

MINUTES OF THE 106th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 106th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on February 3, 2022 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, Norah Buikstra, Alfred Degrafinreid II, Barrett Hobbs, and Vonda McDaniel

AUTHORITY MEMBERS NOT PRESENT: Robert Davidson and Seema Prasad

OTHERS PRESENT: Charles Starks, Charles Robert Bone, Irwin Fisher, Eric Blouin, Brian Ivey, Heather Jensen, Elisa Putman, Jasmine Quattlebaum, Heidi Runion, and Robert Rice

Chair Marty Dickens opened the meeting for business at 9:07 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: Vonda McDaniel made a motion to approve the 105th Meeting Minutes of November 30, 2021. The motion was seconded by Alfred Degrafinreid II and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for March 3, 2022 at 9:00 am.

The Convention Center Authority thanked Irwin Fisher for her dedicated service to the Board (Attachment #1) and there was discussion.

The Convention Center Authority thanked Marty Dickens for his dedicated service to the Board and the community (Attachment #1) and there was discussion

Charles Starks, Heidi Runion, Jasmine Quattlebaum, Eric Blouin and Robert Rice provided information on the RFP Payroll/Time & Attendance/Human Resources Information System (Attachments #1 & #2) and there was discussion

ACTION: Vonda McDaniel made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to execute an agreement with Paycor for Payroll, Time, Attendance and Human Resource Information Systems for the Music City Center on substantially the same terms as considered this day. The motion was seconded by Norah Buikstra and approved unanimously by the Authority.

Charles Starks and Brian Ivey provided an update on Lost Business due to COVID-19 (Attachment #1) and there was discussion.

Charles Starks provided an update on STR, LLC Statistics for Davidson County and downtown hotels (Attachment #1) and there was discussion.

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

Charles Starks provided information on the Green Roof Presentation (Attachment #1) and there was discussion.

Charles Starks provided information on the We're Back Video (Attachment #1) and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 10:10 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



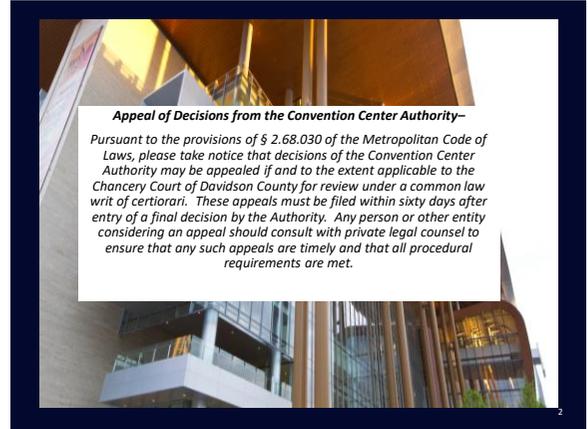
Vonda McDaniel, Vice Chair
CCA 106th Meeting Minutes
of February 3, 2022



Convention Center Authority

February 3, 2022

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We appreciate your dedicated service to the CCA Board!



Irwin Fisher
Board Member 2013 - 2021

3

3

We appreciate your dedicated service to the CCA Board!



Marty Dickens
Board Member 2009 - 2021

4

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OPERATIONS UPDATE

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RFP PAYROLL/TIME & ATTENDANCE/HUMAN RESOURCES INFORMATION SYSTEM

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FY 2022 COVID Impact on Bookings

Cancelled Events

as of 02/2/2022

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
28	52k	18.7k	\$3.5M	\$36M

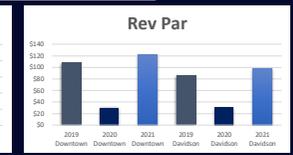
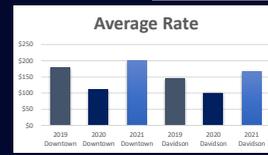
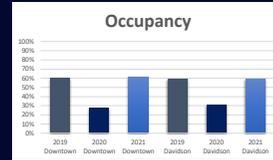
Rebooked Events

as of 02/2/2022

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
1	2k	4k	\$677k	\$2.8M

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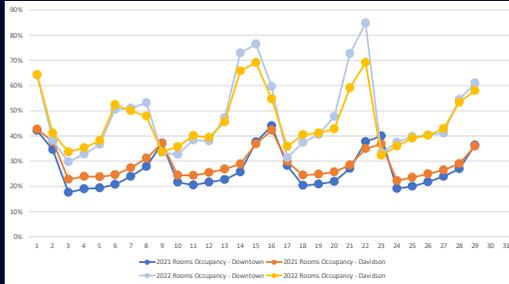
Hotel Statistics Comparison – December 2019, 2020 & 2021



