

MINUTES OF THE 109th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 109th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on May 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, Tracy Hardin, Barrett Hobbs, *Vonda McDaniel, Seema Prasad, and Betsy Wills

AUTHORITY MEMBERS NOT PRESENT: Alfred Degrafinreid II and Dee Patel

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 9:04 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: Vonda McDaniel made a motion to approve the 108th Meeting Minutes of April 5, 2022. The motion was seconded by Seema Prasad and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Thursday, June 2, 2022 at 9:00 am.

Chair Norah Buikstra read the Mission Statement of the Music City Center (Attachment #1) and there was discussion.

Robert Davidson, Charles Starks, and Heidi Runion reviewed the Music City Center Fiscal Year 2023 Operating and Capital Budget which was approved by the Finance and Audit Committee on April 26, 2022 (Attachment #1) and there was discussion on Current Environment, Covid Impact and Future Bookings, hotel openings, Annual Forecast, FY2023 Total Revenue and Expense, Operational Revenue, possible salary increase for personnel, and tax collections.

The Authority discussed Mayor John Cooper's request to the Convention Center Authority for funding of special events in the amount of \$10.256M for Police Overtime, Fire EMS Special Operations and Nashville Department of Transportation Operations in the downtown area.

The Authority discussed Police Overtime funding for Entertainment District Initiative and Special Events and there was discussion.

The Authority discussed partnering with the Nashville Downtown Partnership regarding clean and safe within the Central Business Improvement District.

ACTION: Robert Davidson made a motion accepting the recommendation of the Finance & Audit Committee and approving the 2023 Fiscal Year Operating Budget to fund the activities, operations, and capital needs of the Music City Center, and specifically including the funding request of \$10.256M to be restricted for Metro's Special Purpose Fund for Special Events and with the proposed allocation to the Nashville Downtown Partnership to be agreed upon. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

* Denotes the departure of Vonda McDaniel.

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

Betsy Wills asked for an update on the Fifth+Broadway Parking Garage Lease and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 10:16 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Norah Buikstra, Chair
CCA 109th Meeting Minutes
of May 5, 2022



1

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.

2

The mission of the Music City Center is to create significant economic benefit for the citizens of the greater Nashville region by attracting local and national events while focusing on community inclusion, sustainability and exceptional customer service delivered by our talented team members.

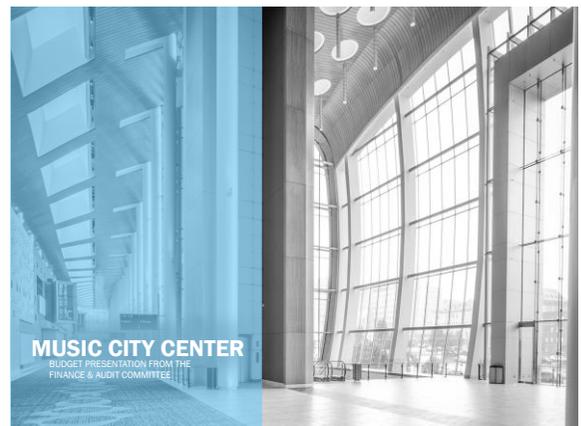
3

FINANCE AND AUDIT COMMITTEE REPORT

4

FY2023 OPERATING & CAPITAL BUDGET

5



6

The mission of the Music City Center is to create significant economic benefit for the citizens of the greater Nashville region by attracting local and national events while focusing on community inclusion, sustainability and exceptional customer service delivered by our talented team members.

