



**COLUMBUS GEORGIA
CONVENTION & TRADE CENTER**

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

**MINUTES OF THE MONTHLY MEETING
JANUARY 22, 2026
12:00 PM**

The monthly meeting of the Columbus Iron Works Convention and Trade Center Authority was held Thursday, January 22, 2026, at 12:00 Noon in the Boardroom of the facility.

Authority Members Present: Chairman Jonathan Payne, Vice Chairman Jessica Gray, John Stacy and Jay Pitts

Authority Members Absent: Brittany Perkins

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

CALL TO ORDER

At 12:01 PM, Chairman Jonathan Payne called the meeting to order and welcomed members and staff.

APPROVAL OF MINUTES

A. REGULAR MEETING – NOVEMBER 20, 2025

Chairman Jonathan Payne asked the members if they had received and read the minutes from the previous regular meeting dated November 20, 2025. With no additions or corrections to be made, Chairman Jonathan Payne made the motion to approve the minutes as presented. John Stacy second the motion, which was carried out unopposed by all members present.

FINANCIAL REPORT – NICHOLE LEWIS

- A. NOVEMBER 2025** – See attached report.
- B. DECEMBER 2025** – See attached report.

Chairman Jonathan Payne made a motion to approve the November and December 2025 Financial Reports as prepared and presented by Finance Manager R. Nichole Lewis. Vice Chairman Jessica Gray second the motion that was carried unopposed by all members present.

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AN EQUAL OPPORTUNITY/AFFIRMATIVE ACTION ORGANIZATION

CATERING UPDATES / OAK VIEW HOSPITALITY GROUP - HAYLEY TILLERY

- A. **NOVEMBER 2025** The client survey score for catering based on 2 surveys was 100.
- B. **DECEMBER 2025** There were no client surveys received for the month of December.

Executive Director Hayley Tillery reported to the Authority members that the menu price comparison they received in their packet was based on 2025 menu pricing. Hayley added that although it had been discussed to go live with new the menus and pricing in April, however now a modified "cost of goods" increase was being considered to be in effective April through June. New 2026 menus and pricing will then launch July 1st. Hayley stated this would help alleviate potential confusion caused by having two menu update within a year, if Oak View Group did not retain the food and beverage contract..

SALES REPORT – HAYLEY TILLERY / MORGAN MOORE

- A. **NOVEMBER 2025** – See attached report.
- B. **DECEMBER 2025** – See attached report.

Executive Director Hayley Tillery briefly went over the sales reports for the months of November and December 2025. Hayley stated for the month of November there were 27 call-in clients, 13 walk-in clients, 49 planning kit requests and 16 requests for proposals with 23 contracts issued. Adding there were 35 events with 81 event days during the month with nearly 21K attendees. During the month of December, there were 29 call-in clients, 11 walk-in clients, 43 planning kit requests and 11 requests for proposals with 18 contracts issued. Adding there were 33 events with 51 event days during the month with over 25K attendees.

Hayley shared the November client survey report, which contained only two surveys for the month with an overall score of 99.7. **See attached report.** Hayley added there were no surveys received for the month of December. Hayley also shared several Google Reviews that were received for the two months, adding all reviews held a 4- or 5-star rating. Hayley reported that with a combined 352 new followers for November and December the facility met its social media goal of 23K followers and a new goal of 25K was set.

Hayley then highlighted a few events that took place during the month of November to include Christmas Made in the South Arts and Craft Show, AGC Skills Challenge, Fountain City Classic, Columbus Police Department Promotion Ceremony, CTI Fall Conference, Columbus Fire Graduation and Church of the Highlands Freedom Conference. Hayley also highlighted several events that took place during the month of December to include Breakfast with Santa, CCG Holiday Social, Group 1 Automotive Christmas Party, Columbus Fire Promotion Ceremony, AFLAC Holiday Party, Church of the Highlands Giving Hope Event, Columbus High Magnet Holiday Social, Delta Sigma Theta Sorority Inc. Scholarship Gala, Jack and Jill Beautillion Banquet and Church of the Highlands Christmas Services. Hayley reported the city-wide impact amount received from Visit Columbus for the month of November was \$1,394,732 and \$11,070 for the month of December. Chairman Jonathan Payne questioned the city-wide impact amount reported for December. Hayley stated she had already sent an email to Visit Columbus President Ashley Woitena questioning the amount reported.

