MINUTES OF THE 72nd MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 72nd meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on May 9, 2017 at 9:00 a.m. in the Administrative Conference Room of the Administrative Offices at the Music City Center, Nashville, Tennessee.

AUTHORITY MEMBERS PRESENT: Marty Dickens, Irwin Fisher, Randy Goodman, Vonda McDaniel, Willie McDonald, Randy Rayburn, Renata Soto, and Leigh Walton

AUTHORITY MEMBERS NOT PRESENT: David McMurry

OTHERS PRESENT: Charles Starks, Charles Robert Bone, Erin Hampton, Brian Ivey, Jasmine Quattlebaum, Heidi Runion, Mary Brette Wylly, Larry Atema, Jordan Wyman, and Lynn Knox

Chair Marty Dickens opened the meeting for business at 9:00 a.m. and stated that a quorum was present.

ACTION: Appeal of Decisions from the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County – Pursuant to the provisions of § 2.68.030 of the Metropolitan Code of Laws, please take notice that decisions of the Convention Center Authority may be appealed if and to the extent applicable to the Chancery Court of Davidson County for review under a common law writ of certiorari. These appeals must be filed within sixty days after entry of a final decision by the Authority. Any person or other entity considering an appeal should consult with private legal counsel to ensure that any such appeals are timely and that all procedural requirements are met.

ACTION: Randy Goodman made a motion to approve the 71st Meeting Minutes of March 9, 2017. Irwin Fisher seconded the motion, and the Authority approved unanimously.

The next regularly scheduled meeting is TBD.

Charles Starks presented an update on the Nashville Chamber of Commerce and Metro Public Schools – Academy Partnership of the Year Award for Hospitality and Tourism honoring the Music City Center (Attachment #1), and there was discussion.

Charles Starks presented an update on the Music City Center being a Pencil Finalist (Attachment #1), and there was discussion.

Charles Starks and Jasmine Quattlebaum presented the FY '17 3rd Quarter DBE Results (Attachment #1), and there was discussion.
Charles Starks and Larry Atema presented an update on the construction activity on the Market and Cafe, Exhibit Hall concourse and the Davidson Ballroom prefunction expansion (Attachment #1), and there was discussion.

Charles Starks gave an update on the Homeland Security Survey, and there was discussion.

Charles Starks gave an update on Metro Council presentation Monday, May 8, 2017, and there was discussion.

Charles Starks presented an update on Tax Collections (Attachment #1), and there was discussion.

Charles Starks gave an update on PCMA, and there was discussion.

Charles Starks gave an update on Bridgestone Parking, and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 9:55 a.m.

Respectfully submitted,

Charles L. Starks
President & CEO
Convention Center Authority

Approved:

Marty Dickens, Chair
CCA 72nd Meeting Minutes
of May 9, 2017
Appeal of Decisions

Appeal of Decisions from the Convention Center Authority – Pursuant to the provisions of § 2.68.030 of the Metropolitan Code of Laws, please take notice that decisions of the Convention Center Authority may be appealed if and to the extent applicable to the Chancery Court of Davidson County for review under a common law writ of certiorari. These appeals must be filed within sixty days after entry of a final decision by the Authority. Any person or other entity considering an appeal should consult with private legal counsel to ensure that any such appeals are timely and that all procedural requirements are met.

Welcome Leigh Walton

Leigh has been a leader in the development of the nationally acclaimed healthcare practice at Bass, Berry & Sims and has advised a wide variety of public companies in the areas of healthcare mergers, acquisitions, finance and corporate governance.

Leigh has generously served the Nashville community for years and we are very excited to have her join the CCA.

Happy Birthday

Rich Riebeling
May 4th

Randy Goodman
May 10th

Nashville Chamber of Commerce and Metro Public Schools - Award

Operations Update
**FY '17 3rd Quarter DBE Results**

**LMG FY17 3rd Quarter DBE Participation**

**DBE Participation Summary**

<table>
<thead>
<tr>
<th>Category</th>
<th>FY17 Goal</th>
<th>Dollars Spent</th>
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<tr>
<td>Minority Owned Businesses</td>
<td>$206,000</td>
<td>$76,559</td>
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<tr>
<td>Women Owned Businesses</td>
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<tr>
<td>Small Business Enterprise</td>
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<tr>
<td>Total</td>
<td>2</td>
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**Centerplate FY17 3rd Quarter DBE Participation Summary**

- Non Diversity Large Business: 32.0%
- Small Business Enterprise: 32.0%
- Woman Owned Business: 6.0%
- Total Female Ethnic Minority: 10.0%
- Total Male Ethnic Minority: 6.0%

**DBE Participation Summary: FY16 Goal 25%**

<table>
<thead>
<tr>
<th>Category</th>
<th>% of Total</th>
<th># of Companies</th>
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<tbody>
<tr>
<td>Minority Owned Businesses</td>
<td>1.89%</td>
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<tr>
<td>Women Owned Businesses</td>
<td>28.05%</td>
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<tr>
<td>Small Business Enterprise</td>
<td>3.22%</td>
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<tr>
<td>Total</td>
<td>33.16%</td>
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**Centerplate FY17 3rd Quarter DBE Participation Dollars Spent**

