

## **MINUTES OF THE 107<sup>th</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY**

The 107<sup>th</sup> meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on March 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:** Norah Buikstra, Robert Davidson, Alfred Degrafinreid II, Tracy Hardin, Vonda McDaniel, and Betsy Wills

**AUTHORITY MEMBERS NOT PRESENT:** Barrett Hobbs, Dee Patel, and Seema Prasad

**OTHERS PRESENT:** Charles Starks, Charles Robert Bone, Donna Gray, Brian Ivey, Heather Jensen, Elisa Putman, Jasmine Quattlebaum, Heidi Runion, and Sandy Mazza

Vice Chair Vonda McDaniel opened the meeting for business at 9:04 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:** Alfred Degrafinreid II made a motion to approve the 106<sup>th</sup> Meeting Minutes of February 3, 2022. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Tuesday, April 5, 2022 at 9:00 am.

The Convention Center Authority welcomed Tracy Hardin, Dee Patel, and Betsy Wills to the Board (Attachment #1) and there was discussion.

Vice Chair Vonda McDaniel requested nominations to fill the vacancy of the Chair position previously held by Marty Dickens (Attachment #1) and there was discussion.

**ACTION:** Robert Davidson made a motion that Norah Buikstra be elected as Chair. The motion was seconded by Alfred Degrafinreid II and approved unanimously by the Authority.

Norah Buikstra accepted the role as Chair of the Convention Center Authority and presided over the remainder of the meeting.

Chair Norah Buikstra requested nominations to fill the vacancy of the Secretary and Treasurer officer position previously held by Irwin Fisher (Attachment #1) and there was discussion.

**ACTION:** Robert Davidson made a motion that Alfred Degrafinreid II be elected as Secretary and Treasurer. The motion was seconded by Vonda McDaniel and approved unanimously by the Authority.

Charles Starks and Charles Robert Bone provided an update on the 5<sup>th</sup> and Broadway Parking Garage Lease (Attachment #1) and there was discussion.

**ACTION:** Robert Davidson made a motion requesting and authorizing that the Authority extend an offer to Brookfield Properties to purchase the Fifth + Broadway Garage Unit from the Authority for \$36,000,000 with such offer to remain open until June 30, 2022. The motion was seconded by Betsy Wills and approved unanimously by the Authority.

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

Charles Starks and Jasmine Quattlebaum provided information on the Contract Extension – Exterior Landscaping (Attachments #1 and #2) and there was discussion.

**ACTION:** Vonda McDaniel made a motion authorizing Charles Starks to execute an amendment to the exterior landscaping agreement with The Greathouse Company, LLC exercising the option to extend the agreement for an additional two years until June 30, 2024 on substantially the same terms as considered this day. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum provided information on the Contract Extension – Interior Landscaping (Attachments #1 and #3) and there was discussion.

**ACTION:** Vonda McDaniel made a motion authorizing Charles Starks to execute an amendment to the interior landscaping agreement with Richards Convention Florist, LLC d/b/a Green Resources exercising the option to extend the agreement for an additional two years until March 31, 2024 on substantially the same terms as considered this day. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum provided information on the Contract Extension – Professional Insurance Brokerage and Consulting Services (Attachments #1 and #4) and there was discussion.

**ACTION:** Alfred Degrafinreid II made a motion authorizing Charles Starks to execute an amendment to professional insurance brokerage and consulting services agreement with Willis of Tennessee, Inc. exercising the option to extend the agreement for an additional two years until May 31, 2024 on substantially the same terms as considered

this day. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

Charles Starks, Jasmine Quattlebaum, and Elisa Putman provided information on Housekeeping and Temporary Labor (Attachments #1 and #5) and there was discussion.

**ACTION:** Robert Davidson made a motion [i] approving an amendment to the Housekeeping Agreement with Industrial Staffing increasing the hourly rate for housekeeping to \$18.00 per hour and [ii] authorizing Charles Starks to execute an amendment and take any actions necessary or appropriate to finalize it, provided that the Authority issues a new RFP for housekeeping services within 12 months. The motion was seconded by Vonda McDaniel and approved unanimously by the Authority.

