



**COLUMBUS GEORGIA  
CONVENTION & TRADE CENTER**

**COLUMBUS IRON WORKS CONVENTION AND  
TRADE CENTER AUTHORITY**

**MINUTES OF THE MONTHLY MEETING  
FEBRUARY 27, 2026  
12:00 PM**

The monthly meeting of the Columbus Iron Works Convention and Trade Center Authority was held Friday, February 27, 2026, at 12:00 Noon in the Boardroom of the facility.

**Authority Members Present:** Chairman Jonathan Payne, Vice, John Stacy and Brittany Perkins

**Authority Members Absent:** Chairman Jessica Gray and Jay Pitts

**Administrative Members Present:** Executive Director Hayley Tillery, Assistant Director Morgan Moore, Finance Manager R. Nichole Lewis, and Secretary Chasity Deppe

**CALL TO ORDER**

At 12:09 PM, Chairman Jonathan Payne called the meeting to order and welcomed members and staff.

**APPROVAL OF MINUTES**

**A. REGULAR MEETING – JANUARY 22, 2026**

Chairman Jonathan Payne asked the members if they had received and read the minutes from the previous regular meeting dated January 22, 2026. With no additions or corrections to be made, John Stacy made the motion to approve the minutes as presented. Chairman Jonathan Payne second the motion, which was carried out unopposed by all members present.

**FINANCIAL REPORT – NICHOLE LEWIS**

**A. JANUARY 2026 – See attached report.**

Chairman Jonathan Payne made a motion to approve the January 2026 Financial Report as prepared and presented by Finance Manager R. Nichole Lewis. John Stacy second the motion that was carried unopposed by all members present.

Also included with the financial report was a copy of the facility's current reserve fund balance and bonded debt schedule. There was some discussion where Executive Director Hayley Tillery shared with the members several capital projects to be completed using the reserve funding to include the purchase of new chairs, replacement of airwalls, resurfacing of exhibit floors, and wallpaper replacement.

Executive Director Hayley Tillery reported the Trade Center FY27 Budget will be presented to the City's Budget Review Committee on March 17, 2026.

#### **CATERING UPDATES / OAK VIEW HOSPITALITY GROUP - HAYLEY TILLERY**

**A. JANUARY 2026** The client survey score for catering based on 2 surveys was 100.

Executive Director Hayley Tillery reported that within the week following the last Authority Meeting, Oakview Catering General Manager Andrew Brailsford had resigned. Hayley stated that he did not work a two-week notice, with his last day in the office being Friday, January 30, 2026, less than a week prior to the facility's largest yearly event, the Georgia Thespian Conference. Hayley added that Catering Operations Manager Paula Molton had been named interim general manager. Hayley commended Paula's leadership over the past month, especially during the execution of the largest Georgia Thespian Conference to date.

**B. CATERING RFP** Executive Director Hayley Tillery reported that three vendors attended the site visit for the catering RFP, and a total of three RFPs were received. Hayley stated the committee would evaluate the vendors RFPs and present a short list at the next meeting.

#### **SALES REPORT – HAYLEY TILLERY / MORGAN MOORE**

**A. JANUARY 2026** – See attached report.

Executive Director Hayley Tillery briefly went over the sales reports for the month of January 2026. Hayley stated for the month of January there were 32 call-in clients, 20 walk-in clients, 90 planning kit requests and 16 requests for proposals with 16 contracts issued. Adding there were 38 events with 59 event days during the month with 16K attendees.

Hayley shared the January client survey report, which contained only two surveys for the month with an overall score of 98.7. **See attached report.** Hayley also shared several Google Reviews that were received.

Hayley then highlighted a few events that took place during the month of January to include the Alpha Phi Alpha MLK Unity Breakfast, ABKC Bully Show, FIS Global Live Broadcast, Fountain City Mardi Gras Ball and Parlay, Gulfsouth Outdoor Living - Hot Tub Expo, and Gun Shows of the South. Hayley reported the city-wide impact amount received from Visit Columbus for the month of January as \$284,665.

Conference / Convention Event Leads Report - **See attached report**, prepared, by Assistant Director Morgan Moore.

