

MINUTES OF THE 110th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 110th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on June 2, 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, Seema Prasad, and Betsy Wills

AUTHORITY MEMBERS NOT PRESENT: Barrett Hobbs, Vonda McDaniel, and Dee Patel

OTHERS PRESENT: Charles Starks, Eric Blouin, Donna Gray, Jim Greer, Brian Ivey, Heather Jensen, Elisa Putman, Jasmine Quattlebaum, and Tom Turner

Chair Norah Buikstra opened the meeting for business at 9:09 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.

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

ACTION: Betsy Wills made a motion to approve the 109th Meeting Minutes of May 5, 2022. The motion was seconded by Seema Prasad and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Thursday, August 4, 2022 at 9:00 am.

Charles Starks and Tom Turner provided information on Nashville Downtown Partnership – Clean and Safe Program (Attachment #1). Discussion among the board centered around the enhanced services outlined in the presentation, along with the understanding that this was a start to what is required. There was additional discussion around the need for cameras in the downtown area.

ACTION: Seema Prasad made a motion authorizing Norah Buikstra to execute an agreement with the Nashville Downtown Partnership to provide funding of \$2,000,000 in FY2023 to support the Downtown Partnership's clean and safe program, the funds are subject to transparency and accountability to the Convention Center Authority on substantially the same terms as discussed and considered this day. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

Chair Norah Buikstra provided an update on the May 6, 2022 Executive Committee and stated the Committee will meet again for 30 minutes prior to the start of the August 4, 2022 meeting (Attachment #1) and there was discussion.

Charles Starks provided an Operations update and there was discussion.

Charles Starks and Jasmine Quattlebaum provided information on the RFP Uniform Rental/Laundry Services (Attachments #1 and #2) and there was discussion.

ACTION: Alfred Degrafinreid II made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Cintas Corporation for uniform rental and laundry services for the Music City Center 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 the RFP Temporary Labor Services (Attachments #1 and #3) and there was discussion.

ACTION: Robert Davidson made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Industrial Staffing of Tennessee for temporary labor services for the Music City Center on substantially the same terms as considered this day. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

Charles Starks, Jasmine Quattlebaum, and Eric Blouin provided information on the RFP Events, Facility Management, and Financial Accounting Solution Software (Attachments #1 and #4) and there was discussion.

ACTION: Alfred Degrafinreid II made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Ungerboeck for the purchase, implementation and ongoing support of events, facility management and financial accounting solution software for the Music City Center 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 Eric Blouin provided information on the RFP System Integrator Services for IP Video Surveillance & Access Control (Attachments #1 and #5) and there was discussion.

ACTION: Tracy Hardin made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Convergent Technologies for system integrator services and the design and installation of IP video surveillance and access control for the Music City Center on

substantially the same terms as considered this day. The motion was seconded by Betsy Wills and approved unanimously by the Authority.

Charles Starks provided information on Convention Centers Exhibit Space (Attachment #1) and there was discussion.

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 an update on the Fifth+Broadway Parking Garage Lease and there was discussion.

Charles Starks shared the citizens award the Music City Center received from the Nashville Fire Department during their recent event at the Music City Center and there was discussion.

Charles Starks shared he will be out of the office June 20th thru July 10th, 2022 and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 10:48 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



8.4.22

Norah Bulkstra, Chair
CCA 110th Meeting Minutes
of June 2, 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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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.

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HAPPY BIRTHDAY!



Dee Patel
May 29th

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Nashville Downtown Partnership – Clean & Safe Program



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ABOUT DOWNTOWN

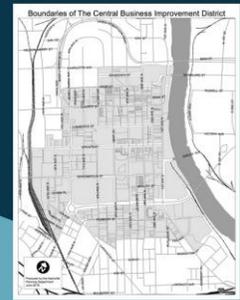
1994
Nashville Downtown Partnership

1999
Central Business Improvement District (CBID)

2006
Gulch Business Improvement District (GBID)



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ABOUT THE GBID

Area Covered
110 acres in downtown Nashville

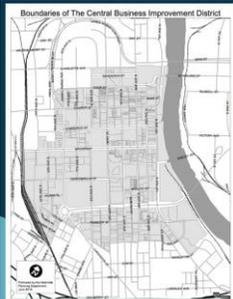
Management agreement with the Nashville Downtown Partnership to provide GBID services within these boundaries.

83% of GBID services are focused on Clean, Safe, and Attractive.