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 the Pezold Company was again interested in potentially building a hotel near the facility and the project was currently being paused for further discussion in that regard. Hayley stated that she would keep the members abreast of any developments.
- B. HVAC ARP PROJECT UPDATE** Executive Director Hayley Tillery reported that work on the replacement of the large chiller that had been approved via electronic vote following the last meeting should begin in early May. Adding that if the timeline changed, she would let them know.
- C. CARPET RENOVATION PROJECT UPDATE** Executive Director Hayley Tillery reported that the carpet installation for the main lobby was due to be completed January 26-29, 2026, with the area near the parking garage to be completed February 2-3, 2026. Hayley stated she needed to get with the catering GM to schedule a time to complete the catering offices.

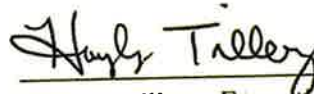
Executive Director Hayley Tillery also shared with the members her Overview of Recent Events, to include current and completed facility projects and employee updates. **Please see the attached report.**

ADJOURNMENT

With no further items of business to discuss, Chairman Jonathan Payne adjourned the meeting at 1:15 PM. The next regular meeting, which is held on the fourth Thursday of each month, will be held Thursday, February 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-NOVEMBER 2025 FINANCIAL HIGHLIGHTS

R. Nichole Lewis

REPORT 1 – REVENUE SUMMARY

- November 2025, there were 81 event days, 35 events, and 20,920 attendees.
- Church of the Highlands was charged a total of \$100,264 for November 2025.
- Top Events

November 2025		November 2024 (last Year)	
Event	Event	Event	Total Revenue
Career & Technical Instruction Fall Conference 2025	\$83,955	Georgia Recreation and Parks Association State Conference	\$65,669
Christmas Made in the South	\$55,725	Career & Technical Instruction Fall Conference 2024	\$65,334
COTH Sunday Service	\$50,067	Jiya Sweet 16	\$59,913

- F&B Revenue was \$178,751; Operations Revenue was \$208,090; Total Revenue was \$386,841.
- November 2024, there were 88 event days, 35 events, with 22,368 attendees and Total Revenue of \$489,555.

The City's finance team has caught up with all their work, and we have posted updated amounts in November, even if they were for previous months. This includes:

- Additional revenue of \$1,681 for the Alcohol tax from September.
- Additional revenue of \$28,521 for Investment Interest from July to October.
- Additional expenses of \$2,203 in Risk Management/Workers Comp from August and September.

An additional \$30,203 of revenue was added during November, and \$2,203 of expenses were removed. A total of \$28,000 was added to Trade Center's Net Profit.

REPORT 2 – NOVEMBER 2025 PROFIT & LOSS STATEMENT

➤ REVENUES

○ Operating Revenue

- There was no catering commission for November.
- Space Rental was \$168,354.
- The equipment rental revenue was \$15,746.
- Total Operating Revenue of \$208,090.

○ Tax/Other Source Revenue

- Total Tax/Other Source Revenue is \$222,733, \$192,530 for November, \$28,000 for previous months.

○ Total Revenue of \$430,823 for November 2025.

➤ EXPENSES

○ Labor Cost

- Three payroll periods in the month, a total of \$179,576.

- Operating Expenses
 - Contractual Services were \$18,591. This includes the cost for professional window cleaning, trash compactor repaired, sprinkler and fire pump inspection, and additional lawn services for the month.
 - Utilities were \$40,385 for the month.
 - Total Operating Expenses were \$70,484.
- Other Expenses
 - The total other expenses were \$9,603, this includes the one-time additional fees for Risk Management.
 - Total Expenses were \$259,663.
- NET PROFIT
 - Net Profit for November 2025 was \$171,160.

REPORT 3 – NOVEMBER YEAR TO DATE 2025 PROFIT & LOSS STATEMENT

- REVENUES
 - Operating Revenue
 - Space Rental was \$758,032.
 - The equipment rental was \$76,705.
 - Total Operating Revenue of \$910,875.
 - Tax/Other Source Revenue
 - Total Tax/Other Source Revenue is \$815,417.
 - Total Revenue of \$1,726,292 for November 2025.
- EXPENSES
 - Labor Cost
 - Total labor expenses were \$699,585.
 - Operating Expenses
 - Contractual services were \$73,039.
 - Repairs and Maintenance to the Building is \$21,887.
 - Utilities were \$290,306.
 - Total Operating Expenses were \$432,010.
 - Other Expenses
 - The total other expenses were \$103,563.
 - Reserve Funds Expenses
 - Total Reserve Fund Expenses is \$79,297.
 - Total Expenses were \$1,314,455.
- NET PROFIT
 - Net Profit excluding Reserve projects for November 2025 was \$491,134.

