

## **MINUTES OF THE 108<sup>th</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY**

The 108<sup>th</sup> meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on April 5, 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, Dee Patel, Seema Prasad, and Betsy Wills

**AUTHORITY MEMBERS NOT PRESENT:** Barrett Hobbs and Vonda McDaniel

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

Chair Norah Buikstra opened the meeting for business at 9:06 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:** Robert Davidson made a motion to approve the 107<sup>th</sup> Meeting Minutes of March 3, 2022. The motion was seconded by Betsy Wills and approved unanimously by the Authority.

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

Chair Norah Buikstra and Charles Starks provided an update on CCA Committee Assignments (Attachment #1) and there was discussion.

Chair Norah Buikstra and Charles Starks discussed the Marketing and Operations Committee name change to Community Relations, Marketing & Operations Committee.

Chair Norah Buikstra stated committees typically only meet as needed. Robert Davidson discussed the possible dates for the upcoming Finance & Audit Budget 2023 meeting.

\* Denotes the arrival of Alfred Degrafinreid II.

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

Chair Norah Buikstra, Robert Davidson, Alfred Degrafinreid II, Dee Patel, Seema Prasad, and Betsy Wills discussed the Hotel Statistics and how Nashville Downtown and Davidson County are making progress since COVID.

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

Robert Davidson asked, and Charles Starks provided an explanation on TDZ and other revenue streams in the Tax Collections for the members.

Charles Starks provided information on the World of Asphalt Time-lapse event (Attachment #1) and there was discussion.

Alfred Degrafinreid II shared he attended the Small & Diverse Business Forum Supplier Diversity Fair on March 29, 2022, and the event was informative and beneficial for the Music City Center.

Chair Norah Buikstra read the Music City Center's Mission Statement.

With no additional business, the Authority unanimously moved to adjourn at 9:45 a.m.

Respectfully submitted,



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Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:



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Norah Buikstra, Chair  
CCA 108<sup>th</sup> Meeting Minutes  
of April 5, 2022



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**Appeal of Decisions**

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**CCA Committee Assignments**

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**CCA Committees**

|  |  |
|--|--|
| <b>Finance &amp; Audit</b>                             | <ul style="list-style-type: none"> <li>•Robert Davidson, Chair</li> <li>•Tracy Hardin</li> <li>•Barrett Hobbs</li> <li>•Vonda McDaniel</li> <li>•Betsy Wills</li> <li>•Norah Bulkstra, Ex-Officio</li> </ul>   |
| <b>Community Relations, Marketing &amp; Operations</b> | <ul style="list-style-type: none"> <li>•Betsy Wills, Chair</li> <li>•Alfred Degrafnreid II</li> <li>•Barrett Hobbs</li> <li>•Dee Patel</li> <li>•Sema Prasad</li> <li>•Norah Bulkstra, Ex-Officio</li> </ul>   |
| <b>DBE &amp; Development</b>                           | <ul style="list-style-type: none"> <li>•Vonda McDaniel, Chair</li> <li>•Robert Davidson</li> <li>•Alfred Degrafnreid II</li> <li>•Tracy Hardin</li> <li>•Sema Prasad</li> <li>•Norah Bulkstra, Ex-Officio</li> </ul>   |
| <b>Executive Committee</b>                             | <ul style="list-style-type: none"> <li>•Norah Bulkstra, Chair</li> <li>•Vonda McDaniel, Vice Chair</li> <li>•Alfred Degrafnreid II, Secretary and Treasurer</li> <li>•Robert Davidson, Chair Finance &amp; Audit</li> <li>•Betsy Wills, Chair Community Relations, Marketing &amp; Operations</li> </ul> |

