

## **MINUTES OF THE 72<sup>nd</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY**

The 72<sup>nd</sup> 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 Wyllly, 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 71<sup>st</sup> 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 3<sup>rd</sup> Quarter DBE Results (Attachment #1), and there was discussion.

Charles Starks and Larry Ateama 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,



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Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:



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Marty Dickens, Chair  
CCA 72<sup>nd</sup> Meeting Minutes  
of May 9, 2017

# CONVENTION CENTER AUTHORITY



## 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 4<sup>th</sup>



Randy Goodman  
May 10<sup>th</sup>



## Nashville Chamber of Commerce and Metro Public Schools - Award



## Operations Update

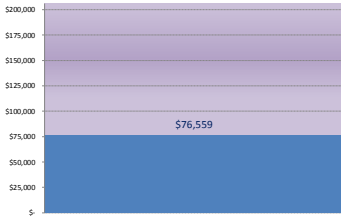


### Pencil Finalist

### FY '17 3<sup>rd</sup> Quarter DBE Results

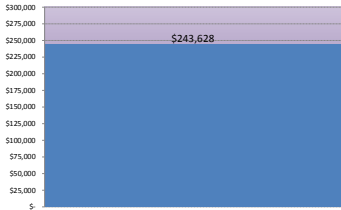


#### LMG FY17 3rd Quarter DBE Participation



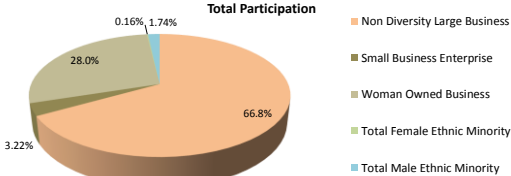
DBE Participation Summary			# OF COMPANIES
LMG DBE FY17 Goal	\$206,000	MINORITY OWNED BUSINESSES	0
2nd Qtr DBE Dollars Spent	\$76,559	WOMEN OWNED BUSINESSES	0
% of DBE Goal 4th Qtr	37%	SMALL BUSINESS ENTERPRISE	2
		<b>TOTAL</b>	<b>2</b>

#### LMG FY17 YTD DBE Participation



DBE Participation Summary			# OF COMPANIES
LMG DBE FY17 Goal	\$206,000	MINORITY OWNED BUSINESSES	0
YTD DBE Dollars Spent	\$243,628	WOMEN OWNED BUSINESSES	0
% of DBE Goal Reached	118%	SMALL BUSINESS ENTERPRISE	2
		<b>TOTAL</b>	<b>2</b>

#### Centerplate FY17 3rd Quarter DBE Participation Summary

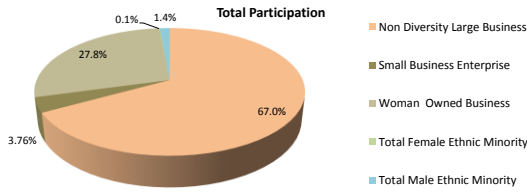


DBE PARTICIPATION SUMMARY: FY16 Goal 25%		
	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	1.89%	3
WOMEN OWNED BUSINESSES	28.05%	7
SMALL BUSINESS ENTERPRISE	3.22%	2
<b>TOTAL</b>	<b>33.16%</b>	<b>12</b>

#### Centerplate FY17 3rd Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$27,311 (1.74%)
<b>Total Minority Business Enterprise</b>	<b>\$29,752 (1.89%)</b>
<b>Total Woman Owned</b>	<b>\$441,270 (28.05%)</b>
<b>Total Small Business</b>	<b>\$50,717 (3.22%)</b>
<b>Total DBE Participation</b>	<b>\$521,740 (33.16%)</b>
<b>Total Non Diversity Business</b>	<b>\$1,051,658 (66.84%)</b>

### Centerplate FY17 YTD DBE Participation Dollars Spent as of 3/31/2017



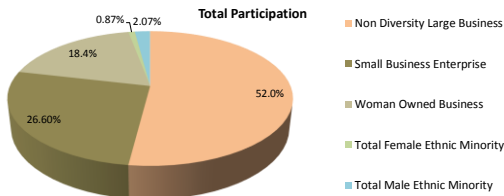
DBE PARTICIPATION SUMMARY:	% OF TOTAL	# OF COMPANIES
<b>FY16 Goal 25%</b>		
MINORITY OWNED BUSINESSES	1.52%	3
WOMEN OWNED BUSINESSES	27.76%	7
SMALL BUSINESS ENTERPRISE	3.76%	2
<b>TOTAL</b>	<b>33.04%</b>	<b>12</b>