\$610,000 Annually with 10 FTEs



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ABOUT THE CBID

Area Covered
424 acres in downtown Nashville

Management agreement with the Nashville Downtown Partnership to provide CBID services within these boundaries.

87% of CBID services are focused on Clean, Safe, and Attractive.

\$6,200,000 Annually with 75 FTEs



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Public Space Management



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PRIORITY SERVICES

PUBLIC SPACE MANAGEMENT

- Clean Team
- Safety Team
- Hospitality Ambassadors
- Outreach Program
- Event Trash Detail
- Pressure Washing
- Entertainment District Initiative
- Staffing & PSO



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CLEAN, SAFE, AND ATTRACTIVE

2021 FACTS

- 291,830 Pounds of Trash Collected
- 2,188 Graffiti Tags Removed
- 37 Homeless Clients Housed
- Right-of-Way Landscaping Projects
 - 2.91 miles
 - 200+ flower beds & 70 planters



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CLEAN & SAFE EQUIPMENT



Multifunction Sweeper

Walk-Behind Sweeper

Mid-Duty Sweeper



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Economic Development




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OFFICE, RETAIL & HOSPITALITY

OFFICE

- 78,000 Employees
- 17.8m sq. ft. Office Space
- 10.9% Vacancy Rate
- 1.5m sq. ft. Under Construction
- 4.45m sq. ft. Planned

RETAIL

- 122 Shopping Options
- 342 Restaurants
- 77% of Retail Locally Owned
- 3.6 million sq. ft. Retail Space
- 2.6% Vacancy Rate

HOSPITALITY

- 11,191 Hotel Rooms
- 1,777 Under Construction
- 3,356 Planned
- 80+% Occupied



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RESIDENTIAL

	TODAY	UNDER CONSTRUCTION	PLANNED
HOMES	10,555	3,570	10,454
RESIDENTS	15,000	+5,000	+15,000

Year	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Residents	14,514	16,454	18,236	21,663	25,239	28,230	30,961	33,102	34,884	36,082



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Downtown Experience




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PLACEMAKING

CHURCH STREET PARK
NOBLE PARK

- Clean, Safe, & Attractive
- Programming
- Hospitality
- 5 FTEs

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SOCIAL REACH

- Facebook 196,204
- Twitter 181,929
- Instagram 50,327
- Downtown Details 27,701

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2019 TOP POST-MCC LOCATIONS

- DUNKIN'
- OMNI NASHVILLE
- BRIDGESTONE ARENA
- COUNTRY MUSIC HALL OF FAME & MUSEUM
- JW MARRIOTT
- MUSIC CITY WALK OF FAME PARK
- THE WESTIN
- NISSAN STADIUM
- HILTON NASHVILLE DOWNTOWN
- RIPPY'S

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CLEAN, SAFE, ATTRACTIVE PLUS

EXPANDED CLEANING FOOTPRINT	\$341,000 (365 Days)
FOCUSED SAFETY SERVICES	\$352,000 (200 Days)
TARGETED GUEST HOSPITALITY	\$96,000 (100 Days)
CBID PARTICIPATION	\$569,000
MAINTAIN OUTREACH & HOUSING	\$273,000
TO BE DETERMINED (BH, CS, TT)	\$369,000
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	\$2,000,000

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Executive Committee Report

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OPERATIONS UPDATE

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RFP Uniform Rental/Laundry Services

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RFP Temporary Labor Services

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**RFP Events, Facility Management, and
Financial Accounting Solution
Software**

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**RFP System Integrator Services for IP
Video Surveillance & Access Control**

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CONVENTION CENTERS

Location	Exhibit Space (SF)	Location	Exhibit Space (SF)
• Chicago, IL - 1,3	2,600,000	• Phoenix, AZ - 2	645,500
• Las Vegas, NV - 1	2,542,591	• San Diego, CA - 2	615,701
• *Orlando, FL - 2	2,100,000	• Denver, CO - 2,3	584,000
• *Atlanta, GA - 2	1,500,000	• Boston, MA - 1	516,000
• *New Orleans, LA - 1	1,100,000	• San Antonio, TX - 2	515,000
• Anaheim, CA - 2	1,013,607	• Salt Lake City, UT - 2,3	515,000
• New York, NY - 1	850,140	• St. Louis, MO - 2,3	502,000
• Houston, TX - 1	750,000	• San Francisco, CA - 2,3	502,000
• *Dallas, TX - 2,3	724,526	• Miami, FL - 2,3	491,000
• Detroit, MI - 1,3	723,000	• Atlantic City, NJ - 1,3	486,600
• Los Angeles, CA - 2,3	720,000	• Minneapolis, MN - 2	475,000
• *Indianapolis, IN - 2	703,210	• Columbus, OH - 2,3	447,000
• Washington, DC - 1	703,000	• Kansas City, MO - 1	388,800
• Philadelphia, PA - 1,3	679,000	• Reno, NV - 1	382,303
		• Nashville, TN - 1	353,000