7



EXECUTIVE SUMMARY

8

CURRENT ENVIRONMENT

COVID Impact

FY22 Cancellations

- Events - 31
- Attendees - 54K
- Hotel Room Nights - 40K
- Contracted MCO Revenue - \$4.7M
- Direct Economic Impact - \$38.6M

FY22 Rebooked

- Events - 13
- Attendees - 13K
- Hotel Room Nights - 24K
- Contracted MCO Revenue - \$4.2M
- Direct Economic Impact - \$19M

Total Cancellations

- Events - 186
- Attendees - 654K
- Hotel Room Nights - 640K
- Contracted MCO Revenue - \$32M
- Direct Economic Impact - \$645M

Total Rebooked

- Events - 56
- Attendees - 57K
- Hotel Room Nights - 34K
- Contracted MCO Revenue - \$6.5M
- Direct Economic Impact - \$30.5M

Future Bookings

Events Booked through 2033

- 219 events
- 2,176,578 attendees
- 2.3 million total room nights
- \$2.5 billion in economic impact

Proposed Events through 2043

Sample of Upcoming Events

- American Society of Assoc. Executives (ASAE)
- Hearth, Patio, & Bar-B-Que Association (3)
- National Rural Electric (4)
- International Car Wash Association (3)
- National Cattlemen's Beef Association (3)
- Brewers Association (2)

FY2022 Operations

Year-End Estimates

- 134 events
- 352,713 attendees
- 367,575 room nights
- \$397,349,845 direct economic impact

9

OUR INDUSTRY OUTLOOK

meetings group

Planners Say Omicron Is a Brief Setback to a Strong Year for Meetings
Two-thirds of PULSE Survey respondents have cancelled or postponed recent meetings, but most will hold their next event in the coming months.

U.S. Annual Forecast Indexed to 2019

Room demand is expected to surpass 2019's level by 2023 while ADR and RevPAR will lag.



"As travelers and meeting attendees are more likely to be vaccinated than the overall American adult population, three quarters (74%) of buyers and suppliers feel their employees are willing to travel for business in the current environment."
-GETA Member Poll on Meeting Professionals' Outlook Q4'21

Expectations for a Full Recovery

Date when surveyed members expect getting back to "usual" business levels



"Hospitality industry moves into post-pandemic recovery mode...rebounding to a desired future state that is vastly improved from last year."
-Event Industry Outlook

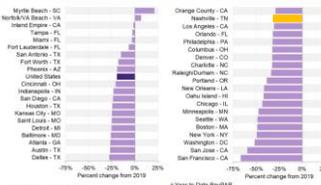
10

OUR INDUSTRY OUTLOOK

US Hospitality Industry Recovery Is Even Across Top Markets

Beach Destinations Near 2019 Levels, but Restriction-Heavy Cities Trail

Hotel Performance Recovery Even Across Top Markets



Airports and Airlines call for all intra-EU COVID Travel Restrictions to be dropped
New evidence shows travel restrictions failed to prevent the spread of COVID-19 and would be ineffective in the face of future variants of concern.
Source: International Transport Association, March 2022 press release

Hard Insurance Market Challenges Recovery - One roadblock to the hospitality industry's comeback is the difficulty it faces to get or stay insured. The insurance market is the hardest it's been in 20 years, making risk costly to cover as insurance availability has shrunk...

11

OUR INDUSTRY OUTLOOK - DAVIDSON COUNTY NEW HOTEL SUPPLY

2021 HOTEL OPENINGS

Name	Open Date	Rooms	Address
Element Nashville West	Feb-21	175	4 City Blvd
Hyatt House Nashville Airport	Feb-21	148	16 Century Blvd
Avot Hotel Nashville Airport	Feb-21	95	80 Rachel Dr
Best Western Plus Executive Residence Antioch Inn	Mar-21	82	510 Collins Park Dr
TownPlace Suites Nashville Midtown	Apr-21	192	3500 Charlotte Ave
The Gallatin Hotel	May-21	25	2118 Gallatin Ave
Staybridge Suites Nashville Midtown	May-21	164	3502 22nd Ave N
La Quinta Inns & Suites Nashville Downtown	Jul-21	140	315 Interstate Dr
Hyatt Centric Downtown Nashville	Jul-21	252	200 Nashville St
W Hotel Nashville	Oct-21	346	300 12 th Ave S
Camden Hotel Nashville Airport	Nov-21	136	88 Rachel Drive