**ACTION:** Robert Davidson made a motion [i] approving an amendment to Temporary Labor Agreement with Industrial Staffing increasing the hourly rate for temporary labor to \$18.00 per hour and [ii] authorizing Charles Starks to execute an amendment and take any actions necessary or appropriate to finalize it. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum provided a DBE Update (Attachment #1) and there was discussion.

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.

With no additional business, the Authority unanimously moved to adjourn at 10:47 a.m.

Respectfully submitted,



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Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:



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Norah Buijstra, Chair  
CCA 107<sup>th</sup> Meeting Minutes  
of March 3, 2022



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### 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.

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### HAPPY BIRTHDAY!



**Charles Robert Bone**  
**March 15<sup>th</sup>**

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### ELECTION OF FY 21-22 CHAIR

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### ELECTION OF FY 21-22 SECRETARY AND TREASURER

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**OPERATIONS UPDATE**

7 [REDACTED] 7

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**5<sup>th</sup> and BROADWAY PARKING  
GARAGE LEASE**

8 [REDACTED] 8

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**POLITICAL CONVENTIONS**

9 [REDACTED] 9

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**CONTRACT EXTENSION  
EXTERIOR LANDSCAPING**

10 [REDACTED] 10

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**CONTRACT EXTENSION  
INTERIOR LANDSCAPING**

11 [REDACTED] 11

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**CONTRACT EXTENSION  
PROFESSIONAL INSURANCE  
BROKERAGE AND CONSULTING  
SERVICES**

12 [REDACTED] 12

## HOUSEKEEPING AND TEMPORARY LABOR



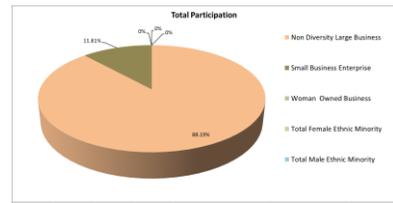
## DBE UPDATE



## FY22 2<sup>ND</sup> QUARTER REPORTS



### LMG FY22 2<sup>nd</sup> Quarter DBE Participation Summary



DBE PARTICIPATION SUMMARY:		% OF TOTAL	# OF COMPANIES
FY22 Goal 20%			
MINORITY OWNED BUSINESS		0.00%	0
WOMAN OWNED BUSINESS		0.00%	0
SMALL BUSINESS ENTERPRISE		11.81%	1
<b>TOTAL</b>		<b>11.81%</b>	<b>1</b>

16

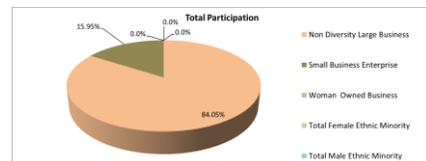
### LMG FY22 2<sup>nd</sup> Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
Total Minority Business Enterprise	\$0 (0%)
Total Woman Owned	\$0 (0%)
Total Small Business	\$36,250 (11.81%)
<b>Total DBE Participation</b>	<b>\$36,250 (11.81%)</b>
Total Non Diversity Business	\$270,741 (88.19%)

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### LMG FY22 YTD DBE Participation Summary



DBE PARTICIPATION SUMMARY:		% OF TOTAL	# OF COMPANIES
FY22 Goal 20%			
MINORITY OWNED BUSINESS		0.00%	0
WOMAN OWNED BUSINESS		0.00%	0
SMALL BUSINESS ENTERPRISE		15.95%	1
<b>TOTAL</b>		<b>15.95%</b>	<b>1</b>

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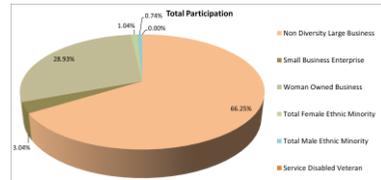
LMG FY22 YTD  
DBE Participation Dollars Spent  
as of 12/31/2021