- Authority - 1
- State / Local - 2
- 3rd Party - 3
- *Competitor

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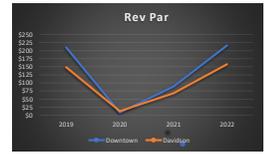
MUSIC CITY CENTER

Strengths	Weaknesses
➤ Location	➤ Size
➤ Building Design	➤ Flexible Meeting Space number of Meeting Rooms
➤ Exclusive Internal Services	➤ Pre-function and Outdoor Space
➤ Capital Reinvestment	➤ Additional 3 meal on site Food & Beverage Outlet
➤ Reputation	➤ Room Blocks
	➤ Hotel Rates
	➤ Transit

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Hotel Statistics Comparison
April 2019, 2020, 2021, & 2022

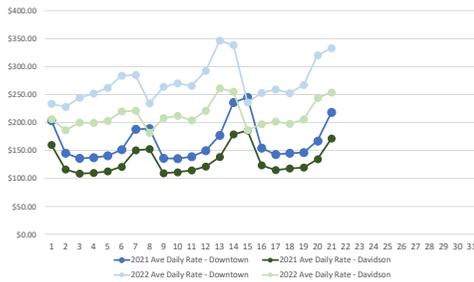


(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

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May Average Daily Rate

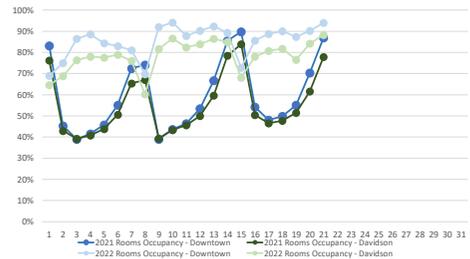


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May Rooms Occupancy

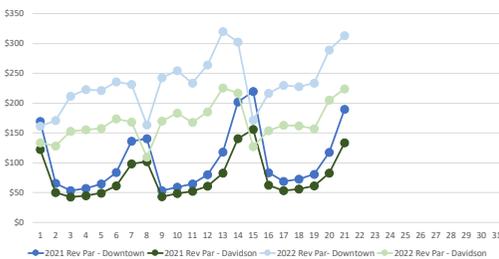


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May Rev Par by Day



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Current Downtown Competitive Set – May 2022

Occupancy



Rev Par



Average Rate



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TAX COLLECTIONS

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MCC/Hotel Tax Collection

Collections Thru March 2022
(excludes TD2)

	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	\$1,618,145	\$217,464	\$135,064	\$1,167,027	\$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	\$3,676,428	\$1,684,459	\$1,744,672	\$251,548	\$195,640	\$1,980,081	\$9,532,828	173.42%
April							\$0	0%
May							\$0	0%
June							\$0	0%
YTD Total	\$25,211,525	\$11,553,213	\$12,932,774	\$1,870,034	\$1,712,886	\$12,364,851	\$65,645,281	242.50%

All numbers subject to change by CCA Auditors

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MCC/Hotel Tax Collection

MCC Portion of March 2022 Tourism Tax Collections

	FY2019	FY2020	FY2021	FY2022	Variance
2/5 of 5% Occupancy Tax	\$2,471,668	\$1,128,290	\$3,304,659	\$3,676,428	181.79%
Net 1% Occupancy Tax	\$1,095,070	\$508,385	\$607,743	\$1,684,459	177.17%
\$2 Room Tax	\$1,411,102	\$723,200	\$1,043,874	\$1,744,672	67.13%
Contracted Vehicle	\$270,376	\$126,638	\$94,004	\$251,548	167.59%
Rental Vehicle	\$117,418	\$141,063	\$68,051	\$195,640	187.49%
Campus Sales Tax	\$1,830,325	\$666,363	\$568,235	\$1,980,081	437.72%
TD2 Sales Tax Increment	\$0	\$0	\$0	\$0	0%
Total Tax Collections	\$7,197,958	\$3,293,938	\$3,486,567	\$9,532,828	173.42%

