

Georgia World Congress Center Authority

BOARD OF GOVERNORS MEETING

July 25, 2017



Financial



Employee



ACVB



Campus



Financial Snapshot - June 2017

Profit / Loss



Actual	(\$1,977,140)	(\$4,475,577)
Budgeted	(\$1,600,449)	(\$3,243,785)
Actual YTD	\$3,763,105	\$7,246,637
Budgeted YTD	\$4,347,468	\$3,953,132



H/M Tax

Actual	\$6.1M	
Budget	\$5.8M	> 5.53%
FY16	\$6M	> 1.1%



Customers (Estimated)

85,109



Economic Impact (Estimated)

\$117.4M





Introductions

Holly Richmond

Director of Communications

Bryan Huggett

Director of Facility Management

Jeff Oden

Director of Projects & Program Management





Atlanta Convention & Visitors Bureau Virtual Tour

Damon Bell

Senior Director of Convention Sales
GWCCA



INDUSTRY TRENDS & OPPORTUNITIES

UTILIZING TECHNOLOGY TO REACH PLANNERS

- Changes in the industry make it more difficult to get planners in cities for site visits
- This unique tool will give us the opportunity to bring the center to planners, including some of the following scenarios:
 - Tradeshows/Industry events targeting prospects
 - Pre-planning and branding tool for confirmed clients

INCORPORATION INTO SALES PROCESS

HOW WILL WE USE IT?

- Site visits
- Follow ups
- Tradeshows/industry events
- Pre-planning
- Bids
- Branding opportunities
- Staff Training
- Marketing

GWCC IN 360°

Virtual Tour Preview

William Pate

President and CEO

ACVB





GEORGIA
—
WORLD
—
CONGRESS
—
CENTER

GWCC IN 360°

Virtual Tour Preview





Mercedes-Benz Stadium Georgia Dome Demolition Update

Steve Cannon
Atlanta Falcons





Mercedes-Benz
STADIUM

AC: f4:4d:30:67:2e:fb — IP: 10.4.8

223 Game Changer / Entrees

223 Game Changer	12
Joe's West Coast Burger	12
Devo's The Companion	12



Menu items list:
Bottled Wine

Snacks / Beverages

Snacks	Beverages
--------	-----------

Additional menu boards in the background.









MOA O
[List of items with checkboxes]

MONITORING
[Handwritten notes and diagrams on a whiteboard]







Mercedes-Benz
STADIUM

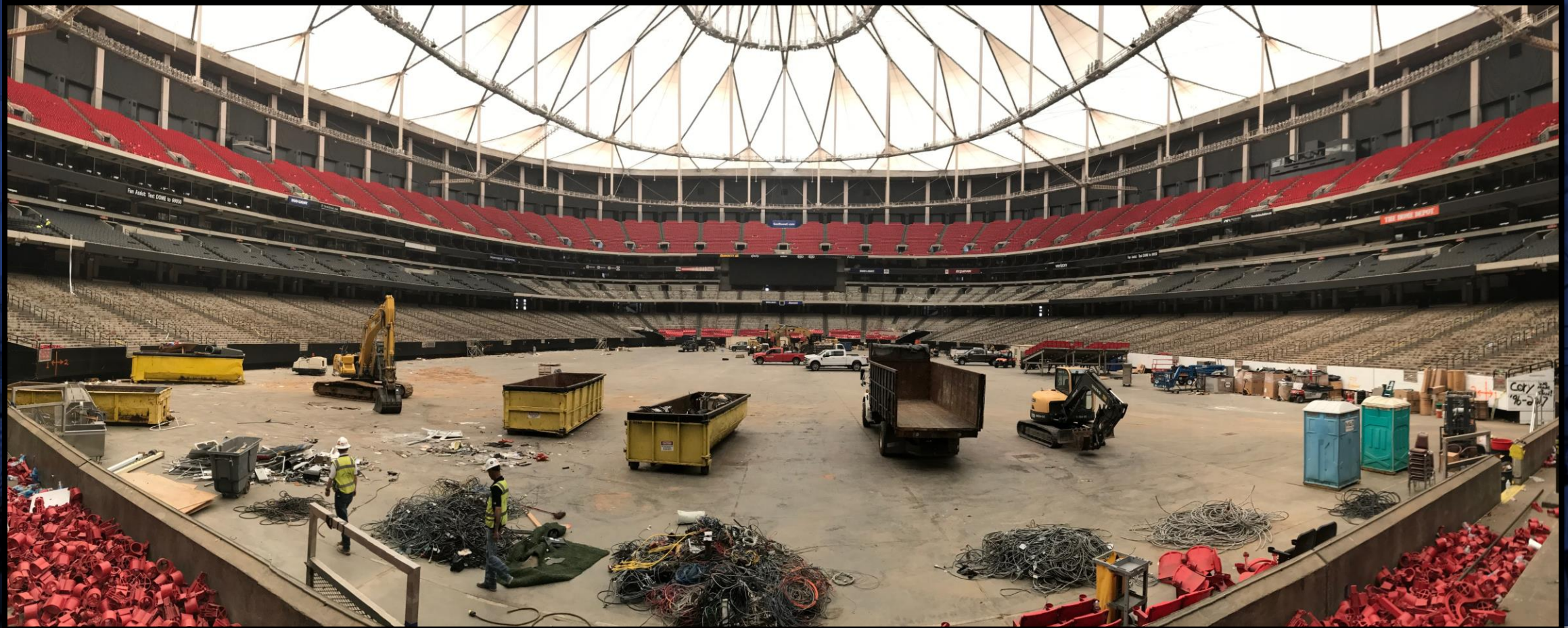


MBS Summary

- Right on track for August 26 opening (Falcons vs. Arizona)
- Staff working from administrative offices
- TCOs in hand for many areas of the building
- Technology in place; programming of all boards right on pace
- Floor is in; field surface on track to be in late this week
- Construction Move #4 beginning today
- Roof will be moved to closed position for finishing work, early events
- Work toward full automation will continue
- Enjoy the tour!



Georgia Dome Demolition



Georgia Dome Demolition



Georgia Dome Demolition Timeline

Salvage Effort

- Seat and Equipment Salvage: 6/24 – 7/14 (Complete)
- GWCCA and Falcons Equipment Move Out: 7/1 – 7/14 (Complete)

Demolition Activity

- Utilities Disconnected: 7/17 (Complete)
- Universal Waste Removal (Bulbs, Ballasts, Oils): 7/17 – 8/15
- Lower Seating Concrete Demo; Red Deck Premium Entry Bridge Removal: August
- Exterior Demolition Prep: August – October
- Interior Material Haul-Off & Implosion Prep: September – November

Implosion: November 20 at 7:30 am

Grading Activities

- Retaining wall construction, crushing and backfill: November 2017 – February 2018



**Next Meeting:
Tuesday,
August 29, 2017**