

Georgia World Congress Center Authority

June 28, 2016

Board of Governors Meeting





Financial Snapshot – May 2016



Profit/Loss



| | | | |
|--------------|--------------------|----------------------|-----------|
| Budgeted | (\$386,772) | \$746,108 | \$99,449 |
| Actual | \$1,271,277 | (\$2,199,145) | \$474,014 |
| Budgeted YTD | \$1,931,285 | \$27,685,988 | \$99,386 |
| Actual YTD | \$4,678,415 | \$27,087,480 | \$86,506 |



H/M Tax YTD

Actual \$28M

Budget \$25.6M

FY15 \$25.9M

9.53%

8.01%



Customers

(Estimated)

444,327



Economic

Impact

(Estimated)

\$137.3M



Guaranteed Energy Savings Performance Update

Patrick Skaggs
Sr. Director of Campus Operations





GWCCA Project Status Update June 2016

- Construction began October 2015
- Progress as of May 31, 2016
 - Month 8 of 18 month construction period
 - 69.41% complete
 - \$19,506,967 billed of \$27,859,612
 - \$242,739 Change Order – Int'l Plaza wiring repair
 - Georgia Power made substantial baseline adjustment to GWCCA electric rate structure
 - Starting with May 2016 bill



GWCCA Construction Progress

| ECM | Description | % Complete |
|-----|------------------------|-------------|
| 1 | B Central Plant | 90% |
| 2 | Interior Lighting | 68% |
| 3 | GWCC Exterior Lighting | 29% |
| 4 | COP Lighting | 6% |
| 5 | Water/Kitchen | <u>100%</u> |
| 6 | Water Features | 10% |
| 7 | Retro-commissioning | 11% |
| 8 | Exhibit Hall Lighting | 60% |



GWCCA Energy Savings During Construction

- Energy savings to GWCCA bottom line during construction
 - Water
 - 10/2015 – 4/2016 compared to 10/2014 – 4/2015
 - **\$120,000**
 - 5,500,000 gallons
 - Electricity
 - 5/2016 compared to 5/2015
 - **\$90,000**
 - 1,100,000 kWh



B Central Plant - BEFORE





B Central Plant - AFTER



CenTraVac

Custom Built for
The Georgia World Congress Center





Contiguous Exhibition Facility Architectural Services

Richard Sawyer

GWCCA Project Procurement Manager

Adam Straight

Sr. Director Project & Program Management

Jeff Lacks

GSFIC Construction Division
Director of Procurement Services





Contiguous Exhibition Facility Architectural Negotiation

- As reported to the Board, highest-ranked “Apparent Awardee” firm, **PGAL-Fentress**, was selected by the GWCCA Selection Committee on 3/30/16.
- An Architectural Fee Proposal was requested of PGAL-Fentress and negotiations ensued. Careful attention has been paid to important issues expressed by the Board.
- The negotiation was carried out with participation and assistance from representatives from Georgia State Financing and Investment Commission Construction Division (GSFIC)





Contiguous Exhibition Facility Architectural Negotiation (cont'd)

- The prospective contract is in a form consistent with GSFIC Contract for Design Professional Services.
- The contract is carried out in two phases. Phase One continues from initial engagement through schematic design. Outcomes of the first phase include:
 - Full Conceptual Development
 - Budget Development
 - Master Design and Construction Schedule
 - Project Feasibility
 - Schematic level design





Contiguous Exhibition Facility Architectural Negotiation (cont'd)

- Using information from the Phase One, GWCCA will seek to obtain budget approval for carrying out the project.
- GWCCA is under no obligation to continue the contract if such approval is not obtained.
- The second phase of the contract will provide full architectural services to include Design Development, Construction Documents, and full Architectural Contract Administration.





Contiguous Exhibition Facility Architectural Negotiation (cont'd)

- PGAL/Fentress' overall Design Fee has been negotiated to 7.45% of total design and construction costs.
- The total fee of Phase One is \$900,000 through schematic design inclusive of reimbursable expenses.
- No travel-related charges will be allowed.





Questions?





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 an Agreement PGAL/Fentress for Architectural Services for the Contiguous Exhibition Facility.

Staff recommends approval.





Centennial Olympic Park Vision Update

Richard Sawyer

GWCCA Project Procurement Manager

Adam Straight

Sr. Director Project & Program
Management





COP Visioning Architectural Request for Qualifications (RFQ) Overview



- Authority prepared and conducted an Architect selection process in accordance with State requirements. State procurements for professional services prescribe qualifications-based selection processes.
- Authority publicly advertised the RFQ on the GA Procurement Registry on 2/15/16. A restriction of communication has been in effect since advertisement and will remain in effect until execution of an Agreement.





