



Georgia World
Congress Center
Authority

BOARD OF GOVERNORS MEETING

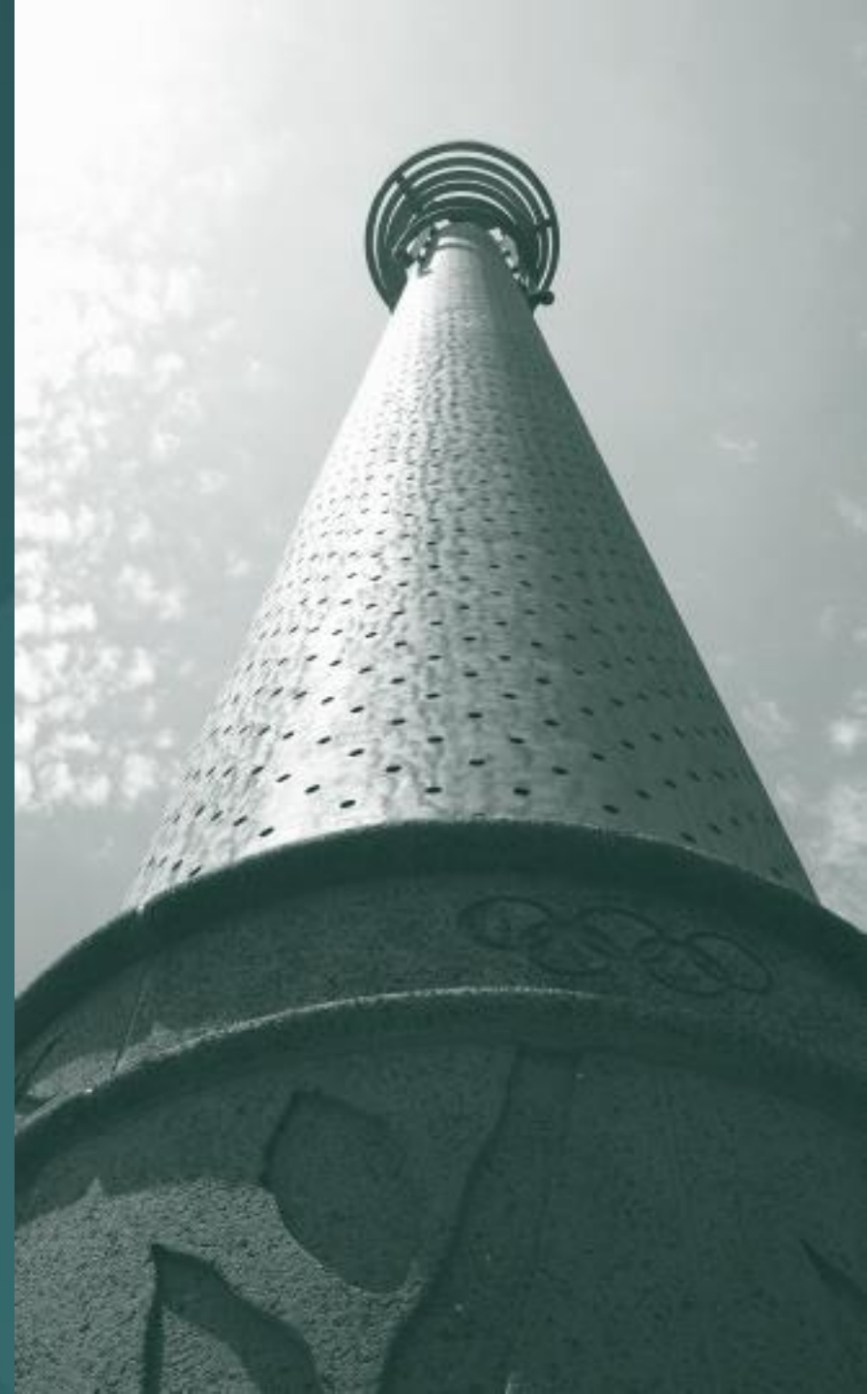
MAY 23, 2023

Approval of Minutes April 25, 2023



Financial Update & FY24 Budget Recommendation

Janet Arsenault
Sr. Director of Finance



Financial Snapshot: April



Month	Budget	Actual	Variance
Revenue	\$4,541,788	\$5,349,963	↑ \$808K 17.8%
Expense	\$3,759,831	\$4,110,339	↑ \$351K 9.3%
Net Profit	\$781,957	\$1,239,625	↑ \$458K

Financial Snapshot: YTD thru April 2023



Month	Budget	Actual	Variance
Revenue	\$37,495,758	\$45,275,782	↑ \$7.8M 20.8%
Expense	\$37,447,072	\$39,574,376	↑ \$2.1M 5.7%
Net Profit	\$48,686	\$5,701,405	↑ \$5.7M

FY23 Revenue

	Budget	Forecast	Variance
Space Rental	\$14,129,885	\$14,166,736	\$36,851
Utility Services	\$6,711,698	\$7,187,653	\$475,955
Parking	\$6,156,703	\$8,322,616	\$2,165,913
Food & Beverage	\$3,078,799	\$4,351,093	\$1,272,294
Hotel/Motel Tax	\$7,177,070	\$8,025,581	\$848,511
Contract Labor/Services	\$2,899,508	\$3,791,818	\$892,310
Telecom/Audio Visual	\$2,281,780	\$2,791,228	\$509,448
Advertising/Sponsorship	\$1,434,631	\$1,523,888	\$89,257
Other	\$745,000	\$2,060,942	\$1,315,942
Total Revenue	\$44,615,074	\$52,221,555	\$7,606,481

FY23 Expenses

	Budget	Forecast	Variance
Salaries	\$11,895,940	\$11,740,094	(\$155,846)
Overtime	\$162,400	\$228,782	\$66,382
Temporary Help	\$2,038,928	\$2,961,831	\$922,903
Fringe Benefits	\$7,612,759	\$7,484,176	(\$128,583)
Regular Operating	\$9,621,435	\$10,623,050	\$1,001,615
Equipment	\$90,000	\$136,272	\$46,272
Per Diem/Fees/Contractual	\$9,615,261	\$11,230,485	\$1,615,224
IT/Other	\$3,126,015	\$3,760,865	\$634,850
Total Expenses	\$44,162,738	\$48,165,555	\$4,002,817