DBE Classification	DBE Dollars Spent:
Total Minority Business Enterprise	\$0 (0%)
Total Woman Owned	\$0 (0%)
Total Small Business	\$59,189 (15.95%)
<b>Total DBE Participation</b>	<b>\$59,189 (15.95%)</b>
Total Non-Diversity Business	\$311,926 (84.05%)

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Centerplate FY22 2<sup>nd</sup> Quarter  
DBE Participation Summary



DBE PARTICIPATION SUMMARY:		
FY22 Goal 25%		
	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	1.78%	4
WOMAN OWNED BUSINESS	28.93%	6
SMALL BUSINESS ENTERPRISE	3.04%	2
SERVICE DISABLED VETERAN	0.00%	0
<b>TOTAL</b>	<b>33.75%</b>	<b>12</b>

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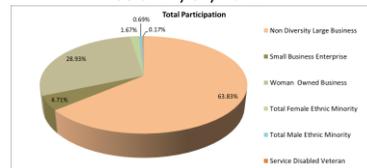
Centerplate FY22 2<sup>nd</sup> Quarter  
DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$7,239 (0.74%)
<b>Ethnic Minority Female</b>	
African American Owned	\$10,140 (1.04%)
Hispanic Female Owned	\$0 (0%)
Total Minority Business	\$17,379 (1.78%)
Total Woman Owned	\$282,010 (28.93%)
Total Small Business	\$29,661 (3.04%)
Total Service Disabled Veteran	\$0 (0%)
<b>Total DBE Participation</b>	<b>\$329,049 (33.75%)</b>
Total Non Diversity Business	\$645,785 (66.25%)

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Centerplate FY22 YTD  
DBE Participation Summary  
as of 12/31/2021



DBE PARTICIPATION SUMMARY:		
FY22 Goal 25%		
	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	2.36%	4
WOMAN OWNED BUSINESS	28.93%	6
SMALL BUSINESS ENTERPRISE	4.71%	2
SERVICE DISABLED VETERAN	0.17%	0
<b>TOTAL</b>	<b>36.17%</b>	<b>12</b>

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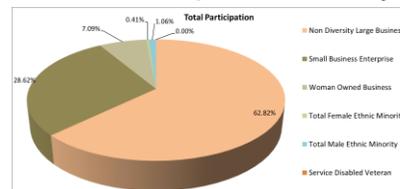
Centerplate FY22 YTD  
DBE Participation Dollars Spent  
as of 12/31/2021

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$13,860 (0.69%)
<b>Ethnic Minority Female</b>	
African American Owned	\$26,111 (1.30%)
Hispanic Female Owned	\$7,360 (.37%)
Total Minority Business	\$47,331 (2.36%)
Total Woman Owned	\$580,843 (28.93%)
Total Small Business	\$94,566 (4.71%)
Total Service Disabled Veteran	\$3,392 (0.17%)
<b>Total DBE Participation</b>	<b>\$726,132 (36.17%)</b>
Total Non Diversity Business	\$1,281,354 (63.83%)

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Music City Center FY22 2<sup>nd</sup> Quarter  
DBE Participation Summary



DBE PARTICIPATION SUMMARY		
	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	1.47%	4
WOMAN OWNED BUSINESS	7.09%	6
SMALL BUSINESS ENTERPRISE	28.62%	6
SERVICE DISABLED VETERAN	0.00%	0
<b>TOTAL</b>	<b>37.18%</b>	<b>16</b>

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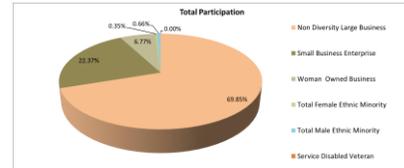
### Music City Center FY22 2<sup>nd</sup> Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$23,474 (1.06%)
<b>Ethnic Minority Female</b>	
African American Owned	\$9,000 (0.41%)
Hispanic Female Owned	\$0 (0%)
<b>Total Minority Business</b>	<b>\$32,474 (1.47%)</b>
<b>Total Woman Owned</b>	<b>\$156,565 (7.09%)</b>
<b>Total Small Business</b>	<b>\$632,198 (28.62%)</b>
<b>Total Service Disabled Veteran</b>	<b>\$0 (0%)</b>
<b>Total DBE Participation</b>	<b>\$821,237 (37.18%)</b>
<b>Total Non Diversity Business</b>	<b>\$1,387,514 (62.82%)</b>

