
Georgia World Congress Center Authority
Economic Impact Analysis
FY 2023

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Executive Summary

The Georgia World Congress Center Authority (GWCCA) including the Georgia World Congress Center, Centennial Olympic Park and Mercedes-Benz Stadium (MBS) are important components of Georgia's economic infrastructure. This report quantifies the economic impact associated with the GWCCA complex on the economy of Georgia over the course of Fiscal Year 2023. Economic impact is measured based on the incremental spending associated with the specific entity being examined. In the case of the GWCCA complex, the economic impacts result from the incremental spending by those who attend events at these facilities, the organizations that sponsor events at these facilities, and other entities such as exhibitors that participate in events. Note that spending by visitors is valued in an economic impact analysis only to the extent that it comes from out-of-state visitors. Spending by in-state visitors is assumed to represent a shift in spending from one activity to another within the state and therefore does not represent new or incremental spending in the regional economy.

This study utilized FY 2023 data on visitors, organizers and exhibitors at events at GWCC, MBS and Centennial Olympic Park gathered by GWCCA and the Atlanta Convention and Visitors Bureau (ACVB), data regarding spending behaviors in the Atlanta travel market provided by Tourism Economics and economic multiplier analysis using the IMPLAN regional economic model for Georgia. Note that this period starts July 1, 2022 and ends June 30, 2023. In general, levels of travel and tourism spending are still lower than what they were prior to COVID19, but are above FY 2022 which included a portions of 2021 in which the impacts of the COVID19 shutdown likely still existed.

The results of this analysis highlight the significant value of these facilities to Georgia and its economy. Specifically, in FY 2023 these facilities delivered:

- Total economic output increase of \$1.77 billion;
- \$580.6 million in additional labor income;
- 16,607 in supported jobs;
- \$95.8 million in additional state tax and fee revenue;
- \$81.2 million in additional tax revenues for local governments; and
- Total out-of-state attendance of 1.15 million people generating 2.22 million out-of-state visitor days.

The incremental direct spending associated with activities at these facilities represents only a portion of the overall impact. The additional spending at these facilities works its way through various channels in the state economy and multiplies the impact of the initial or direct spending to create a larger total economic impact. The IMPLAN modeling system was used to measure this multiplier effect. The direct spending by visitors, exhibitors and organizers totaled \$923.4 million while the total impact equaled \$1.77 billion. Thus, the multiplier is 1.90 and each dollar of initial direct spending generates an additional 90 cents in economic output for the state's economy.

ES Table 1 shows key economic impact results by entity for FY 2023. As shown, spending by out-of-state visitors makes up the preponderance of the incremental output generated at the complex, about \$1.58

billion out of \$1.77 billion. Spending by exhibitors at events accounted for \$51.6 million in incremental output while spending by sponsors or organizers accounted for \$132.7 million in incremental output.

ES - Table 1									
<u>Economic Impact Summary by Entity FY 2023</u>									
	Direct Spending		Total Output			Labor Income		Jobs	Share
	(\$M)	Share	(\$M)	Share	Multiplier	(\$M)	Share		
Visitors	834.3	90.3%	1,582.9	89.6%	1.90	522.3	90.0%	15,187	91.5%
Exhibitors	24.4	2.6%	51.6	2.9%	2.11	17.7	3.0%	504	3.0%
Sponsors	64.7	7.0%	132.7	7.5%	2.05	40.6	7.0%	916	5.5%
Total	923.4	100%	1,767.2	100%	1.91	580.6	100%	16,607	100%

ES Table 2 shows similar results by facility.

ES - Table 2									
<u>Economic Impact Summary by Facility FY 2022</u>									
	Direct Spending		Total Output			Labor Income		Jobs	Share
	(\$M)	Share	(\$M)	Share	Multiplier	(\$M)	Share		
GWCC	503.7	54.5%	970.4	54.9%	1.93	317.7	54.7%	8,967	54.0%
MBS	415.0	44.9%	787.7	44.6%	1.90	259.9	44.8%	7,554	45.5%
Park	4.7	0.5%	9.1	0.5%	1.91	3.0	0.5%	86	0.5%
Total	923.4	100%	1,767.2	100%	1.91	580.6	100%	16,607	100%

GWCC activities accounted for the preponderance of the combined added output from the overall complex. GWCC events led to an additional \$970.4 million in overall output. MBS events accounted for \$787.7 million while Centennial Olympic Park events accounted for \$9.1 million in additional output.