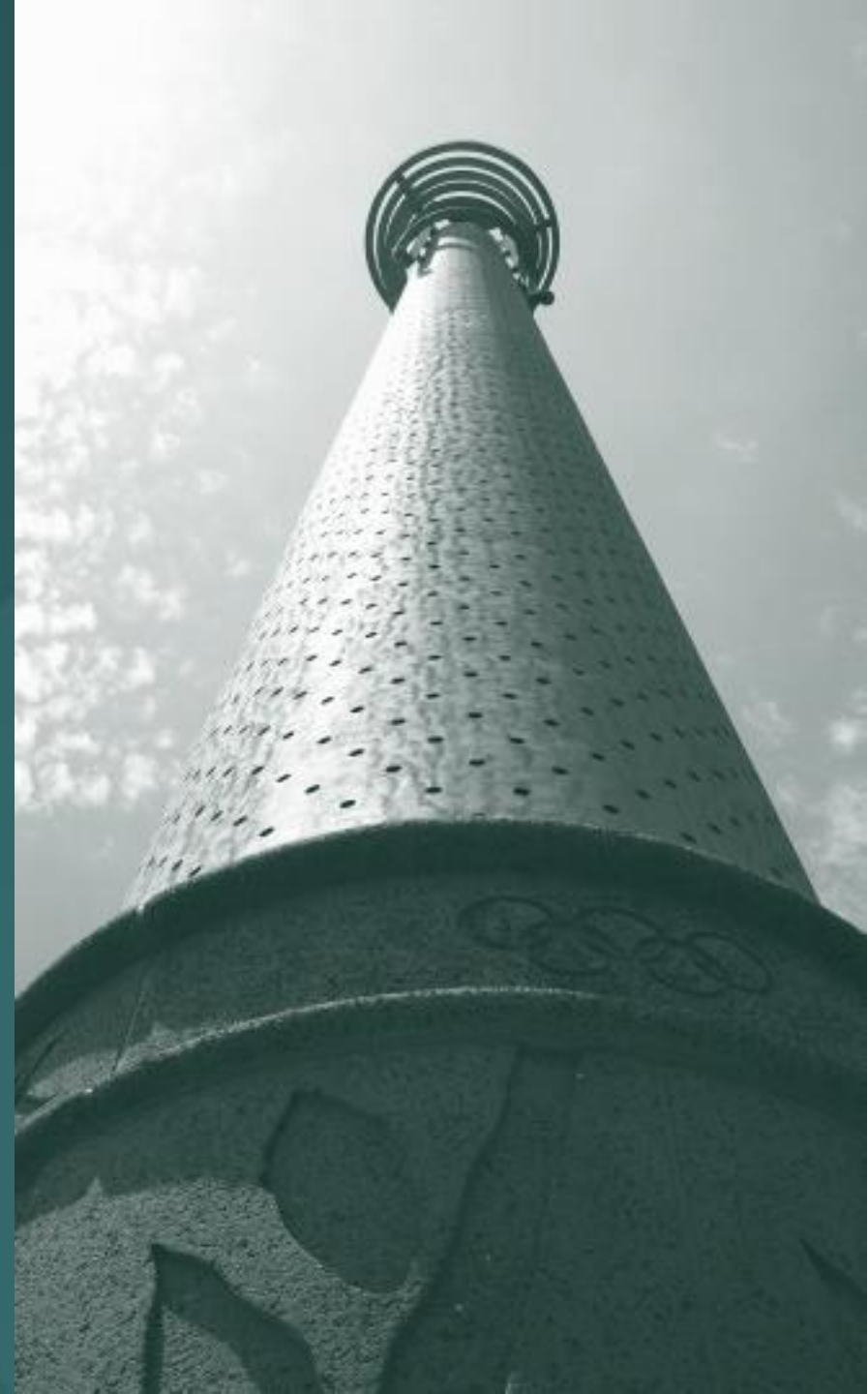
FY23 Net Operating Profit

	Budget	Projected	Variance
Revenue	\$44,615,074	\$52,221,555	\$7,606,481
Expenses	\$44,162,738	\$48,165,555	\$4,002,817
Net Profit	\$452,336	\$4,056,000	\$3,603,664

Questions?



FY24 Budget Recommendation



GWCCA Budget Team



Kay Lawrence
Sr. Accounting Manager



Chris Duggar
Asst. Director of Finance



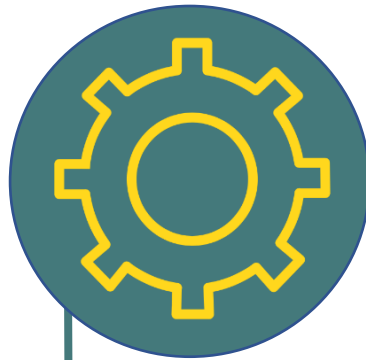
Rey Rodriguez
Director of Finance

FY24 Key Performance Indicators



FINANCIAL

Focus on **self-supporting** and **maximizing profitability**



FACILITIES

Focus on **safe** and **flexible** Venues



CUSTOMER

Focus on increasing **demand and overall satisfaction** among visitors and guests



TEAM

Focus on **building organizational culture**, keeping and **developing A-talent**

FY24 Budget Details: Revenue

	Budget FY23	Forecast FY23	Budget FY24	Variance to FY23 Forecast
Space Rental	\$14,129,885	\$14,166,736	\$14,855,608	\$688,872
Utility Services	\$6,711,698	\$7,187,653	\$7,344,378	\$156,725
Parking	\$6,156,703	\$8,322,616	\$8,422,500	\$99,884
Food & Beverage	\$3,078,799	\$4,351,093	\$5,000,095	\$649,002
Hotel/Motel Tax	\$7,177,070	\$8,025,581	\$8,439,477	\$413,896
Contract Labor/Services	\$2,899,508	\$3,791,818	\$3,724,480	(\$67,338)
Telecom/Audio Visual	\$2,281,780	\$2,791,228	\$2,906,338	\$115,110
Advertising/Sponsorship	\$1,434,631	\$1,523,888	\$1,535,001	\$11,113
Other	\$745,000	\$2,060,942	\$2,070,100	\$9,158
Total Revenue	\$44,615,074	\$52,221,555	\$54,297,977	\$2,076,422

FY24 Budget Details: Expenses



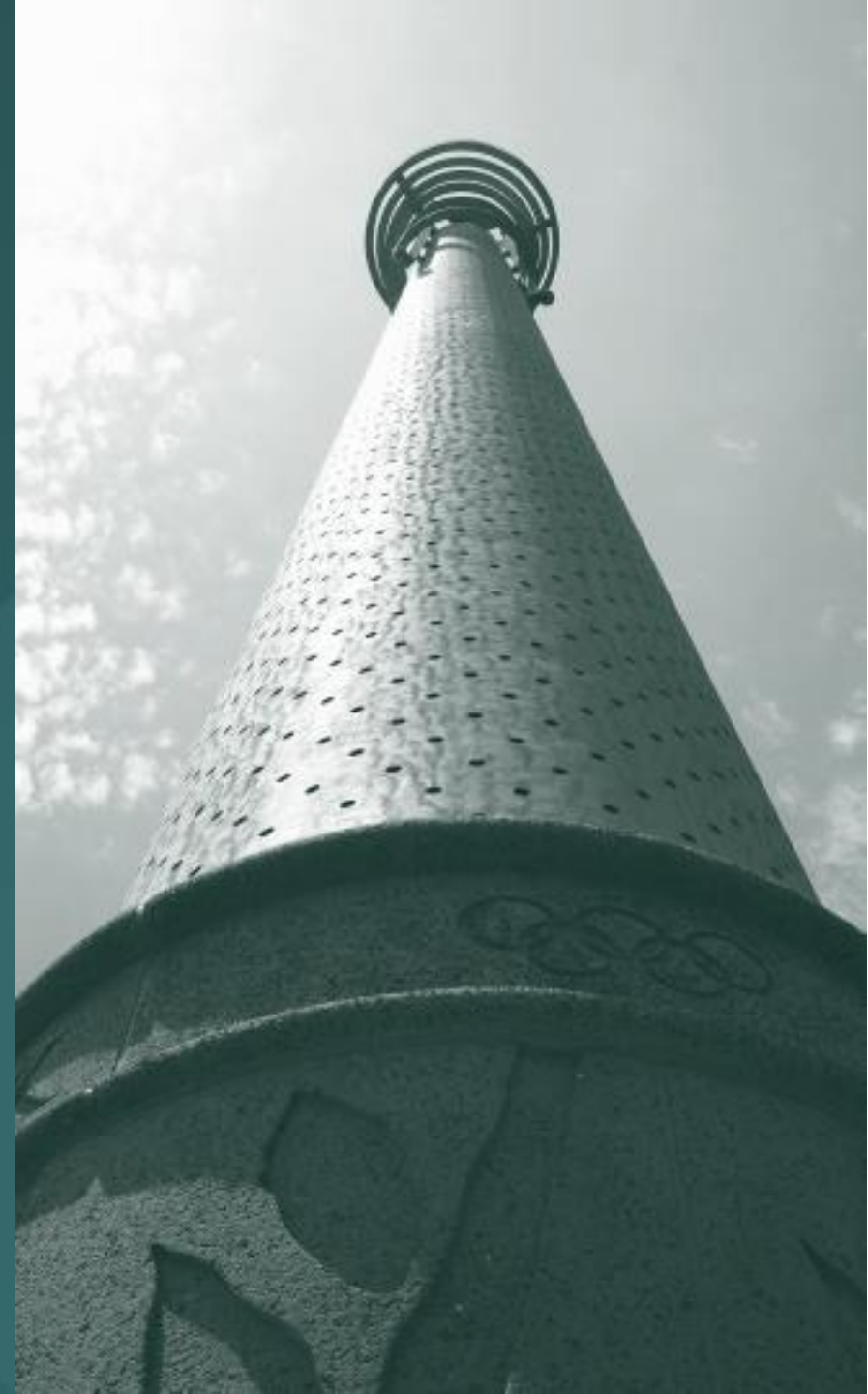
	Budget FY23	Forecast FY23	Budget FY24	Variance to FY23 Forecast
Salaries	\$11,895,940	\$11,740,094	\$13,434,984	\$1,694,890
Overtime	\$162,400	\$228,782	\$122,500	(\$106,282)
Temporary Help	\$2,038,928	\$2,961,831	\$2,672,234	(\$289,597)
Fringe Benefits	\$7,612,759	\$7,484,176	\$8,602,130	\$1,117,954
Regular Operating	\$9,621,435	\$10,623,050	\$13,137,977	\$2,514,927
Equipment	\$90,000	\$136,272	\$240,050	\$103,778
Per Diem/Fees/Contractual	\$9,615,261	\$11,230,485	\$11,457,016	(\$196,061)
IT/Other	\$3,126,015	\$3,760,865	\$3,652,301	(\$108,564)
Total Expenses	\$44,162,738	\$48,165,555	\$52,896,600	\$4,731,045

FY24 Budget Recommendation

	FY23 Budget	FY23 Projected	FY24 Budget
Revenue	\$44,615,074	\$52,221,555	\$54,297,977
Expenses	\$44,162,738	\$48,165,555	\$52,896,600
Net Profit	\$452,336	\$4,056,000	\$1,401,377



FY23 Surplus Recommendation



FY23 Surplus Recommendation

- Reinvest net operating income from FY23 as outlined below:
 - OPEB Trust Fund
 - Compensation Plan
 - Fund Capital/Maintenance & Equipment Reserves
 - Fund Balance/Cash Reserves
 - Insurance Reserve

**Any amount over \$4M would be allocated to fund additional capital/maintenance and equipment reserves.*

Questions?