1,709 New Hotel Rooms

* Hotel within walking distance of the MCO

UPCOMING HOTEL OPENINGS

Name	Open Date	Rooms
Hyatt Suites by Hilton Nashville Metro Center	Mar-22	395
Cardwood Suites Nashville	Mar-22	91
Embassy Suites by Hilton Nashville Downtown Convention Center	Jun-22	506
The Travel Nashville	Jun-22	215
Four Seasons Hotel and Private Residences Nashville	Jul-22	235
Hotel Praxi, Curio Collection by Hilton	Aug-22	200
Hilton Garden Inn Nashville	Aug-22	46
Conrad Nashville	Sep-22	234
Avail Nashville Airport	Oct-22	380
Avail Nashville	Nov-22	92
Holiday Inn Airport	Nov-22	300
Hyatt Suites by Hilton Nashville West End Avenue	Nov-22	76

3,155 Hotel Rooms Under Construction

* Hotel within walking distance of the MCO

12

OUR INDUSTRY OUTLOOK – NASHVILLE MSA NEW HOTEL SUPPLY

Rooms Opened in Past Year as Share of Inventory



Nashville MSA 12 Mo Rooms Opened as % of Inventory → Jan-22

Rooms Under Construction as Share of Inventory



Nashville MSA 12 Mo Rooms Under Construction as % of Inventory → Jan-22

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

OUR INDUSTRY OUTLOOK

ANNUAL FORECAST UPDATED

STR & TOURISM ECONOMICS
NASHVILLE MSA
FEBRUARY 2022

	2019	2020	2021	2022 - forecast	2023 - forecast	2024 - forecast
Occupancy	73.2%	41.0%	59.1%	64.4%	66.4%	70.5%
ADR	\$149.46	\$104.46	\$136.29	\$154.19	\$159.69	\$162.36
RevPAR	\$109.34	\$42.85	\$80.57	\$99.32	\$106.05	\$114.80
Demand	12,649,000	7,364,000	11,443,000	13,051,000	13,932,000	15,115,000
Room Revenue	\$1,891,000,000	\$769,000,000	\$1,560,000,000	\$2,012,000,000	\$2,225,000,000	\$2,462,000,000
Supply	17,292,000	17,954,000	19,356,000	20,261,000	20,979,000	21,443,000

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

OPERATIONAL SURPLUS/(DEFICIT)

We are currently forecasting a positive end to FY22 with operating activities generating a net profit of \$1.9M

FY23 revenues are expected to exceed current year projections but are offset by one-time expenses of \$2M for hosting ASAC significant expected increases in insurance costs, and ongoing investment in our team member pay

HISTORICAL COMPARISON



MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

FY23 TOTAL REVENUE & EXPENSE ESTIMATES

Anticipated surplus \$23,606,000

Operating Revenues	\$45,136,000
Hotel Taxes	\$66,345,500
Rental Car	\$2,508,900
Airport Departure	\$2,300,300
Campus Tax	\$16,265,300
TDZ	\$25,000,000
TOTAL REVENUE	\$157,556,000
Operating Expenses	\$47,061,900
Metro Payment	\$10,256,600
MCC Bond Payment	\$40,636,600
Metro PILOT Payment	\$14,280,200
Downtown Partnership *	\$3,000,000
Omni Payments	\$12,000,000
Bond Administrative Cost	\$213,400
Capital Projects	\$6,501,900
TOTAL EXPENSES	\$133,950,000

* Downtown Partnership amount TDZ - approximating \$3 million

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

REVENUE



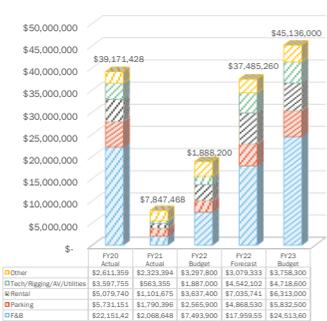
MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

