

MINUTES OF THE 112th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 112th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on September 1, 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: Robert Davidson, *Alfred Degrafinreid II, Tracy Hardin, Barrett Hobbs, Vonda McDaniel, and Betsy Wills

AUTHORITY MEMBERS NOT PRESENT: Norah Buikstra, Dee Patel, and Seema Prasad

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

Vice-Chair Vonda McDaniel opened the meeting for business at 9:03 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: Betsy Wills made a motion to approve the 111th Meeting Minutes of August 4, 2022. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Thursday, October 6, 2022 at 9:00 am.

Robert Davidson, Charles Starks, and Charles Robert Bone provided an update on the Fifth + Broadway Parking Garage and their August 17th meeting with Brookfield Properties. Board members discussed engaging an appraiser to provide an independent valuation of the Fifth + Broadway Parking Garage and lease, which is to be considered at the October meeting of the Convention Center Authority (Attachment #1) and there was discussion.

Charles Starks provided an Operations update 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.

*Denotes the arrival of Alfred Degrafinreid II.

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

Charles Starks and Brian Ivey provided information on the recent ASAE event and the opportunities that the Music City Center and the city will have to book future business.

With no additional business, the Authority unanimously moved to adjourn at 9:48 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Norah Buijstra, Chair
CCA 112th Meeting Minutes
of September 1, 2022



September 1, 2022

Convention Center Authority

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

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

3

Happy Birthday!

Seema Prasad September 1 st	Norah Bulkstra September 22 nd	Barrett Hobbs September 27 th
---	--	---