MCC Portion of Year-to-Date Tourism Tax Collections

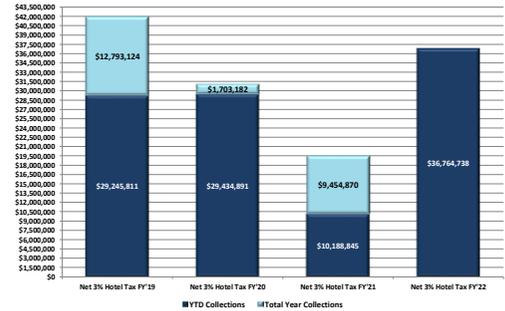
	FY2019	FY2020	FY2021	FY2022	Variance
2/5 of 5% Occupancy Tax	\$20,250,175	\$20,368,953	\$7,001,474	\$25,211,525	250.09%
Net 1% Occupancy Tax	\$8,995,636	\$9,066,101	\$3,187,423	\$11,553,213	262.46%
\$2 Room Tax	\$11,728,160	\$11,774,836	\$6,186,378	\$12,932,774	109.05%
Contracted Vehicle	\$2,293,246	\$2,463,478	\$568,933	\$1,870,034	228.69%
Rental Vehicle	\$1,355,681	\$1,404,986	\$734,184	\$1,712,886	133.30%
Campus Sales Tax	\$13,338,055	\$13,948,477	\$1,488,122	\$12,364,851	730.90%
TD2 Sales Tax Increment	\$44,760,413	\$56,461,491	\$36,416,330	\$0	-100.00%
Total YTD Tax Collections	\$102,619,387	\$115,486,322	\$55,582,745	\$65,645,281	18.10%

All numbers subject to change by CCA Auditors

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Net 3% Hotel Tax

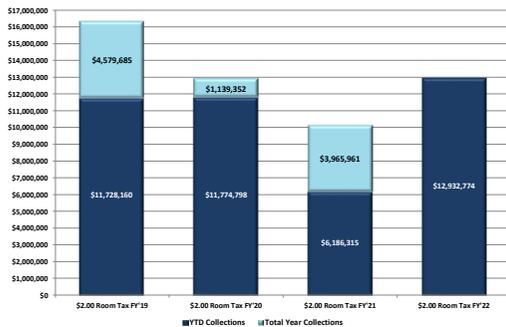


All numbers subject to change by CCA Auditors

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\$2 Room Tax

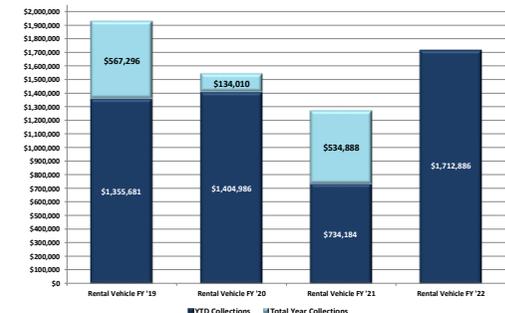


All numbers subject to change by CCA Auditors

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Rental Vehicle

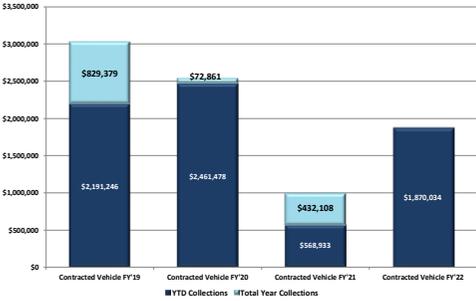


All numbers subject to change by CCA Auditors

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Contracted Vehicle

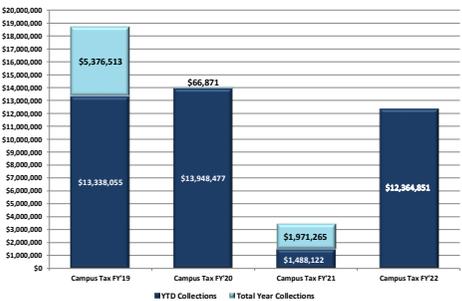


All numbers subject to change by CCA Auditors

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Campus Tax



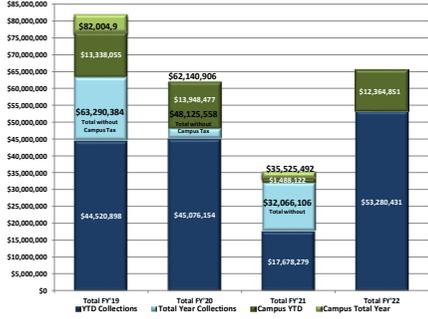
All numbers subject to change by CCA Auditors