OPERATIONAL REVENUE

FY23 Budget: \$45,136,000

- 73 events currently in snapshot
- Every event was evaluated for current attendance projections & possibility of event cancellation
- Metropolitan Averages – 1st Half FY23**
 - event attendance = 91%
 - cancellation possibility = 3.2%
- Metropolitan Averages – 2nd Half FY23**
 - event attendance = 89%
 - cancellation possibility = 0%
- TBB accounts for 35.9% of revenue totals
- Contracted Rental and F&B minimums have been negotiated on a case-by-case basis in order to retain business
- Prior to the COVID shut down in Q4 of FY20, we were projecting year end revenue in excess of \$53M

HISTORICAL COMPARISON



MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

TOURISM TAXES

- Tax collections estimated using recovery data from the last 12 months and anticipated performance based on industry data and projections from STR regarding the state of hotel demand
- FY21 was the first year that the MCC has received \$0 in TDZ funding. This occurs only when there is negative sales tax growth or when county sales tax growth outpaces the sales tax growth within the TDZ

HISTORICAL COMPARISON



MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

19

19

EXPENSE



MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

20

20

OPERATIONAL EXPENSE

FY23 Budget \$47,061,900

- Many expenses for FY23 are driven by climbing revenues and returning events
- The MCC will be hosting the American Society of Association Executives (ASAE) in FY23. This event showcases our building and the city to the individuals who decide where their associations meet. Hosting this event requires that we fund several meal functions and amenities for the attendees. We have earmarked a total of \$2M in the FY23 budget for these events
- ASAE was last held in Nashville in 2014. That conference was extremely successful and supplied 125 new leads and 41 new bookings for the MCC which generated \$120.5M in direct economic impact based on 2014/2015 dollars

HISTORICAL COMPARISON



MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

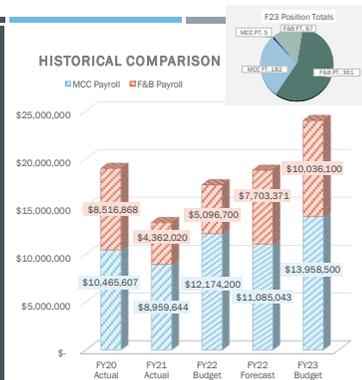
21

21

PERSONNEL EXPENSE

- Expenses were lower in FY21 due to lack of events, but still significant as the board decided to fully fund the retention of our full-time team members throughout the COVID pandemic
- The FY22 budget implemented the comp study adjustments that were approved with the FY23 budget but not implemented until 7/1/2021
- The FY22 forecast includes the impact of many vacancies waiting to be filled and the reinstatement of the MCC bonuses for team members (excluding President & CEO)
- FY23 Budget includes:
 - 5% merit increase pool
 - 7.5% bonus pool
 - \$85k in potential sales bonuses
 - 1 additional MCC position - payroll & benefits coordinator (\$10,000)
 - Market adjustments for selected positions (detailed in next slide)
 - Benefits: CCA 30% / Metro 28%

HISTORICAL COMPARISON



MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

22

22

PERSONNEL EXPENSE – MARKET ADJUSTMENTS - \$176,900

With unprecedented levels of instability in the labor market and wage growth at record pace, Cushion Employer Services has recommended that we ensure starting, lower tier and below market pay is competitive enough to attract and retain talent needed to meet business objectives. In evaluating current staffing needs, openings and areas where applications are low, we are proposing to increase the following positions:

Position Name	# of Positions	Current Rate	Proposed Rate	Proposed Change	Budget Impact
Ambassador	16	\$15.00	\$17.00	\$2.00	\$68,700
Network Tech II	2	\$25.00	\$28.00	\$3.00	\$15,800
Warehouse Worker	2	\$15.00	\$17.00	\$2.00	\$7,000
Cook I	13	\$17.75	\$18.75	\$1.00	\$25,500
Retail Cashier	7	\$17.75	\$18.75	\$1.00	\$16,300
Sous Chef III	21	\$20.25	\$21.25	\$1.00	\$43,600

Cushion's evaluation for the upcoming year was extremely limited and focused on key problem positions. The FY23 budget includes \$30k for Cushion to complete a comprehensive compensation and benefits analysis of all positions including F&B.