(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

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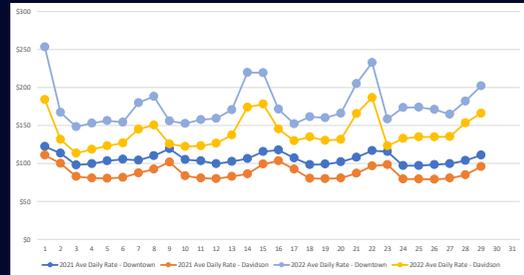
January Rooms Occupancy by day



(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

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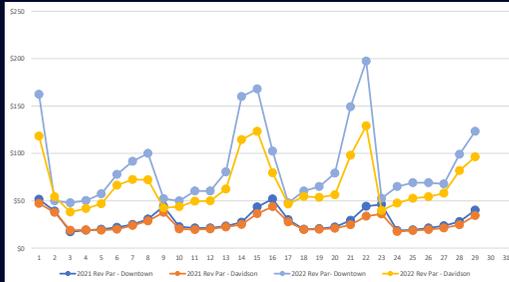
January Average Daily Rate



(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

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January Rev Par by Day



(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

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TAX COLLECTIONS



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MCC/Hotel Tax Collections

Collections Thru November 2021
(excludes TDZ)

	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 21-22
July	\$3,038,566	\$1,388,172	\$1,603,070	\$243,672	\$262,677	\$1,410,629	\$7,946,786	318.27%
August	\$2,433,545	\$1,109,118	\$1,291,580	\$148,994	\$182,129	\$1,195,069	\$6,360,435	247.49%
September	\$3,029,313	\$1,408,492	\$1,547,474	\$222,054	\$220,237	\$1,360,940	\$7,788,509	298.07%
October	\$3,163,570	\$1,481,785	\$1,496,852	\$263,252	\$222,302	\$1,769,694	\$8,397,454	273.41%
November	\$2,972,277	\$1,375,525	\$1,518,145	\$217,464	\$135,064	\$1,187,027	\$7,405,502	329.23%
December							\$0	0%
January							\$0	0%
February							\$0	0%
March							\$0	0%
April							\$0	0%
May							\$0	0%
June							\$0	0%
YTD Total	\$14,637,270	\$6,751,076	\$7,457,120	\$1,095,436	\$1,022,409	\$6,923,358	\$37,887,569	292.17%

All numbers subject to change by CCA Auditors

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MCC/Hotel Tax Collections

MCC Portion of November 2021 Tourism Tax Collections

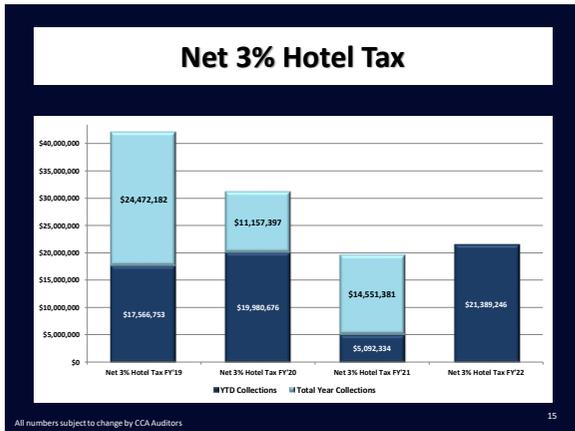
	FY 2020	FY 2021	FY 2022	Variance
2/5 of 5% Occupancy Tax	\$2,961,757	\$633,177	\$2,972,277	369.42%
Net 1% Occupancy Tax	\$1,345,953	\$277,163	\$1,375,525	396.29%
\$2 Room Tax	\$1,583,215	\$536,865	\$1,518,145	182.78%
Contracted Vehicle	\$286,254	\$28,854	\$217,464	653.67%
Rental Vehicle	\$236,931	\$66,555	\$135,064	102.94%
Campus Sales Tax	\$1,619,324	\$182,694	\$1,187,027	549.74%
TDZ Sales Tax Increment	\$0	\$0	\$0	N/A
Total Tax Collections	\$8,033,435	\$1,725,308	\$7,405,502	329.23%