Introduction

Large public facilities such as the Georgia World Congress Center, Mercedes-Benz Stadium and Centennial Olympic Park (the GWCCA Complex) regularly seek to measure the impact that the facility has on the regional economy. These studies provide stakeholders context for understanding the on-going benefits from the investment in the facilities. However, these studies should not be viewed as a comprehensive assessment of the role these facilities play in the regional economy.

This report quantifies the economic impact that flows from incremental spending associated with the GWCCA complex. Three specific categories of spending are considered: 1) spending by out-of-state visitors, 2) spending by exhibitors, and 3) spending by organizations that sponsor events. The economic impacts are based on estimates of the direct spending by these groups and estimates of the multiplier effects from that initial direct spending. The estimates of spending by various entities are derived from the Economic Impact Calculator (EIC) maintained by Tourism Economics, an Oxford Economics Company. Multiplier effects are estimated via IMPLAN, a regional input-output model for the Georgia economy.

This study utilized FY 2023 data on visitors, organizers and exhibitors at events at GWCC, MBS and Centennial Olympic Park gathered by GWCCA and the Atlanta Convention and Visitors Bureau (ACVB), data regarding spending behaviors in the Atlanta travel market provided by Tourism Economics and economic multiplier analysis using the IMPLAN regional economic model for Georgia. Note that this period starts July 1, 2022 and ends June 30, 2023. In general, levels of travel and tourism spending are still lower than what they were prior to COVID19, but are above FY 2022 which included a portions of 2021 in which the impacts of the COVID19 shutdown likely still existed.

Overview of Georgia World Congress Center, Mercedes-Benz Stadium and Centennial Olympic Park

The Georgia World Congress Center opened in 1976 and, since that time, it has played a significant role in the economic development of the regional economy. Subsequent to its opening, the center has gone through major expansions; in 1985, 1992, 2002 and again in 2020. Today, the center boasts interior space of 3.9 million square feet; including 1.5 million square feet of prime, ground-level exhibit space, a 33,000 square foot ballroom, and 100 meetings rooms. These capabilities make GWCC the fourth largest convention center in the U.S. and position GWCC as a world-class facility for conventions, exhibitions, corporate meetings and other events. In addition, GWCC authority's new headquarters hotel operated by Hilton, is slated to open in early 2024. The hotel, with almost 1,000 rooms, will have a full array of services available to organizers, exhibitors as well as guests.

Mercedes-Benz Stadium replaced the Georgia Dome and hosted its first event in August 2017. The Dome was subsequently imploded, and the site will be the future home of a 13-acre green space and a luxury hotel. MBS seats 71,000 with the ability to expand capacity to 75,000. MBS is the permanent home of the Atlanta Falcons of the NFL and Atlanta United of MLS. Atlanta United set the MLS record for single game attendance as well as season attendance in its first year of operation. In addition, MBS hosted the College Football Playoff Championship game in January 2018, as well as the Super Bowl in

2019. MBS has quickly assumed the Georgia Dome's mantle as a major destination site for sporting events of global significance.

The 1996 opening of 21-acre Centennial Olympic Park provided additional outdoor gathering space for concerts, exhibits, receptions and charity events. The GWCC, MBS, and Centennial Olympic Park have served as anchors for the development of one of the largest convention, sports and entertainment complexes in the world. Major attractions in the immediate area include the Georgia Aquarium, the World of Coca Cola, the Chick-fil-A College Football Hall of Fame and the Center for Civil and Human Rights; all with easy access to Atlanta's major convention center hotels and MARTA.

In addition, GWCC became the host site of Junior Achievement's Finance Park and BizTown beginning in September 2013. JA BizTown creates a unique opportunity where students are able to interact within a simulated macro-economy, and take on the role of employee, taxpayer and consumer. During the visit to JA BizTown, students receive unique job assignments and work in teams at their assigned business. By the end of the simulation each student completes a day's work, develops a personal budget, deposits a paycheck at the bank and makes purchasing decisions. JA Finance Park gives students the rare opportunity to experience their personal financial futures first-hand. Upon entering the center, students receive a 'life situation' with job, income, education, and family scenarios. Based on their adult persona, students visit businesses in the simulation to gather information to make financial decisions, such as managing a household budget, using banking services, and making purchasing and investment decisions.