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Total MCC Collections By Year

With Campus Tax (excludes TDZ)



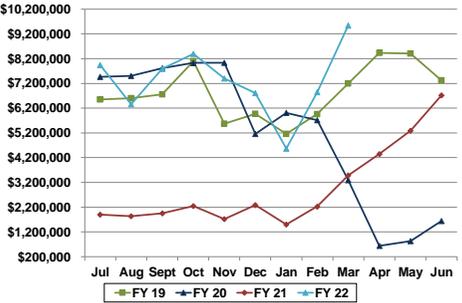
All numbers subject to change by CCA Auditors

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Total MCC Collections By Year

(excludes TDZ)



All numbers subject to change by CCA Auditors

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APRIL EVENTS

- 26 Events
- 40,181 Attendees
- 40,408 Room Nights
- \$49,427,802 Direct Economic Impact

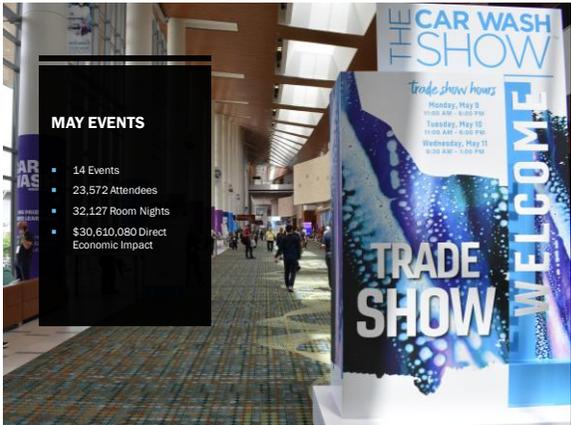


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MAY EVENTS

- 14 Events
- 23,572 Attendees
- 32,127 Room Nights
- \$30,610,080 Direct Economic Impact



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RFP Intent to Award Summary Sheet for the Music City Center

RFP: *Uniform Rental/Laundry Services*

Selected Vendor:
Cintas Corporation

Compensation and Cost:

Weekly Rentals	MEN				
	Year 1	Year 2	Year 3	Year 4	Year 5
Micro Pique Shirts	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33
Oxford Shirts	\$0.19	\$0.19	\$0.19	\$0.19	\$0.19
Work Pants	\$0.21	\$0.21	\$0.21	\$0.21	\$0.21
Dress Pants	\$0.50	\$0.50	\$0.50	\$0.50	\$0.50
Dress Skirt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Blazer	\$1.44	\$1.44	\$1.44	\$1.44	\$1.44
Coveralls	\$0.31	\$0.31	\$0.31	\$0.31	\$0.31
Work Coats	\$0.42	\$0.42	\$0.42	\$0.42	\$0.42

Direct Purchase	
Ties/Scarves	\$ 27.99

Replacement/Damage Cost	Year 1	Year 2	Year 3	Year 4	Year 5
Micro Pique Shirts	\$ 17.99	\$ 17.99	\$ 17.99	\$ 17.99	\$ 17.99
Oxford Shirts	\$ 17.99	\$ 17.99	\$ 17.99	\$ 17.99	\$ 17.99
Work Pants	\$ 27.99	\$ 27.99	\$ 27.99	\$ 27.99	\$ 27.99
Dress Pants	\$ 42.99	\$ 42.99	\$ 42.99	\$ 42.99	\$ 42.99
Dress Skirt	\$ -	\$ -	\$ -	\$ -	\$ -
Blazer	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00
Coveralls	\$ 37.99	\$ 37.99	\$ 37.99	\$ 37.99	\$ 37.99
Work Coats	\$ 42.99	\$ 42.99	\$ 42.99	\$ 42.99	\$ 42.99