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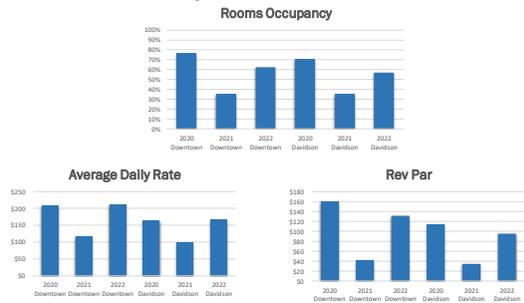
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**OPERATIONS UPDATE**

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

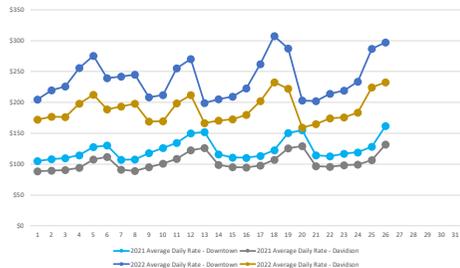


(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

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### March Average Daily Rate

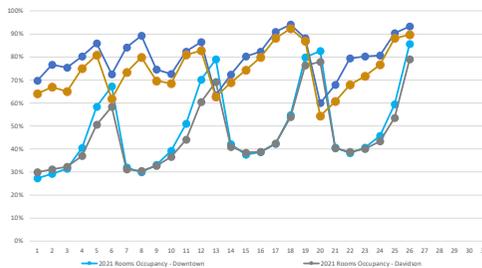


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### March Rooms Occupancy

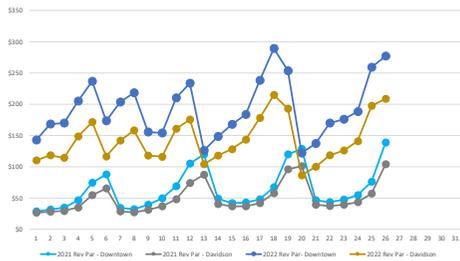


(Source: STR, LLC. Republication or other re-use of this data without the express written permission of STR is strictly prohibited.)

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### March Rev Par by Day



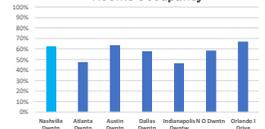
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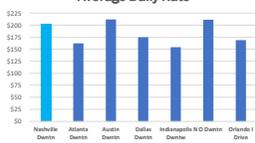
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### Current Competitive Set – February 2022

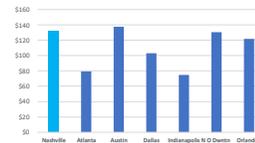
#### Rooms Occupancy



#### Average Daily Rate



#### Rev Par



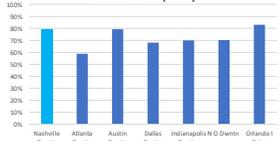
(Source: STR, LLC. Republication or other re-use of this data without the express written permission of STR is strictly prohibited.)

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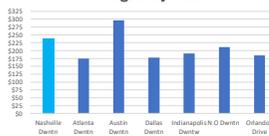
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### Current Competitive Set – March 1-26, 2022

