



Georgia World
Congress Center
Authority

BOARD OF GOVERNORS MEETING

June 24, 2025

Approval of Minutes May 20, 2025



Financial Update

Rey Rodriguez
Director of Finance



Financial Snapshot: May



Month	Budget	Actual	Variance
Revenue	\$5,163,554	\$6,407,013	↑ \$1.2M 24.1%
Expense	\$4,878,005	\$4,888,518	↑ \$10.5K 0.2%
Net Profit	\$285,549	\$1,518,495	↑ \$1.2M

Financial Snapshot: YTD thru May 2025



YTD	Budget	Actual	Variance
Revenue	\$58,693,341	\$69,866,767	↑ \$11.2M 19.0%
Expense	\$55,557,305	\$59,029,266	↑ \$3.5M 6.2%
Net Profit	\$3,136,036	\$10,837,501	↑ \$7.7M

Questions?



Signia by Hilton Atlanta Compliance Update

Melana McClatchey
Vice President and Hotel Counsel



HOTEL COMPLIANCE AND ASSET MANAGEMENT POLICY

- I. QMA-Hiring of Senior Executive Personnel
- II. QMA-EBO Plan
- III. Indenture of Trust-Insurance
- IV. Training
- V. Antitrust

QMA: HIRING OF SENIOR EXECUTIVE PERSONNEL

Section 2.23.1.4 Selection of Senior Executive Personnel and Other Key Employees.

*“Notwithstanding anything contained in this Agreement to the contrary, **with respect to the hiring of the Senior Executive Personnel, Owner shall have the right to interview and approve the selection of any such individual** for the positions of the Senior Executive Personnel...”* Qualified Management Agreement, Section 2.23.1.4

In the last 12 months the Asset Management Team has interviewed and approved the following Senior Executive Position positions:

- Hotel General Manager (Scott Ward)
- Director of Sales and Marketing (Julia Austin)
- Director of Food and Beverage (Anthony Ybarra)

QMA: EBO PLAN

“The objective of the EBO Plan is to set forth the policies and procedures adopted by Manager with the intent to achieve a minimum goal of at least 31% participation by M/FBEs and SBEs in connection with the provision of goods and services provided by Manager, Manager’s Affiliates or third-party service providers and vendors in connection with the management and operation of the Hotel. Manager will use commercially reasonable efforts to identify with M/FBEs and SBEs for participation in the management and operation of the Hotel by complying with this Plan.” See Qualified Management Agreement, Exhibit K

➤ 17.14% of the hotel’s total spend is MBE certified

INSURANCE

“(b) *Insurance Consultant.* The Authority shall employ or cause to be employed for the benefit of the Trustee and the Authority an Insurance Consultant to review the insurance requirements of the Authority from time to time (but not less frequently than once every 24 months) and to provide a report thereon to the Authority and the Trustee.” See Indenture of Trust, Section 7.20(b)

- Alliant Insurance Services through DOAS performed a review of the Indenture of Trust insurance requirements as well as Policy information supplied by Hilton
- Alliant issued a report on April 15, 2025, finding that...

“The insurance required in the Indenture of Trust Agreement is generally commensurate with what is required in operation and management agreements for similarly situated hotels...”

- The report was provided to the Trustee on April 17, 2025

TRAININGS

Compliance Training performed on February 20, 2025; a second session is scheduled for July 22, 2025. Topics for training include:

- QMA obligations
- Indenture of Trust
- Contracting
- Georgia Open Records
- Procurement

ANTITRUST

The QMA provides that Signia Hotel Management, LLC

“shall also control the defense, including settlement, of any legal action involving...multiple hotels managed by Manager or its Affiliates or business practices of Manager or its Affiliates applicable to multiple hotels, and allocate the costs of defense, settlement, and liability to the Hotel in its reasonable and equitable discretion according to the relative legal risk faced by the Hotel, and in connection therewith, Manager shall keep Owner reasonably informed of any developments with respect to such legal action to the extent that it directly impacts Owner (collectively, a ‘Manager System Legal Proceeding’).” See QMA, ¶ 2.10.