4

4

Fifth + Broadway Parking Garage Update

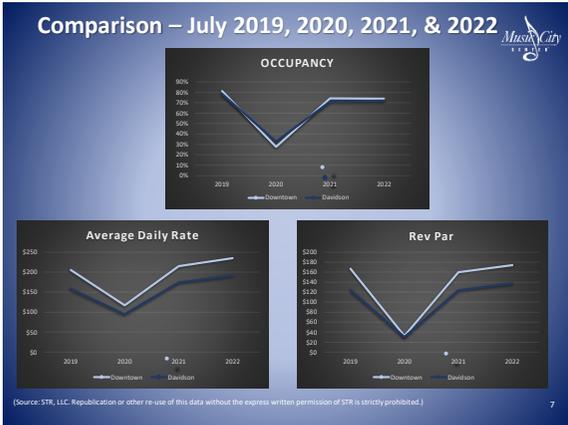
5

5

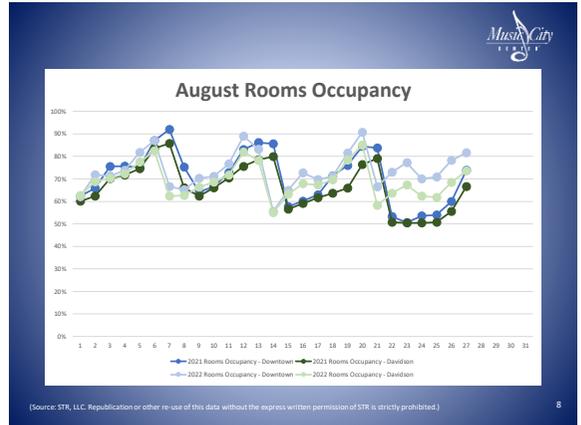
OPERATIONS UPDATE

6

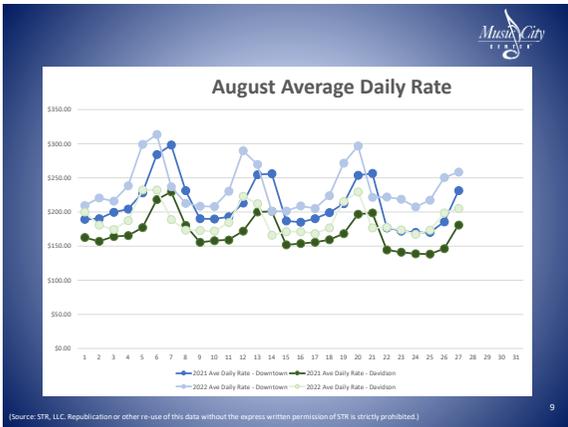
6



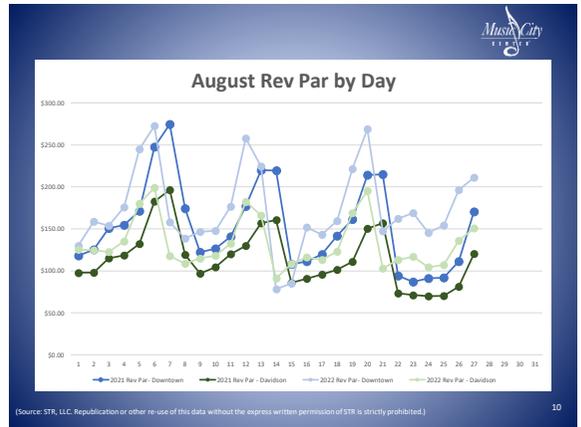
7



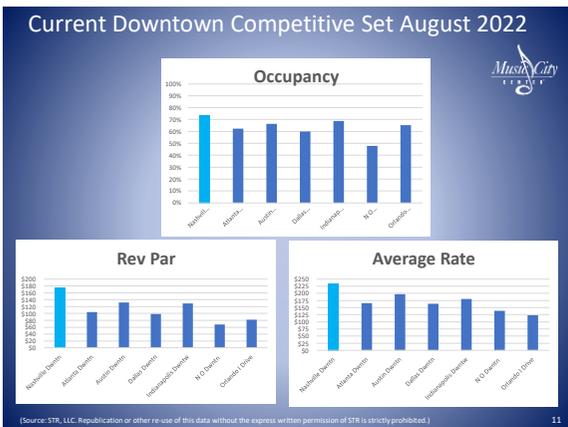
8



9



10



11

TAX COLLECTIONS

12

Convention Center Authority Attachment #1 September 1, 2022

MCC/Hotel Tax Collection

Collections Thru June 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	\$3,676,428	\$1,684,459	\$1,744,672	\$251,548	\$195,640	\$1,980,081	\$9,532,828	173.42%
April	\$4,030,154	\$1,865,935	\$1,793,791	\$277,942	\$217,248	\$1,800,484	\$9,985,553	129.44%
May	\$3,966,887	\$1,837,429	\$1,777,279	\$288,858	\$245,662	\$1,760,227	\$9,876,343	86.93%
June	\$4,057,689	\$1,868,599	\$1,856,862	\$275,936	\$231,589	\$1,876,523	\$10,167,198	51.22%
YTD Total	\$37,266,255	\$17,125,175	\$18,360,706	\$2,712,770	\$2,407,385	\$17,802,085	\$95,674,375	169.31%

All numbers subject to change by CCA Auditors

13

MCC/Hotel Tax Collection

MCC Portion of June 2022 Tourism Tax Collections

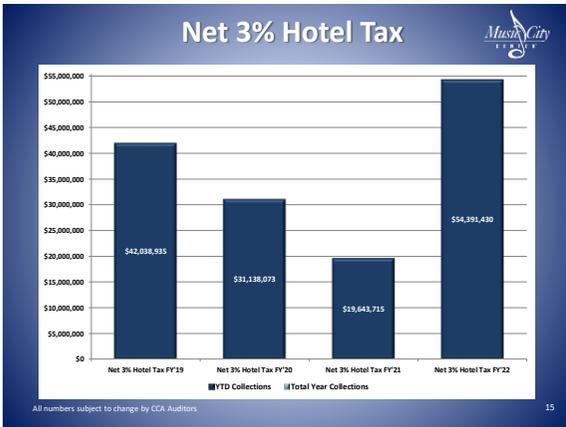
	FY 2020	FY 2021	FY 2022	Variance
2/5 of 5% Occupancy Tax	\$609,140	\$2,665,635	\$4,057,689	52.22%
Net 1% Occupancy Tax	\$300,045	\$1,221,787	\$1,868,599	52.94%
\$2 Room Tax	\$568,891	\$1,517,826	\$1,856,862	22.34%
Contracted Vehicle	\$36,222	\$178,152	\$275,936	54.89%
Rental Vehicle	\$74,761	\$47,155	\$231,589	57.38%
Campus Sales Tax	\$47,524	\$992,973	\$1,876,523	88.98%
TDZ Sales Tax Increment	\$0	\$0	\$0	0.00%
Total Tax Collections	\$1,636,584	\$6,723,528	\$10,167,198	51.22%