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### Music City Center FY22 YTD DBE Participation Summary as of 12/31/2021



DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	1.01%	4
WOMAN OWNED BUSINESS	6.77%	6
SMALL BUSINESS ENTERPRISE	22.37%	6
SERVICE DISABLED VETERAN	0.00%	0
<b>TOTAL</b>	<b>30.15%</b>	<b>16</b>

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### Music City Center FY22 YTD DBE Participation Dollars Spent as of 12/31/2021

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$28,542 (0.66%)
<b>Ethnic Minority Female</b>	
African American Owned	\$15,000 (0.35%)
Hispanic Female Owned	\$0 (0%)
<b>Total Minority Business</b>	<b>\$43,542 (1.01%)</b>
<b>Total Woman Owned</b>	<b>\$290,978 (6.77%)</b>
<b>Total Small Business</b>	<b>\$961,347 (22.37%)</b>
<b>Total Service Disabled Veteran</b>	<b>\$0 (0%)</b>
<b>Total DBE Participation</b>	<b>\$1,295,867 (30.15%)</b>
<b>Total Non-Diversity Business</b>	<b>\$3,001,845 (69.85%)</b>

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### OMNI 2021 Local Participation

COMMITMENT TO LOCAL HIRING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Total FTEs Goal: 300	77	79	90	88	129	192	221	264	296	324	329	342
# FTEs (40 hours) Residents of Nashville Metropolitan Statistical Area Goal: 250	76	78	88	85	125	188	217	200	293	313	247	328
# FTEs (40 hours) Residents of Davidson County Goal: 200	52	53	59	63	95	142	158	64	226	235	82	247

### OMNI 2021 DBE Participation

SUPPLY AND SERVICE EXPENDITURE COMMITMENT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2020 Total
Nashville Metropolitan Statistical Area Businesses Goal: \$100,000/yr	42,243	31,569	27,129	61,567	40,245	47,826	109,084	75,614	65,503	124,820	93,434	119,583	838,616
Small, minority and women owned business enterprises Goal: \$20,000/yr	9,388	3,351	10,095	9,759	10,873	13,966	30,769	20,253	10,674	18,624	23,781	15,539	177,377

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**UPCOMING EVENTS**

**SAVE THE DATE**



**small & diverse**  
BUSINESS FORUM  
SUPPLIER DIVERSITY FAIR

**MARCH 29, 2022**  
8:30-11:30 A.M. | MUSIC CITY CENTER  
COST: \$30  
(PARKING, COFFEE, LUNCH, FAIR & TWO WORKSHOPS)

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**FY 2022 COVID IMPACT ON BOOKINGS**

**Cancelled Events**

as of 02/28/2022

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
31	54K	40K	\$4.7M	\$38.6M

**Rebooked Events**

as of 02/28/2022

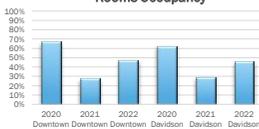
Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
8	4.8K	4K	\$871K	\$6.2M

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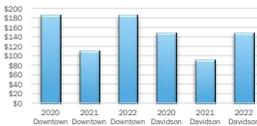
32

**Hotel Statistics Comparison**  
January 2020, 2021, & 2022

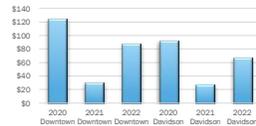
Rooms Occupancy



Average Daily Rate



Rev Par

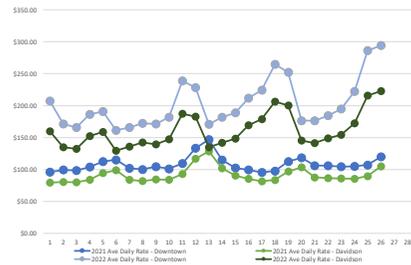


(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

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**February Average Daily Rate**