### Centerplate FY17 YTD DBE Participation Dollars Spent as of 3/31/2017

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$43,851 (1.41%)
<b>Total Minority Business Enterprise</b>	<b>\$47,385 (1.52%)</b>
<b>Total Woman Owned</b>	<b>\$865,092 (27.76%)</b>
<b>Total Small Business</b>	<b>\$117,169 (3.76%)</b>

<b>Total DBE Participation</b>	<b>\$1,029,646 (33.04%)</b>
<b>Total Non Diversity Business</b>	<b>\$2,086,996 (66.96%)</b>

### Music City Center FY17 3<sup>rd</sup> Quarter DBE Participation Summary



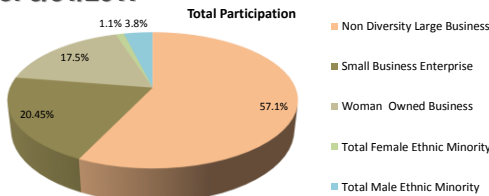
DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	2.95%	7
WOMEN OWNED BUSINESSES	18.43%	14
SMALL BUSINESS ENTERPRISE	26.60%	7
<b>TOTAL</b>	<b>47.97%</b>	<b>28</b>

### Music City Center FY17 3<sup>rd</sup> Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$35,816 (2.07%)
Ethnic Minority Female	
African American Owned	\$15,048 (.87%)
<b>Total Minority Business Enterprise</b>	<b>\$50,864 (2.95%)</b>
<b>Total Woman Owned</b>	<b>\$318,241 (18.43%)</b>
<b>Total Small Business</b>	<b>\$459,381 (26.60%)</b>

<b>Total DBE Participation</b>	<b>\$828,486 (47.97%)</b>
<b>Total Non Diversity Business</b>	<b>\$898,492 (52.03%)</b>

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



DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	4.93%	7
WOMEN OWNED BUSINESSES	17.54%	14
SMALL BUSINESS ENTERPRISE	20.45%	7
<b>TOTAL</b>	<b>42.93%</b>	<b>28</b>

### Music City Center FY17 YTD DBE Participation Dollars Spent as of 3/31/2017

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$164,298 (3.83%)
Ethnic Minority Female	
African American Owned	\$47,301 (1.10%)
<b>Total Minority Business Enterprise</b>	<b>\$211,599 (4.93%)</b>
<b>Total Woman Owned</b>	<b>\$752,545 (17.54%)</b>
<b>Total Small Business</b>	<b>\$877,394 (20.45%)</b>

<b>Total DBE Participation</b>	<b>\$1,841,538 (42.93%)</b>
<b>Total Non Diversity Business</b>	<b>\$2,448,501 (57.07%)</b>

### OMNI 2017 Local Participation

COMMITMENT TO LOCAL HIRING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Total FTEs GOAL: 300	719											
# FTEs (40 hours) Residents of Nashville Metropolitan Statistical Area Goal: 250	708											
# FTEs (40 hours) Residents of Davidson County Goal: 200	576											

### OMNI 2017 DBE Participation

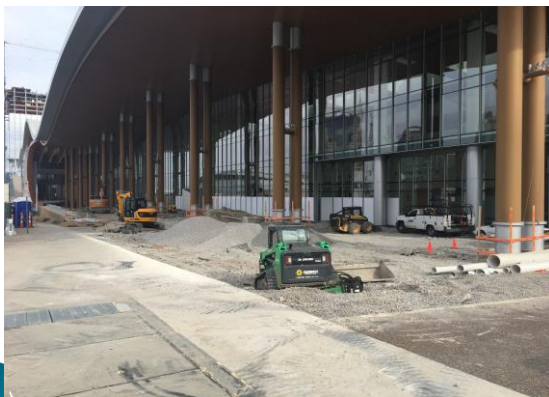
SUPPLY AND SERVICE EXPENDITURE COMMITMENT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2017 Total
Nashville Metropolitan Statistical Area Businesses Goal: \$100,000/yr.	\$128,743												\$128,743
Small, minority and women owned business enterprises Goal: \$50,000/yr.	\$19,950												\$19,950