Economic Impact Analysis

Highlights

Table 1 shows a summary of the economic impact analysis as well as total spending by out-of-state visitors and by event type. The total economic impact of the GWCC, the MBS, and Centennial Olympic Park was \$1.77 billion in FY 2023. This amount represents the combined impact of various events at these facilities on output (sales or gross receipts). Of that total, \$1.58 billion or 89.6 percent results from spending by out-of-state visitors, approximately \$51.6 million or 2.9 percent results from spending by exhibitors and \$132.7 million or 7.5 percent results from spending by sponsoring organizations.

Of the \$1.77 billion total impact in FY 2023, approximately \$923.5 million results from the initial or direct spending by out-of-state visitors, exhibitors and sponsors. Approximately \$843.8 million is the added spending (indirect and induced spending or multiplier) impact (see Table 1). Dividing the total output impact by the total initial spending by out-of-state visitors, exhibitors and sponsoring organizations yields an overall multiplier of 1.90. On average, therefore, each dollar of initial spending generates an additional 90 cents in economic output for the state's economy.

The economic impact generated by the GWCCA complex also had a positive impact on Georgia's labor market. The GWCC, MBS and Centennial Olympic Park combined to add \$580.6 million in labor income and supported 16,607 jobs. In addition, this economic activity generated additional tax revenues for state and local governments. Combined the entities contributed \$95.8 million in tax and fee revenues to

the State and \$81.2 million to local governments. The latter figure includes \$26.1 million in hotel/motel taxes.

Georgia World Congress Center

In FY 2023, the GWCC accounted for \$970.4 million or 54.9 percent of the combined economic impact on output from the entire GWCCA complex (see Table 1). It generated \$317.7 million in labor income and supported 8,967 jobs. GWCC events generated \$55.0 million in tax and fee revenues received by the state and \$45.6 million in tax revenues received by local governments. This includes about \$16.0 million in hotel/motel tax revenues (see Table 16).

Mercedes-Benz Stadium

In FY 2023, MBS accounted for \$787.7 million or 44.6 percent of the combined economic impact on output from the entire GWCCA complex (see Table 1). MBS generated \$259.9 million in labor income and supported 7,554 in jobs. In addition, the events at the facility added \$44.8 million to tax and fee revenues received by the state government and about \$35.2 million in tax revenues received by local governments. This includes \$9.9 million in hotel/motel tax revenues (see Table 16).

Centennial Olympic Park

In FY 2023, Centennial Olympic Park accounted for \$9.1 million or 0.5 percent of the combined economic impact on output from the entire GWCCA complex (see Table 1). The Centennial Olympic Park generated \$3 million in labor income and supported 86 jobs. In addition, the events at the facility added \$550,00 to tax revenues received by the state government and about \$468,000 in tax revenues received by local governments. This includes \$188,000 in hotel/motel tax revenues.

Economic Impact Analysis Overview

Economic impacts are the net changes in regional output, labor income and employment that result from the incremental dollars that flow into a region due to a given event, facility or enterprise. This study examines the net changes that result from the various events that are held at GWCC, MBS and Centennial Olympic Park and measures the resulting impact on the economy of the state of Georgia.

Economic impact analysis measures the change in output, labor income and employment that occur in a region's industries when they produce goods and services to serve the demand of consumers, businesses, investors or governments that are from outside the region. In this study, the demand for goods and services originates with events held at the various facilities within the GWCCA complex and the region of interest is the entire state of Georgia. The demand or spending by various entities that participate in these activities contributes to the economic impact to the extent that they represent incremental dollars that would not be spent in the regional economy absent the specific event. Thus, if a visitor at a GWCC meeting is from Georgia, it is assumed that the spending to attend the event by that person would be spent on other goods and services in Georgia if that person had not attended that event. Spending by in-state visitors represents a shift in demand from one set of goods and services in Georgia to another set of goods and services in Georgia and, therefore, has no net economic impact.