REPORT 4 – FY 2025 YTD FIVE YEAR COMPARISON

- Revenue
 - Space Rental is 11% higher than the 5-year average.
 - Other TC Operating Revenue is 22% higher.
 - Total Revenue YTD is 7% higher than the average.
- Expenses
 - Labor Costs are 16% higher than the 5-year average.
 - Utilities are 10% higher than the average.
 - Total expenses are 8% higher with the added expenses of the Reserves Projects.
- Net Profit
 - Net Profit, excluding the Reserves Projects, 12% higher than the average.



COLUMBUS GEORGIA CONVENTION AND TRADE CENTER FY 26-DECEMBER 2025 FINANCIAL HIGHLIGHTS

R. Nichole Lewis

REPORT 1 – REVENUE SUMMARY

- December 2025, there were 51 event days, 33 events, and 25,856 attendees.
- Church of the Highlands was charged a total of \$110,458 for December 2025.
- Top Events

December 2025		December 2024 (Last Year)	
Event	Event	Event	Total Revenue
AFLAC Christmas Party	\$215,298	AFLAC Christmas Party	\$177,944
COTH Christmas Rooms Reserved	\$59,552	Georgia Transit Association 2024 Annual Conference	\$55,155
Columbus High School Holiday Social	\$55,784	COTH Christmas Rooms Reserved	\$53,673

- F&B Revenue was \$450,832; Operations Revenue was \$182,748; Total Revenue was \$633,580.
- December 2024, there were 80 event days, 40 events, with 22,356 attendees and Total Revenue of \$670,928.

REPORT 2 – DECEMBER 2025 PROFIT & LOSS STATEMENT

- REVENUES
 - Operating Revenue
 - Space Rental was \$153,515.
 - The equipment rental revenue was \$11,385.
 - Total Operating Revenue of \$182,748.
 - Tax/Other Source Revenue
 - Total Tax/Other Source Revenue is \$142,548.
 - Total Revenue of \$325,296 for December 2025.
- EXPENSES
 - Labor Cost
 - Three payroll periods in the month, a total of \$139,365.
 - Operating Expenses
 - Contractual Services were \$12,840.
 - Repairs and Maintenance to the Building was \$9,832. We started purchasing HVAC filters for the building in December.
 - Utilities were \$39,710 for the month. There is an accrual for our natural gas invoice due to it not being created as of 1/16.
 - Total Operating Expenses were \$67,777.
 - Other Expenses
 - The total other expenses were \$30,593. The quarterly cost allocation was made in December.
 - Total Expenses were \$237,735
- NET PROFIT
 - Net Profit for December 2025 was \$87,560.

REPORT 3 – DECEMBER YEAR TO DATE 2025 PROFIT & LOSS STATEMENT

➤ REVENUES

- Operating Revenue
 - Space Rental was \$911,547.
 - The equipment rental was \$88,090.
 - Total Operating Revenue of \$1,093,623.
- Tax/Other Source Revenue
 - Total Tax/Other Source Revenue is \$957,964.
- Total Revenue of \$2,051,588 for December 2025.

➤ EXPENSES

- Labor Cost
 - Total labor expenses were \$838,950.
- Operating Expenses
 - Contractual services were \$85,879.
 - Repairs and Maintenance to the Building is \$31,719.
 - Utilities were \$330,016.
 - Total Operating Expenses were \$499,787.
- Other Expenses
 - The total other expenses were \$143,759.
- Reserve Funds Expenses
 - Total Reserve Fund Expenses is \$79,297.
- Total Expenses were \$1,561,793.

➤ NET PROFIT

- Net Profit excluding Reserve projects for December 2025 was \$569,091.
 - Previously wrote the Net Profit WITH the reserve's projects

REPORT 4 – FY 2025 YTD FIVE YEAR COMPARISON

➤ Revenue

- Space Rental is 16% higher than the 5-year average.
- Other Operating Revenue is 20% higher.
- Total Revenue YTD is 8% higher than the average.

