
**THE ECONOMIC IMPACT OF THE
GEORGIA WORLD CONGRESS CENTER
AND THE GEORGIA DOME
ON GEORGIA'S ECONOMY IN FY 2008**

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Executive Summary

Using data from fiscal year 2008, this report calculates the economic impacts that the Georgia World Congress Center (GWCC) and the Georgia Dome have on Georgia's economy. The benefits are estimated for three major categories of facilities-related expenditures: (1) spending by attendees; (2) spending by exhibitors; and (3) spending by the organizations that sponsor the events.

The fundamental finding of this study is that strategic decisions by state government to invest in the GWCC and the Georgia Dome have contributed to substantial economic activity in Georgia. The statewide economic impact of the GWCC and the Georgia Dome in FY 2008 includes:

- \$2.8 billion in sales (output);
- \$1.0 billion in labor income (earnings);
- 31,650 jobs;
- \$123 million in tax revenue for state government;
- \$55 million in sales tax revenue for local governments, and
- \$52 million in bed (hotel/motel) tax revenues for local governments.

Out of the \$2.8 billion output impact, \$1.7 billion (60 percent) results from spending by out-of-state attendees, \$918 million (32 percent) results from spending by exhibitors, and \$215 million (8 percent) results from spending by sponsoring organizations.

The GWCC generates the bulk of the economic impact, but the contribution of the Georgia Dome also is considerable. The GWCC accounted for \$2.6 billion (90 percent) of the combined economic impact on output. In contrast, the Georgia Dome accounted for \$286 million (10 percent) of the combined economic impacts on output.

The multiplier effect enhances the impact of initial spending. For example, of the FY 2008 total output impact, \$1.7 billion is the initial spending by attendees, exhibitors, and the organizations that sponsor the events. The induced or re-spending (multiplier) impact adds another \$1.1 billion in economic impact. Dividing the FY 2008 total output impact (\$2,842 million) by initial spending by attendees, exhibitors, and sponsoring organizations (\$1,746 million) yields an average multiplier value of 1.63. On average, therefore, every dollar of initial spending generates an additional 63 cents for the state's economy.

INTRODUCTION

How much does Georgia benefit economically from the Georgia World Congress Center and the Georgia Dome? This report quantifies the economic impacts that the GWCC and the Georgia Dome convey to the state. The benefits are estimated for three important categories of facility-related expenditures: (1) spending by out-of-state attendees; (2) spending by exhibitors; and (3) spending by the organizations that sponsor the events. The economic impacts are based on regional input-output models of Georgia's economy, certain necessary assumptions, and data obtained from the Georgia World Congress Center Authority, the U.S. Department of Commerce, the U.S. Bureau of Labor Statistics, the Georgia Department of Revenue, the International Association of Convention and Visitor Bureaus (IACVB), and the Travel Industry Association of America (TIA). Moreover, the emphasis is on funds received by Georgia's residents. The study reports expenditures and impacts for fiscal year 2008 (July 1, 2007 through June 30, 2008).

The Georgia World Congress Center and the Georgia Dome

Since it opened in 1976, the Georgia World Congress Center (GWCC) has helped to lead economic development in the entire state. Major expansions in 1985, 1992, and 2002 boosted interior space to 3.9 million square feet—including 1.4 million square feet of prime ground-level exhibit space, a 33,000 square-foot ballroom, and 106 meeting rooms—solidified the GWCC's competitive position as a world-class facility for conventions, exhibitions, corporate meetings, public gatherings, and other events. The GWCC is one of the five largest convention centers in the U.S. The completion in 1992 of the interconnected Georgia Dome added a 71,500-seat domed stadium to the facilities. The Dome's 102,000 square feet of column-free space and its many seating configurations accommodate a broad range of activities: sports, conventions, trade shows, exhibits, cultural events, and banquets. The 1996 opening of the 21-acre Centennial Olympic Park provided additional outdoor gathering space for concerts, exhibits, receptions, and meetings. The GWCC, the Georgia Dome, and Centennial Olympic Park together comprise one of the largest convention, sports, and entertainment complexes in the world. The GWCC and the Georgia Dome are located close to many of Atlanta's major convention hotels, the Georgia Aquarium, and MARTA.