Methodology

The process to estimate the economic impact of the GWCC, MBS and Centennial Olympic Park involved several steps. First, the GWCC Authority provided a list of events at each facility, the length of the event and the number of visitors at each event. Second, each event was classified to an event type for use in the EIC. Third, for each event type, the number of out-of-state visitors was calculated by applying assumptions about the share of visitors that come from outside of Georgia. Fourth, the EIC was used to estimate the direct spending by out-of-state visitors, exhibitors and sponsoring organizations for each event and for a number of spending components. Critical estimates and assumptions in this step include the number of visitors per room, the average daily spend by category for visitors, and the weighted average duration of stay of visitors. For example, an event may last 3 days but the duration of visits might range from one day to four or more days. For example, an exhibitor may arrive before the event starts and leave after its conclusion as it sets up and breaks down its exhibit. Also, visitors may only stay for part of the event. Fifth, the IMPLAN modeling system was used to estimate the economic impact of this facility related spending on Georgia output, employment and labor income. Finally, incremental tax revenues that results from these impacts were estimated.

IMPLAN is a regional input – output model which tracks how initial spending by category works its way through a regional economy. As part of this tracking, it uses sector multipliers to estimate the indirect impact of industries buying from other industries and the induced effects of household expenditures. This analysis used IMPLAN model data for the year 2019, the latest available at the time.

Out-of-State Visitors

Spending by out-of-state visitors is the largest component of total spending and generates the largest portion of total economic impact. Estimating spending by out-of-state visitors involved several steps. First, each event was classified to a group; each of which has its own spending characteristics. For GWCC events, eight types of events were used; trade shows, trade shows / corporate, conventions without exhibits – conferences, amateur sports large, amateur sports local, consumer shows, and general meetings. For MBS, eight types of events were used. However, these event types are grouped into a larger categories called major championships, Falcons, Atlanta United, and other sports and entertainment. Note the general meetings /other category formerly included in MBS (the Georgia Dome in some of these older reports) in previous years is now included in the Centennial Olympic Park section.

Second, for each event, the estimated number of visitors and the duration of the event are tracked. In addition, GWCC and ACVB have developed estimates of the portion of visitors that are out-of-state for each event type and the number of visitors per room. This information is input into the EIC which estimates the number of out-of-state visitor days based on the length of events and the number of visitors from outside of Georgia. This estimation explicitly accounts for the fact that some portion of visitors at events arrive after the start of the event and some portion leave before the event is over. Thus, simply taking the total number of out-of-state visitors and multiplying by the length of the event misstates the number of out-of-state visitor days. In addition, the calculator estimates the average daily

spend amount by category of spending for visitors, exhibitors and organizers of events based on the type of event. Note for FY 2023 the length of stay for MBS and park events is similar to that of FY 2020, which was a decline from the years prior to COVID19.

Table 2 reports total attendance, the percentage of out-of-state visitors and the number of out-of-state visitors. Events at the GWCC, MBS and Centennial Olympic Park attracted an estimated 1.2 million out-of-state visitors to the facilities. As noted, it is the spending by the out-of-state visitors plus that by exhibitors and sponsors that creates economic impact.

Table 3 lists the number of out-of-state visitor days. This is calculated within the EIC. Also listed is the approximate length of stay which was calculated by dividing the number of out-of-state days by the number of out-of-state visitors. As shown in Table 3, events held at the GWCCA complex generated 2.2 million out-of-state visitor days through their various events in FY 2023.

Spending by Out-of-State Visitors

The EIC was used to calculate the amounts spent by out-of-state visitors. Spending varies by each event type. Tables 4-10 list the average daily amount spent per out-of-state visitor for several types of spending for each category of event held at the GWCC. Tables 11 and 12 list the same information for events held at MBS and Table 13 lists the information for Centennial Olympic Park. The EIC uses an average per diem for each spending category differentiated by event type. Note that for lodging, the EIC explicitly accounts for the propensity of some visitors to share hotel rooms. Thus, the average daily spend per visitor day reflects both the average room rate as well as multiple occupancy per room by a portion of visitors.