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

23

23

PREVIOUS CCA MOU PAYMENTS



4-year total - \$103,540,000

Agreement	Date of Execution	Date of Transfer	Amount of Transfer	Reason for Funding
Initial MOU	May-18	Sep-18	\$7,500,000	FY17 & 18 Metro Operating Budget
Initial MOU	May-18	Aug-19	\$2,500,000	FY19 Metro Operating Budget
PILOT Agreement	Nov-19	Nov-19	\$12,600,000	FY20 Metro Operating Budget
Amended MOU	March-19	Aug-20	\$10,000,000	FY20 Metro Operating Budget
Second MOU	May-20	May-20	\$5,000,000	FY20 Metro Operating Budget
Second MOU	May-20	Jul-20	\$35,000,000	FY21 Metro Operating Budget, downtown sidewalks and lighting
PILOT Agreement	Nov-19	Feb-21	\$16,600,000	FY21 Metro Operating Budget
PILOT Agreement	Nov-19	Feb-22	\$14,300,000	FY22 Metro Operating Budget

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

24

24

MAYOR'S OFFICE NEW FUNDING REQUEST

CCA Music City Center
Budget Meeting - FY2022-2023



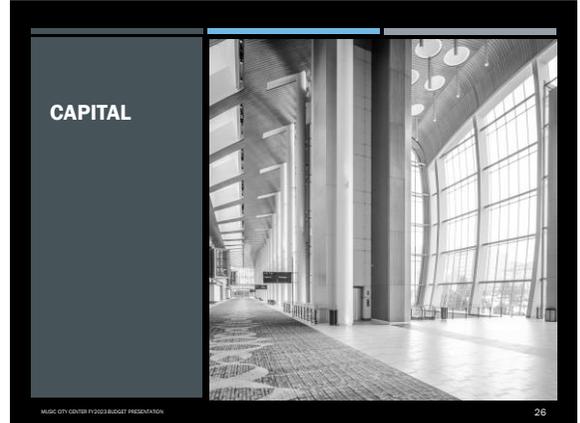
Mayor Cooper's Office has requested that MCC consider the following funding:
METRO-SPECIAL PURPOSE FUND Special Events

	Budget Commitment
Police OT funding for Entertainment District Initiative and Special Events	\$ 8,638,000
Fire EMS Special Operations - UTV operations for Entertainment District Initiative and Special Events	\$ 1,368,000
NDOT Special Operations - traffic control, barriers, litter, street sweeping	\$ 250,000
	\$ 10,256,000

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

25

25



26

Engineering		\$ 111,900
Water Bottle Refill Stations		
Technology		\$ 5,336,100
Core Infrastructure Refresh		
Security		\$ 476,800
Radio Repeater Upgrade and Replacement		
VESDA Detector Upgrade and Replacement		
Facilities		\$ 57,400
Additional Soft Seating - Cubic Lounge Chair		
F&B		\$ 469,700
Combi Ovens (Main Kitchen Replacements)		
Creative concept & design for new outlet		
Admin		\$ 50,000
Miscellaneous Equipment		

CAPITAL & NON-OPERATING REQUESTS \$6,501,900

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

27

27

ENGINEERING - \$111,900 WATER BOTTLE REFILL STATIONS

Water bottle refill stations to be installed throughout the building.

Purchasing water bottle refill stations will increase our sustainability operation. These units will give our customers and attendees a refrigerated filtered water option, which we currently only offer with disposable one time use bottles contributing to waste.



28

28

TECHNOLOGY - \$5,336,100 CORE INFRASTRUCTURE REFRESH



Our existing hardware infrastructure is 10+ years old. Networking gear is out of warranty and no longer supported by the manufacturer. Spare or replacement parts are becoming difficult to procure. In some cases, we cannot find replacements.