## **FACILITY UPDATE – HAYLEY TILLERY**

- A. PARKING GARAGE UPDATE** Executive Director Hayley Tillery reported that Mayor Skip Henderson had requested a meeting the following week to discuss the parking garage project and, because of their interest, he wanted to then schedule a meeting with the Pezold Company. Hayley stated she would continue to keep the members abreast of any developments.
- B. HVAC ARP PROJECT UPDATE** Executive Director Hayley Tillery reported that although work on the replacement of the large chiller was to begin in early May, the facility was now experiencing issues with the smaller unit that was to sustain the building during the rebuild. Hayley stated that after considering several scenarios the most logical and cost effective would be to rent a chiller unit to be installed while the large unit was being rebuilt at a cost of \$19,400 for the first 28 days of rental. Hayley stated the project should be completed within a month, however added there would be an additional \$5K a week charge if it went over the month.

After a brief discussion, Chairman Jonathan Payne made a motion to approve the spending of \$19,400 to rent a chiller unit to be used during the rebuild of the large HVAC unit. Brittany Perkins second the motion that was approved by all members present.

- C. CARPET RENOVATION PROJECT UPDATE** Executive Director Hayley Tillery reported that the carpet renovation project was due to be complete April 17, 2026.

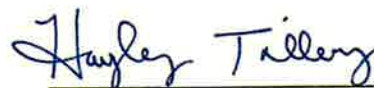
Executive Director Hayley Tillery also shared with the members her Overview of Recent Events, to include current and completed facility projects and employee updates. **Please see the attached report.**

## **ADJOURNMENT**

With no further items of business to discuss, Chairman Jonathan Payne adjourned the meeting at 12:48 PM. The next regular meeting, which is held on the fourth Thursday of each month, will be held Thursday, March 26, 2026.



Jonathan Payne, Chairman  
Columbus Iron Works Convention and  
Trade Center Authority



Hayley Tillery, Executive Director  
Columbus Georgia Convention and  
Trade Center



# COLUMBUS GEORGIA CONVENTION AND TRADE CENTER FY 26-JANUARY 2026 FINANCIAL HIGHLIGHTS

R. Nichole Lewis

## REPORT 1 – REVENUE SUMMARY

- January 2026, there were 59 event days, 38 events, and 16,276 attendees.
- Church of the Highlands was charged a total of \$124,940 for January 2026.
- Top Events

| January 2026                |           | January 2025 (Last Year)                        |               |
|-----------------------------|-----------|-------------------------------------------------|---------------|
| Event                       | Event     | Event                                           | Total Revenue |
| ADM Creative Client Meeting | \$113,057 | COTH Sunday Service                             | \$42,913      |
| COTH 21 Days of Prayer      | \$44,178  | Georgia Science Teachers Association Conference | \$42,422      |
| COTH Sunday Service         | \$41,982  | COTH 21 Days of Prayer                          | \$36,368      |

- F&B Revenue was \$206,325; Operations Revenue was \$198,303; Total Revenue was \$404,628.
- January 2025, there were 61 event days, 29 events, with 12,668 attendees and Total Revenue of \$313,012.

## REPORT 2 – JANUARY 2026 PROFIT & LOSS STATEMENT

- REVENUES
  - Operating Revenue
    - Space Rental was \$164,515.
    - Ticket sales for the PMB Bridal show was \$968.
    - The equipment rental revenue was \$14,447.
    - Total Operating Revenue of \$198,303.
  - Tax/Other Source Revenue
    - Total Tax/Other Source Revenue is \$116,247.
  - Total Revenue of \$314,550 for January 2026
- EXPENSES
  - Labor Cost
    - Total labor expenses were \$132,358.
  - Operating Expenses
    - Contractual Services were \$14,212. The biannual elevator preventive maintenance invoice is included.
    - Repairs and Maintenance to the Building was \$2,421.
    - Utilities were \$38,869 for the month.
    - Operating Expenses were \$4,877.
    - Total Operating Expenses were \$69,288.
  - Other Expenses
    - The total other expenses were \$273,216. The yearly bond payment and biannual interest payment were made in January.
  - Total Expenses were \$474,862
- NET PROFIT
  - Net Profit for January 2026 was \$105,504 without the bond payment, **-\$160,321** with the bond payment.

### REPORT 3 – JANUARY '26 YEAR TO DATE PROFIT & LOSS STATEMENT

#### ➤ REVENUES

- Operating Revenue
  - Space Rental was \$1,077,012.
  - The equipment rental was \$102,537.
  - Total Operating Revenue of \$1,292,877.
- Tax/Other Source Revenue
  - Total Tax/Other Source Revenue is \$1,074,212.
- Total Revenue of \$2,367,089 for January 2026.