➤ Expenses

- Labor Costs are 14% higher than the 5-year average.
- Utilities are 13% higher than the average.
- Total expenses are 13% higher with the added expenses of the Reserves Projects.

➤ Net Profit

- Net Profit, excluding the Reserves Projects, is 7% lower than the average.

Profit and Loss Statement
Columbus Georgia Convention and Trade Center
Report #3: Year To Date

FY'25

UPDATED 01/16/26 June 2025 YTD

	Annual Budget	Monthly Budget	Actual	Same Period Last Year	Current Period % of Revenue	% Difference Monthly Budget	% Change from Prior Year
Operating Revenue (OR)							
Parking Garage	\$10,000	\$10,000	\$11,054	\$19,497	0.3%	0.0%	0.0%
Ticket Sales	\$13,000	\$13,000	\$19,496	\$21,520	0.6%	33.3%	-10.4%
Client Electrical Usage Fees	\$50,000	\$50,000	\$102,427	\$94,458	3.2%	104.9%	7.8%
Convention Services	\$50,000	\$50,000	\$24,862	\$18,632	0.8%	-50.3%	25.1%
Catering Commission	\$850,000	\$850,000	\$770,800	\$843,831	24.3%	-9.3%	-9.5%
Sale of Merchandise	\$850	\$850	\$3,101	\$300	0.1%	0.0%	0.0%
Miscellaneous	\$6,300	\$6,300	\$19,767	\$19,660	0.6%	213.8%	0.5%
Equipment Rental	\$150,000	\$150,000	\$241,194	\$214,603	7.6%	60.8%	11.0%
Space Rental	\$1,398,093	\$1,398,093	\$1,972,981	\$1,817,027	62.3%	41.1%	7.9%
Operating Revenue [OR]	\$2,528,243	\$2,528,243	\$3,165,681	\$3,049,529	100.0%	25.2%	3.7%
Tax/Other Source Revenue [TR]							
Beer Tax	\$650,000	\$650,000	\$583,279	\$603,024	33.1%	-10.3%	-3.4%
Investment Interest	\$50,000	\$50,000	\$294,510	\$243,788	16.7%	489.0%	17.2%
Hotel Motel Tax	\$837,500	\$837,500	\$882,042	\$917,751	50.1%	5.3%	-4.0%
Tax/Other Source Revenue [TR]	\$1,537,500	\$1,537,500	\$1,759,831	\$1,764,563	100.0%	14.6%	-0.3%
TOTAL REVENUE	\$4,065,743	\$4,065,743	\$4,925,512	\$4,814,092		21.1%	2.3%
Labor Cost (L)							
Salaries	\$757,517	\$757,517	\$668,070	\$673,766	37.8%	-11.8%	-0.9%
Wages	\$902,949	\$902,949	\$646,879	\$716,907	36.6%	-28.4%	-10.8%
Benefits	\$480,209	\$480,209	\$448,817	\$408,867	25.4%	-6.5%	8.9%
Outside Personnel Hire	\$5,000	\$5,000	\$3,261	\$1,908	0.2%	-34.8%	0.0%
Total Labor Cost [L]	\$2,145,675	\$2,145,675	\$1,767,028	\$1,801,447	100.0%	-17.6%	-1.9%
Operating Expenses [O]							
Promotion & Advertising	\$20,000	\$20,000	\$14,455	\$14,811	1.5%	-27.7%	-2.5%
Donations*	\$0	\$0	\$12,277	\$10,558	0.0%	0.0%	0%
Contractual Services	\$194,102	\$194,102	\$167,494	\$156,332	17.6%	-13.7%	6.7%
Repairs & Maint to Equipment	\$40,000	\$40,000	\$14,783	(\$6,362)	1.6%	-63.0%	143%
Repairs & Maint to Building	\$175,000	\$175,000	\$49,525	\$152,430	5.2%	-71.7%	-207.8%
Special Events/Employee Gifts	\$5,000	\$5,000	\$2,116	\$2,073	0.2%	-57.7%	2%
Vehicle Expenses	\$8,600	\$8,600	\$8,127	\$3,342	0.9%	-5.5%	58.9%
Travel/Education/Training	\$10,200	\$10,200	\$293	\$3,242	0.0%	-97.1%	-1006%
Administrative Services	\$21,850	\$21,850	\$10,222	\$10,513	1.1%	-53.2%	-2.8%
Software	\$27,250	\$27,250	\$32,293	\$25,381	3.4%	18.5%	21%
Catering Services	\$20,000	\$20,000	\$0	\$2,960	0.0%	-100.0%	0.0%
Convention Services	\$30,000	\$30,000	\$6,583	\$6,989	0.7%	-78.1%	0%
Utilities - Gas	\$66,000	\$66,000	\$45,059	\$49,355	4.7%	-31.7%	-9.5%
Utilities - Water	\$55,000	\$55,000	\$51,884	\$51,977	5.5%	-5.7%	-0.2%
Utilities - Electricity	\$450,000	\$450,000	\$484,479	\$444,339	50.9%	7.7%	8.3%
Operations Expense	\$93,900	\$93,900	\$61,795	\$40,436	5.4%	-44.8%	21.9%
Total Operating Expenses [O]	\$1,216,902	\$1,216,902	\$951,386	\$968,375	100.0%	-21.8%	-1.8%
Other Expenses (E)							
Cost Allocation	\$117,783	\$117,783	\$117,783	\$136,646	23.2%	0.0%	0%
Risk Management (W/C & Auto Ins)	\$9,572	\$9,572	\$9,572	\$64,924	1.9%	0.0%	-85.3%
Bonded Debt, Principal & Interest	\$293,574	\$293,574	\$293,547	\$292,234	57.8%	0.0%	0.4%
Capital Outlay	\$246,751	\$246,751	\$87,096	\$88,508	17.1%	-64.7%	0.0%
Total Other Expenses (E)	\$667,680	\$667,680	\$507,999	\$582,313	100.0%	-23.9%	-14.6%
Reserve Funds Expenses (RE)							
Fiber Internet	\$225,497	\$225,497	\$200,000	\$0	27.2%	-12.7%	
Carpet Install	\$554,376	\$554,376	\$493,519	\$0	67.1%	-12.3%	
Parking Garage Expenses	\$100,000	\$100,000	\$42,515	\$0	5.8%	0.0%	
Other	\$0	\$0	\$0	\$0	0.0%	0.0%	
Total Reserve Fund Expenses (RE)	\$879,873	\$879,873	\$736,034	\$0	100.0%	-16.3%	
Total Expenses (T=L+O+E+RE)	\$4,910,131	\$4,910,131	\$3,962,446	\$3,392,135		-19.3%	15.4%
Operating Profit [OP = OR - L - O]	(\$834,334)	(\$834,334)	\$447,267	\$279,707		153.6%	-37.5%
Net Profit Excluding Reserve Projects	\$35,485	\$35,485	\$1,699,100	\$1,461,857		4688.2%	14.0%
Net Profit [P= OR + TR - L - O - E - RE]	(\$844,388)	(\$844,388)	\$963,066	\$1,461,957		-214.1%	-51.8%

