

Georgia World Congress Center Authority

May 23, 2017

Board of Governors Meeting



Financial Snapshot – April 2017



Profit/Loss

Actual	\$729,988	\$826,378
Budgeted	\$102,845	\$1,175,007
Actual YTD	\$6,333,261	\$12,131,959
Budgeted YTD	\$6,369,220	\$7,636,974



H/M Tax YTD

Actual	\$5.1M	
Budget	\$4.9M	4.07%
FY16	\$5.0	3.32%



Customers (Estimated)

211,480



Economic Impact (Estimated)

\$252.4M



GWCCA FY18 Budget

GEORGIA
WORLD
CONGRESS
CENTER
AUTHORITY





FY17 Current Forecast



Major influencers on current year-end forecast:

- Revenue
 - Space, Utilities, Parking, Advertising
- Expense
 - Show Labor





**GEORGIA WORLD CONGRESS CENTER
OPERATING BUDGET SUMMARY COMPARISON
FY 2017**



<u>REVENUE</u>	Forecast	Current	Variance
	January	Forecast	
Rental	\$ 13,079,988	\$ 12,641,501	\$ (438,487)
Food & Beverage	10,701,497	10,851,130	\$ 149,633
Exhibit Utility Service	8,403,082	7,989,720	\$ (413,362)
Parking	5,824,882	5,408,868	\$ (416,014)
Hotel/Motel Tax	6,075,105	6,181,589	\$ 106,484
Billable Labor	746,238	648,343	\$ (97,895)
Telecommunications/Audio	1,672,531	1,771,015	\$ 98,484
Advertising/Sponsorship	2,191,121	1,366,812	\$ (824,309)
Other	1,187,838	2,419,878	\$ 1,232,040
	\$ 49,882,282	\$ 49,278,856	\$ (603,426)
 <u>EXPENSES</u>			
Personnel Services	\$ 25,103,933	\$ 24,947,513	\$ (156,420)
Regular Operating	11,692,032	12,240,814	\$ 548,782
Equipment Purchases	331,457	385,264	\$ 53,807
Project	776,138	972,433	\$ 196,295
Per Diem/Fees/Contracts	4,284,677	5,462,125	\$ 1,177,448
Computer Charges/Other	2,101,114	2,076,015	\$ (25,099)
	\$ 44,289,351	\$ 46,084,164	\$ 1,794,813
OPERATING PROFIT(LOSS)	\$ 5,592,931	\$ 3,194,692	\$ (2,398,239)



FY18 Budget Key Influencers

- Georgia Dome Decommissioning
- MBS Agreements
- COP Vision Projects
- Business Mix





Background

September Retreat Review

- MBS License & Revenue Impacts
- Dome Funded Expenses





MBS License & Revenue Impacts



FY18	Original Estimate	New
MBS License Agreement	\$ 2,500,000	\$ 2,500,000
Parking (Gold, Blue, MLS)	\$ 600,000	\$ 1,016,405
Other Rental Agreements		
Solar Panel	\$ 75,000	\$ 75,000
Services & Cooperation	\$ 60,000	\$ 60,000
Int'l Plaza	\$ 80,000	\$ 107,500
MBS Antenna Space Lease		\$ 36,000
Traffic Management		\$ 2,481,751
Total	\$ 3,315,000	\$ 6,276,656



Dome/MBS Funded Expenses



	Original Estimate	New
Administrative Overhead	\$ 729,000	\$ 740,499
Zone (Public Safety)	\$ 1,400,000	\$ 891,343
Legal	\$ 85,000	\$ 85,452
CCLD	\$ 537,000	\$ 579,900
Other	\$ 148,000	\$ 80,000
Personnel	\$ 620,000	\$ 0
Traffic Management - MBS	\$ 0	\$ 2,481,751
Total	\$ 3,519,000	\$ 4,858,945



Pace

These projections represent a 2 year average; the risk is with out of order spaces for enhancements. *note that a three year average without Microsoft in 2017 would be approximately \$3.7 million