#### ➤ EXPENSES

- Labor Cost
  - Total labor expenses were \$971,307.
- Operating Expenses
  - Contractual services were \$100,091.
  - Repairs and Maintenance to the Building is \$34,140.
  - Utilities were \$368,884.
  - Total Operating Expenses were \$569,075
- Other Expenses
  - The total other expenses were \$416,976.
- Reserve Funds Expenses
  - Total Reserve Fund Expenses are \$79,297.
- Total Expenses were \$2,036,656.

#### ➤ NET PROFIT

- Net Profit excluding Reserve Projects for January 2026 was \$409,730.
- Net Profit excluding Bond Payment and Reserve Projects for January 2026 was \$704,406.

### REPORT 4 – FY 2026 YTD FIVE YEAR COMPARISON

#### ➤ Revenue

- Space Rental is 16% higher than the 5-year average.
- Other Operating Revenue is 10% lower.
- Total Revenue YTD is 6% higher than the average.

#### ➤ Expenses

- Labor Costs are 22% higher than the 5-year average.
- Utilities are 19% higher than the average.
- Total expenses are 12% higher with the added expenses of the Reserves Projects.

#### ➤ Net Profit

- Net Profit, excluding the Reserves Projects, is 4% lower than the average.

## Current Reserve Fund Balance

Current as of :

| Assets                                    | 5/21/2025       | 10/28/2025      | 12/31/2025      | 1/31/2025       |                                    |
|-------------------------------------------|-----------------|-----------------|-----------------|-----------------|------------------------------------|
| <b>BSA/Obj/Rev</b>                        |                 |                 |                 |                 |                                    |
| B-1000- Operating Cash                    | \$ 866,742.02   | \$ 1,185,878.60 | \$ 1,699,109.57 | \$ 1,364,558.94 | Changes almost daily               |
| B-1001- Payroll Cash                      | \$ -            | \$ -            | \$ -            | \$ -            | Zeros out at the end of each month |
| B-1073- Petty Cash - Trade Center         | \$ 2,000.00     | \$ 2,000.00     | \$ 2,000.00     | \$ 2,000.00     | Never Changes                      |
| B-1120- Investments                       | \$ -            | \$ -            | \$ -            | \$ -            |                                    |
| B-1133- Investments - Trade Center        | \$ 8,080,877.44 | \$ 8,156,000.32 | \$ 7,929,231.04 | \$ 8,139,613.18 |                                    |
| B-1204- Acct Rec - Revenue Receivables    | \$ 206,588.61   | \$ 93,587.43    | \$ 147,381.28   | \$ 149,166.87   | Changes almost daily               |
| <b>Total</b>                              | \$ 9,156,208.07 | \$ 9,437,466.35 | \$ 9,777,721.89 | \$ 9,655,338.99 |                                    |
| <b>Liabilities</b>                        |                 |                 |                 |                 |                                    |
| B-2011- Federal Withholding Tax           | \$ 3.00         | \$ 3,290.90     | \$ -            | \$ -            | Zeros out at the end of each month |
| B-2012- State Withholding Tax             | \$ 1.33         | \$ 1,598.65     | \$ -            | \$ -            | Zeros out at the end of each month |
| B-2013- FICA Withholding                  | \$ 4.06         | \$ 7,727.86     | \$ -            | \$ -            | Zeros out at the end of each month |
| B-2014- Credit Union Payable              | \$ 50.00        | \$ 100.00       | \$ 50.00        | \$ 50.00        | Zeros out at the end of each month |
| B-2024- Garnishments Payable              | \$ 239.00       | \$ 479.00       | \$ 479.00       | \$ 479.00       | Changes monthly                    |
| B-2066- Sales Tax Payable                 | \$ 1,673.21     | \$ 1,250.34     | \$ (964.92)     | \$ (1,136.63)   | Changes monthly                    |
| B-2069 - Employee Cont Health Ins Pay     | \$ -            | \$ -            | \$ -            | \$ -            | Zeros out at the end of each month |
| B-2070 - Employee Cont Life Ins Pay       | \$ -            | \$ -            | \$ -            | \$ -            | Zeros out at the end of each month |
| B-2073 - Telemedicine                     | \$ 24.96        | \$ 57.24        | \$ -            | \$ (39.60)      | Changes monthly                    |
| B-2075- Universal Life                    | \$ 21.68        | \$ 32.52        | \$ -            | \$ (21.68)      | Changes monthly                    |
| B-3101 - Fnd Bal Assigned For Encumbrance | \$ 335,534.05   | \$ 7,057.37     | \$ 7,057.37     |                 | Changes monthly                    |
| <b>Total</b>                              | \$ 337,551.29   | \$ 21,593.88    | \$ 6,621.45     | \$ (668.91)     |                                    |
| <b>Current Reserve Fund Balance</b>       | \$ 8,818,656.78 | \$ 9,415,872.47 | \$ 9,771,100.44 | \$ 9,656,007.90 |                                    |

