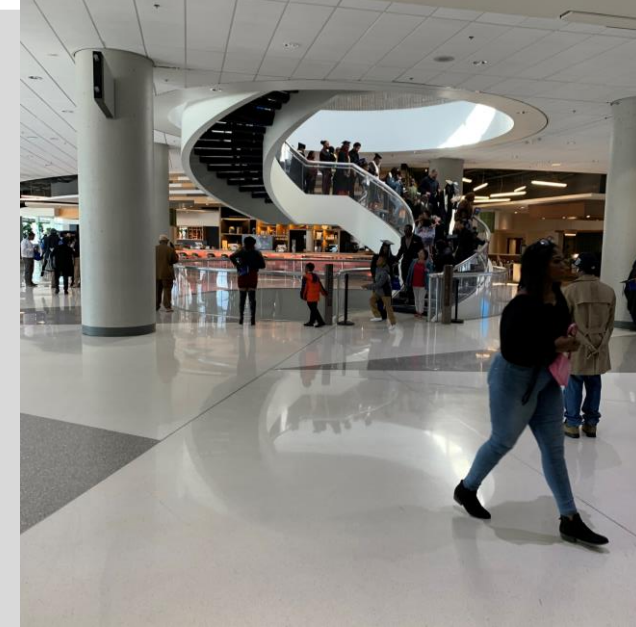
# Project Highlights: Self-funded/Other

- Building C and Exterior Wayfinding
  - First phase of enhancements to interior and exterior wayfinding signage
  - Focus on high-level wayfinding and Building C



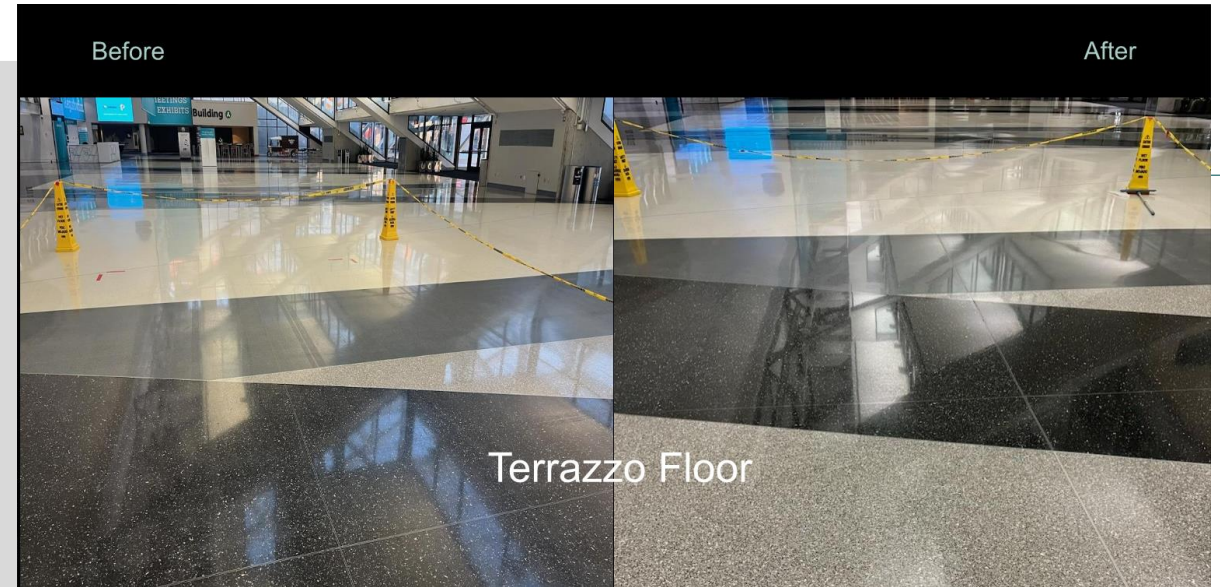
# Project Highlights: Self-funded/Other

- Thomas Murphy Ballroom Escalator Modernization (2 total)
- Building B Air Handler Replacement
  - Insurance Claim
- Building C Grease Trap Replacement
  - Unbudgeted necessary work



# Project Highlights: Self-funded/Other

- Floor Surface Deep Cleaning
  - ARPA Funding
- Building C Cooling Tower Refurbishment
  - ARPA Funding
- Chiller Plant Integration
  - ARPA Funding
  - Asking Board approval for sole-source contract
  - Contract value \$1,064,588



# Chiller Plant Integration: Current Environment

- Building B Chiller Plant operates more efficiently than Building C Chiller Plant
- B-C Hall Expansion project requires additional operation of the Building C Chiller Plant
- Current joint operation of the independent central plants is inefficient and impairs the efficiency of Building B Chiller Plant
- Building C Chiller Plant serves as a redundant back up to the newer and more efficient B-Plant
- Building C Chiller Plant is expensive to operate and has increasing maintenance costs

- Building C Chiller Plant at the GWCC is approaching end-of-life
  - Soon GWCCA will need to invest significant funds in Building C Chiller Plant in order to keep it operational and reliable
- Solution: Integrate the Building C Chiller Plant into the existing efficient operation of Building B Chiller Plant resulting in one single central plant operating sequence
- Benefits
  - Improves overall efficiency of operations
  - Prolongs life of Building C Chiller Plant in short term (not indefinitely)

# Chiller Plant Integration: Reasons for Sole Source

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- Trane U.S.A. Inc. is the provider for GWCCA's current Energy Performance Contract, including the control system and certain control equipment.
- Integration of the Building B plant with the Building C plant will involve modifications to the control system and equipment provided by Trane U.S.A. Inc., and the involvement of a third party could void certain terms and conditions of the Energy Performance Contract.
- Sole source for this purchase will ensure full compatibility between the new Building C plant controls and the updated Building B plant controls.



# Questions?



# Trane U.S.A Inc. Agreement

Pargen Robertson  
Legal Counsel



# Resolution

- NOW, THEREFORE, BE IT RESOLVED by the Board of Governors of the Geo. L. Smith II Georgia World Congress Center Authority that the Executive Director is authorized, though not required, to execute and deliver, in substantially similar form attached hereto as Exhibit A, but subject to the occurrence or satisfaction of any and all applicable contingencies, terms and conditions, an agreement for specified goods and services, but only so long as such agreement complies with applicable law and, in the judgment of the Executive Director, is consistent with the corporate purposes and mission of the Authority and the Authority's sound business practices.
- BE IT FURTHER RESOLVED that the Executive Director is authorized to take any and all actions, to execute and deliver any and all documents, agreements, certificates and instruments and to take any and all steps deemed by the Executive Director to be necessary or desirable to consummate the execution of an agreement for such goods and services and to carry out the purpose and intent of the foregoing resolution, and all actions heretofore taken in furtherance thereof are hereby ratified and confirmed in all respects.

# Staff Recommendation

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Staff recommends approval of Trane U.S.A. Inc. resolution.

# Questions?



# College Football Hall of Fame Storage License Agreement

**Frank Poe**  
Executive Director



# Resolution

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- Atlanta Hall Management, Inc. operates the College Football Hall of Fame and seeks to license use of **339 square feet** of space in an underutilized area of Building A essentially for artifact storage.
- The term would expire **June 30, 2032**.
- The license fee would start at \$750 per year with a 10% annual accelerator, capped at \$1,000 per year.
- We would require all the usual indemnities, insurance coverages, responsibility for their own security precautions, restrictions on use of the space, and cooperation with GWCCA as landlord, etc.

# Questions?



# Next Meeting May 23, 2023



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**THANK YOU**