Spending by Exhibitors

Spending by Exhibitors also represents an important source of economic impact. The EIC was used to estimate expenditures by exhibitors at various events. Exhibitors mostly participate only in trade shows and conferences at GWCC. Total direct spending by exhibitors was \$24.4 million and the total economic impact equaled \$51.6 million (see Table 1). Table 14 summarizes the spending by exhibitors calculated as the average daily amount per out-of-state visitor day at those events that had exhibitors held at GWCC.

Spending by Sponsors

Spending by sponsors is the third source of direct spending that creates economic impact. The EIC was used to estimate expenditures by sponsors at various events. Sponsor spending occurs at all event types. Total direct spending by sponsors was \$64.7 million and the total economic impact was \$132.7 million (see Table 1). Table 15 summarizes the spending by sponsors calculated as the average daily amount per out-of-state visitor day at all events held at GWCC.

Economic Multiplier Analysis

The direct spending by category was assigned to various economic sectors and modeled in IMPLAN. This system was used to estimate the total economic impact of spending by out-of-state visitors on output, labor income and supported employment. As noted, the economic multiplier (ratio of total economic impact to direct spending) is 1.90. Thus, each dollar of direct spending on GWCC, MBS and Centennial Olympic Park events generates an additional 90 cents in economic activity. (See Table 1 which also summarizes these results.)

Tax Revenues Collected by State and Local Governments

The economic activity generated by events held at the GWCC, MBS and Centennial Olympic Park also generates substantial tax revenues for Georgia's state and local governments. Sales tax and income tax, the two largest taxes by revenue source, are estimated using the data generated by IMPLAN as well as the spending data. State and local hotel and motel taxes can also be estimated. The remaining state taxes such as, motor fuel taxes, alcohol and tobacco taxes, corporate income taxes, motor vehicle taxes and other taxes are estimated in aggregate.

The process to estimate sales taxes consisted of two steps. First, direct spending by component was divided into two categories, taxable and non-taxable. The amount of taxable spending was multiplied by the state sales tax rate of 4 percent and a local sales tax rate of 4.90 percent. This effectively assumes that most of the taxable direct spending occurs in City of Atlanta in Fulton County. Second, sales tax generated from the indirect and induced spending is estimated. This spending is assumed to be broadly reflective of consumer spending in the state, of which it is estimated that 45 percent is subject to sales tax. As this spending occurs in counties around the state a local average sales tax rate of 3 percent is used.

Local hotel/motel tax revenues were estimated by applying the hotel/motel tax rate to the direct spending on lodging. No additional hotel/motel tax revenue was assumed to be added from the indirect and induced spending. In addition, Georgia imposed a \$5 per night fee on hotel and motel room rentals starting on July 1, 2015. This fee revenue was estimated by multiplying the rate times the number of room nights estimated by the EIC.

The basis for estimating state individual income tax revenues relies on IMPLAN's estimate of labor income associated with the added economic activity due to events at the GWCC, MBS and Centennial Olympic Park. While Georgia's top individual income tax rate is now 5.75 percent, the effective rate is lower due to exemptions, exclusions and deductions. To estimate the effective rate, income tax payments from the Georgia Department of Revenue (DOR) were utilized using the average labor income. This yields an estimate of the average effective tax rate of 3.33 percent. This percentage was applied to IMPLAN's estimate of the additional labor income generated by events at GWCCA.

Finally, revenue from other taxes was computed by using DOR tax collections for FY 2023. Using the DOR data it is possible to estimate the amount of other taxes that would be collected given the estimated amounts collected by the state for sales and income tax. In FY 2023, sales and income tax made up roughly 80 percent of all state tax collections and all other taxes accounted for the remaining 20 percent. We use these ratios to estimate the total amount of other taxes collected due to GWCCA

events and allocate the amounts to the different venues based on their share of total economic output. Table 16 details the estimated tax revenues from the events held at GWCC, MBS and Centennial Olympic Park in FY 2023.

Conclusions

This study estimates the economic impact from the direct spending of out-of-state visitors, exhibitors and sponsoring organizations of events held at the GWCCA complex. COVID19 had a major impact on 4th quarter FY 2020 revenue, with almost all travel and tourism activity coming to a halt. This is the second report issued since FY 2020. Levels of spending are not back to those prior to COVID19, however, the economic impact of the GWCCA complex in FY 2023 was still substantial, with an overall impact from direct spending totaling \$1.77 billion. In addition, these events added \$580.6 million in labor income and supported 16,607 jobs. These events led to an additional \$95.8 million in state tax and fee revenues and an additional \$81.2 million in local tax revenues including \$26.1 million in hotel/motel tax revenues.