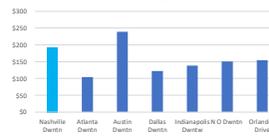
#### Rooms Occupancy



#### Average Daily Rate



#### Rev Par



(Source: STR, LLC. Republication 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 January 2022 (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             | \$3,038,586             | \$1,389,172          | \$1,603,070        | \$245,672              | \$262,677          | \$1,410,629        | \$7,046,786         | 318.27%              |
| August           | \$2,433,345             | \$1,109,118          | \$1,291,880        | \$148,894              | \$182,129          | \$1,195,069        | \$6,360,435         | 247.49%              |
| September        | \$3,029,313             | \$1,408,492          | \$1,647,474        | \$222,054              | \$220,237          | \$1,360,040        | \$7,788,509         | 298.07%              |
| October          | \$3,163,570             | \$1,470,668          | \$1,496,852        | \$263,252              | \$222,302          | \$1,769,694        | \$8,386,338         | 272.91%              |
| November         | \$2,972,277             | \$1,375,525          | \$1,518,145        | \$217,464              | \$135,064          | \$1,187,027        | \$7,405,502         | 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          | \$1,702,235             | \$786,743            | \$991,653          | \$60,328               | \$123,958          | \$904,036          | \$4,568,953         | 203.23%              |
| February         |                         |                      |                    |                        |                    |                    | \$0                 | 0%                   |
| March            |                         |                      |                    |                        |                    |                    | \$0                 | 0%                   |
| April            |                         |                      |                    |                        |                    |                    | \$0                 | 0%                   |
| May              |                         |                      |                    |                        |                    |                    | \$0                 | 0%                   |
| June             |                         |                      |                    |                        |                    |                    | \$0                 | 0%                   |
| <b>YTD Total</b> | <b>\$18,971,652</b>     | <b>\$8,667,808</b>   | <b>\$9,841,897</b> | <b>\$1,345,776</b>     | <b>\$1,373,715</b> | <b>\$8,066,032</b> | <b>\$49,267,780</b> | <b>266.26%</b>       |

All numbers subject to change by CCA Auditors

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### MCC/Hotel Tax Collection

#### MCC Portion of January 2022 Tourism Tax Collections

|                              | FY 2020            | FY 2021            | FY 2022            | Variance       |
|------------------------------|--------------------|--------------------|--------------------|----------------|
| 2/5 of 5% Occupancy Tax      | \$1,908,874        | \$518,785          | \$1,702,235        | 228.12%        |
| Net 1% Occupancy Tax         | \$834,513          | \$231,388          | \$786,743          | 237.10%        |
| \$2 Room Tax                 | \$1,206,733        | \$533,285          | \$991,653          | 85.95%         |
| Contracted Vehicle           | \$256,777          | \$43,708           | \$60,328           | 38.03%         |
| Rental Vehicle               | \$154,728          | \$57,287           | \$123,958          | 116.38%        |
| Campus Sales Tax             | \$1,652,359        | \$120,325          | \$904,036          | 651.33%        |
| TDZ Sales Tax Increment      | \$0                | \$0                | \$0                | N/A            |
| <b>Total Tax Collections</b> | <b>\$6,014,025</b> | <b>\$1,506,777</b> | <b>\$4,568,953</b> | <b>203.23%</b> |

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

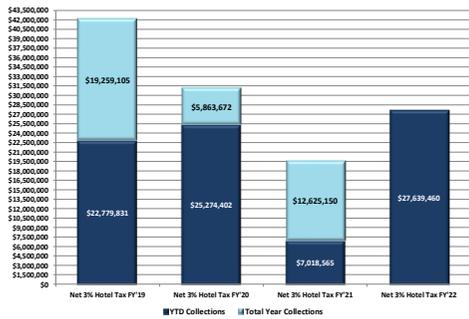
|                                  | FY 2020              | FY 2021             | FY 2022             | Variance      |
|----------------------------------|----------------------|---------------------|---------------------|---------------|
| 2/5 of 5% Occupancy Tax          | \$17,473,534         | \$4,840,077         | \$18,971,652        | 291.97%       |
| Net 1% Occupancy Tax             | \$7,800,976          | \$2,178,434         | \$8,667,808         | 297.89%       |
| \$2 Room Tax                     | \$9,949,360          | \$4,424,700         | \$9,841,897         | 122.43%       |
| Contracted Vehicle               | \$2,095,230          | \$435,023           | \$1,345,776         | 209.36%       |
| Rental Vehicle                   | \$1,173,497          | \$592,705           | \$1,373,715         | 131.77%       |
| Campus Sales Tax                 | \$11,522,956         | \$980,467           | \$9,066,932         | 824.76%       |
| TDZ Sales Tax Increment          | \$56,461,491         | \$36,416,230        | \$0                 | -100.00%      |
| <b>Total YTD Tax Collections</b> | <b>\$106,477,045</b> | <b>\$49,867,636</b> | <b>\$49,267,780</b> | <b>-1.20%</b> |