ECONOMIC IMPACT HIGHLIGHTS

In the simplest and broadest terms, the total economic impact of the GWCC and the Georgia Dome on Georgia's economy was \$2.8 billion in fiscal year 2008. This amount represents the combined impact of the GWCC and the Dome on output (sales or gross receipts). Out of the \$2.8 billion, \$1.7 billion (60 percent) results from spending by out-of-state attendees, \$918 million (32 percent) results from spending by exhibitors, and \$215 million (8 percent) results from spending by sponsoring organizations.

Of the FY 2008 total, \$1,746 million is the initial spending by attendees, exhibitors, and the organizations that sponsor the events; \$1,096 million is the induced or re-spending (multiplier) impact. Dividing the FY 2008 total output impact (\$2,842 million) by initial spending by attendees, exhibitors, and sponsoring organizations (\$1,746 million) yields an average multiplier value of 1.63. On average, therefore, every dollar of initial spending generates an additional 63 cents for the state's economy.

The GWCC and the Georgia Dome together add \$990 million in labor income (earnings) to Georgia's economy and 31,650 jobs. Collectively, the GWCC and the Georgia Dome generated \$123 million in additional tax revenue for state government, \$55 million in additional sales tax revenue for local governments, and \$52 million in additional bed (hotel/motel) tax revenue.

The Georgia World Congress Center

In FY 2008, the GWCC accounted for \$2.6 billion (90 percent) of the combined economic impact on output. The GWCC generated \$890 million in labor income and 28,290 jobs. In addition, the presence of the facility added \$110 million to tax revenues received by state government. Local sales tax revenues were higher by \$49 million and bed taxes revenues were higher by \$47 million.

The Georgia Dome

In FY 2008, the Georgia Dome accounted for \$286 million (10 percent) of the combined economic impacts on output. The Georgia Dome generated \$100 million in labor income and 3,360 jobs. In addition, the presence of the facility added \$13 million to tax revenues received by the state. Local sales tax revenues increased by \$6 million and bed tax revenues were higher by \$5 million.

The Concept of Economic Impact

Short-term economic impacts are the net changes in regional output, labor income, and employment that are due to new dollars flowing into a region from a given enterprise or event of economic development. In this study, the enterprises or events of economic development are the GWCC and the Georgia Dome and the region is the state of Georgia.

Economists speak of economic impacts in terms of the changes in output, labor income, or employment that occur in the region's industries (including households) when they produce goods and services to satisfy demand by consumers, businesses, investors, or government that are from outside the region. So in this study, expenditures that represent the statewide effects of spending originating within Georgia are not counted as economic impacts. Also, expenditures that immediately flow to recipients located outside the state are not counted as economic impacts.

For goods made outside of Georgia, retail firms within the state create local value, but not the manufacturing firms that originally produced the goods elsewhere. So, when these goods are purchased locally, the benefits to Georgia's economy consist only of the retail margin.

METHODOLOGY

Estimating the economic impact of the GWCC and the Georgia Dome on the state's economy in FY 2008 involved several distinct steps. First, the number of attendees at each event was obtained from the GWCC Authority; and all events were allocated to one of several categories. The number of out-of-state attendees and their average length of stay were estimated. When appropriate, average daily expenditures per out-of-state attendee were estimated for attendees, exhibitors, and sponsoring organizations. Total spending by out-of-state attendees, exhibitors, and sponsoring organizations was estimated for each event category. Expenditures then were allocated to industrial sectors. The IMPLAN Professional Version 2.0 modeling system was used to estimate the economic impact of facility-related spending on output, labor income, and employment. Finally, tax impacts on state government and local government were estimated. All dollar amounts expressed in this report are expressed in current dollars.

Using the IMPLAN model and Type SAM multipliers, impacts associated with all categories of initial spending were estimated in terms of output, labor income, and employment. Type SAM multipliers capture the original expenditures resulting from the impact, the indirect effects of industries buying from industries, and the

induced effects of household expenditures based on information in the social accounts matrix; and also account for Social Security and income tax leakage, institutional savings, commuting, and inter-institutional transfers. Whenever appropriate, the IMPLAN software applied margins to convert purchaser prices to producer prices. In addition, the entire analysis was conducted using the full range of industrial sectors in order to avoid aggregation bias.

■ Spending by Out-of-State Attendees ■

Spending by out-of-state attendees constitutes the largest component of total spending and generates the largest proportion of total economic impacts. Estimating spending by out-of-state attendees at the GWCC and the Georgia Dome involved several distinct steps. First, each event was broadly classified as a trade show/convention, a public/consumer show, a corporate or other event, or as a Dome event. For each visitor category, Table 2 reports total attendance, the percentage of out-of-state attendees, and the number of out-of-state attendees.