COP Visioning Architectural RFQ Overview (cont'd)



Statements of Qualifications were received from nine (9) firms on 3/10/16 (*alphabetically*):

- **Cooper Carry**
- **CRJA-Rosser**
- **DTJ Design**
- **HGOR**
- **PGAL-EDSA**
- **Portman**
- **Rogers Partners**
- **Sizemore/AECOM**
- **Smallwood, Reynolds, Stewart & Stewart**





COP Visioning Architectural RFQ Overview (cont'd)



A Selection Committee was established by GWCCA, which included representatives from important stakeholders of the Park. Representatives were:

- **Kevin Duvall, GWCCA**
- **Adam Straight, GWCCA**
- **Julia Karrenbauer, GWCCA**
- **Jennifer Ball, Central Atlanta Progress**
(VP, Planning and Economic Development)
- **Russell Jacobs, Coca-Cola Company**
(General Manager, World of Coca-Cola)
- **Patrick Starnes, Georgia Aquarium**
(VP, Construction & Facility Operations)





COP Visioning Architectural RFQ Overview (cont'd)



The Selection Committee reviewed the Architectural Statements of Qualifications using the following criteria categories to rank the firms:

- **Stability and Resources of Firm**
- **Relevant Experience & Qualifications**
- **Suitability for Project**
- **Past Performance and References**





COP Visioning Architectural RFQ Overview (cont'd)



The Selection Committee's ranking resulted in a short listing of the following four (4) highest-ranked firms (*alphabetically*).

- **CRJA-Rosser**
- **DTJ Design**
- **Rogers Partners**
- **Sizemore-AECOM**





COP Visioning Architectural RFQ Overview (cont'd)

- Finalist were formally interviewed by the Committee on 5/31/16.
- The Committee met to evaluate and recommend final ranking after the interview process.
- A highest-ranked “Apparent Awardee” firm, **DTJ Design**, was selected by the Committee on 6/3/16.
- An Architectural Fee Proposal is currently under review and negotiations with DTJ Design are underway.
- The prospective Agreement will require Board action prior to execution.





Questions?





Terraces Restaurant Renovation Architectural Services

Adam Straight

Sr. Director Project & Program Management





Design Rendering





Terraces Restaurant Project

- Bids received: Three (3) responses
Lowest bid received at \$2,607,000
- Project budget: \$3,100,000
- Apparent Awardee: FS 360, LLC
- Timeline: July 1 – November 1, 2016





Questions?





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 Services for the Terraces Restaurant Renovation Project.

Staff recommends approval.





Parking Management Services Update

Patrick Skaggs
Sr. Director of Campus Operations

Phillip Schragal
Director, Walker Parking
Operations Consulting





Parking Management Services Agreement

- Selection process
- Board Finance Committee review
- Questions
- Staff seeking Board action





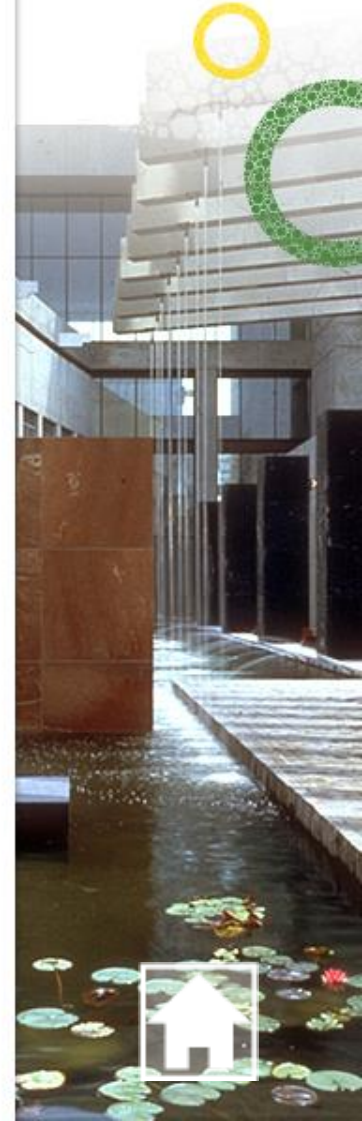
Evaluation Criteria

Evaluation criteria

- TECHNICAL MERIT (60%)
 - ❖ Suitability
 - ❖ Experience
 - ❖ On-site team
 - ❖ Completeness of proposal
- COST (40%)
 - ❖ Management fee
 - ❖ Est. operating expenses

2-part scoring process

- Scoring for initial 8 companies
- Scoring for 4 finalists





Evaluation (1st Round)



60% Technical Merit

| | | | | | | | |
|---|-----|-----|--------|-----|----------|-----|-----|
| SP+ | AAA | LAZ | Lanier | ACE | Republic | ABM | PMS |
| Experience of the firm, on-site team, suitability, completeness of proposal, etc. | | | | | | | |

40% Cost

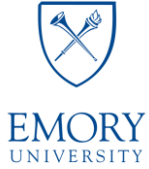
| | | | | | | | |
|--|-----|-----|--------|-----|----------|-----|-----|
| SP+ | AAA | LAZ | Lanier | ACE | Republic | ABM | PMS |
| Management fee, salaries, benefits, payroll taxes, insurance, general maintenance and all other operating expenses | | | | | | | |

| | SP+ | AAA | LAZ | Lanier | ACE | Republic | ABM | PMS |
|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Total score | 8.58 | 8.56 | 8.40 | 8.38 | 8.00 | 7.80 | 7.34 | 7.22 |