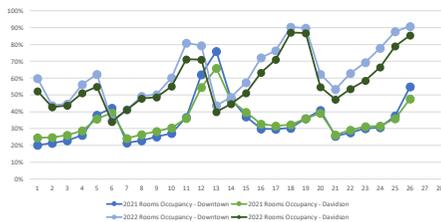


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**February Rooms Occupancy**

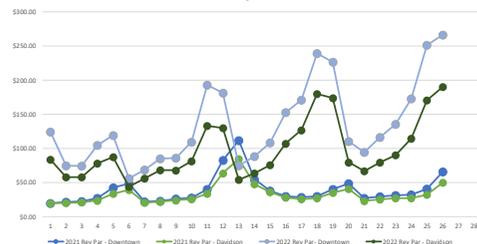


(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

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**February Rev Par**



(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 Collection Collections Thru December 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	\$3,163,070	\$1,470,668	\$1,498,852	\$263,252	\$222,302	\$1,769,694	\$8,386,338	272.91%
November	\$2,972,277	\$1,375,525	\$1,518,145	\$217,484	\$135,064	\$1,187,027	\$7,465,502	329.23%
December	\$2,632,147	\$1,129,089	\$1,393,124	\$190,012	\$227,348	\$1,239,538	\$6,811,257	198.26%
January							\$0	0%
February							\$0	0%
March							\$0	0%
April							\$0	0%
May							\$0	0%
June							\$0	0%
<b>YTD Total</b>	<b>\$17,269,417</b>	<b>\$7,881,065</b>	<b>\$8,850,245</b>	<b>\$1,285,448</b>	<b>\$1,249,757</b>	<b>\$8,162,896</b>	<b>\$44,698,827</b>	<b>274.22%</b>

All numbers subject to change by CCA Auditors

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## MCC/Hotel Tax Collection

### MCC Portion of December 2021 Tourism Tax Collections

	FY 2020	FY 2021	FY 2022	Variance
2/5 of 5% Occupancy Tax	\$1,795,863	\$832,357	\$2,632,147	216.23%
Net 1% Occupancy Tax	\$754,436	\$341,702	\$1,129,089	230.43%
\$2 Room Tax	\$1,176,395	\$738,492	\$1,393,124	88.64%
Contracted Vehicle	\$243,736	\$107,362	\$190,012	76.98%
Rental Vehicle	\$122,152	\$122,001	\$227,348	86.35%
Campus Sales Tax	\$1,072,234	\$141,737	\$1,239,538	774.53%
TDZ Sales Tax Increment	\$0	\$0	\$0	N/A
<b>Total Tax Collections</b>	<b>\$5,164,815</b>	<b>\$2,283,651</b>	<b>\$6,811,257</b>	<b>198.26%</b>

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

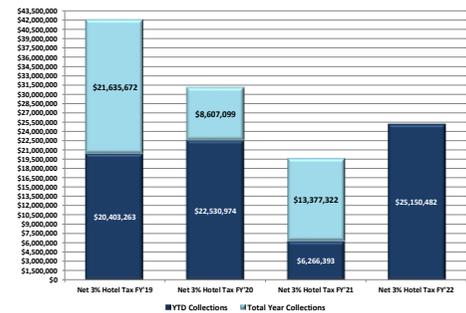
	FY 2020	FY 2021	FY 2022	Variance
2/5 of 5% Occupancy Tax	\$15,564,660	\$4,321,293	\$17,269,417	299.64%
Net 1% Occupancy Tax	\$6,966,477	\$1,945,100	\$7,881,065	305.18%
\$2 Room Tax	\$8,742,627	\$3,891,415	\$8,850,245	127.43%
Contracted Vehicle	\$1,838,453	\$391,315	\$1,285,448	228.49%
Rental Vehicle	\$1,018,769	\$535,419	\$1,249,757	133.42%
Campus Sales Tax	\$9,870,597	\$860,141	\$8,162,896	849.02%
TDZ Sales Tax Increment	\$56,461,491	\$36,416,230	\$0	-100.00%
<b>Total YTD Tax Collections</b>	<b>\$100,463,074</b>	<b>\$48,360,914</b>	<b>\$44,698,826</b>	<b>-7.57%</b>