Signia By Hilton Atlanta: Development Update

Theonie Alicandro
COO/General Counsel
Drew Company Atlanta, LLC



Agenda

- Construction Update
- 90-Day Outlook
- Schedule
- Proposed Change Order No. 11
- Development Budget Update
- Challenges
- Questions

Construction Update



May 2022



May 2023

Construction Update



Construction Update: AYIB

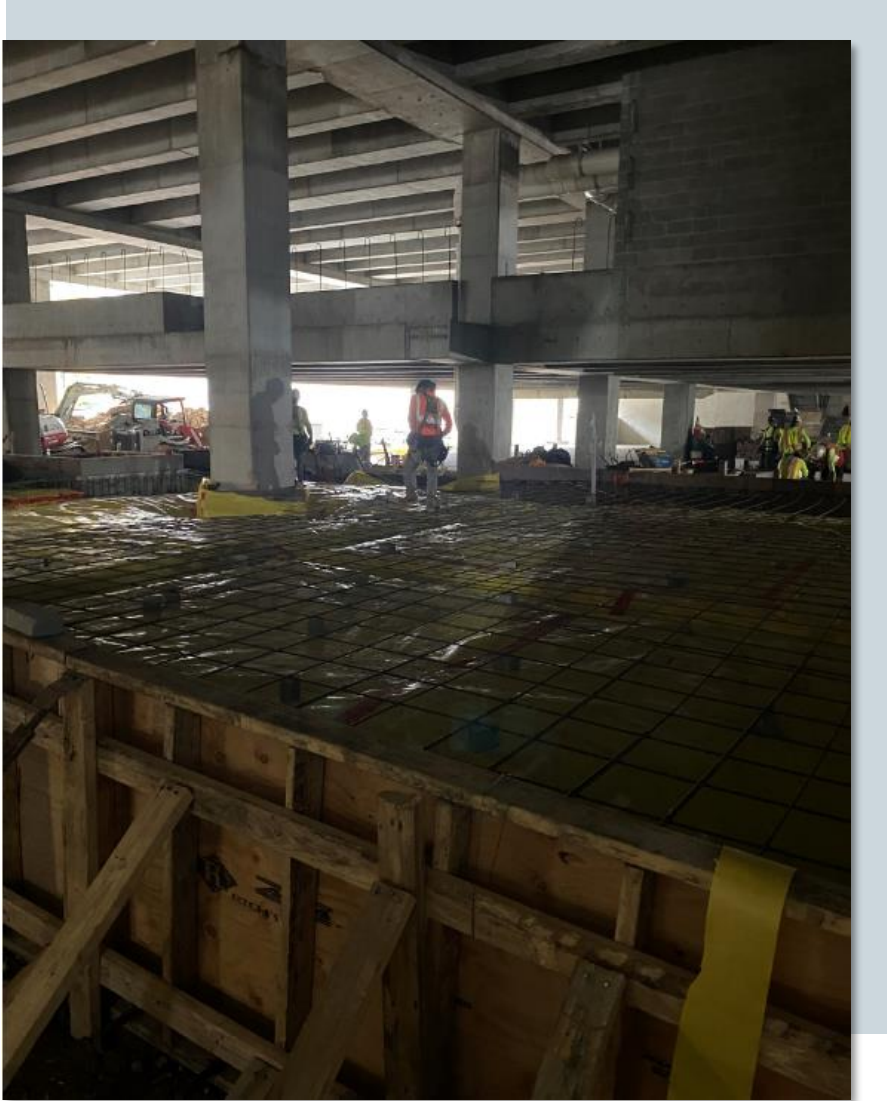
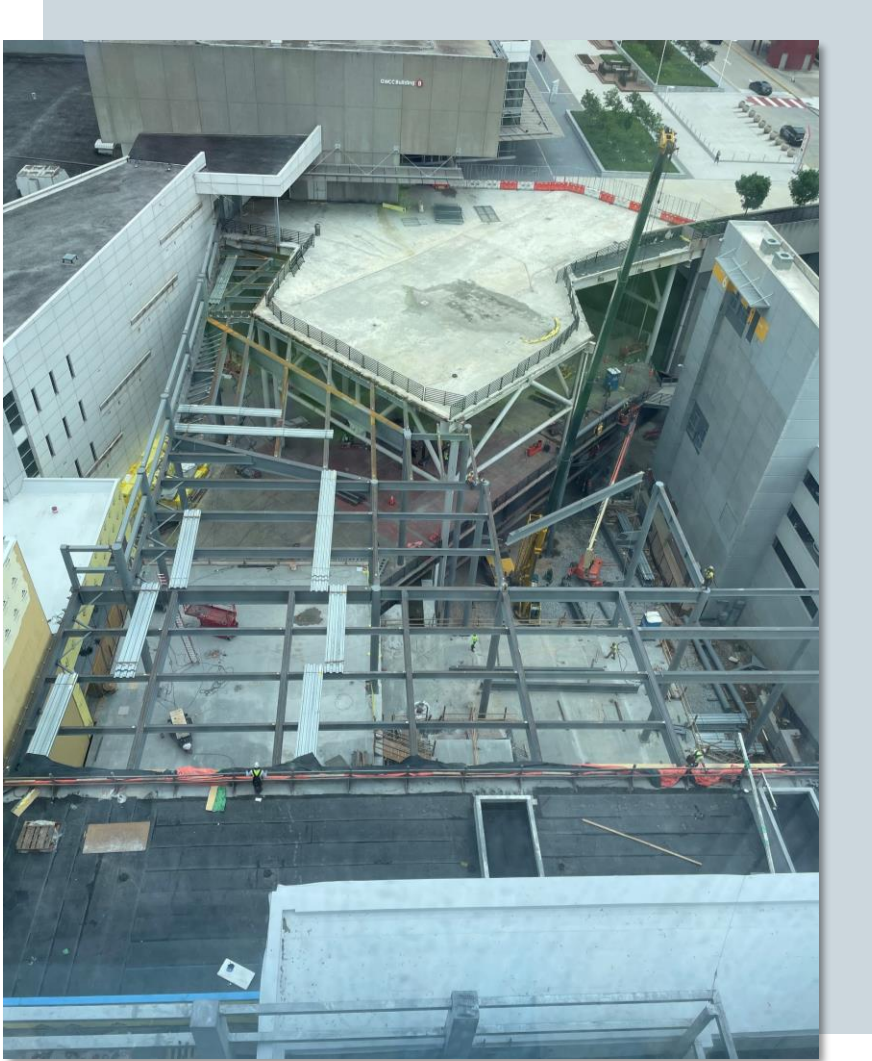