# Schedule of Bonded Debt

2012A Trade Center Lease Revenue Refund

Date of Issue

7/1/2013

Purchase Amount:

Date of Maturity

1/1/2033

\$ 5,865,603.93

| Payment Date             | Principal Payment     | Interest Rate | Interest Payment      |
|--------------------------|-----------------------|---------------|-----------------------|
| 1/1/2013                 | \$0.00                | 0.000%        | \$0.00                |
| 7/1/2013                 | \$0.00                | 2.000%        | \$91,582.74           |
| 1/1/2014                 | \$128,985.48          | 2.000%        | \$87,011.76           |
| 7/1/2014                 | \$0.00                | 2.000%        | \$85,721.90           |
| 1/1/2015                 | \$156,521.70          | 2.000%        | \$65,721.90           |
| 7/1/2015                 | \$0.00                | 3.000%        | \$64,156.69           |
| 1/1/2016                 | \$160,144.89          | 3.000%        | \$64,156.69           |
| 7/1/2016                 | \$0.00                | 4.000%        | \$61,754.51           |
| 1/1/2017                 | \$164,492.71          | 4.000%        | \$61,754.51           |
| 7/1/2017                 | \$0.00                | 4.000%        | \$58,464.66           |
| 1/1/2018                 | \$170,289.81          | 4.000%        | \$58,464.66           |
| 7/1/2018                 | \$0.00                | 4.000%        | \$55,058.86           |
| 1/1/2019                 | \$177,536.19          | 4.000%        | \$55,058.86           |
| 7/1/2019                 | \$0.00                | 4.000%        | \$51,508.14           |
| 1/1/2020                 | \$186,231.84          | 4.000%        | \$51,508.14           |
| 7/1/2020                 | \$0.00                | 4.000%        | \$47,783.50           |
| 1/1/2021                 | \$194,202.85          | 4.000%        | \$47,783.50           |
| 7/1/2021                 | \$0.00                | 4.000%        | \$43,899.45           |
| 1/1/2022                 | \$202,898.50          | 4.000%        | \$43,899.45           |
| 7/1/2022                 | \$0.00                | 4.000%        | \$39,841.48           |
| 1/1/2023                 | \$211,594.15          | 4.000%        | \$39,841.48           |
| 7/1/2023                 | \$0.00                | 3.000%        | \$35,609.59           |
| 1/1/2024                 | \$221,014.44          | 3.000%        | \$35,609.59           |
| 7/1/2024                 | \$0.00                | 3.000%        | \$32,294.38           |
| 1/1/2025                 | \$228,985.45          | 3.000%        | \$32,294.38           |
| 7/1/2025                 | \$0.00                | 3.000%        | \$28,859.59           |
| 1/1/2026                 | \$236,956.46          | 3.000%        | \$28,859.59           |
| 7/1/2026                 | \$0.00                | 2.500%        | \$25,305.25           |
| 1/1/2027                 | \$245,652.11          | 2.500%        | \$25,305.25           |
| 7/1/2027                 | \$0.00                | 2.500%        | \$22,234.60           |
| 1/1/2028                 | \$252,173.85          | 2.500%        | \$22,234.60           |
| 7/1/2028                 | \$0.00                | 2.500%        | \$19,082.42           |
| 1/1/2029                 | \$260,869.50          | 2.500%        | \$19,082.42           |
| 7/1/2029                 | \$0.00                | 2.750%        | \$15,821.55           |
| 1/1/2030                 | \$268,115.88          | 2.750%        | \$15,821.55           |
| 7/1/2030                 | \$0.00                | 2.750%        | \$12,134.96           |
| 1/1/2031                 | \$276,811.52          | 2.750%        | \$12,134.96           |
| 7/1/2031                 | \$0.00                | 2.750%        | \$8,328.80            |
| 1/1/2032                 | \$284,782.54          | 2.750%        | \$8,328.80            |
| 7/1/2032                 | \$0.00                | 3.000%        | \$4,413.04            |
| 1/1/2033                 | \$294,202.82          | 3.000%        | \$4,413.04            |
| <b>Total</b>             | <b>\$4,322,462.69</b> |               | <b>\$1,563,141.24</b> |
| <b>Paid to Date</b>      | <b>\$2,439,854.47</b> |               | <b>\$1,348,500.00</b> |
| <b>Left to Pay</b>       | <b>\$1,882,608.22</b> |               | <b>\$214,641.24</b>   |
| <b>Total Left to Pay</b> |                       |               | <b>\$2,097,249.46</b> |