	Budgeted Events	To-Be's ITYFTY	Total Events
FY18	144 Events	260 Events	404 Events
	\$29.5 Mil	\$5.4 Mil	\$35 Mil
FY17	113 Events	276 Events	389 Events
	\$21.7 Mil	\$8.9 Mil	\$30.6 Mil
FY16	105 Events	256 Events	361 Events
	\$27.3 Mil	\$4.80 Mil	\$32.2 Mil

Microsoft represented nearly \$7 million of this revenue



2017 Top 20

Event Name	Period	Event Type	Total Revenue
Microsoft Ignite	September	Convention/Tradeshow - Corp.	\$ 7,059,604
National Association of Convenience Stores	October	Convention/Tradeshow - Assoc.	\$ 2,396,567
2017 International Production & Processing Expo	February	Convention/Tradeshow - Assoc.	\$ 2,124,756
International Woodworking Fair 2016	August	Convention/Tradeshow - Assoc.	\$ 2,010,616
Rockwell Automation Fair 2016	November	Convention/Tradeshow - Corp.	\$ 849,702
CHEERSPORT Nationals 2017	February	Competition	\$ 755,270
Teradata Partners Conference & Expo	September	Convention/Tradeshow - Corp.	\$ 731,254
2017 Atlanta International Auto Show	March	Public/Consumer Event	\$ 709,232
Ace Hardware Spring Convention & Exhibits	March	Convention/Tradeshow - Corp.	\$ 668,845
Alpha Kappa Alpha Sorority Inc.	July	Convention/Tradeshow - Assoc.	\$ 591,265
KIPP School Summit	July	Convention (No Exhibits)	\$ 559,869
2016 Honda Dealer Meeting	October	Meeting	\$ 517,544
American Library Association	January	Convention/Tradeshow - Assoc.	\$ 490,531
Hinman Dental Meeting	March	Convention/Tradeshow - Assoc.	\$ 465,077
Hearth Patio & Barbecue Association	March	Convention/Tradeshow - Assoc.	\$ 463,148
Passion Conferences 2017	January	Convention (No Exhibits)	\$ 443,203
4Life	October	Convention/Tradeshow - Corp.	\$ 410,128
Progressive Insurance Atlanta Boat Show 2017	January	Public/Consumer Event	\$ 403,588
Bronner Bros. International Beauty Show	February	Convention/Tradeshow - Corp.	\$ 370,640

\$ 22,020,838

*6 Corporate Tradeshows
*7 Association Tradeshows

2018 Top 20

Event Name	Period	Event Type	Total Revenue
2018 International Production & Processing Expo	February	Convention/Tradeshow - Assoc.	\$ 2,360,794
College Football Playoff Nat'l Championship - GAME at MBS & FanFest at GWCC	January	Fan-Fest/Tailgate Party	\$ 1,568,112
COVERINGS 2018	May	Convention/Tradeshow - Assoc.	\$ 1,507,343
MODEX-2018	April	Convention/Tradeshow - Assoc.	\$ 1,407,939
ASH Annual Meeting & Exposition	December	Convention/Tradeshow - Assoc.	\$ 1,223,968
Mary Kay Inc. 2018 Leadership Conference	January	Convention (No Exhibits)	\$ 854,528
American Society for Microbiology Microbe 2018	June	Convention/Tradeshow - Assoc.	\$ 845,987
American Dental Association Annual Session	October	Convention/Tradeshow - Assoc.	\$ 817,598
CHEERSPORT 2018	February	Competition	\$ 801,004
2018 Atlanta International Auto Show	March	Public/Consumer Event	\$ 799,195
GlassBuild America 2017	September	Convention/Tradeshow - Assoc.	\$ 723,169
Hinman Dental Meeting	March	Convention/Tradeshow - Assoc.	\$ 712,064
Texprocess Americas + Techtexil North America	May	Convention/Tradeshow - Assoc.	\$ 659,881
North American Commercial Vehicle Show	September	Convention/Tradeshow - Corp.	\$ 573,825
American Public Transportation Association	October	Convention/Tradeshow - Assoc.	\$ 518,099
Distributive Education Clubs of America, Inc.	April	Convention/Tradeshow - Assoc.	\$ 474,312
2018 Big South Qualifier	April	Competition	\$ 462,432
National Science Teachers Association	March	Convention/Tradeshow - Assoc.	\$ 407,691
SECO International, LLC	March	Convention/Tradeshow - Assoc.	\$ 390,682