Portillo v. CoStar Group, Inc., et. al., Case No. 2:24-cv-00229

(alleging colluding to price fix through data provided by CoStar, the parent company of Smith Travel Research)

Segal v. Amadeus IT Group, S.A., et. al., Case No. 1:24-cv-01783

(using Amadeus’ software called Demand360 to share pricing information and collude to artificially raise prices and increase demand)

Hanson Dai et al. v. SAS Institute Inc., et al., Case No. 3:24-cv-02537/ **Steven Shattuck v. SAS Institute., et al.**, Case No. 3:24-cv-03424-TSH *(both cases alleges conspiracies to fix prices for hotel rooms using revenue management software from Integrated Decisions and Systems and its parent company SAS Institute)*

MISCELLANEOUS

- S&P wrapped up its annual surveillance and the hotel bond rating remains BBB-
- Hotel ordered custom holiday decorations for over 200K a year ago and did not receive the finished product. General Manager and Hilton legal are taking steps to redress this claim

Questions?



GWCC Guaranteed Energy Performance Contract Update

Stacey Church
Chief Operating Officer



GESPC 2 Schedule

➤ Completed steps

- GEFA approval of project
- Evaluate six RFP respondents (all pre-approved ESCO's)
 - ✓ Engie, ESG, Honeywell, Path, Schneider, Trane
- Interview top three
- Awarded to Trane
- **GSFIC increased Debt Authority Cap approval received**

➤ In progress

- Investment Grade Audit (IGA)



Questions?



FIFA World Cup 26™ Fan Festival

Joe Bocherer
Chief Commercial Officer

T.J. Rogers
National Sales Manager



FIFA Fan Festival Overview

- FIFA Fan Festivals are free public viewing events organized by FIFA and the host cities during the FIFA World Cup.
- Offers live match broadcasts on giant screens, music, entertainment, food, and cultural activities. It's a place for fans to gather, celebrate, and experience the World Cup atmosphere outside the stadiums.
- Centennial Olympic Park will be home to Atlanta's Fan Festival and was officially announced during a One Year Out event held on June 11.