Based on an analysis of the events in each category, average lengths of stay (days) were estimated. The average lengths of an out-of-state visitor's trip varied by the event category: 3.5 days for trade shows and conventions, 3 days for corporate and other events, and 2.5 days for visitors attending public and consumer shows, and 2 days for visitors attending events at the Georgia Dome. For each category, multiplying the number of out-of-state visitors by the average length of stay yielded estimates of total out-of-state visitor days, which are reported in Table 3. The GWCC and the Georgia Dome together generated over 3.2 million out-of-state visitor days.

Average daily expenditures per out-of-state visitor day are reported in Tables 4 through 7. The estimates are based on data obtained from the IACVB's *ExPact2004 Convention Expenditure and Impact Study* (revised in February 2005), the updated year-end 2005 spending figures for ExPact2005, and the year-to-date percent change in the Travel Industry Association of America's Travel Price Index through June 2008. The \$368 average daily expenditure estimated for visitors attending major trade shows and conventions (Table 4) is based on data for out-of-town delegates attending conventions, trade shows, and exhibitions in large markets. Average expenditures per out-of-state visitor day for the other categories are lower, reflecting the increased tendency for the remaining types of visitors to stay with friends and relatives, to share rooms, to stay in less expensive hotels, or to otherwise economize.

Total expenditures attributed to out-of-state visitors were obtained by multiplying average daily expenditures by the appropriate number of visitor days. Total daily expenditures are reported in the first column of Table 1, and amount to \$1.1 billion. These amounts were allocated to various economic sectors recognized by the IMPLAN Professional Version 2.0 economic impact modeling system. Finally, the IMPLAN system was used to estimate the total economic impact of spending by visitors on output, labor income, and employment. These impacts are reported in columns 2, 3, and 4 of Table 1.

■ Spending by Exhibitors ■

Spending by exhibitors also represents an important source of economic impact. Data used to estimate expenditures by exhibitors were obtained from the IACVB's *ExPact2004 Convention Expenditure and Impact*, the updated year-end 2005 spending figures for ExPact2005, and the year-to-date percent change in the Travel Industry Association of America's Travel Price Index through June 2008. For major trade shows and conventions, average spending by exhibitors per delegate (visitor) day is reported in Table 9 and amounts to \$216 per delegate day. Expenditures per delegate day for public and consumer shows as well as corporate and other events were estimated to be one-half of this total. Exhibitor spending was not estimated for events taking place at the Georgia Dome. Also, it should be noted that spending by exhibitors that arose from in-state visits was not included in the overall spending estimates. Total spending by exhibitors is reported in the first column of Table 1, and amounts to \$524 million. Finally, the IMPLAN modeling system was used to estimate the total economic impact of spending by exhibitors on output, labor income, and employment. These impacts also are reported in columns 2, 3, and 4 of Table 1.

■ Spending by Sponsoring Organizations ■

Spending by sponsoring organizations also generates economic impacts. Data regarding sponsoring organizations' spending per delegate day were obtained from the IACVB's *ExPact2004 Convention Expenditure and Impact Study*, the updated year-end 2005 spending figures for ExPact2005, and the year-to-date percent change in the Travel Industry Association of America's Travel Price Index through June 2008. For major trade shows and conventions, average spending by sponsoring organizations per delegate (visitor) day is reported in Table 8 and amounts to \$45 per delegate day. Expenditures per delegate day for all remaining event categories were estimated to be one-half of this total. Spending by sponsoring organizations that arose from in-state visits was not included in the overall spending estimates, however. Total spending by sponsoring organizations is reported in the first column of Table 1, and amounts to \$124 million. Finally, the IMPLAN modeling system was used to estimate the total economic impact of spending by sponsoring organizations on output, labor income, and employment—all of which are reported in columns 2, 3, and 4 of Table 1.

■ Tax Revenues Collected by State and Local Governments ■

The GWCC and the Georgia Dome generate substantial tax revenue for Georgia's state and local governments, primarily through sales taxes, personal income taxes, and bed taxes. Tax revenue impacts for state and local governments are reported in Table 10. Tax revenues were estimated by combining secondary data with the estimates of initial spending as well as the economic impact estimates generated by the IMPLAN modeling system. Simple ratios were used to calculate tax revenue impacts of the facilities. Accordingly, the values for revenue impacts are likely to be somewhat less precise than the expenditure, income, and earnings estimates from which the revenue impacts are derived.