Catering Comp Set

As of December 2025

Item	Trade Center	Columbus			Birmingham			Mobile Conv Center
		Bibb Mill	Country Club	Auburn Marriott	Cobb Galleria	Jefferson Westin		
Afternoon Break	\$12.00-\$16.00	\$15.95-\$19.95		\$11.00-\$17.00	\$11.00	\$19.00-\$25.00		\$19.00-\$40.00
Coffee Break	\$13.00	\$14.00		\$21.00-\$29.00		\$75.00		\$5.00 per person
Continental	\$16.00		\$17.95	\$19/\$23	\$12.95	\$28.00		\$20.00
Dinner Plated Avg	\$37.00-\$48.00	\$55.00	\$28/\$40/\$51	\$46.00-\$85.00	\$33.30	\$60/\$82		\$43/\$78
Breakfast Plated Avg	\$23.00	\$19.95-\$26.95	\$30.00		\$15.20	\$36/\$37/\$40		\$24/\$28
Lunch Plated Avg	\$30.00-\$38.00	\$19.95-\$30.95	\$49.00	\$40.00-\$56.00	\$32.93	\$43/\$53		\$34/\$68
Coffee Per Gal	\$40.00	\$35.00		\$89.00	\$35.00	\$75.00		\$60.00
Bottled Water	\$3.50	\$5.00	\$3.50	\$6.00	\$2.95	\$7.00		\$5.00
Bottled Soda	\$3.75	\$5.00	\$3.00	\$6.00	\$2.95	\$7.00		\$5.00
Mixed Drink	\$12.00-\$14.00	\$12.00	\$10.00-\$14.00	\$12.00-\$15.00	\$7.00	\$11.00		\$14.00-\$16.00
Domestic Beer	\$7.00	\$7.00	\$5.00	\$8.00	\$4.50	\$9.00		\$9.00
Import Beer	\$8.00	\$8.00	\$6.00	\$9.00	\$5.50	\$11.00		\$10.00
Wine	\$8.00	\$8.00	\$12.00-\$16.00	\$11.00	\$5.50	\$12.00		\$12.00-\$16.00