MCC Portion of Year-to-Date Tourism Tax Collections

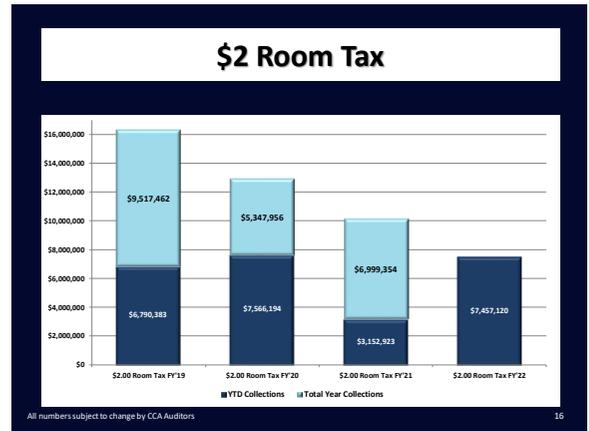
	FY 2020	FY 2021	FY 2022	Variance
2/5 of 5% Occupancy Tax	\$13,768,797	\$3,488,936	\$14,637,270	319.53%
Net 1% Occupancy Tax	\$6,212,042	\$1,603,398	\$6,751,076	321.10%
\$2 Room Tax	\$7,566,232	\$3,152,923	\$7,457,120	136.51%
Contracted Vehicle	\$1,594,717	\$283,953	\$1,095,436	285.78%
Rental Vehicle	\$896,617	\$413,417	\$1,022,409	147.31%
Campus Sales Tax	\$8,798,363	\$718,404	\$6,923,358	863.71%
TDZ Sales Tax Increment	\$56,461,491	\$36,416,230	\$0	-100.00%
Total YTD Tax Collections	\$95,298,259	\$46,077,262	\$37,887,569	-17.77%