These estimates represent new dollars that would not be spent in Georgia absent the events held at the GWCCA complex. There are additional positive impacts from these facilities that develop over the years and are beyond the scope of this analysis. For example, the facilities have provided an anchor for the development of the amenities and tourist attractions that surround the campus. These amenities and attractions bring visitors to the region unrelated to the events held at GWCC or MBS. However, the many out-of-state visitors that come to events at GWCC or MBS provide consistent demand for these facilities and help build a financial base that supports these other attractions. Similarly, the availability of these other tourism attractions makes GWCC, MBS and Centennial Olympic Park more appealing destinations for organizer's events. The economic impact from the synergies among the various facilities in the area is beyond the scope of this study. Rather, it measures only the impacts of the direct, indirect and induced spending associated with the events held at the GWCC, MBS and Centennial Olympic Park.

Georgia World Congress Center Authority

Economic Impact Analysis

FY 2023

Appendix

October 7, 2023

**Table 1: FY 2023
Economic Impact of the Georgia World Congress Center and
Mercedes-Benz Stadium on Georgia's Economy**

<u>Expenditure Category</u>	<u>Total Spending (\$ 2022)</u>	<u>Economic Impact on Output (\$ 2022)</u>	<u>Economic Impact on Labor Income (\$ 2022)</u>	<u>Economic Impact on Employment (# of Jobs)</u>
Grand Total	\$ 923,448,794	\$ 1,767,226,234	\$ 580,575,668	16,607
Visitors	834,316,026	1,582,903,448	522,299,216	15,187
Exhibitors	24,437,721	51,609,901	17,682,638	504
Sponsors	64,695,047	132,712,885	40,593,814	916
<u>Georgia World Congress Center</u>	<u>503,679,435</u>	<u>970,445,345</u>	<u>317,679,502</u>	<u>8,967</u>
Visitors				
Trade Shows	194,434,877	368,890,958	121,720,285	3,539
Conferences				
Trade Show / Corp	49,096,781	93,148,713	30,735,608	894
Convention w/o Exhibits - Conferences	44,745,300	84,892,879	28,011,490	815
Participation Sports				
Amateur Sports - Large	105,196,383	199,583,506	65,855,128	1,915
Amateur Sports - Local	0	0	0	0
Community Events	2,979,464	5,652,779	1,865,207	54
Graduations	674,224	1,279,169	422,078	12
Consumer Shows	12,888,987	24,453,590	8,068,775	235
General Meetings / Other	6,488,247	12,309,805	4,061,778	118
Exhibitors				
Trade Shows	16,353,263	34,620,115	11,861,579	338
Conferences				
Trade Show / Corp	5,106,443	10,810,421	3,703,878	105
Convention w/o Exhibits - Conferences	0	0	0	0
Participation Sports				
Amateur Sports - Large	0	0	0	0
Amateur Sports - Local	0	0	0	0
Community Events	409,733	867,412	297,194	8
Graduations	59,111	0	0	0
Consumer Shows	1,395,693	2,954,703	1,012,344	29
General Meetings / Other	0	0	0	0
Sponsors				
Trade Shows	38,109,139	78,175,595	23,912,113	540
Conferences				
Trade Show / Corp	14,911,725	30,589,328	9,356,571	211
Convention w/o Exhibits - Conferences	717,195	1,471,225	450,014	10
Amateur Sports	6,677,788	13,698,553	4,190,072	95
Consumer Shows Including Graduations	1,345,026	2,759,134	843,956	19
General Meetings	2,090,056	4,287,458	1,311,435	30
<u>Mercedes-Benz Stadium</u>	<u>415,024,415</u>	<u>787,728,439</u>	<u>259,910,154</u>	<u>7,554</u>
Visitors				
Spectator Events	412,128,828	781,910,120	258,001,234	7,502
Other	1,197,030	2,271,061	749,366	22
Exhibitors				
Spectator Events	958,118	2,028,351	694,956	20
Other	0	0	0	0
Sponsors				
Spectator Events	740,439	1,518,907	464,599	10
Other	0	0	0	0
<u>Centennial Olympic Park</u>	<u>4,744,943</u>	<u>9,052,450</u>	<u>2,986,012</u>	<u>86</u>
Visitors	\$4,485,904	8,510,867	2,808,269	82
Exhibitors	155,360	328,899	112,688	3
Sponsors	103,680	212,685	65,055	1