### DBE HAPPENINGS



### Construction Update

### Market & Cafe





**Davidson Ballroom**





## Tax Collections

### MCC/HOTEL TAX COLLECTION Collections Thru February 2017

	2/5 of 5% Occupancy Tax	Net 1% Occupancy Tax	\$2 Room Tax	Contracted Vehicle Tax	Rental Vehicle Tax	Campus Tax	Total	Variance to FY 16-16
July	\$1,847,920	\$792,661	\$1,210,579	\$131,291	\$144,778	\$2,205,965	\$6,333,193	19.11%
August	\$1,720,791	\$761,538	\$1,157,888	\$137,780	\$141,582	\$1,609,885	\$5,529,464	13.78%
September	\$1,775,780	\$781,068	\$1,127,450	\$158,112	\$146,460	\$728,874	\$4,717,745	-7.57%
October	\$1,938,401	\$833,490	\$1,149,688	\$74,982	\$148,399	\$1,634,074	\$5,779,033	-8.84%
November	\$1,777,307	\$820,042	\$1,117,132	\$228,456	\$123,048	\$2,292,364	\$6,358,349	37.99%
December	\$1,274,424	\$508,928	\$913,625	\$108,138	\$111,735	\$516,307	\$3,433,157	-8.01%
January	\$1,117,123	\$473,570	\$827,220	\$111,566	\$95,008	\$1,983,754	\$4,608,242	17.98%
February	\$1,754,474	\$778,119	\$1,106,592	\$60,506	\$98,782	\$1,386,834	\$5,185,307	10.26%
March	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
April	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
May	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
June	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
YTD Total	\$13,206,219	\$5,749,416	\$8,610,174	\$1,010,830	\$1,009,792	\$12,358,057	\$41,944,489	19.63%

### MCC/HOTEL TAX COLLECTION

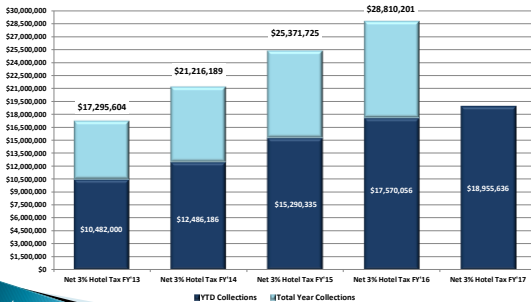
#### MCC Portion of February 2017 Tourism Tax Collections

	FY 2016	FY 2017	Variance
2/5 of 5% Occupancy Tax	\$1,421,082	\$1,754,474	23.46%
Net 1% Occupancy Tax	\$610,775	\$778,119	27.40%
\$2 Room Tax	\$970,335	\$1,106,592	14.04%
Contracted Vehicle	\$98,425	\$60,506	-38.53%
Rental Vehicle	\$99,936	\$98,782	-1.15%
Campus Sales Tax	\$1,502,041	\$1,386,834	-7.67%
TDZ Sales Tax Increment	\$0	\$0	0.00%
<b>Total Tax Collections</b>	<b>\$4,702,594</b>	<b>\$5,185,307</b>	<b>10.26%</b>

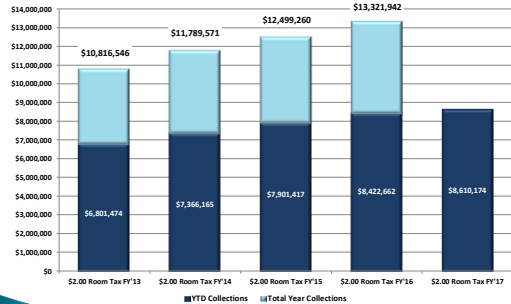
#### MCC Portion of Year-to-Date FY2017 Tourism Tax Collections