Additional Fees	
Set Up Fee	\$ 6.00
Logo Fee	\$ 3.95
Other	\$ 1.53
Other	\$ 0.15

Weekly Rentals	WOMEN				
	Year 1	Year 2	Year 3	Year 4	Year 5
Micro Pique Shirts	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33
Oxford Shirts	\$0.18	\$0.18	\$0.18	\$0.18	\$0.18
Work Pants	\$0.28	\$0.28	\$0.28	\$0.28	\$0.28
Dress Pants	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Dress Skirt	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Blazer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Coveralls	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Work Coats	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00



RFP Intent to Award Summary Sheet for the Music City Center

RFP: *Temporary Labor Services*

Selected Vendor:

Industrial Staffing of Tennessee

Compensation and Cost:

	Year 1	Year 2	Year 3	Year 4	Year 5
Temporary Labor	\$ 18.25	\$ 18.80	\$ 19.40	\$ 20.00	\$ 20.60
Supervisors	\$ 20.60	\$ 21.15	\$ 21.75	\$ 22.35	\$ 22.95

Employee Pay Rates:	Year 1	Year 2	Year 3	Year 4	Year 5
First Shift	\$ 13.50	\$ 13.75	\$ 14.00	\$ 14.25	\$ 14.50
Second Shift	\$ 13.75	\$ 14.00	\$ 14.25	\$ 14.50	\$ 14.75
Third Shift	\$ 14.00	\$ 14.25	\$ 14.50	\$ 14.75	\$ 15.00

This includes a \$0.25 shift differential for 2nd and 3rd shifts

Term:

Three (3) year term

With one two (2) year option to renew

DBE participation:

Industrial Staffing is 100% Women Owned

Sunset Marketing (WBE)

Confirm Choice, LLC (SBE)

Other Vendors that Submitted Bids:

Express Employment Professionals



RFP Intent to Award Summary Sheet for the Music City Center

RFP: *Events, Facility Management, and Financial Accounting Solution Software*

Selected Vendor:

Ungerboeck

Compensation and Cost:

Implementation Cost	Year1
Software	n/a
Implementation	\$176,600*
Training	Included

Annual Cost	Year1	Year2	Year3	Year4	Year 5
Annual Support	Included	Included	Included	Included	Included
Annual Licensing	\$ 190,985.00	\$ 215,485.00	\$ 215,485.00	\$ 215,485.00	\$ 215,485.00

Hourly Rates	Year1	Year2	Year3	Year4	Year 5
Post Implementation Training Hourly Rate	\$50-\$175**	\$50-\$175**	\$50-\$175**	\$50-\$175**	\$50-\$175**
Report Writing (Per Report)	\$50-\$175**	\$50-\$175**	\$50-\$175**	\$50-\$175**	\$50-\$175**
Custom Programming Hourly Rate	\$50-\$175**	\$50-\$175**	\$50-\$175**	\$50-\$175**	\$50-\$175**
Data Migration	\$50-\$175**	\$50-\$175**	\$50-\$175**	\$50-\$175**	\$50-\$175**

*Amounts reflect a year 1 discount on Exhibitor Service Center for Venues (24,500), which is a benefit of subscribing to the Advanced Customer Success Plan.

**Ungerboeck's global staff consists of a variety of different resources - from data entry administrative staff to both US and offshore technical architects with advanced engineering' skills – and these staff members have different billable rates. Therefore, depending on the business need, we'll harness the most appropriate resource.

***Annual License and Hourly Rates above do not reflect possible annual price adjustments, which can be up to 7% annually, however generally do not exceed 2.5%. Naturally, the annual increase is assessed annually and depends on things like inflation rates and cost of skilled labor, etc.

Term:

*Three (3) year term
With one two (2) year option to renew*

DBE participation:

n/a

Other Vendors that Submitted Bids:

Ric Corp



RFP Intent to Award Summary Sheet for the Music City Center

RFP: *System Integrator Services for IP Video Surveillance & Access Control*

Selected Vendor:

Convergint Technologies

Compensation and Cost:

Fixed Design Fee	\$ 73,647.00
Percentage Fee	10%

Term:

Three (3) year term

With one two (2) year option to renew

DBE participation:

Convergint Technologies has committed to partner with Emerald Resources, LCC (SDVBE/WBE) for the installation of all conduit, cable, field devices, and control panels.

Other Vendors that Submitted Bids:

- Access Control Systems, LLC
- Eye In the Sky
- Johnson Controls
- Millennium Communications Group
- Security 101
- System Integrations