Evaluation (2nd Round)

| <u>Criteria</u> | <u>% scoring</u> | <u>SP+</u> | <u>Lanier</u> | <u>LAZ</u> | <u>AAA</u> |
|---|----------------------|-------------|---------------|-------------|-------------|
| Relevance of Presented Experience | 40% | 3.84 | 3.84 | 3.6 | 3.2 |
| Project Approach Presented | 40% | 3.76 | 3.76 | 3.52 | 3.12 |
| Quality and Experience (onsite management team) | 20% | 1.96 | 1.84 | 1.04 | 1.6 |
| Totals | | 9.56 | 9.44 | 8.16 | 7.92 |



Atlanta 1996



FOUR SEASONS
Hotels and Resorts



LSU



McCORMICK PLACE
CHICAGO



PARKING
OF BALTIMORE CITY
AUTHORITY



THE UNIVERSITY OF
TEXAS
AT AUSTIN



XXXIV XXXV XXXVI XXXVII XXXVIII XXXIX XL XLI XLII XLIII XLIV XLV XLVI XLVII XLVIII XLIX





Board Finance Committee Review

- Reviewed selection process
- Possible negotiation points
 - Walker continued involvement





Next Steps

- Month to month extension with AAA
- Board action
- Follow-up with Finance Committee to review contract terms





Questions?





Resolution

THEREFORE, BE IT RESOLVED by the Board of Governors of the Geo. L. Smith II Georgia World Congress Center Authority that the Executive Director s authorized to continue to negotiate with SP+ Parking regarding the terms and conditions of a proposed agreement for parking management and related services and to execute such agreement if negotiations are successful.

Staff recommends approval.





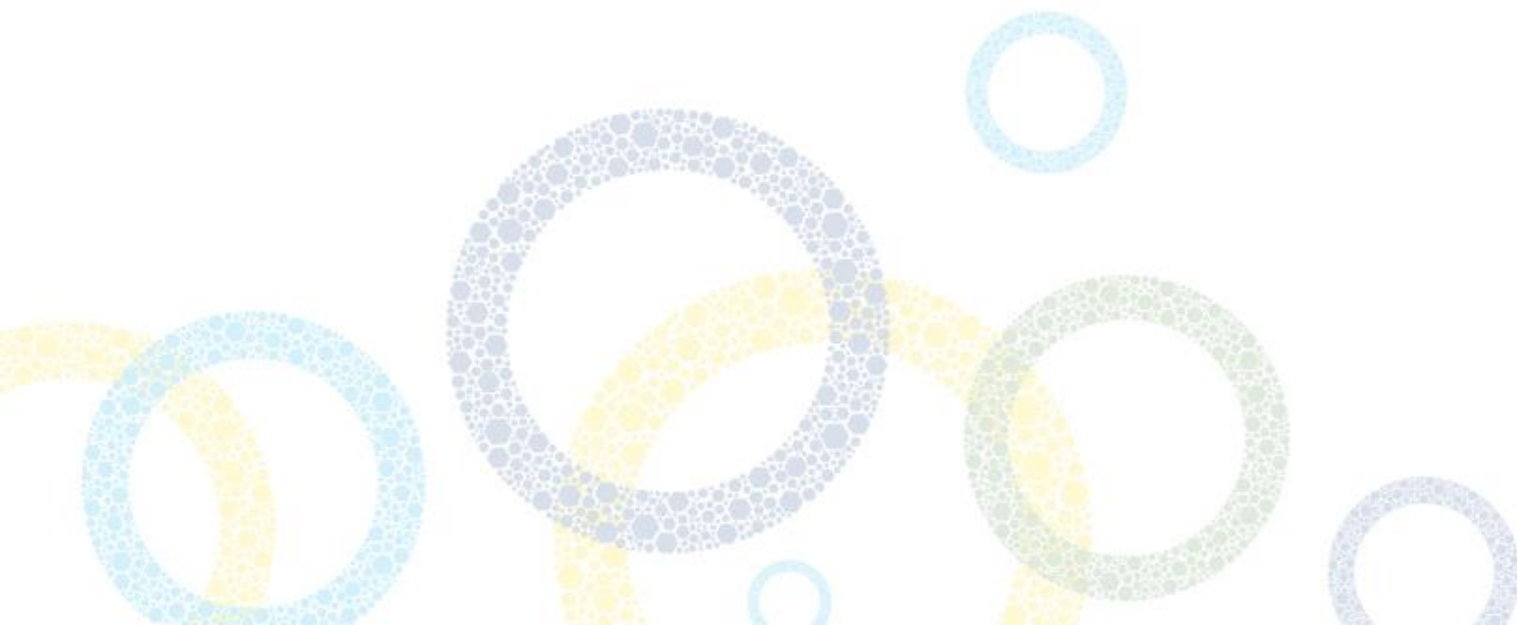
GWCCA Personnel Committee Report

**Glenn Hicks
Chairman**





Executive Session- Personnel





**Next Meeting:
Tuesday, July 26, 2016**