Source: GWCC Authority/ACVB, Tourism Economics, IMPLAN and Fiscal Research Center, Andrew Young School of Policy Research, Georgia State University

Table 2: FY 2023
The Georgia World Congress Center and Mercedes-Benz Stadium
Total Attendance

Category of Event	<u>Total Attendance</u>	<u>Percentage of Out-of-State Attendance</u>	<u>Out-of-State Attendance</u>
Grand Total	3,233,408	36%	1,158,058
Georgia World Congress Center	756,893	64%	485,443
Trade Shows	270,505	75%	202,879
Conferences			
Conferences / Corp	63,350	75%	47,513
Convention w/o Exhibits	58,250	75%	43,688
Participation Sports			
Amateur Sports - Large+local	220,554	70%	154,388
Graduations	11,000	20%	2,200
Consumer Shows	57,717	30%	17,315
General Meetings / Other	48,566	25%	12,142
Outdoor/Charity/Entertainment/Banquet	25,750	19%	5,020
Film Shoot	1,201	25%	300
Mercedes-Benz Stadium	2,453,515	27%	663,415
Falcons / ATL United	1,593,104	18%	280,386
Concerts	465,161	35%	162,806
Major Championships / Bowl Games	326,995	60%	196,197
All other sports	68,255	35%	24,026
Centennial Olympic Park	23,000	40%	9,200
Concerts / Festival	23,000	40%	9,200

**Table 3: FY 2023
The Georgia World Congress Center and Mercedes-Benz Stadium
Out-of-State Visitor Days**

Category of Event	Out-of-State Visitors	Wtd Avg Length of Stay (Days)	Total Number of Out-of-State Visitor Days
Grand Total	1,145,745	1.9	2,216,651
Georgia World Congress Center	485,143	3.1	1,515,028
Trade Shows	202,879	3.0	608,636
Conferences			
Trade Show / Corp	47,513	4.0	190,050
Convention w/o Exhibits - Conferences	43,688	4.0	174,750
Participation Sports			
Amateur Sports - Large+local	154,388	3.0	463,163
Graduations	2,200	1.0	2,200
Consumer Shows	17,315	3.0	51,945
General Meetings / Other	12,142	2.0	24,283
Outdoor/Charity/Entertainment/Banquet	5,020	3.0	15,059
Film Shoot	300	3.0	901
Mercedes-Benz Stadium	651,403	1.0	674,024
Falcons / ATL United	280,386	1.0	280,386
Concerts	162,806	1.1	185,428
Major Championships / Bowl Games	196,197	1.0	196,197
All other sports	12,013	1.0	12,013
Centennial Olympic Park	9,200	3.0	27,600
Concerts / Festival	9,200	3	27,600

**Table 4: FY 2023
Trade Shows: Average Daily Expenditures
Per Out-of-State Visitor (\$ 2022)**

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$175
Transportation	\$38
Food & Beverage	\$72
Retail	\$21
Recreation	\$14
Total	\$319

**Table 5: FY 2023
Conferences: Average Daily Expenditures
Per Out-of-State Visitor (\$2022)**

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$144
Transportation	\$32
Food & Beverage	\$59
Retail	\$14
Recreation	\$10
Total	\$258

Table 6: FY 2023
Conventions w/o Exhibits and Conferences: Average Daily Expenditures
Per Out-of-State Visitor '(\$ 2022)

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$136
Transportation	\$34
Food & Beverage	\$58
Retail	\$17
Recreation	\$11
Total	\$256

Table 7: FY 2023
Amatuer Sports Large+local: Average Daily Expenditures
Per Out-of-State Visitor (\$ 2022)

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$67
Transportation	\$38
Food & Beverage	\$64
Retail	\$39
Recreation	\$19
Total	\$227

Table 8: FY 2023
Consumer Shows: Average Daily Expenditures
Per Out-of-State Visitor '(\$ 2022)