Refresh will expand backbone capabilities from 20Gb to 40Gb, future proofing MCC internet, video (CCTV) and audio capabilities. MCC audio network will be consolidated and connected to uniform switching hardware. Server upgrade includes consolidating and migrating our existing physical & virtual server environment to a more robust platform. This will increase efficiency, productivity and business continuity.

Proposed replacement will expand our Storage Area Network (SAN) from 30TB to 60TB allowing for adequate server and application growth, without procuring additional hardware.

This refresh also gives us the necessary capabilities to expand our server environment into the cloud, giving us further redundancy and more robust disaster recovery option.

Opting out of this refresh could lead to unexpected network outages and cause parts of the building to not function while equipment is sourced and replaced. Manufacture will not warranty items deemed end of life and finding an aftermarket replacement could be a challenge.



29

29

SECURITY - \$476,800

RADIO REPEATER REPLACEMENT

Currently, we have 3 Motorola MTR 3000 Radio Repeaters located in the facility that service our radio needs. We have had one repeater go out this year and all the current repeaters are at the end of their life expectancy. Mobile Communications America (our current supplier) has proposed upgrading the system to (4) SLR 8000 Repeaters. This will give us full coverage, throughout the facility and replace existing technology with new upgraded coverage.



VESDA FIRE DETECTOR REPLACEMENT

The current VESDA System is independent from the fire control panel. Replacement of the VESDA detectors will bring new technology to the system that will make them immune to false alarms from dirt, dust, temperature and humidity. It will also allow us to connect to the fire alarm system for remote monitoring and reset without having to physically go to the units. Existing technology is antiquated and no longer utilized for this application.



30

30

FACILITIES – \$79,400

CUBIC LOUNGE CHAIR

The additional seating will be an added luxury for customers who do not wish to share seating with other attendees as a precaution for health and safety



31

31

F&B – \$489,700

REPLACE EXISTING COMBI OVENS

Replace all four existing 10-year-old Combi Ovens in the Main Kitchen. These particular pieces of equipment are the workhorse of the kitchen. We have had problems with numerous and repeated repairs of the existing ovens.



CREATIVE CONCEPT & DESIGN FOR NEW F&B OUTLET - \$250K

We would like to explore options to redesign the space currently occupied by Dunkin Donuts and Al Taglio to better suit our clients and increase foot traffic.