**COLUMBUS GEORGIA
CONVENTION & TRADE CENTER**

Important Dates Regarding RFP and Catering Contract

<u>DATE</u>	<u>ACTIVITY</u>
Monday, January 19, 2026	RFPs issued and advertised
Monday, February 16, 2026	Pre-Proposal Conference / Site Visit will be held at the Columbus GA Convention and Trade Center on Monday, February 16th at 1:30PM. Tours of the kitchen will take place. RSVPs are required Tillery.Hayley@columbusga.org
Monday, March 2, 2026	RFPs due by 4:00PM EST
Thursday, March 26, 2026	The Trade Center will approve and notify short-listed Companies
Thursday, April 23, 2026	Short-listed F&B Companies make presentations to Authority
Thursday, April 30, 2026	The Trade Center will make selection and begin negotiation of contracts
Thursday, May 28, 2026	Authority signed contract at regularly scheduled meeting
Wednesday, July 1, 2026	F&B Company commences operation



CLIENT SURVEY SCORES AND CUSTOMER COMMENTS

NOVEMBER 2025

2 SURVEY

	EC	PLANNING	EVENT DAY	F&B	POST EVENT	OVERALL	NUMBER OF ATTENDEES	COMMENTS: Verbal, Survey, or Email
November 12, 2025								
FIBER NETWORK OWNERS ALLIANCE	PH	100	100	100	97.5	99.4		The team was excellent. Always responsive and helpful to make our event a success. The team was easy to work with. Jennifer Lyles provided exceptional service.
November 20, 2025								
GEORGIA CTI FALL LEADERSHIP CONFERENCE	MM	100	100	100	100	100		The Trade Center always serves with excellence. Morgan's communication and attention to detail ensure that nothing is overlooked. Every staff member we encounter at the Trade Center is professional and consistently exceeds our expectations. The South Hall is a loud room, so when a program is taking place, the cleanup crew should be aware of the echo they may create while cleaning and communicating with staff. Morgan Moore, Hayley Tillery, Bernice (do not know last name but supplied the drinks), literally every staff member we encountered was exceptional, there was never a bad experience.
OVERALL AVERAGE SCORE								
CLIENT COMMENTS - VERBAL OR EMAIL								
ROTARY CLUB OF COLUMBUS	BK							Hayley, I have to tell you, everything was on-point today. Many compliments on the food from a number of people. Compliments on the décor, the IT support, everything everywhere was positive and it certainly is a great way to end the year. We're grateful for you and your team. Thank you for giving us such a great experience today. -Alan Harkness

NOVEMBER 2025 SALES RECAP



MONTHLY REVENUE

CITY WIDE IMPACT

(Sent from the Columbus Visitor's Bureau)

Trade Center Revenue **\$208,090**

Total Revenue **\$386,841**

\$1,394,732

MONTHLY SALES

Does not include Catering Sales

CONFERENCES

	Event Days	Sales
2025	6	\$31,149
2024	13	\$53,385

CONSUMER/ TRADE SHOWS

	Event Days	Sales
2025	12	\$59,371
2024	10	\$57,493

MEETINGS

	Event Days	Sales
2025	14	\$10,448
2024	11	\$4,860

RELIGIOUS

	Event Days	Sales
2025	40	\$87,892
2024	33	\$63,678

SOCIAL

	Event Days	Sales
2025	5	\$6,988
2024	19	\$46,869

SPORTS/ ENTERTAINMENT

	Event Days	Sales
2025	3	\$5,905
2024	2	\$3,926

WEDDINGS

	Event Days	Sales
2025	1	\$3,470
2024	0	\$0



FY26 20,920

vs

FY25 23,368

FY26 November attendee count is down by 2,448 people compared to FY25.