# CLIENT SURVEY SCORES AND CUSTOMER COMMENTS

JANUARY 2026

2 SURVEYS

|                                                                      | EC        | PLANNING | EVENT DAY | F&B | POST EVENT | OVERALL | NUMBER OF ATTENDEES | COMMENTS: Verbal, Survey, or Email                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|----------------------------------------------------------------------|-----------|----------|-----------|-----|------------|---------|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| January 17, 2026                                                     |           |          |           |     |            |         |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| GEORGIA GRAND COUNCIL                                                | HS/<br>MR | 100      | 96        | NA  | 100        | 98      | 400                 | Absolutely wonderful. Easy to work with and very professional. Stay the same.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| January 29, 2026                                                     |           |          |           |     |            |         |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| GA TRANSMISSION CORPORATION<br>BISCUITS & BUSINESS SAFETY<br>PROGRAM | MR        | 100      | 100       | 100 | 97.5       | 99.4    |                     | Haley Slaughter was our first contact with the CCTC in March 2025 and she deserves a lot of credit for securing the deal with us. Later Haley handed us off to Makynleigh Roberson in the 4th quarter of the year, Makynleigh went out of her way to make sure we felt welcomed and adjusted the room arrangements and everything to ensure we had the set-up we wanted. They both did an outstanding job!! The team did a good job with set-up. My only thing was some of the chairs could use a little cleaning. Jennifer Lyles and her team did an excellent job with the breakfast. She communicated with us throughout and made sure that our expectations were met. Your staff did an outstanding job! Continue to provide the consistent results that you provided us. We are already discussing how we may come back for our next event. We would like to recognize Makynleigh Roberson for exceptional service.                                                                              |
| OVERALL AVERAGE SCORE                                                |           | 100      | 98        | 100 | 98.8       | 98.7    |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| CLIENT COMMENTS - VERBAL OR EMAIL                                    |           |          |           |     |            |         |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| GTC BISCUITS & BUSINESS SAFETY<br>PROGRAM                            | MR        |          |           |     |            |         |                     | On behalf of Georgia Transmission Corporation, it was truly a pleasure collaborating with you and everyone at the Columbus Convention & Trade Center. I want to express my shared respect and appreciation for all the effort you and your team put into making our event such a success. From our initial on-site meetings in March 2025 with Haley and the Visit Columbus ambassadors (Lacy & Gracie), to the countless back-and-forth emails about room layouts and specific details, your team went above and beyond to ensure everything was flawless and that we felt genuinely welcomed. Jennifer Lyles and her crew also did an excellent job with the food and coffee, which was greatly appreciated! We're already considering a return to Columbus for next year's event, and a big part of that decision is thanks to the exceptional service and high-quality experience you and your team provided. Thank you again for your dedication and for making this such a positive experience! |

## Conference/Convention Event Leads

| Event Leads          | FY26     | FY27      | FY28+     |
|----------------------|----------|-----------|-----------|
| # of Events          | 5        | 15        | 4         |
| Total Attendees      | 2,400    | 10,585    | 2,600     |
| Total Rental Revenue | \$82,000 | \$228,200 | \$154,900 |