At least two factors prevent direct multiplication of the output impacts by the state's general sales and use tax rate of 4 percent or by local sales tax rates. First, the IMPLAN modeling system expresses dollar amounts for retail trade, a major expenditure category subject to the tax, as the margin that is captured by local establishments. The tax rates apply to actual sales, however, not just to the margin that is captured locally. Second, the aggregation of business categories makes it difficult to determine the extent to which some categories are subject to taxation under current tax law. Estimating sales tax collections therefore involved estimating both the portion of initial spending that is subject to the tax and the portion of induced spending that is subject to the tax. In the case of the bed tax, only initial spending for hotel/motel rooms was multiplied by the bed tax rate; bed taxes on induced spending were not estimated.

Georgia's maximum personal income tax rate in FY 2008 was 6 percent, but due to progressions, exemptions, and deductions, the effective tax rate on personal income (adjusted for place of residence) is estimated at 2.85 percent. This rate was calculated by dividing personal income tax collections by total personal income. Multiplying the effective tax rate on personal income by model-based estimates of labor income yields an approximate estimate of by how much the facilities increased personal income taxes collected by the Georgia Department of Revenue.

Estimating the impact of the GWCC and the Georgia Dome on other state tax collections (motor fuel, corporate income, alcohol and tobacco, motor vehicle fees, and other tax revenues) was a two-step process. First, revenues collected by the Georgia Department of Revenue for other state taxes were divided by total gross state product. Second, the quotient was multiplied by the proportion of the output impact that constitutes value added, which is the approximate equivalent of gross state project within the IMPLAN modeling system.

CONCLUSIONS

To the extent that currently available information allows, this report estimates some of the economic impacts that the GWCC and the Georgia Dome bring to the state. In the simplest terms, the collective or rolled-up impact of both facilities on Georgia was \$2.8 billion in FY 2008. The GWCC and the Georgia Dome generated \$990 million in labor income and 31,650 jobs. In addition, the GWCC and the Georgia Dome added \$123 million to tax revenues received by state government. Local governments received an extra \$107 million. The estimated economic impacts only count the repercussion of “new” dollars flowing into Georgia from outside the state. Spending and impacts associated with attendees who are Georgia residents therefore are not included in the impact estimates.

The actual impact is much higher than these estimates, however, because the study’s limited scope does not consider any of the long-term benefits of the GWCC and the Georgia Dome to the state’s overall economic development. If the GWCC and the Georgia Dome were not available, it is likely that a substantial portion of spending related to in-state attendees would not have taken place in Georgia. The study does not estimate the benefits to residents of the state stemming from the lower costs of attending national meetings, conventions, trade shows, or public events that are held at either the GWCC or the Georgia Dome. Finally, the study does not attempt to measure the intangible benefits to residents of the state, such quality of life.

Table 1

**Economic Impact of the Georgia World Congress Center and
the Georgia Dome on Georgia's Economy,
FY 2008**

Expenditure Category	Total Spending (\$ 2008)	Economic Impact on Output (\$ 2008)	Economic Impact on Labor Income (\$ 2008)	Economic Impact on Employment (jobs)
GRAND TOTAL	1,745,563,242	2,841,625,456	989,817,407	31,650
Attendees	1,097,029,409	1,708,260,126	592,686,800	20,119
Exhibitors	524,469,571	918,468,591	324,341,383	9,335
Sponsors	124,064,262	214,896,739	72,789,224	2,196
GEORGIA WORLD CONGRESS CENTER	1,558,641,553	2,555,741,507	890,081,090	28,290
Attendees	924,169,519	1,446,733,190	501,200,623	17,008
Trade Shows/Conventions	834,510,466	1,310,899,052	453,674,437	15,395
Public & Consumer Shows	30,727,530	44,580,991	15,816,554	536
Corporate Events & Other	58,931,523	91,253,147	31,709,632	1,077
Exhibitors	524,469,571	918,468,591	324,341,383	9,335
Trade Shows & Conventions	489,873,037	857,881,985	302,946,265	8,719
Public & Consumer Shows	15,149,432	26,530,190	9,368,680	270
Corporate Events & Other	19,447,103	34,056,416	12,026,438	346
Sponsoring Organizations	110,002,462	190,539,726	64,539,084	1,947
Trade Shows & Conventions	102,746,171	177,970,809	60,281,776	1,819
Public & Consumer Shows	3,177,448	5,503,787	1,864,227	56
Corporate Events & Other	4,078,843	7,065,130	2,393,081	72
GEORGIA DOME	186,921,689	285,883,949	99,736,317	3,360
Attendees	172,859,890	261,526,936	91,486,177	3,111
Sponsoring Organizations	14,061,799	24,357,013	8,250,140	249