January 2023



May 2023

Construction Update: Loading Dock and AYIB



Construction Update: Grand Stair



Construction Update: Lobby Curved Wall



Construction Update: Lobby



Construction Update: Club Signia



Construction Update: Terrace Bar



Construction Update: Sports Bar



Construction Update: Fitness Center

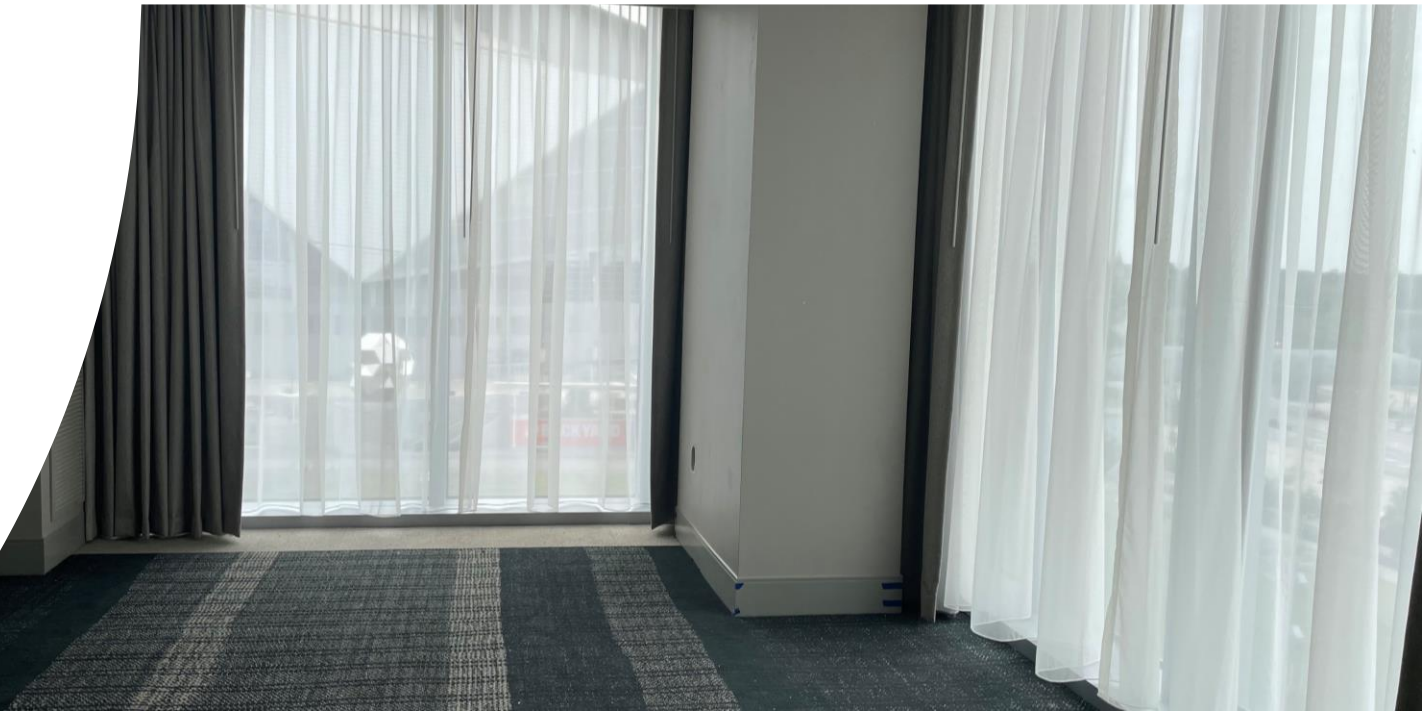


Construction Update: Guest Room Bathrooms



90-Day Outlook

- Continue Guest Tower Interiors, including Tile Work, Wall Covering, Installation of Guestroom Lit Vanity Mirrors, Unit Doors, Vanities and Carpet
- Low-Rise Elevators and Service Elevators
- Completion of Loading Dock
- Commence Installation of Owner Installed FF&E, including Wardrobes, Headboards, and Desks
- Loading Dock
- Tower Curtainwall
- Podium and Tower Dry-In
- Installation of Kitchen Equipment
- AYIB Structural Steel Installation



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: 626
- New worker orientations: 2,671
- Schedule reviews being conducted by Chaifetz Consulting, Inc.

Proposed Change Order No. 11

Scope and coordination issues include:

Topping Slabs	Door Hardware/ Card Readers	Social Ballroom Doors	Contingency Takedown
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Change Order No. 11 totaling \$1,375,311 will be presented for approval to be executed by Frank Poe to be paid out of Owner's Hard Cost Contingency



Development Budget Update: May 2023



	Development Budget as of April 30, 2023
Revised GMP Hard Cost (including CO Nos. 10 and 11)	\$329,815,399
Preconstruction Fee (not in GMP)	\$394,170
Owner Direct Hard Cost	\$3,509,663
Owner's Hard Cost Contingency	\$4,198,293
Total Hard Cost	\$337,917,524
Total Soft Cost	\$109,478,608
Owner's Soft Cost Contingency*	\$3,026,557
Total Project Cost	\$450,422,689
Total Hard & Soft Cost Contingency	\$7,224,850

*Owner's Hard Cost Contingency decreased from last month in amount of **\$210,185** due to Change Order No. 10 and **\$1,375,311** due to Change Order No. 11.

Owner's Soft Cost Contingency decreased from last month in amount of **\$56,017** due to miscellaneous change orders for ADM, Baker AV and Johnson Lancaster

Development Budget Update

\$450,422,688

Total development budget

\$303,360,584

Total spend through 4.30.2023

67.35%

Percent spend through
4.30.2023

Challenges

- Fire Marshal Inspections
- Maintaining Schedule/Stacking of Work
- Weather
- Variable Cost Events

Questions?



Change Order No. 11 Resolution

Melana Kopman McClatchey
Hotel Counsel



Change Order 11

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 expressly is authorized, though not required, to take such actions and to execute and deliver such documents as may be necessary or appropriate to effect the execution of the proposed Change Order 11 (which proposed Change Order 11 substantially would be in the form attached hereto as Exhibit A), but only so long as such proposed Change Order 11 complies with the terms and conditions of the Agreement and 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, and that the Secretary or Assistant Secretary of the Authority is hereby authorized to attest the due execution of the Change Order 11 and to affix the seal of the Authority thereto with such amendments and modifications as are approved by the Executive Director, such approval to be conclusively evidenced by the execution and delivery of such document by the Executive Director; and

Change Order 11

BE IT FURTHER RESOLVED that the Executive Director and the Secretary or Assistant Secretary are authorized to deliver a copy of this Resolution and to take such other actions and to execute and deliver such other agreements, instruments, or other documents as may be necessary or appropriate to accomplish the foregoing.

Questions?



Mercedes-Benz Stadium CapEx Update

Dietmar Exler
SVP/Chief Operating Officer

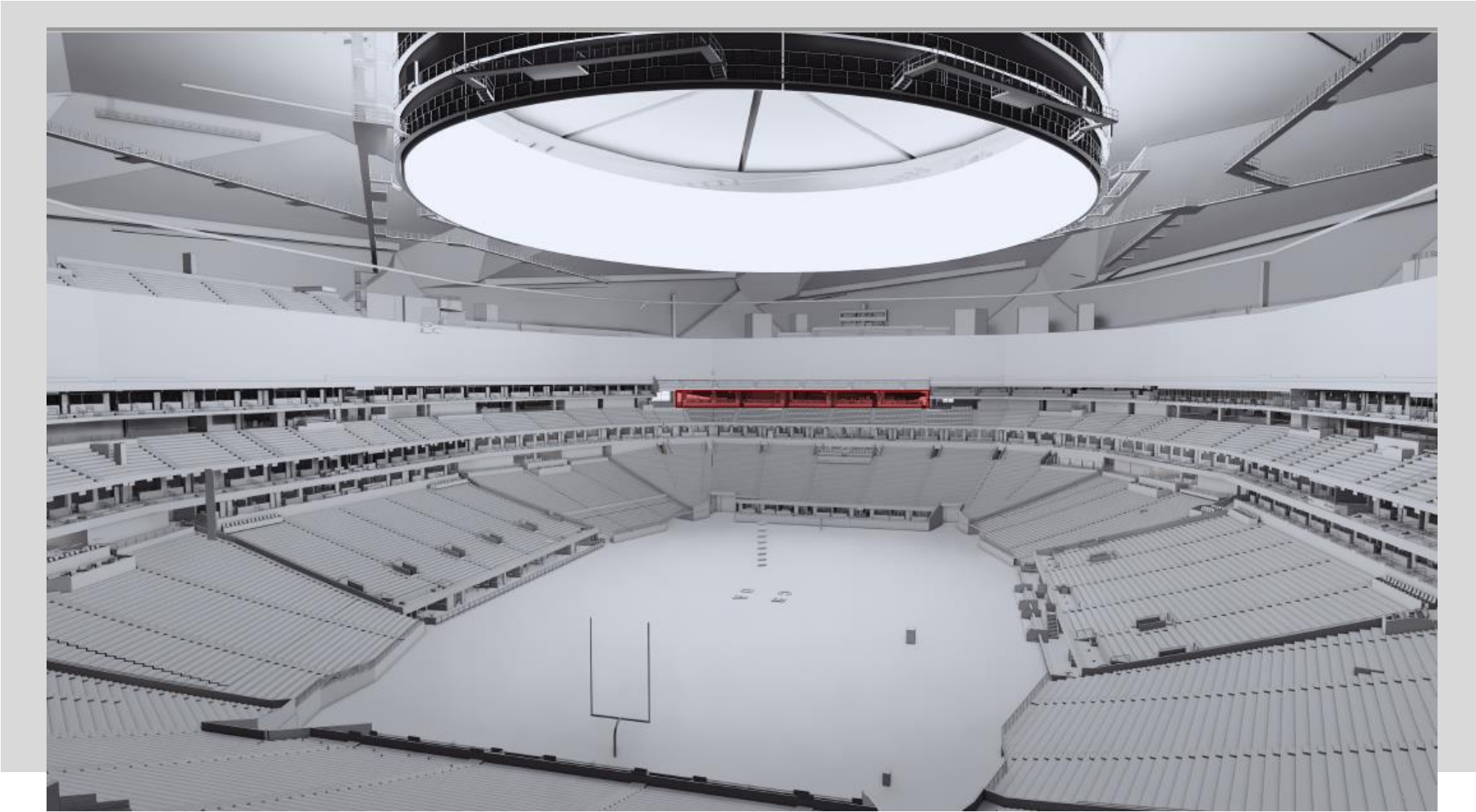
Justin Antonacci
VP, Chief Financial Officer