32

32

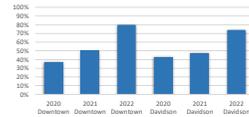
OPERATIONS UPDATE

33

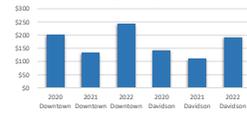
33

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

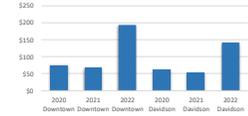
Rooms Occupancy



Average Daily Rate



Rev Par

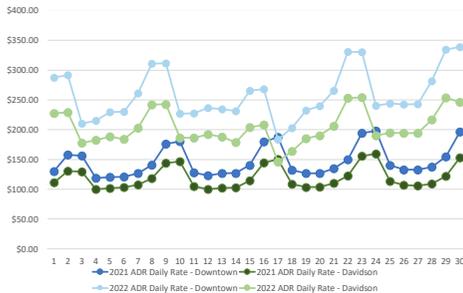


(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

34

34

April Average Daily Rate

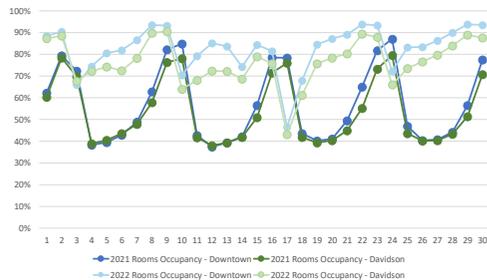


(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

35

35

April Rooms Occupancy

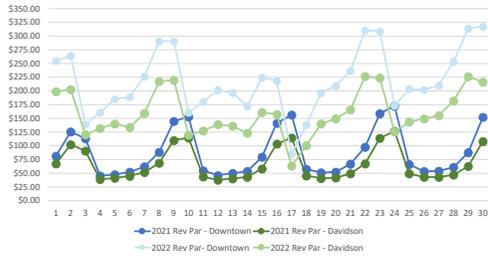


(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

36

36

April Rev Par by Day

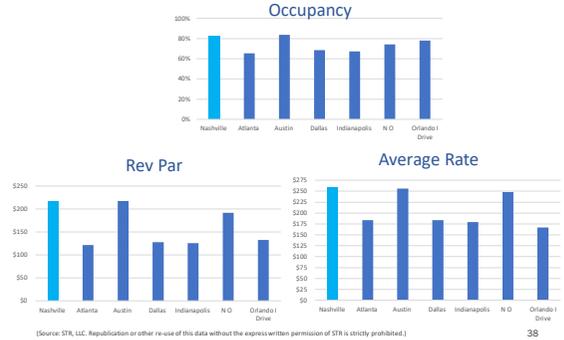


(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

37

37

Current Downtown Competitive Set – April 2022



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

38

38

TAX COLLECTIONS

MCC/Hotel Tax Collection
Collections Thru February 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	\$3,038,566	\$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	\$1,470,668	\$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	\$2,563,445	\$1,200,946	\$1,346,204	\$272,710	\$143,530	\$1,317,837	\$6,844,673	207.14%
March							\$0	0%
April							\$0	0%
May							\$0	0%
June							\$0	0%
YTD Total	\$21,535,097	\$9,868,754	\$11,188,102	\$1,618,486	\$1,517,245	\$10,384,769	\$56,112,453	257.86%

All numbers subject to change by CCA Auditors

40

39

40

MCC/Hotel Tax Collection

MCC Portion of February 2022 Tourism Tax Collections

	FY 2020	FY 2021	FY 2022	Variance
2/5 of 5% Occupancy Tax	\$1,767,130	\$856,737	\$2,563,445	199.21%
Net 1% Occupancy Tax	\$756,685	\$401,192	\$1,200,946	199.34%
\$2 Room Tax	\$1,102,275	\$717,804	\$1,346,204	87.54%
Contracted Vehicle	\$239,610	\$39,906	\$272,710	583.38%
Rental Vehicle	\$90,426	\$73,428	\$143,530	95.47%
Campus Sales Tax	\$1,759,158	\$139,420	\$1,317,837	845.23%
TDZ Sales Tax Increment	\$0	\$0	\$0	N/A
Total Tax Collections	\$5,715,285	\$2,228,487	\$6,844,673	207.14%

MCC Portion of Year-to-Date Tourism Tax Collections

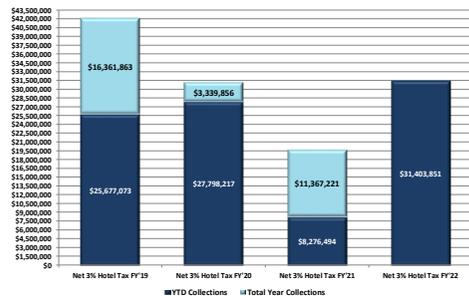
	FY 2020	FY 2021	FY 2022	Variance
2/5 of 5% Occupancy Tax	\$19,240,664	\$5,696,815	\$21,535,097	278.02%
Net 1% Occupancy Tax	\$8,557,716	\$2,579,680	\$9,868,754	282.56%
\$2 Room Tax	\$11,051,636	\$5,142,504	\$11,188,102	117.56%
Contracted Vehicle	\$2,334,840	\$474,929	\$1,618,486	240.78%
Rental Vehicle	\$1,263,324	\$66,133	\$1,517,245	127.77%
Campus Sales Tax	\$13,282,114	\$1,119,886	\$10,384,769	827.31%
TDZ Sales Tax Increment	\$56,461,491	\$36,416,230	\$0	-100.00%
Total YTD Tax Collections	\$112,192,384	\$52,096,178	\$56,112,453	7.71%