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<thead>
<tr>
<th>DBE Classification</th>
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<tbody>
<tr>
<td>Ethnic Minority Male</td>
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<tr>
<td>African American Owned</td>
<td>$27,311 (1.74%)</td>
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<tr>
<td>Total Minority Business Enterprise</td>
<td>$29,752 (1.89%)</td>
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<tr>
<td>Total Woman Owned</td>
<td>$441,270 (28.05%)</td>
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<tr>
<td>Total Small Business</td>
<td>$50,717 (3.22%)</td>
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<tr>
<td>Total DBE Participation</td>
<td>$521,749 (33.16%)</td>
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<tr>
<td>Total Non Diversity Business</td>
<td>$1,051,658 (66.84%)</td>
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Centerplate FY17 YTD DBE Participation Dollars Spent as of 3/31/2017

- DBE Classification
  - DBE Dollars Spent:
    - Ethnic Minority Male
      - African American Owned
        - Total Minority Business Enterprise: $43,851 (1.41%)
        - Total Woman Owned: $865,092 (27.76%)
        - Total Small Business: $117,169 (3.76%)
    - Total DBE Participation: $1,029,646 (33.04%)
    - Total Non Diversity Business: $2,086,996 (66.96%)

Music City Center FY17 3rd Quarter DBE Participation Summary

- DBE Classification
  - DBE Dollars Spent:
    - Ethnic Minority Male
      - African American Owned
        - Total Minority Business Enterprise: $164,298 (1.83%)
        - Total Woman Owned: $47,301 (1.10%)
        - Total Small Business: $211,599 (4.93%)
    - Total DBE Participation: $828,486 (47.97%)
    - Total Non Diversity Business: $898,492 (52.03%)

Music City Center FY17 YTD DBE Participation Summary as of 3/31/2017

- DBE Classification
  - DBE Dollars Spent:
    - Ethnic Minority Male
      - African American Owned
        - Total Minority Business Enterprise: $211,599 (4.93%)
        - Total Woman Owned: $752,545 (17.54%)
        - Total Small Business: $877,394 (20.45%)
    - Total DBE Participation: $1,841,538 (33.04%)
    - Total Non Diversity Business: $2,448,501 (66.96%)
attachment #1
convention center authority meeting
may 9, 2017

omni 2017 local participation

<table>
<thead>
<tr>
<th>month</th>
<th>jan</th>
<th>feb</th>
<th>mar</th>
<th>apr</th>
<th>may</th>
<th>jun</th>
<th>jul</th>
<th>aug</th>
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omni 2017 dbe participation

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construction update

market & cafe
CONTRACTED VEHICLE

- YTD Collections
  - FY'13: $403,436
  - FY'14: $494,039
  - FY'15: $486,790
  - FY'16: $675,041
  - FY'17: $1,010,830

- Total Year Collections
  - FY'13: $0
  - FY'14: $649,883
  - FY'15: $757,680
  - FY'16: $788,884
  - FY'17: $1,165,962

RENTAL VEHICLE

- YTD Collections
  - FY'13: $1,260,741
  - FY'14: $1,380,663
  - FY'15: $1,387,936
  - FY'16: $1,586,294
  - FY'17: $1,150,000

- Total Year Collections
  - FY'13: $0
  - FY'14: $1,260,741
  - FY'15: $1,380,663
  - FY'16: $1,387,936
  - FY'17: $1,586,294

CAMPUS TAX

- YTD Collections
  - FY'14: $4,789,844
  - FY'15: $9,287,066
  - FY'16: $10,755,784
  - FY'17: $12,358,057

- Total Year Collections
  - FY'14: $11,491,397
  - FY'15: $16,108,682
  - FY'16: $16,380,772
  - FY'17: $12,358,057

TOTAL MCC COLLECTIONS BY YEAR WITH CAMPUS TAX

- YTD Collections
  - FY'13: $0
  - FY'14: $21,219,506
  - FY'15: $24,584,812
  - FY'16: $27,678,196
  - FY'17: $29,586,432

- Total Year Collections
  - FY'13: $40,047,805
  - FY'14: $30,022,775
  - FY'15: $4,789,844
  - FY'16: $9,287,066
  - FY'17: $10,755,784

- Total Without Campus
  - FY'13: $35,144,103
  - FY'14: $24,732,931
  - FY'15: $19,678,978
  - FY'16: $17,220,379
  - FY'17: $18,805,077

MARCH EVENTS

- 23 Events
- 46,993 Attendees
- 23,081 Room Nights
- $24,937,588 Economic Impact

APRIL EVENTS

- 45 Events
- 89,650 Attendees
- 41,237 Room Nights
- $74,872,172 Economic Impact
MARCH TOURS & SITE VISITS

- 2 Sales Site Visits
- 3 Group tours with 48 attendees

APRIL TOURS & SITE VISITS

- 11 Sales Site Visits
- 5 Group tours with 88 attendees