Agenda

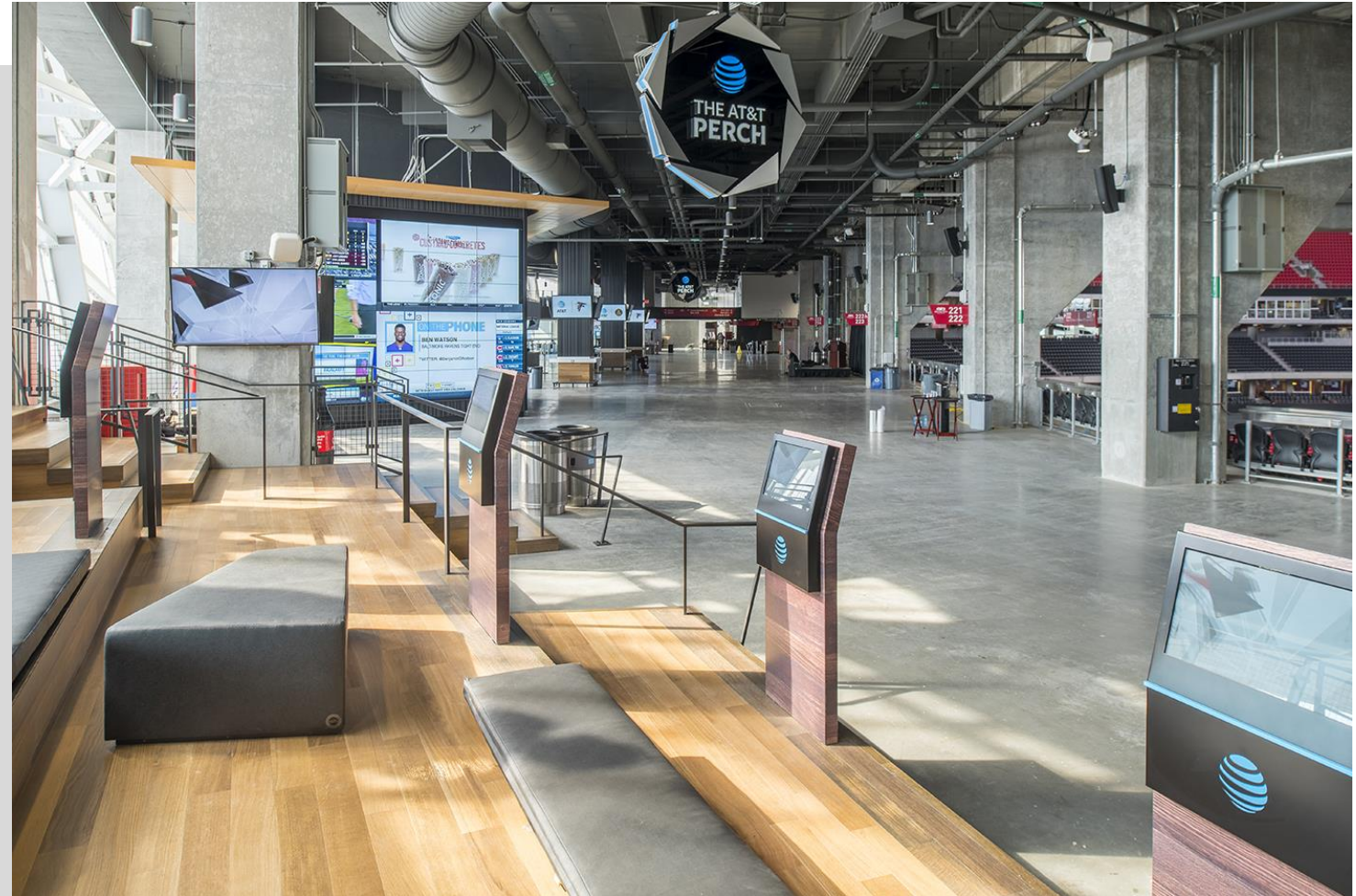
- AT&T Lofts
- Frictionless Markets
- Sound Mitigation