	FY 2016	FY 2017	Variance
2/5 of 5% Occupancy Tax	\$12,295,706	\$13,206,219	7.41%
Net 1% Occupancy Tax	\$5,274,350	\$5,749,416	9.01%
\$2 Room Tax	\$8,422,662	\$8,610,174	2.23%
Contracted Vehicle	\$574,959	\$1,010,830	49.76%
Rental Vehicle	\$1,010,437	\$1,009,792	-0.06%
Campus Sales Tax	\$10,755,784	\$12,358,057	14.90%
TDZ Sales Tax Increment	\$15,669,415	\$22,778,163	45.37%
<b>Total YTD Tax Collections</b>	<b>\$54,103,313</b>	<b>\$64,722,651</b>	<b>19.63%</b>

### NET 3% HOTEL TAX

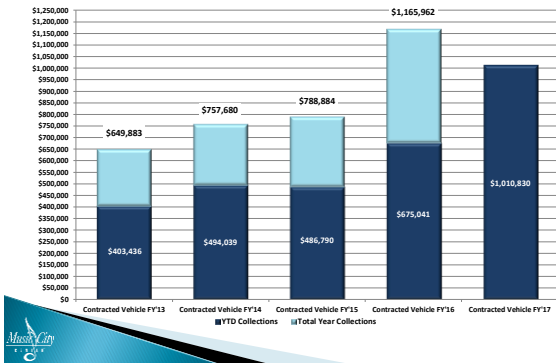


### \$2 ROOM TAX

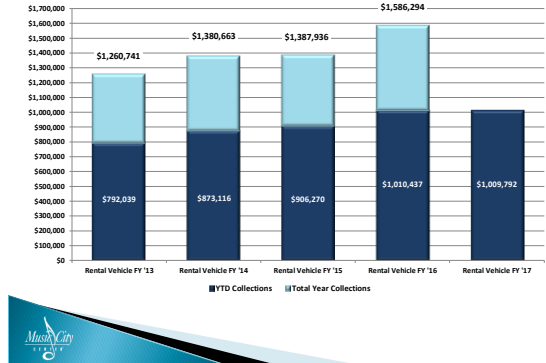




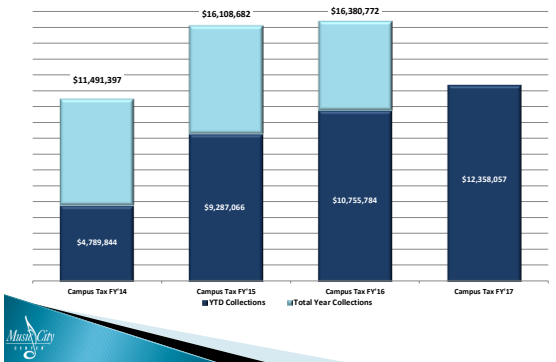
### CONTRACTED VEHICLE



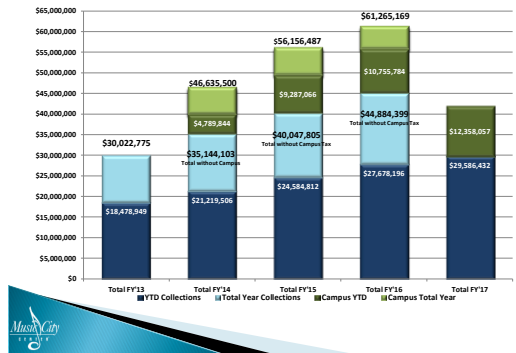
### RENTAL VEHICLE



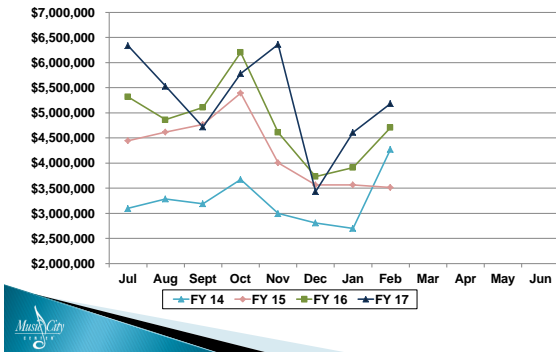
### CAMPUS TAX



### TOTAL MCC COLLECTIONS BY YEAR WITH CAMPUS TAX



### TOTAL MCC COLLECTIONS BY YEAR (excludes TDZ)



### 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



**CONVENTION CENTER  
AUTHORITY**