CHINCIE MOUTON
FIFA FAN FESTIVAL
PROJECT DIRECTOR

PAUL GUERRUCCI
SAFETY & SECURITY

GWCCA POLICE, ANDY FRAIN, VIP
DETAIL, CREDENTIALING

**COMMUNITY OUTREACH
/ LOCAL PROGRAMMING**

SUSTAINABILITY

MELINDA BUCHANAN
EVENT DIRECTOR

TBD
EVENT EXECUTIVE PRODUCER

**HEATHER KULLA/
CHRIS SIMS**
INFRASTRUCTURE

**TBD/
CHINCIE MOUTON**

ON SITE DESIGN,
SPONSOR RELATIONS
& INTEGRATION,
SIGNAGE

**TBD/
CHINCIE MOUTON**

PRODUCTION, A/V,
SOUND, LIGHTING,
STAGING

**TBD/
CHINCIE MOUTON**

CONTENT & TALENT,
RUN OF SHOW

**BRITTANY MARTIN/
HEATHER KULLA**
OPS & LOGISTICS

**MARK GEIGER/
HOLLY RICHMOND**

SPONSORSHIPS &
COMMUNICATIONS,
LOCAL MEDIA

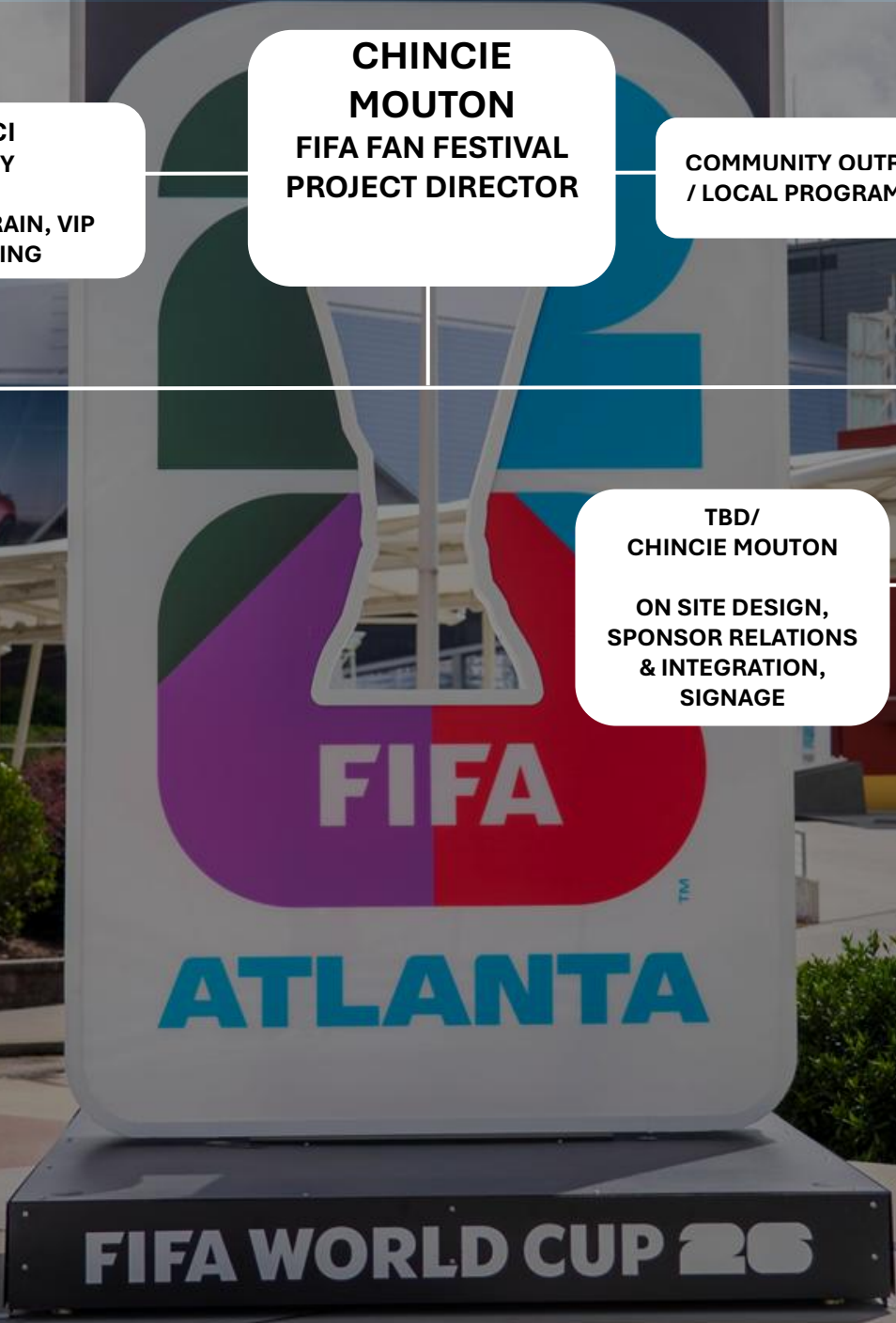
**TBD/
HOLLY RICHMOND**

MEDIA ENGAGEMENT
& FACILITIES

**STEVIE CHUMLEY/
BRITTANY MARTIN**
FOOD & BEVERAGE

**MELINDA BUCHANAN/
HEATHER KULLA**
STAFFING &
VOLUNTEERS

MELINDA BUCHANAN
CUSTOMER
EXPERIENCE



Fan Festival Footprint



Fan Festival Days: June

JUNE 2026	SUN	MON	TUE	WED	THU	FRI	SAT
	7	8	9	10	11 Opening Match	12 USA Match	13
	14	15 Atlanta Match (G)	16	17	18 Atlanta Match (G)	19 USA Match	20
	21 Atlanta Match (G)	22	23	24 Atlanta Match (G)	25 USA Match	26	27 Atlanta Match (G)
	28	29	30				

Fan Festival Days: July

JULY 2026	SUN	MON	TUE	WED	THU	FRI	SAT
				1 Atlanta Match (R32)	2	3	4
	5	6	7 Atlanta Match (R16)	8	9	10	11
	12	13	14	15 Atlanta Match (Semifinal)	16	17	18
	19	20	21	22	23	24	25

FIFA Commercial Partners and Host City Supporters



BANK OF AMERICA



Georgia Power



FIFA ATLANTA FANFEST



LIFANG
works still in progress



Questions?