All numbers subject to change by CCA Auditors

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### Net 3% Hotel Tax

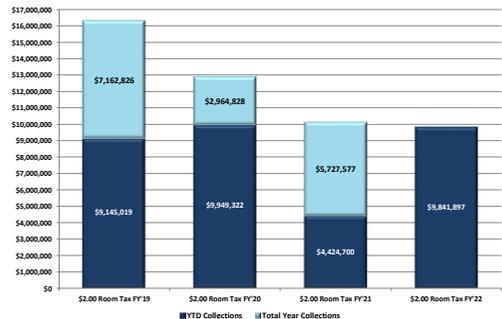


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### \$2 Room Tax

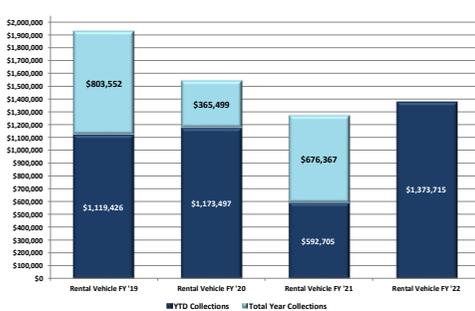


All numbers subject to change by CCA Auditors

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### Rental Vehicle

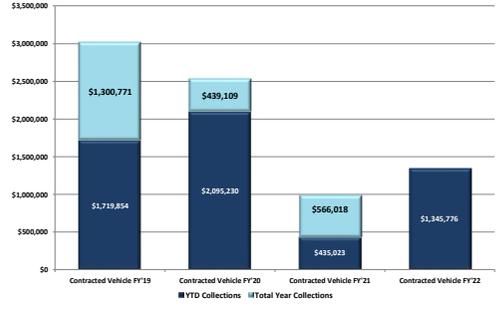


All numbers subject to change by CCA Auditors

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### Contracted Vehicle

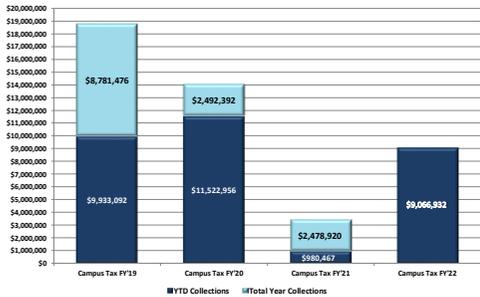


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### Campus Tax



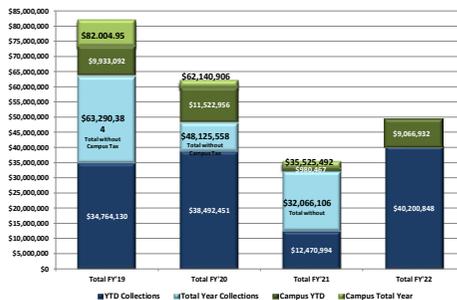
All numbers subject to change by CCA Auditors

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### Total MCC Collections By Year

WITH CAMPUS TAX (excludes TDZ)



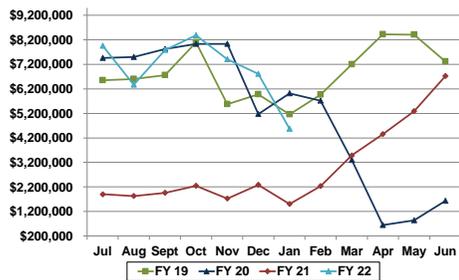
All numbers subject to change by CCA Auditors

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### Total MCC Collections By Year

(excludes TDZ)



All numbers subject to change by CCA Auditors

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### FEBRUARY EVENTS

- 10 Events
- 37,222 Attendees
- 20,482 Room Nights
- \$28,983,001 Direct Economic Impact



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### World of Asphalt Time-lapse



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### CONVENTION CENTER AUTHORITY

APRIL 5, 2022



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