All numbers subject to change by CCA Auditors

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## Net 3% Hotel Tax

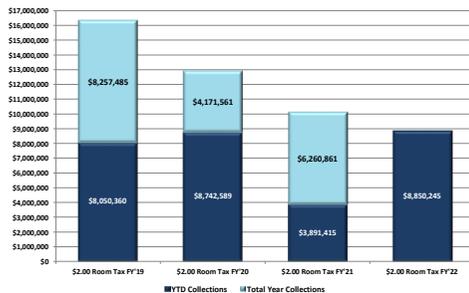


All numbers subject to change by CCA Auditors

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## \$2 Room Tax

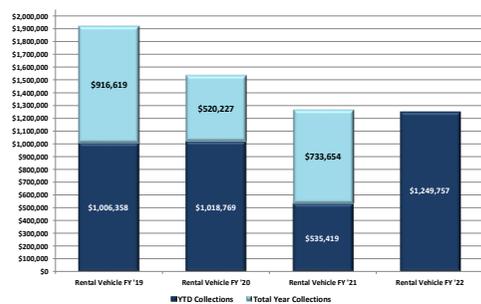


All numbers subject to change by CCA Auditors

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## Rental Vehicle

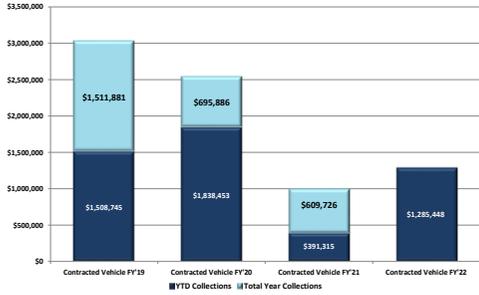


All numbers subject to change by CCA Auditors

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### Contracted Vehicle

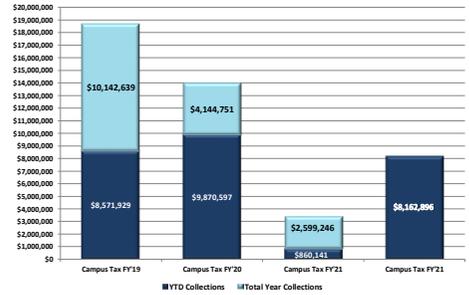


All numbers subject to change by CCA Auditors

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### Campus Tax

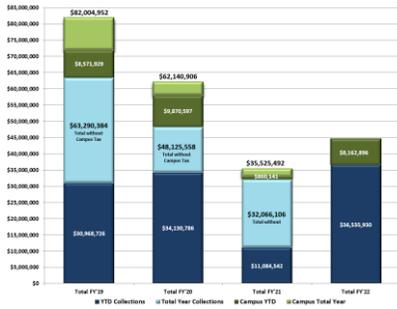


All numbers subject to change by CCA Auditors

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### Total MCC Collections By Year WITH CAMPUS TAX (excludes TDZ)

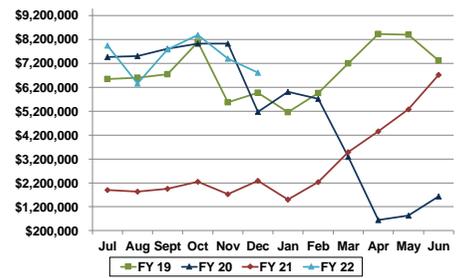


All numbers subject to change by CCA Auditors

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### Total MCC Collections By Year (excludes TDZ)