AT&T Lofts

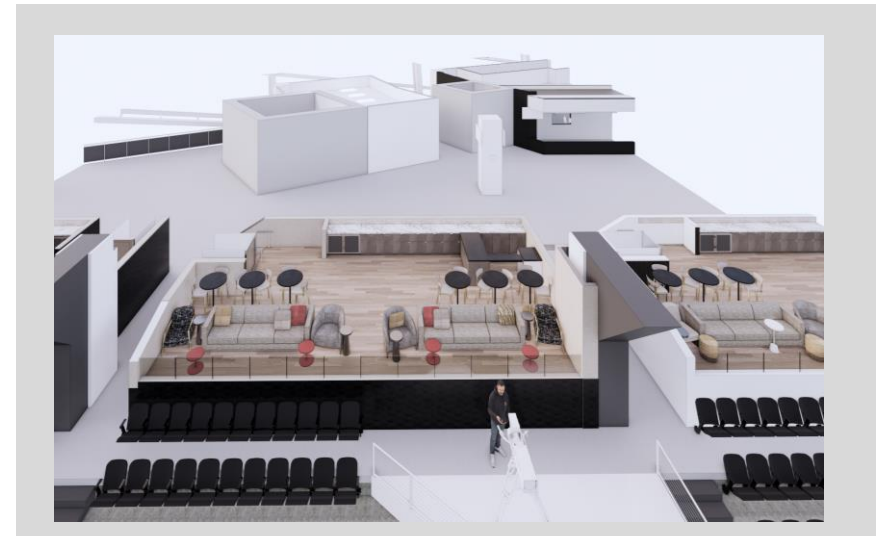


AT&T Lofts

- AT&T Perch Risers: frictionless market and other supporting infrastructure



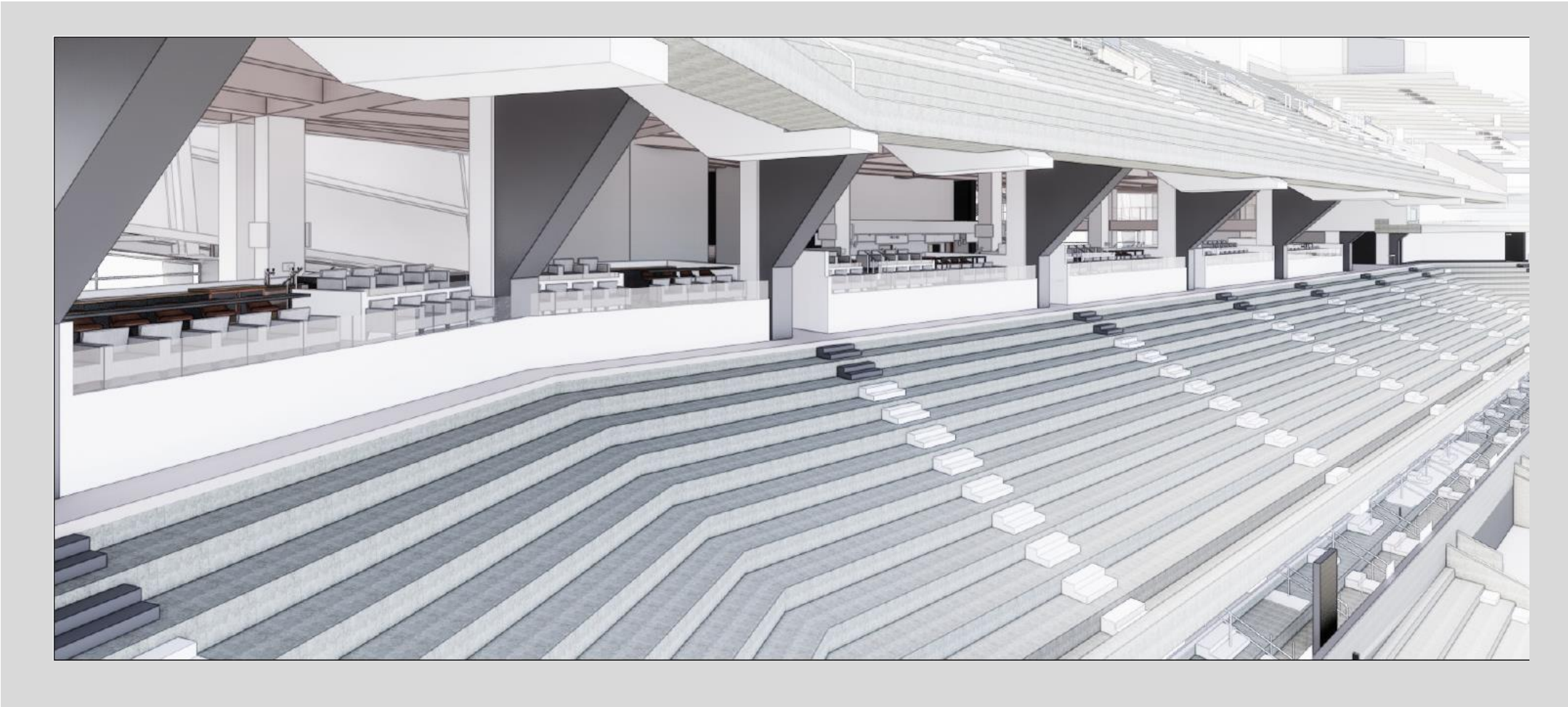
AT&T Lofts: Four Layouts



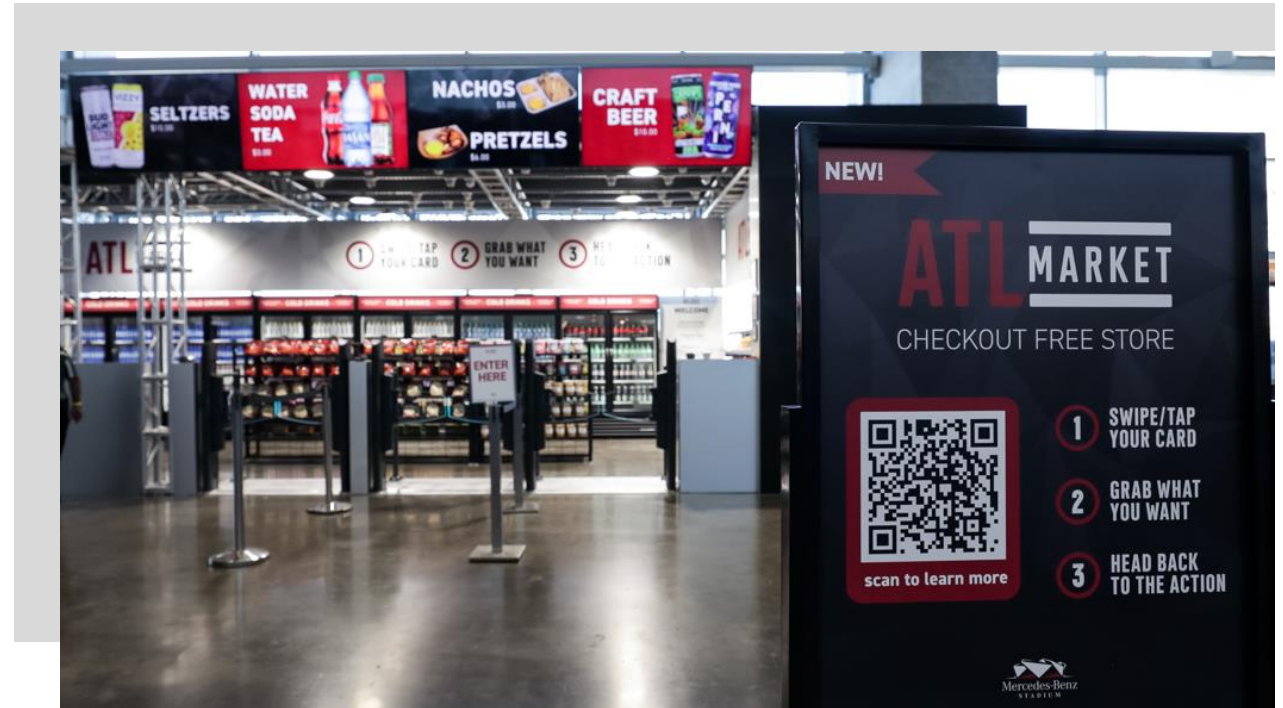
AT&T Lofts: Concourse View



AT&T Lofts



Existing Frictionless Markets



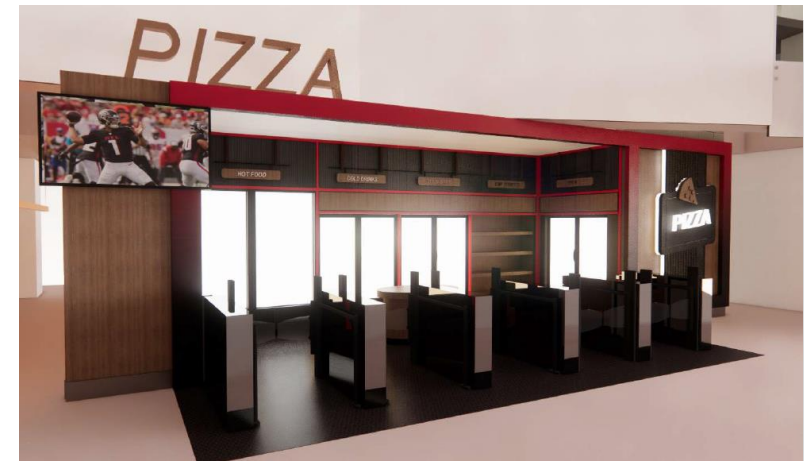
Concessions Retrofit: Frictionless Markets



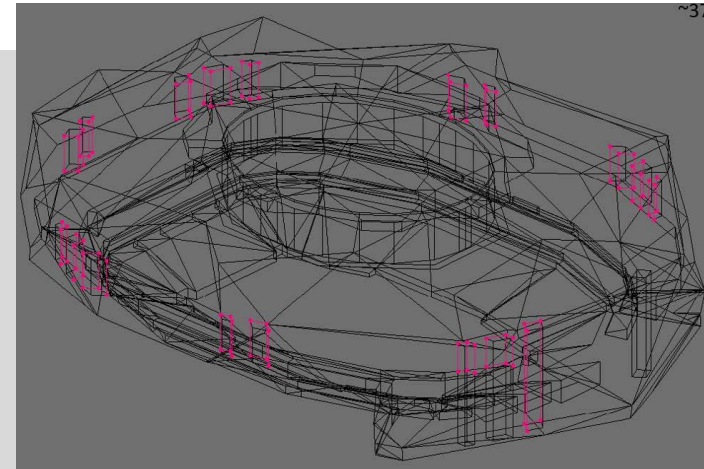
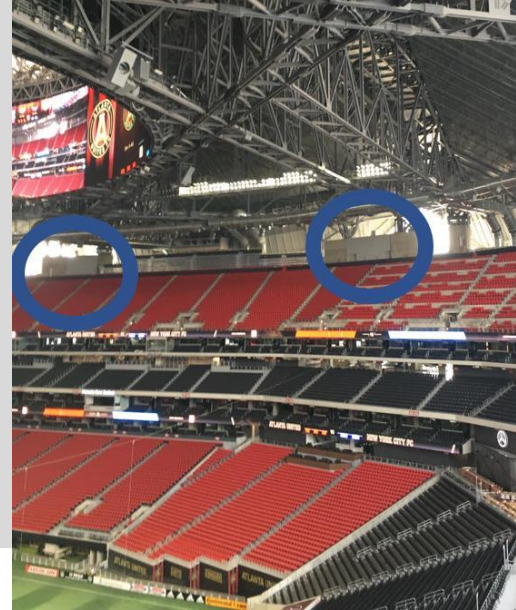
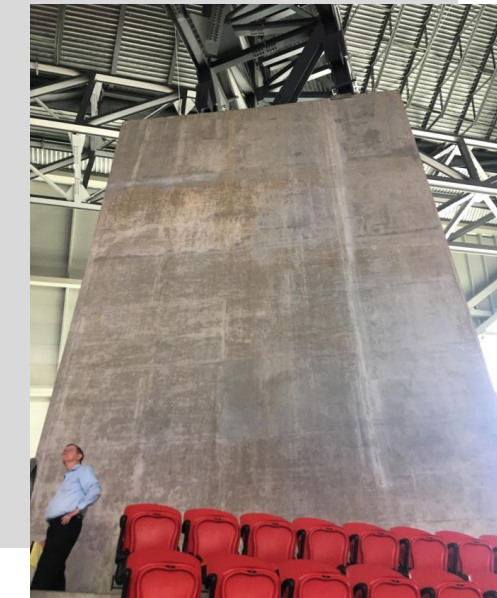
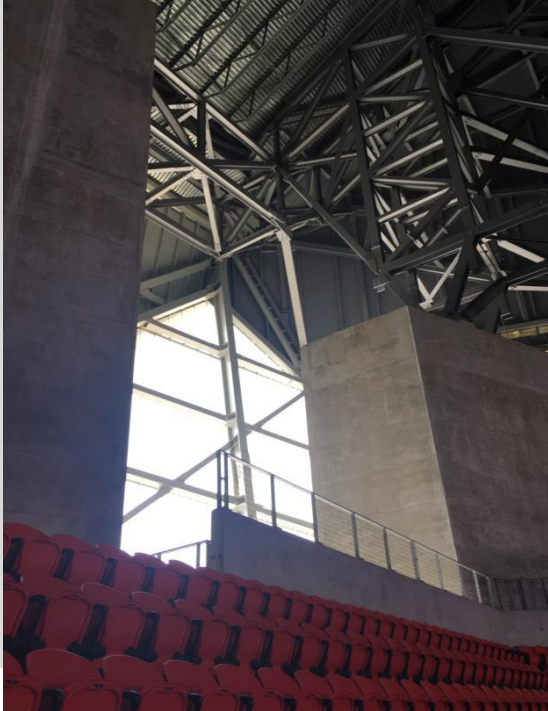
118
Bud &
Burger