SALES INQUIRIES

INQUIRIES **105**

CALL-INS **27**

WALK-INS **13**

PKR'S **49**

RFP'S **16**

CONTRACTS SENT

23

OVERALL SURVEY SCORE

99.7%

Based on 2 surveys

DECEMBER 2025 SALES RECAP



MONTHLY REVENUE

CITY WIDE IMPACT

(Sent from the Columbus Visitor's Bureau)

Trade Center Revenue **\$182,748**

Total Revenue **\$633,580**

\$11,070

MONTHLY SALES

Does not include Catering Sales

CONFERENCES

	Event Days	Sales
2025	0	\$0
2024	4	\$14,744

CONSUMER/ TRADE SHOWS

	Event Days	Sales
2025	1	\$4,456
2024	0	\$0

MEETINGS

	Event Days	Sales
2025	5	\$90
2024	7	\$2,453

RELIGIOUS

	Event Days	Sales
2025	17	\$108,242
2024	38	\$107,640

SOCIAL

	Event Days	Sales
2025	27	\$65,429
2024	30	\$70,050

SPORTS/ ENTERTAINMENT

	Event Days	Sales
2025	0	\$0
2024	0	\$0

WEDDINGS

	Event Days	Sales
2025	1	\$2,956
2024	1	\$2,035



FY26 25,856

vs

FY25 20,022

FY26 December attendee count is up by 3,500 people compared to FY25.

SALES INQUIRIES

INQUIRIES **94**

CALL-INS **29**

WALK-INS **11**

PKR'S **43**

RFP'S **11**

CONTRACTS SENT

18

OVERALL SURVEY SCORE

No surveys
recorded

Conference/Convention Event Leads

Event Leads	FY26	FY27	FY28+
# of Events	4	13	4
Total Attendees	1,420	14,955	2,675
Total Rental Revenue	\$65,600	\$218,515	\$164,300

Leads Converted to Business				Event Name
Event Month	Calendar Year	Fiscal Year	Attendees	Rental Revenue
January	2026	FY26	200	\$6,700 GASROE Executive Seminar
January	2026	FY26	2000	\$21,000 ADM Creative Client Meeting
February	2026	FY26		\$1,522 LIV Young Adults "His & Hers" Conference
Fiscal Year 2026 (July 2025-June 2026)				
Event Month	Calendar Year	Fiscal Year	Attendees	Rental Revenue
April	2026	FY26	500	\$10,000 Cyber Inspire: Empower Girls
April	2026	FY26	220	\$2,600 National Lay of the Land State Conference
April	2026	FY26	200	\$25,000 Georgia Chapter of Government Management Information Sciences (GA GMIS) Spring Conference 2026
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
August	2026	FY27	500	\$22,000 NSDAR Fall Forum
August	2026	FY27	300	\$20,000 Georgia Fire Service Conference
September	2026	FY27	500	\$15,100 Muscogee County Young Democrats State Convention
October	2026	FY27	125	\$11,900 2026 TIME Task Force Conference
October	2026	FY27	200	\$9,600 AFLAC Triple Crown
October	2026	FY27	4000	\$8,000 GARBA Festival
November	2026	FY27	1500	\$29,415 SkillsUSA Georgia Fall Leadership Conference
February	2027	FY27	6000	\$16,500 Animeverse
February	2027	FY27	800	\$34,500 Georgia Regional Convention
March	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

Fiscal Year 2028+ (July 2027+)					
Event Month	Calendar Year	Fiscal Year	Attendees	Rental Revenue	Event Name
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+	350	\$18,000	Omega Psi Phi Fraternity, Inc. Georgia State Meeting 2027
October	2027	FY28+	425	\$35,000	National Onsite Wastewater 2027 Conference
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
November	2028	FY28+	300	\$13,600	GPRA 2028 State Conference



COLUMBUS GEORGIA CONVENTION & TRADE CENTER

Overview of Recent Events

Date: January 22, 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
- Organizing inventory and workspaces
- Built shelving for the Trade Center Christmas closet
- General cosmetic repairs to the building that include ceiling replacement from previous leaks
- General repairs in house for catering kitchen/dish room needs

Employee Updates

Active Job Postings - TOTAL: (4) Positions Open

Operations:

- One (1) Event Attendant Crew Leader – Advertised
- Three (3) part-time Events Attendant – Advertised

Facilities:

- One (1) part-time – Advertised

Authority Meeting Agenda

- February 26th – Covering January