All numbers subject to change by CCA Auditors

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### JANUARY EVENTS

- 5 Events
- 35,779 Attendees
- 3,595 Room Nights
- \$14,830,917 Direct Economic Impact



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CONVENTION CENTER  
 AUTHORITY

MARCH 3, 2022

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## Contract Extension Summary Sheet for the Music City Center

**Contract Service:** *Exterior Landscaping*  
Provide exterior landscaping services to the Music City Center

**Contracted Vendor:** *The Greathouse Company, LLC*

**Contract Value:**

	Year 4	Year 5
Monthly Maintenance Fee	\$ 2,805.00	\$ 2,890.00
Labor Hourly Rate	\$ 45.00	\$ 45.00
Grass Cutting Hourly Rate	\$ 45.00	\$ 45.00

**Term Extension:** July 1, 2022 - June 30, 2024

**DBE participation:** *There is no DBE participation on this contract.*

**Justification for Extension:**

Greathouse is an excellent partner. They were intergal in the transformation of the building's exterior landscaping.



## Contract Extension Summary Sheet for the Music City Center

**Contract Service:** *Interior Landscaping*

**Contracted Vendor:** *Richards Convention Florist LLC dba Green Resources*

**Contract Value:**

	YEAR 4	YEAR 5
<b>Monthly Maintenance Fee</b>	\$519.05	\$534.62
<b>Holiday Decoration Annual Fee</b>	\$16,937.27	\$17,445.39

Holiday Decoration yearly fee includes set-up, maintenance, tear-down, and off site storage

**Term Extension:** April 1, 2022 - March 31, 2024

**DBE participation:** There is no DBE participation on this contract.

**Justification for Extension:**

**Green Resources continues to consistently meet our needs.**



## Contract Extension Summary Sheet for the Music City Center

**Contract Service:** *Professional Insurance Brokerage and Consulting Services*

**Contracted Vendor:** *Willis of Tennessee, Inc.*

### **Contract Value:**

<b>Coverage Type</b>	<b>Commission Percentage of Premium</b>
Property	15.00%
General Liability	17.00%
Umbrella (\$100 million limits)	15.00%
Automobile and Related	15.00%
Workers' Compensation	7.00%
Fine Arts	13.75%
Public Officials Errors & Omissions	15.00%
Equipment Floater	25.00%
Cyber	22.50%
Blanket Crime	23.50%

**Term Extension:** June 1, 2022 - May 30, 2024

**DBE participation:** There is no DBE participation on this contract.

### **Justification for Extension:**

**Willis continues to be a great partner of the MCC**



## Contract Adjustment Request Summary Sheet

**Contract Service(s):** *Housekeeping and Temporary Labor*  
Provide supplemental set-up staff

**Contracted Vendor:** *Industrial Staffing*

<b>Requested Bill Rate Adjustment Housekeeping:</b>	<i>Current</i>	<i>Requested</i>
Housekeeper	\$14.10	\$18.00

<b>Requested Bill Rate Adjustment Temp Labor:</b>	<i>Current</i>	<i>Requested</i>
Labor	\$13.60	\$18.00

<b>Pay Rate Housekeeping:</b>	<i>Current</i>	<i>Requested</i>
1st Shift	\$10.00	\$13.25
2nd Shift	\$10.25	\$13.50
3rd Shift	\$10.50	\$13.75

<b>Pay Rate Temp Labor:</b>	<i>Current</i>	<i>Requested</i>
1st Shift	\$9.00	\$13.25
2nd Shift	\$9.25	\$13.50
3rd Shift	\$9.50	\$13.75

**Reason for Request:**

The rates proposed were competitive for that time, unbeknown to the vendor the economy drastically change within 12 months resulting in the proposed submittal rates no longer being competitive and effective. Due to these unforeseen challenges, the vendor's ability to perform at levels they feel are satisfactory to the Music City Center has been hindered. The requested rates are lower than other housekeeping submittals. Temp Labor contract will expire in July 2022.