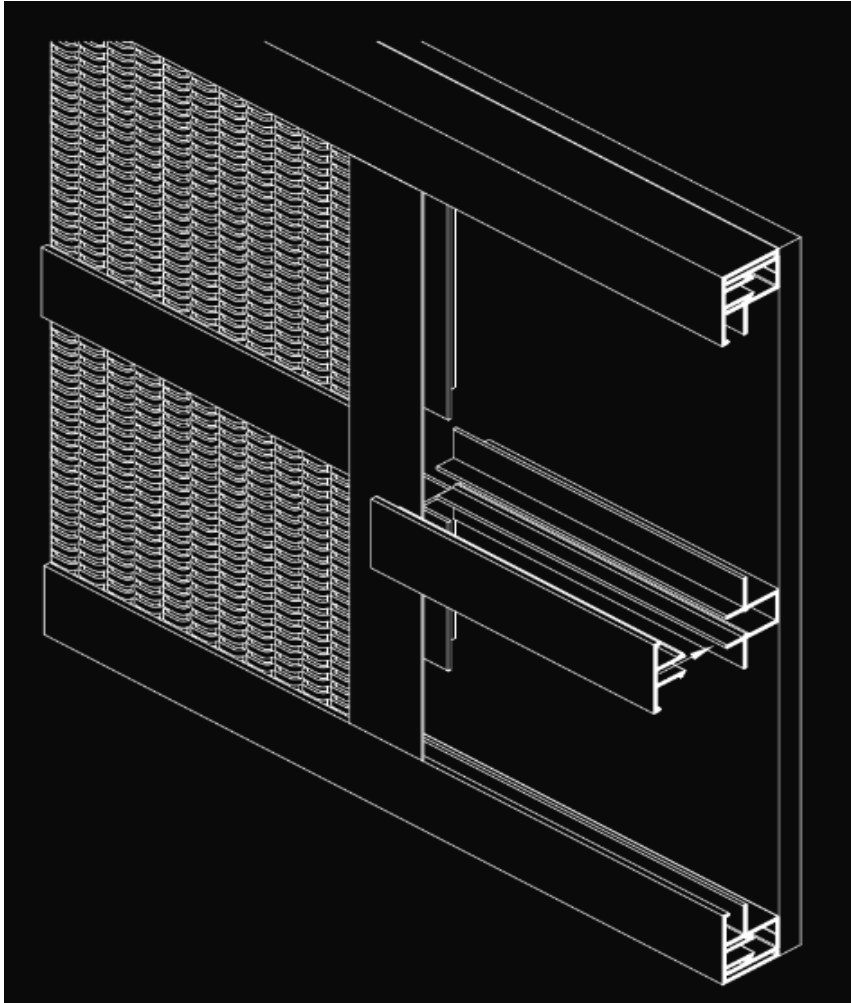
214
Capital
Crust



Inner Bowl Sound Mitigation



Inner Bowl Sound Mitigation



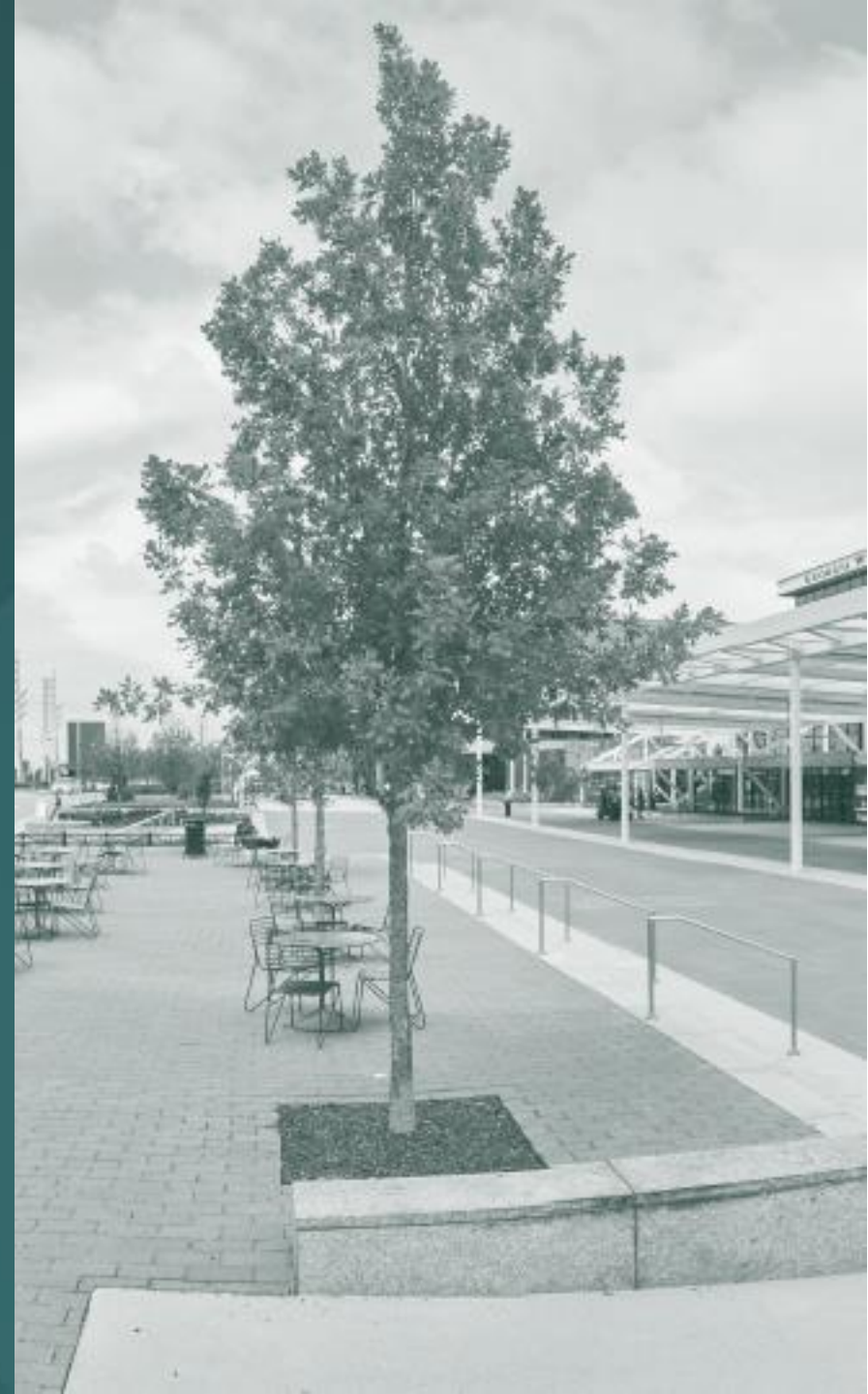
Questions?