\$17,108,623

*1 Corporate Tradeshows
*13 Association Tradeshows



FY18 Budget Recommendation



Revenue Highlights

- Overall 3.14% increase
- \$4.8M decrease in F&B more than offset by increase in Parking, MBS Contract and Land Lease revenue

Expense Highlights

- Overall 8.81% increase
- \$4.3M increase in Personnel Services
 - \$2.5M for MBS traffic management, directly offset with revenue
 - \$1.7M Dome Funded Admin Overhead and Legal Services
- \$600K in Computer Contract





FY18 Revenue



GEORGIA WORLD CONGRESS CENTER AUTHORITY OPERATING BUDGET SUMMARY COMPARISON FY 2018

<u>REVENUE</u>	<u>Projection</u> FY 2017	<u>Budget</u> FY 2018	<u>Variance</u>
Rental	\$ 12,641,501	\$ 12,673,896	\$ 32,395
Food & Beverage	10,851,130	6,021,485	(4,829,645)
Exhibit Utility Service	7,989,720	7,693,386	(296,334)
Parking	5,408,868	7,649,478	2,240,610
Hotel/Motel Tax	6,181,589	6,490,668	309,079
Contract Labor/Services	648,343	2,989,680	2,341,337
Telecom/Audio	1,771,015	1,641,478	(129,537)
Advertising/Sponsorship	1,366,812	1,743,740	376,928
Land Lease	-	2,500,000	2,500,000
Other	2,419,878	1,423,000	(996,878)
	\$ 49,278,856	\$ 50,826,811	\$ 1,547,955

3.14%



FY18 Expenses



GEORGIA WORLD CONGRESS CENTER AUTHORITY OPERATING BUDGET SUMMARY COMPARISON FY 2018

	FY17 Projection	Budget FY18		
<u>EXPENSES</u>				
Personnel Services	\$ 24,947,513	\$ 29,270,217	\$ 4,322,704	
Regular Operating	12,240,814	12,632,972	392,158	
Equipment Purchases	385,264	326,720	(58,544)	
Per Diem/Fees/Contracts	5,462,125	5,239,135	(222,990)	
Projects	972,433	-	(972,433)	
Computer Charges/Other	2,076,015	2,675,594	599,579	
	\$ 46,084,164	\$ 50,144,638	\$ 4,060,474	8.81%



Personnel Services



FY 2018

Total Personnel Services

\$29,270,217

Total increase

\$4,322,704

7.38%

Billable Labor - MBS

\$2,481,751

Legal/Admin Reimb

\$825,951

Salary Adjustments

\$235,113

Merit Pool (3%)

\$466,374

Fringe Increase

\$313,515





**GEORGIA WORLD CONGRESS CENTER AUTHORITY
OPERATING BUDGET SUMMARY COMPARISON
FY 2018**

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	\$ 49,278,856	\$ 50,826,811	\$ 1,547,955	3.14%
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Computer Charges/Other	2,076,015	2,675,594	599,579	
	\$ 46,084,164	\$ 50,144,638	\$ 4,060,474	8.81%
OPERATING PROFIT(LOSS)	\$ 3,194,692	\$ 682,173	\$ (2,512,519)	



Staff Request – FY17 Projected Surplus



Set aside funding from the GWCC FY17 net operating revenue as outlined below:

1. Invest \$569k in our OPEB Trust Fund
2. Utilize \$1.5 million for finish out of flooring project
3. Reserve \$395K for Incentive Comp Plan
4. Remaining \$730K to go to fund balance





Georgia World Congress Center Authority
Cash Position (Net of Reserves)
4/30/2017



Cash per Balance sheet	26,092,239.93	
Receivables	14,742,214.56	\$ 40,834,454.49
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Less:		
Current Liabilities (per statement)		6,817,548.25
Current Reserves (including radio project)		10,345,971.27
Projected Net Income (May-June)		(3,138,569.19)
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Projected Available Cash at 6/30/17:		20,532,365.78
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Add: Dome Anticipated Transfer 7/31/17		4,680,217.00
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Projected Cash Balance at 7/31/17		25,212,582.78
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Less: 90 Days Operating Expenses		11,521,041.00
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Less: New FY17 Reserve Requests		2,464,000.00
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Projected Balance Net of Reserves		11,227,541.78
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Staff Request – Cash Reserves



Utilize approximately \$1.15 million of available cash balance as outlined below:

- *\$500K for Park upgrades & equipment*
- *\$500K for Interior Wayfinding*
- *\$150k to study vertical circulation for B Building*





Questions?