All numbers subject to change by CCA Auditors

41

41

Net 3% Hotel Tax

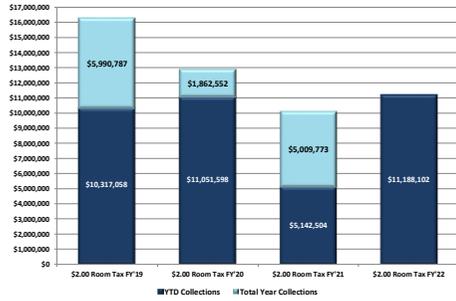


All numbers subject to change by CCA Auditors

42

42

\$2 Room Tax

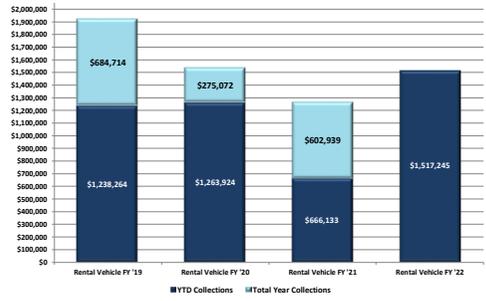


All numbers subject to change by CCA Auditors

43

43

Rental Vehicle

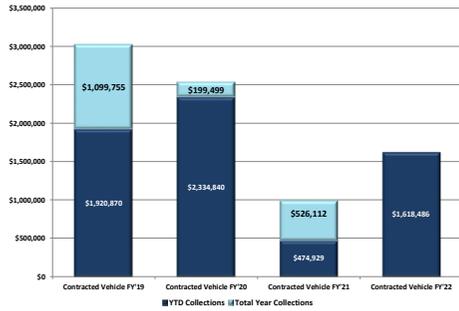


All numbers subject to change by CCA Auditors

44

44

Contracted Vehicle

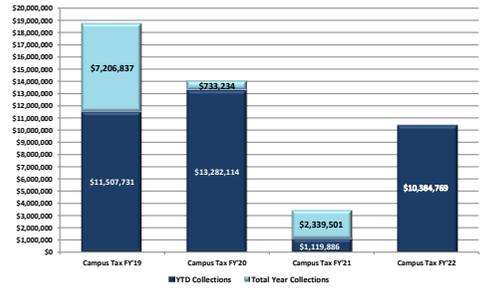


All numbers subject to change by CCA Auditors

45

45

Campus Tax

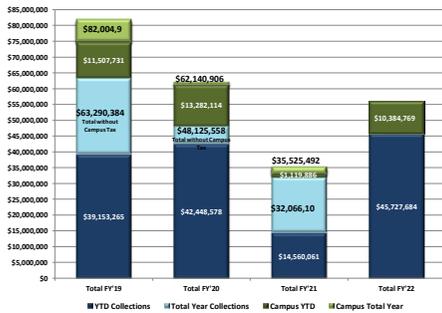


All numbers subject to change by CCA Auditors

46

46

Total MCC Collections By Year With Campus Tax (excludes TDZ)

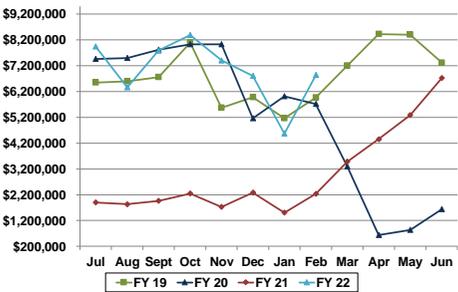


All numbers subject to change by CCA Auditors

47

47

Total MCC Collections By Year (excludes TDZ)



All numbers subject to change by CCA Auditors

48

48