Summer Sounds at Centennial Olympic Park

Harriet Thomas
Director of Talent Development
and Communications





SUMMER
SOUNDS

Event Overview

- Thursday, July 24 from 5 – 8 pm (gates open at 4 pm)
- Free event open to the public
- Featuring local/regional entertainment (Jazz, R&B)
- GWCCA produced and staffed event
- Food trucks, beverages for sale or bring your own
- Location: Southern Company Amphitheater

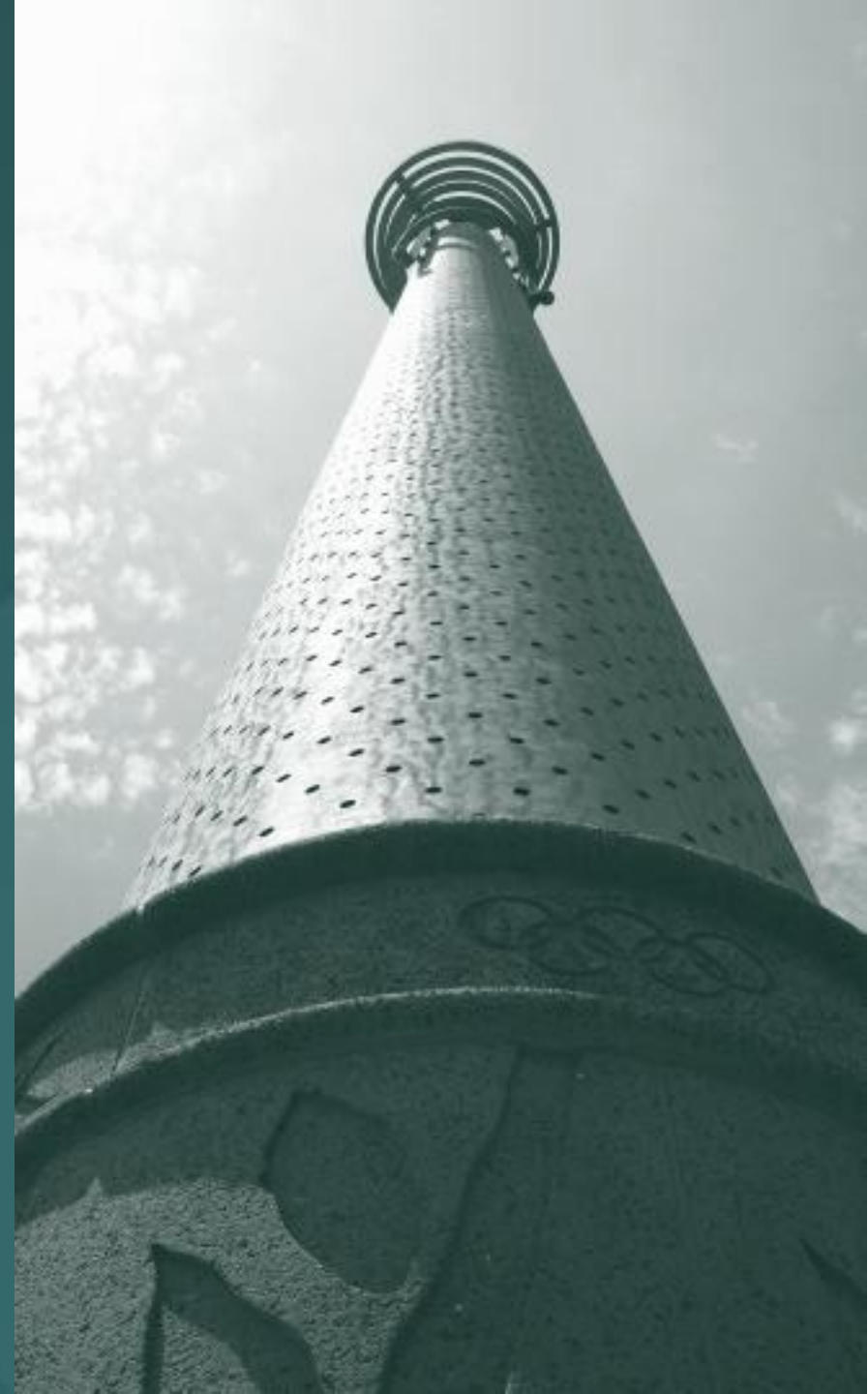


Questions?



GWCCA Recognition

Kevin Duvall
Chief Executive Officer



Hannah Workman

Hotel Assistant Director of Catering

- Hilton Circle of Excellence recipient
- In 2024, Hannah achieved an impressive 165% of her annual sales goal, making her the sole recipient of this award from Signia.
- Joined Hilton in 2018; integral part of the Signia team since its pre-opening in April 2023



**Happy Birthday
Natasha Bell**



Next Scheduled Meeting

Mercedes-Benz Stadium

Tuesday, July 22, 2025



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Authority

THANK YOU