Board Action



Construction Management Services (Centennial Olympic Park Vision Project)

Erle Coleman

GWCCA

Director of Purchasing

Adam J. Straight

GWCCA

Senior Director of Project and Program Management



Construction Management Services Solicitation (COP)

- Internal process (Purchasing)
- Develop Scope of Work
 - Collaboration with architect (DTJ)
- Bid Process (RFQ-RFP)
- Selection Committee
- Selection of “Apparent Awardee”





Construction Management Services Solicitation (COP)



- Partnership with GWCCA and DTJ to develop the scope of work to solicit bids.
- Construction Management Services (at risk)





Construction Management Services Solicitation (COP)



Process and Committee Members

RFQ/RFP (30 days on registry)

- 8 qualified firms responded
- Shortlisted 3 firms
- Interviews and Selection

Committee Members:

- Kevin Duvall - (GWCCA)
- Adam J. Straight - (GWCCA)
- Patrick Starnes - (Georgia Aquarium)

Procurement Officer (GWCCA)

- Erle Coleman





Construction Management Services Solicitation (COP)

Firms which submitted RFQ's:

- Astra Group
- Gay Construction
- Manhattan Construction
- New South Construction
- Reeves & Young
- Skanska USA
- Turner Construction
- Winter Construction

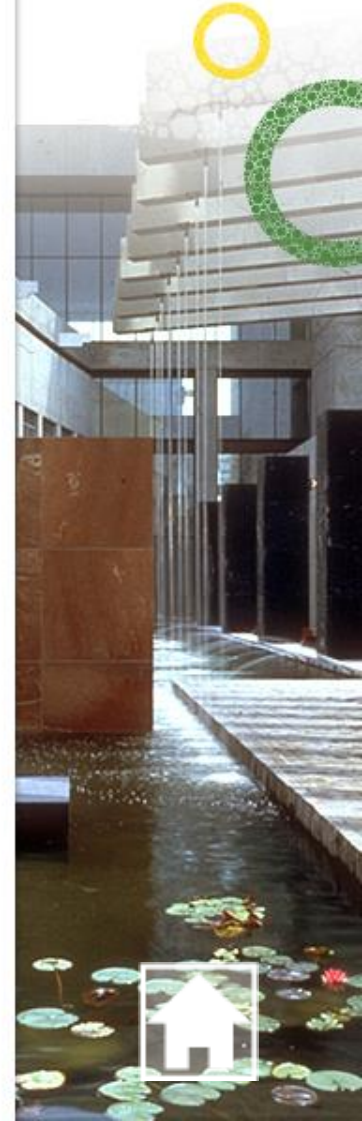




Construction Management Services Solicitation (COP)

Criteria for Evaluation of Statement of Qualifications – RFQ:

- Stability
- Experience and Qualifications
- Suitability





Construction Management Services Solicitation (COP)

Shortlist of firms:

- Manhattan Construction
- Reeves - Young
- Turner Construction





Construction Management Services Solicitation (COP)

Criteria for Evaluation of Project Proposal – RFP:

- Experience and Qualifications
- Performance
- Management Plan
- Methodology Presented
- Overall Impression





Construction Management Services Selection (COP)



Apparent Awardee

Reeves + Young

(In contract negotiation phase)





Construction Management Services Selection (COP)



Reeves + Young

- Locally owned firm
- 60 years of construction experience

Past Performance

- The Battery Atlanta
- Atlanta United Soccer Training Facility
- Mercedes-Benz Stadium
- City of Sugar Hill





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 to execute and deliver an agreement for construction management services for the Centennial Olympic Park Vision Project.

Staff recommends approval.





Next Meeting:

**Tuesday,
June 25, 2017**

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