Source: GWCC Authority and the Selig Center for Economic Growth, Terry College of Business, The University of Georgia (July 25, 2008).

Table 2

**The Georgia World Congress Center and the Georgia Dome:
Total Attendance, FY 2008**

<u>Category of Event</u>	<u>Total Attendance</u>	<u>Percentage of Out-of-State Attendance</u>	<u>Out-of-State Attendance</u>
GRAND TOTAL	2,507,667	43	1,075,772
GEORGIA WORLD CONGRESS CENTER	1,312,453	58	765,016
Trade Shows & Conventions	697,578	93	648,748
Public & Consumer Shows	374,503	15	56,175
Corporate Events & Other	240,372	25	60,093
GEORGIA DOME	1,195,214	26	310,756

Source: GWCC Authority and the Selig Center for Economic Growth, Terry College of Business, The University of Georgia (July 25, 2008).

Table 3

**The Georgia World Congress Center and the Georgia Dome:
Out-of-State Visitor Days, FY 2008**

<u>Category of Event</u>	<u>Out-of-State Attendance</u>	<u>Average Length of Stay (Days)</u>	<u>Total Number of Out-of-State Visitor Days</u>
GRAND TOTAL	1,075,772	3.0	3,212,845
GEORGIA WORLD CONGRESS CENTER	765,016	3.4	2,591,334
Trade Shows & Conventions	648,748	3.5	2,270,616
Public & Consumer Shows	56,175	2.5	140,439
Corporate Events & Other	60,093	3.0	180,279
GEORGIA DOME	310,756	2.0	621,511

Source: GWCC Authority and the Selig Center for Economic Growth, Terry College of Business, The University of Georgia (July 25, 2008).

Table 4

**Major Trade Shows and Conventions: Average Daily Expenditures
per Out-of-State Visitor, FY 2008
(\$ 2008)**

<u>Expenditure Class</u>	<u>Daily Amount per Attendee (\$)</u>
Lodging & Incidentals	165.31
Food & Beverage	105.59
Entertainment/Recreation	11.30
Retail	40.10
Local Transportation	14.81
Auto Rental	11.75
Gas/Tolls/Parking/Other	18.67
Total	367.53

Source: Selig Center for Economic Growth, Terry College of Business, The University of Georgia, based on data obtained from the International Association of Convention and Visitor Bureaus' ExPact 2004 Convention Expenditure & Impact Study, the updated 2005 spending figures for ExPact2005, and the Travel Industry Association of America's Travel Price Index through June 2008 (July 25, 2008).

Table 5

**Public and Consumer Shows: Average Daily Expenditures
per Out-of-State Visitor, FY 2008
(\$ 2008)**

<u>Expenditure Class</u>	<u>Daily Amount per Attendee (\$)</u>
Lodging & Incidentals	82.66
Food & Beverage	52.79
Entertainment/Recreation	11.30
Retail	40.10
Local Transportation	7.40
Auto Rental	5.87
Gas/Tolls/Parking/Other	18.67
Total	218.80

Source: Selig Center for Economic Growth, Terry College of Business, The University of Georgia, based on data obtained from the International Association of Convention and Visitor Bureaus' ExPact 2004 Convention Expenditure & Impact Study, the updated 2005 spending figures for ExPact2005, and the Travel Industry Association of America's Travel Price Index through June 2008 (July 25, 2008).

Table 6

**Corporate Events and Other: Average Daily Expenditures
per Out-of-State Visitor, FY 2008
(\$ 2008)**

<u>Expenditure Class</u>	<u>Daily Amount per Attendee (\$)</u>
Lodging & Incidentals	140.52
Food & Beverage	89.75
Entertainment/Recreation	11.30
Retail	40.10
Local Transportation	14.81
Auto Rental	11.75
Gas/Tolls/Parking/Other	18.67
Total	326.89

Source: Selig Center for Economic Growth, Terry College of Business, The University of Georgia, based on data obtained from the International Association of Convention and Visitor Bureaus' ExPact 2004 Convention Expenditure & Impact Study, the updated 2005 spending figures for ExPact2005, and the Travel Industry Association of America's Travel Price Index through June 2008 (July 25, 2008).