| Leads Converted to Business            |               |             |           | Rental Revenue | Event Name                                                                                     |
|----------------------------------------|---------------|-------------|-----------|----------------|------------------------------------------------------------------------------------------------|
| Event Month                            | Calendar Year | Fiscal Year | Attendees |                |                                                                                                |
| April                                  | 2026          | FY26        | 220       | \$2,600        | National Lay of the Land State Conference                                                      |
| October                                | 2027          | FY28+       | 425       | \$35,000       | National Onsite Wastewater 2027 Conference                                                     |
| Fiscal Year 2026 (July 2025-June 2026) |               |             |           |                |                                                                                                |
| Event Month                            | Calendar Year | Fiscal Year | Attendees | Rental Revenue | Event Name                                                                                     |
| April                                  | 2026          | FY26        | 500       | \$10,000       | Cyber Inspire: Empower Girls                                                                   |
| April                                  | 2026          | FY26        | 600       | \$13,000       | GA 2026 Spring Medicaid Fair                                                                   |
| April                                  | 2026          | FY26        | 200       | \$25,000       | Georgia Chapter of Government Management Information Sciences (GA GMIS) Spring Conference 2026 |
| May                                    | 2026          | FY26        | 600       | \$6,000        | Boot Scoot and Bourbon                                                                         |
| May                                    | 2026          | FY26        | 500       | \$28,000       | JROTC Drone Championship Event 2026                                                            |
| Fiscal Year 2027 (July 2026-June 2027) |               |             |           |                |                                                                                                |
| Event Month                            | Calendar Year | Fiscal Year | Attendees | Rental Revenue | Event Name                                                                                     |
| August                                 | 2026          | FY27        | 500       | \$22,000       | NSDAR Fall Forum                                                                               |
| September                              | 2026          | FY27        | 250       | \$25,000       | Georgia Council for Human Resources (GCHR) 2026 Annual Conference                              |
| September                              | 2026          | FY27        | 500       | \$19,000       | STEM Georgia Conference                                                                        |
| September                              | 2026          | FY27        | 500       | \$15,100       | Muscogee County Young Democrats State Convention                                               |
| October                                | 2026          | FY27        | 300       | \$8,000        | GA Association of Community Service Boards Conference                                          |
| October                                | 2026          | FY27        | 250       | \$7,600        | BNI Regional Conference                                                                        |
| October                                | 2026          | FY27        | 130       | \$8,000        | Georgia Occupational Therapy Association Conference                                            |
| October                                | 2026          | FY27        | 125       | \$11,900       | 2026 TIME Task Force Conference                                                                |
| October                                | 2026          | FY27        | 200       | \$9,600        | AFLAC Triple Crown                                                                             |
| October                                | 2026          | FY27        | 800       | \$34,000       | Georgia Regional Convention of Narcotics Anonymous                                             |
| February                               | 2027          | FY27        | 6000      | \$16,500       | Animeverse                                                                                     |
| February                               | 2027          | FY27        | 130       | \$7,500        | Georgia Association of Floodplain Management Conference                                        |
| March                                  | 2027          | FY27        | 200       | \$12,000       | 2027 Georgia Emergency Communications Conference                                               |

|                                       |                      |                    |                  |                       |                                                                        |
|---------------------------------------|----------------------|--------------------|------------------|-----------------------|------------------------------------------------------------------------|
| April                                 | 2027                 | FY27               | 300              | \$13,600              | GEDA SPRING WORKSHOP 2027                                              |
| June                                  | 2027                 | FY27               | 400              | \$18,400              | 2027 GASN Annual Statewide Conference                                  |
| <b>Fiscal Year 2028+ (July 2027+)</b> |                      |                    |                  |                       |                                                                        |
| <b>Event Month</b>                    | <b>Calendar Year</b> | <b>Fiscal Year</b> | <b>Attendees</b> | <b>Rental Revenue</b> | <b>Event Name</b>                                                      |
| September                             | 2027                 | FY28+              | 500              | \$22,000              | 2027 Annual Statewide Family Violence Conference                       |
| September                             | 2027                 | FY28+              | 150              | \$13,900              | Georgia Geospatial Association 2027 Conference                         |
| October                               | 2027                 | FY28+              | 250              | \$12,000              | GA AFL CIO Conference                                                  |
| October                               | 2027                 | FY28+              | 350              | \$18,000              | Omega Psi Phi Fraternity, Inc. Georgia State Meeting 2027              |
| September                             | 2028                 | FY28+              | 600              | \$39,000              | Women In Fire International Conference                                 |
| September                             | 2028                 | FY28+              | 150              | \$5,800               | Georgia Records Association Conference 2028                            |
| June                                  | 2028                 | FY28+              | 200              | \$17,000              | Eastern Star Convention                                                |
| July                                  | 2028                 | FY28+              | 100              | \$13,600              | 2028 Delta Omicron International Music Fraternity Triennial Conference |
| November                              | 2028                 | FY28+              | 300              | \$13,600              | GRPA 2028 State Conference                                             |