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$108
Transportation	\$31
Food & Beverage	\$41
Retail	\$49
Recreation	\$19
Total	\$248

Table 9: FY 2023
Other cultural (commemorations, heritage, parades)
Average Daily Expenditures
Per Out-of-State Visitor '(\$ 2022)

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$102
Transportation	\$27
Food & Beverage	\$31
Retail	\$26
Recreation	\$12
Total	\$198

**Table 10: FY 2023
General Meetings: Average Daily Expenditures
Per Out-of-State Visitor '(\$ 2022)**

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$134
Transportation	\$47
Food & Beverage	\$58
Retail	\$17
Recreation	\$11
Total	\$267

**Table 11: FY 2023
MBS Spectator Events: Major Championships, Falcons, Atlanta United
Average Daily Expenditures Per Out-of-State Visitor (\$ 2022)**

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$191
Transportation	\$141
Food & Beverage	\$130
Retail	\$125
Recreation	\$142
Total	\$729

Table 12: FY 2023
MBS Other Sports and Entertainment
Average Daily Expenditures Per Out-of-State Visitor (\$ 2021)

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$167
Transportation	\$67
Food & Beverage	\$45
Retail	\$30
Recreation	\$18
Total	\$327

Table 13: FY 2023
Centennial Olympic Park Events:
Average Daily Expenditure
Per Out-of-State Visitor (\$ 2022)

Expenditure Category	Daily Amount Per Attendee (\$)
Lodging	\$85
Transportation	\$28
Food & Beverage	\$27
Retail	\$16
Recreation	\$6
Total	\$163

Table 14: FY 2023	
GWCC: Average Expenditures by Exhibitors	
Per Out-of-State Visitor Day (\$ 2022)	
Expenditure Category	Daily Amount Per Attendee (\$)
Business Services	\$3
Food & Beverage	\$6
Equipment	\$1
Space Rental	\$2
Other	\$6
Total	\$18

Table 15: FY 2023	
GWCC: Average Expenditures by	
Sponsoring Organizations per Out-of-State Visitor (\$ 2022)	
Expenditure Category	Daily Amount Per Attendee (\$)
Space Rental	\$9
Food & Beverage	\$17
Other	\$13
Total	\$39

Table 16: FY 2023
The Impact of the Georgia World Congress Center, Mercedes Benz Stadium
and Centennial Olympic Park on Taxes Collected by
by State and Local Government (\$ 2022)

Grand Totals	
Georgia Department of Revenues, Total	<u>\$95,781,488</u>
State Sales Tax Collections	\$50,948,623
State Personal Income Tax Collections	\$19,333,169
State Hotel/Motel Fee	\$7,923,904
State Collections - Other Taxes	\$17,575,792
Local Government, Total	<u>\$81,237,599</u>
Hotel/Motel Tax	\$26,067,863
Local Sales Taxes	\$55,169,736
Georgia World Congress Center	
Georgia Department of Revenues, Total	<u>\$52,517,893</u>
State Sales Tax Collections	\$27,478,835
State Personal Income Tax Collections	\$10,578,727
State Hotel/Motel Fee	\$4,945,940
State Collections - Other Taxes	\$9,514,391
Local Government, Total	<u>\$45,594,642</u>
Hotel/Motel Tax	\$15,951,948
Local Sales Taxes	\$29,642,694
Mercedes-Benz Stadium	
Georgia Department of Revenues, Total	<u>\$42,739,130</u>
State Sales Tax Collections	\$23,211,119
State Personal Income Tax Collections	\$8,655,008
State Hotel/Motel Fee	\$2,906,471
State Collections - Other Taxes	\$7,966,532
Local Government, Total	<u>\$35,175,319</u>
Hotel/Motel Tax	\$9,928,318
Local Sales Taxes	\$25,247,001
Centennial Olympic Park	
Georgia Department of Revenues, Total	<u>\$524,465</u>
State Sales Tax Collections	\$258,669
State Personal Income Tax Collections	\$99,434
State Hotel/Motel Fee	\$71,493
State Collections - Other Taxes	\$94,869
Local Government, Total	<u>\$467,638</u>
Hotel/Motel Tax	\$187,597
Local Sales Taxes	\$280,041