Air Handler Unit Replacement

Kevin Duvall
Chief Operating Officer

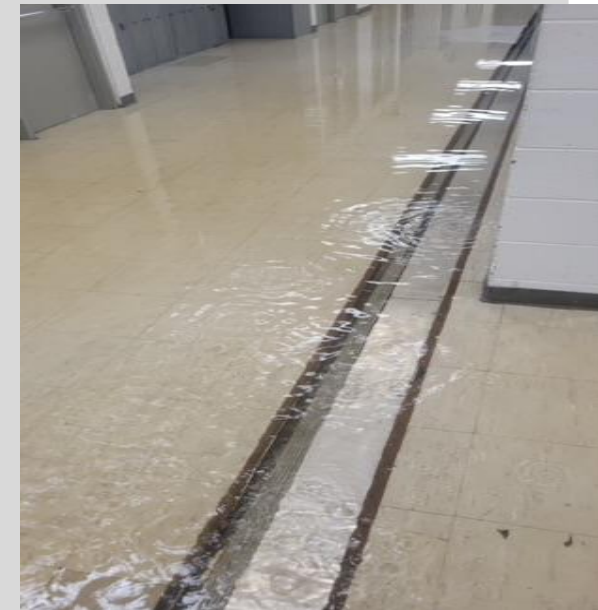
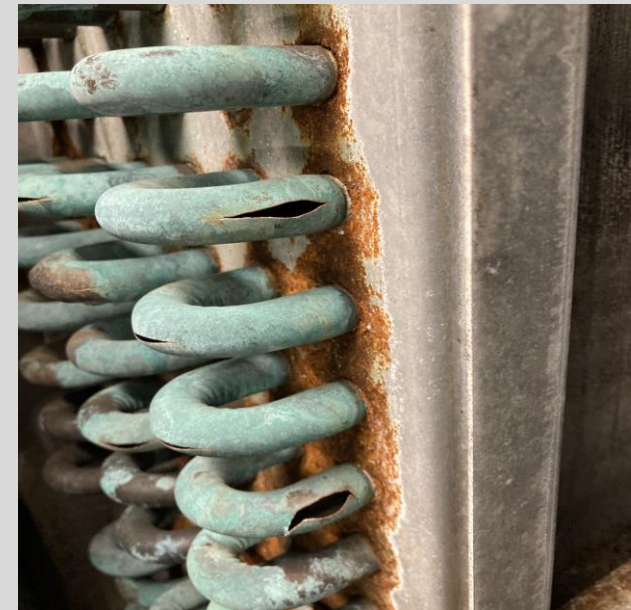
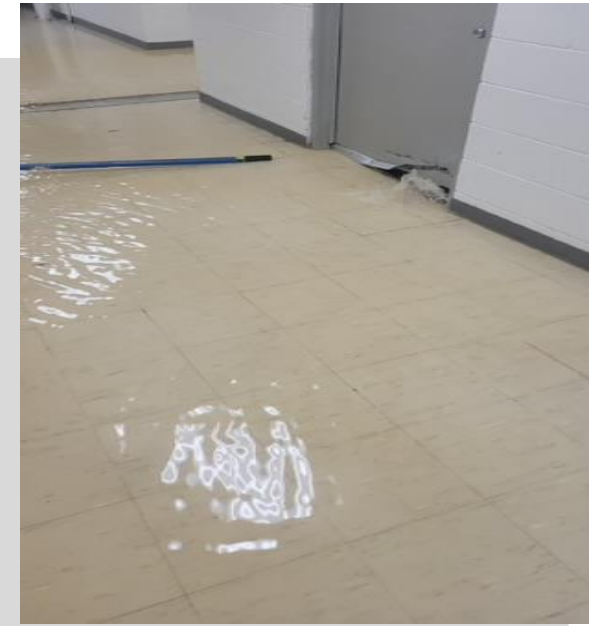
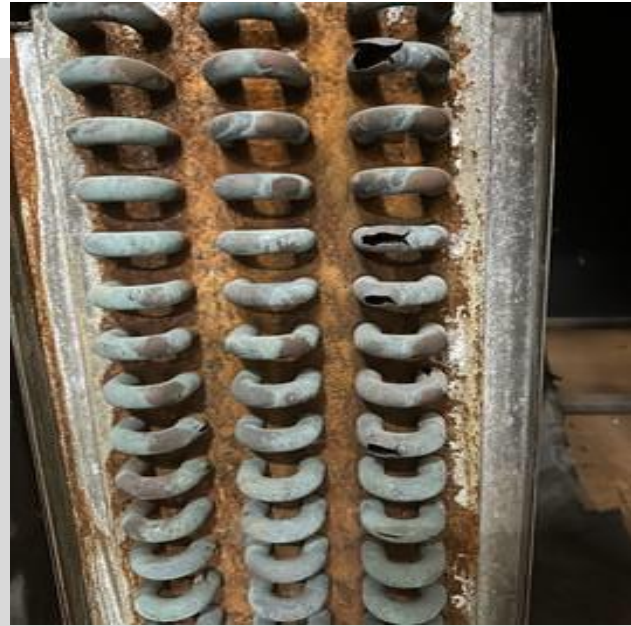
Billy Miller
Director of Facility Management



Project Highlights: Insurance Claim

➤ Building B Air Handler Replacement

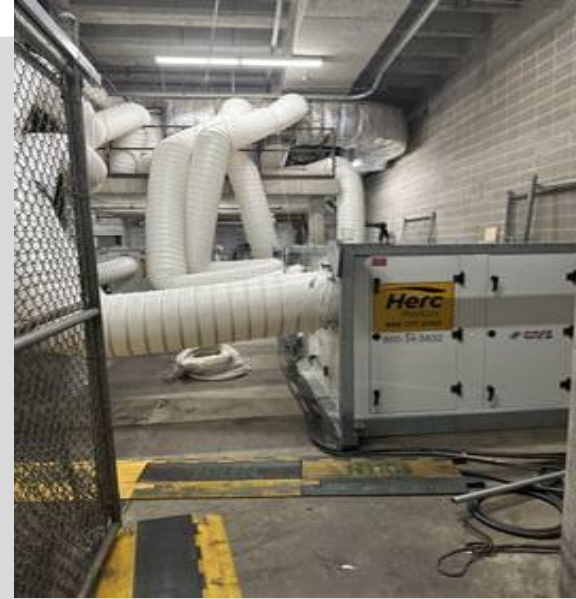
- Units are original from 1983 Phase II construction; 40 years old
- Coils froze and burst from extremely cold temps on December 25th
- Replacing 3 AHU units due to freeze damage
 - AHU 2-2; 3-2; IS4



Project Highlights: Insurance Claim

➤ Building B Air Handler Replacement

- Replacing 3 AHU units due to freeze damage
 - AHU 2-2; 3-2; IS4
- Replacement Cost - \$990,740
- Monthly Rental Cost – \$65,813.88

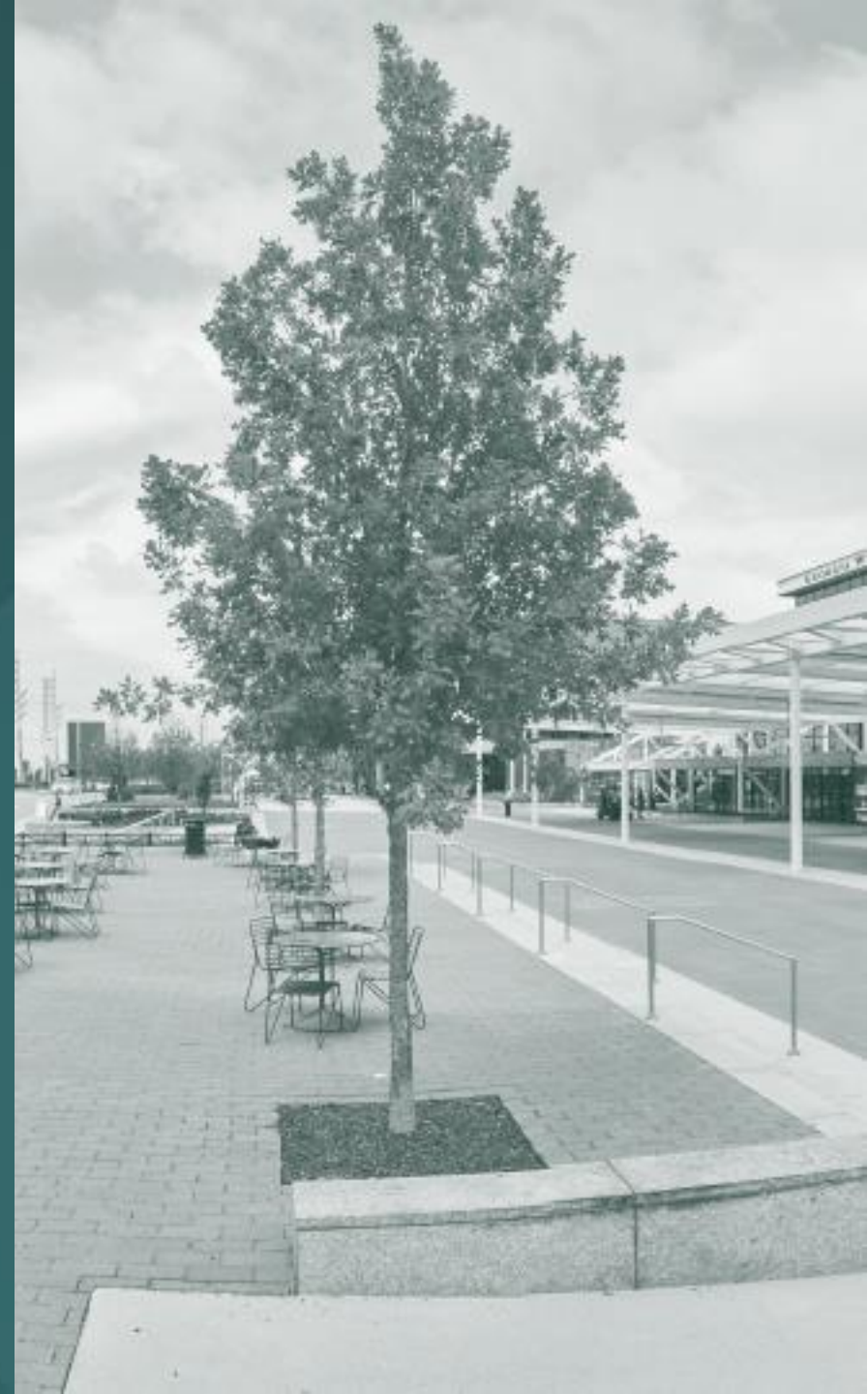


Questions?



Agreement: Air Handler Unit Replacement

Pargen Robertson
Legal Counsel



HVH Mechanical Partners LLC

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 with HVH Mechanical Partners, LLC 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.

Questions?

Next Meeting
June 27, 2023
Mercedes-Benz Club



Georgia World
Congress Center
Authority

THANK YOU