# JANUARY 2026 SALES RECAP



## MONTHLY REVENUE

Trade Center Revenue **\$198,303**

Total Revenue **\$404,628**

## CITY WIDE IMPACT

(Sent from the Columbus Visitor's Bureau )

**\$284,665**

## MONTHLY SALES

*Does not include Catering Sales*

### CONFERENCES

|      | Event Days | Sales    |
|------|------------|----------|
| 2026 | 3          | \$7,731  |
| 2025 | 3          | \$28,962 |

### CONSUMER/ TRADE SHOWS

|      | Event Days | Sales   |
|------|------------|---------|
| 2026 | 2          | \$6,558 |
| 2025 | 4          | \$3,741 |

### MEETINGS

|      | Event Days | Sales    |
|------|------------|----------|
| 2026 | 13         | \$42,263 |
| 2025 | 14         | \$4,797  |

### RELIGIOUS

|      | Event Days | Sales     |
|------|------------|-----------|
| 2026 | 25         | \$108,729 |
| 2025 | 24         | \$192,115 |

### SOCIAL

|      | Event Days | Sales    |
|------|------------|----------|
| 2026 | 16         | \$31,412 |
| 2025 | 13         | \$31,098 |

### SPORTS/ ENTERTAINMENT

|      | Event Days | Sales   |
|------|------------|---------|
| 2026 | 0          | \$0     |
| 2025 | 3          | \$5,367 |

### WEDDINGS

|      | Event Days | Sales |
|------|------------|-------|
| 2026 | 0          | \$0   |
| 2025 | 0          | \$0   |



**FY26 16,276**

vs

**FY25 12,668**

FY26 January attendee count is up by 3,608 people compared to FY25.

## SALES INQUIRIES

INQUIRIES **174**

CALL-INS **32**

WALK-INS **20**

PKR'S **90**

RFP'S **16**

CONTRACTS SENT  
**16**

## OVERALL SURVEY SCORE

**98.7%**

Based on 2 surveys for





**COLUMBUS GEORGIA  
CONVENTION & TRADE CENTER  
Overview of Recent Events  
February 27, 2026**

**Current Projects**

- HVAC renovation
- Carpet renovation
- Master Plan / Renovation Project Schedule
- Replacement Chairs
- FY27 Budget
- Catering RFP

**Completed Projects/Updates**

***Facilities and Operations:***

- Continue working on replacing lighting to LED
- Replaced faulty boiler in the chiller room – Full replacement would cost upwards of \$1000; we were able to use a different motor we had in inventory to get the unit back up and running correctly. Previous cost of motor was only \$230.00
- Repaired various rooftop leaks throughout the facility – Areas such as Sycamore hallway were able to be fully repaired in house for a few hundred dollars.
- Repaired damaged plumbing lines in dish pit kitchen causing blockage and backups, all in house with minimal cost under \$100.00
- Repair of all wooden beams in South Hall – This includes spraying the correct Bore-Care chemical to all areas of the beams using lifts. This process costs us around \$2,500 in house and is expected to eliminate all current & future infestations of powder post beetles as the product soaks into the wood permanently. Doing this project now ensures the historic beams in South Hall will be maintained for many years to come. Outsourcing this project would most likely have gone the route of fumigating the room, which would have cost in the range of \$30,000 along with having certain areas of the building closed for a duration.

***Upcoming Projects:***

- Facility wallpaper & paint – Planning stages of updating and replacement of wallpaper in various areas of the facility, initial priority is facility restrooms, as well as assessing and painting areas of the facility that need repair.
- In the planning stages of draining, resealing, and repainting the fountain.
- Repair of concrete foundation in the front canopy area to ensure all areas of the facility are safe for guests.
- Installing new ceiling tiles throughout the facility where they are damaged.

**Employee Updates**

**Active Job Postings - TOTAL: (6) Positions Open**

**Operations:**

- One (1) Event Attendant Crew Leader – Advertised – Actively interviewing
- One (1) Full-time Events Attendant – In process of hiring candidate
- Three (3) Part-time Events Attendant – Advertised – Actively interviewing
- One (1) Full-time Custodian – In process of hiring candidate

**Authority Meeting Agenda**

- March 26<sup>th</sup> – Covering February (Approval of Short List Companies for Catering RFP Process)

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