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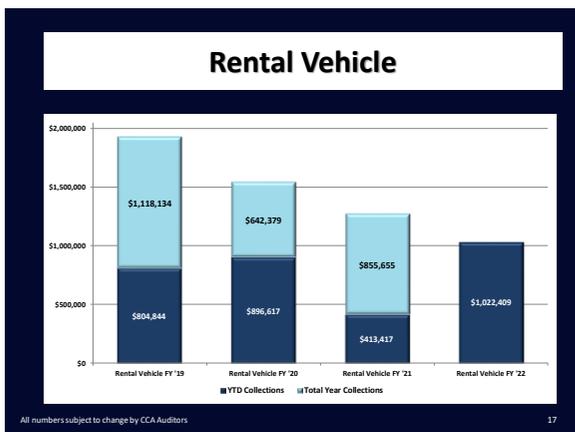
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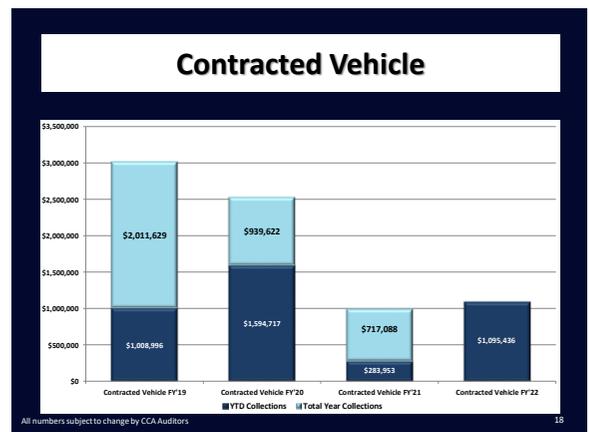
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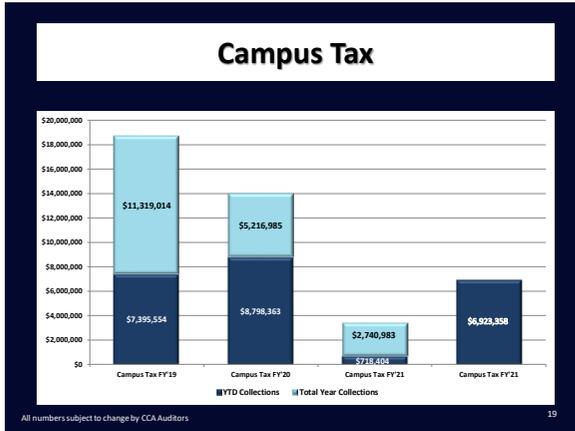
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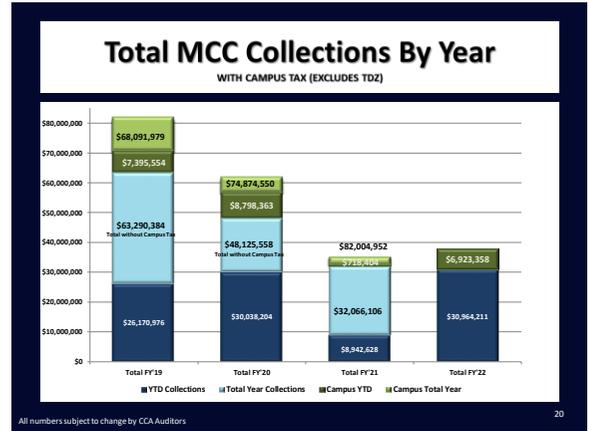
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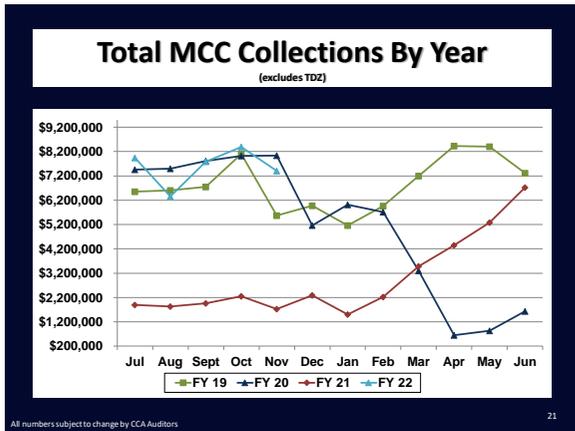
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December Events

- 11 Events
- 10,970 Attendees
- 16,744 Room Nights
- \$16,602,278 Direct Economic Impact

All numbers subject to change by CCA Auditors

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**Convention Center
Authority**

February 3, 2022



RFP Intent to Award Summary Sheet for the Music City Center

RFP: *Payroll/Time & Attendance/Human Resources Information Systems for Music City Center*

Selected Vendor:
Paycor

Compensation and Cost:

Total for all modules

	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Licensing	\$43,200	\$43,200	\$43,200	\$43,200	\$43,200

Payroll System

	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Licensing	\$19,440	\$19,440	\$19,440	\$19,440	\$19,440

Time and Attendance System

	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Licensing	\$5,400	\$5,400	\$5,400	\$5,400	\$5,400

HRIS - Standard Modules

	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Licensing	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480

HRIS - Optional Module - Performance Management

	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Licensing	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480

HRIS - Optional Module - Onboarding

	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Licensing	Included in Payroll Cost				

HRIS - Optional Module - Training Management

	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Licensing	\$5,400	\$5,400	\$5,400	\$5,400	\$5,400

Other

Hourly Rates

	Year 1	Year 2	Year 3	Year 4	Year 5
Custom Programming Hourly Rate	\$150	\$150	\$150	\$150	\$150

Term:

Five (5) year term

DBE participation:

N/A

Other Vendors that Submitted Bids:

ADP