Table 7

**Georgia Dome: Average Daily Expenditures
per Out-of-State Visitor, FY 2008
(\$ 2008)**

<u>Expenditure Class</u>	<u>Daily Amount per Attendee (\$)</u>
Lodging & Incidentals	110.76
Food & Beverage	70.74
Entertainment/Recreation	11.30
Retail	40.10
Local Transportation	14.81
Auto Rental	11.75
Gas/Tolls/Parking/Other	18.67
Total	278.13

Source: Selig Center for Economic Growth, Terry College of Business, The University of Georgia, based on data obtained from the International Association of Convention and Visitor Bureaus' ExPact 2004 Convention Expenditure & Impact Study, the updated 2005 spending figures for ExPact2005, and the Travel Industry Association of America's Travel Price Index through June 2008 (July 25, 2008).

Table 8

**Major Trade Shows and Conventions: Average Spending by Sponsored Organizations
per Out-of-State Delegate Day, FY 2008
(\$ 2008)**

<u>Expenditure Class</u>	<u>Daily Amount per Attendee (\$)</u>
Food & Beverage	11.58
Space Fees	11.40
Services Hired	10.36
Equipment Rental	4.53
Staff Living Expenses	2.81
Local Advertising	1.45
Technology Services	0.77
Local Transportation	0.50
Other	1.86
Total	45.25

Source: Selig Center for Economic Growth, Terry College of Business, The University of Georgia, based on data obtained from the International Association of Convention and Visitor Bureaus' ExPact 2004 Convention Expenditure & Impact Study, the updated 2005 spending figures for ExPact2005, and the Travel Industry Association of America's Travel Price Index through June 2008 (July 25, 2008).

Table 9

**Major Trade Shows and Conventions: Average Spending by Exhibitors
per Out-of-State Delegate Day, FY 2008
(\$ 2008)**

<u>Expenditure Class</u>	<u>Exhibitor Spending per Delegate Day (\$)</u>
Staff Living	105.50
Vendor Services	28.26
Food & Beverage	30.85
Equipment Rental	19.63
Local Advertising	6.26
Local Transportation	5.61
Services Hired	4.31
Space Fees	3.45
Other	11.87
Total	215.74

Source: Selig Center for Economic Growth, Terry College of Business, The University of Georgia, based on data obtained from the International Association of Convention and Visitor Bureaus' ExPact 2004 Convention Expenditure & Impact Study, the updated 2005 spending figures for ExPact2005, and the Travel Industry Association of America's Travel Price Index through June 2008 (July 25, 2008).

Table 10

**The Impact of the Georgia World Congress Center and the Georgia Dome
on Taxes Collected by State and Local Governments
by Revenue Source, FY 2008**

	Revenue (\$ 2008)
GRAND TOTALS	
Georgia Department of Revenue, Total	122,866,019
State Sales Tax Collections	73,009,655
State Personal Income Tax Collections	35,836,933
Other State Tax Collections	14,019,431
Local Government, Total	106,928,533
Bed Tax	52,171,291
Local Sales Taxes	54,757,241
GEORGIA WORLD CONGRESS CENTER	
Georgia Department of Revenue, Total	109,734,649
State Sales Tax Collections	64,869,620
State Personal Income Tax Collections	32,249,144
Other State Tax Collections	12,615,886
Local Government, Total	95,943,734
Bed Tax	47,291,519
Local Sales Taxes	48,652,215
GEORGIA DOME	
Georgia Department of Revenue, Total	13,131,370
State Sales Tax Collections	8,140,036
State Personal Income Tax Collections	3,587,789
Other State Tax Collections	1,403,545
Local Government, Total	10,984,798
Bed Tax	4,879,772
Local Sales Taxes	6,105,027

Other State Tax Collections include revenue from the motor fuel tax, corporate income tax, liquor, beer and wine taxes, cigars and cigarette tax, motor vehicle fees, other tax revenues, and amounts collected by other state agencies.

Source: The Selig Center for Economic Growth, Terry College of Business, The University of Georgia (July 25, 2008).