MCC Portion of Year-to-Date Tourism Tax Collections

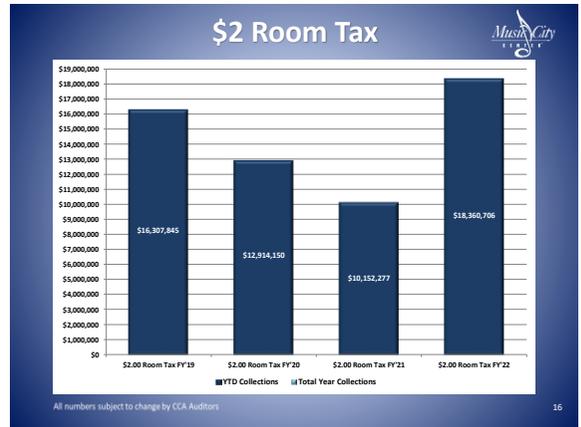
	FY 2020	FY 2021	FY 2022	Variance
2/5 of 5% Occupancy Tax	\$27,045,710	\$13,454,771	\$37,266,255	176.97%
Net 1% Occupancy Tax	\$12,114,267	\$6,344,343	\$17,125,175	169.93%
\$2 Room Tax	\$15,458,729	\$10,152,799	\$18,360,706	80.84%
Contracted Vehicle	\$2,793,973	\$1,001,041	\$2,712,770	170.89%
Rental Vehicle	\$1,814,580	\$1,269,073	\$2,407,385	89.70%
Campus Sales Tax	\$17,095,677	\$3,459,387	\$17,802,085	414.60%
TDZ Sales Tax Increment	\$56,461,491	\$36,416,230	\$0	-100.00%
Total YTD Tax Collections	\$132,784,427	\$72,097,645	\$95,674,375	32.70%

All numbers subject to change by CCA Auditors

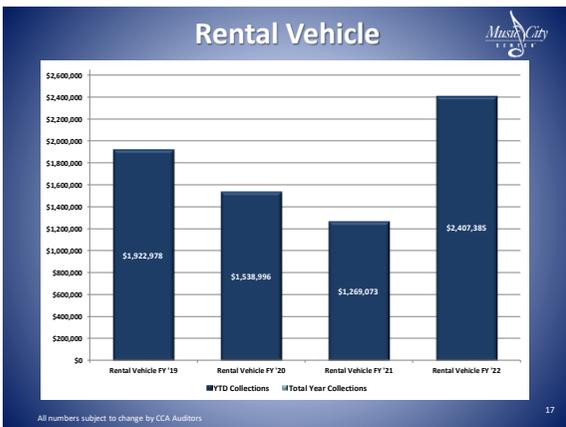
14



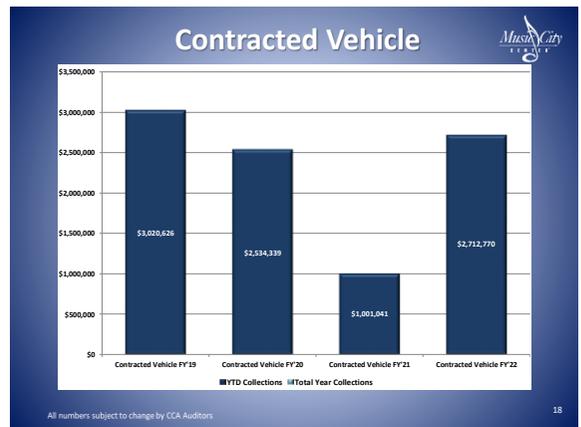
15



16

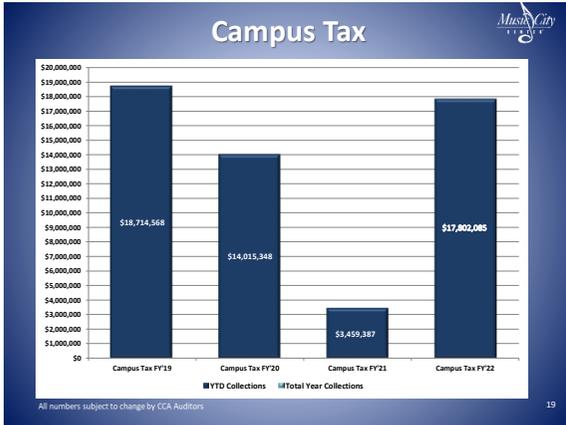


17

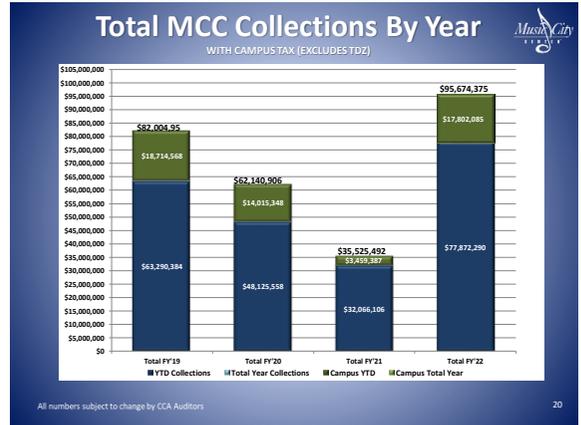


18

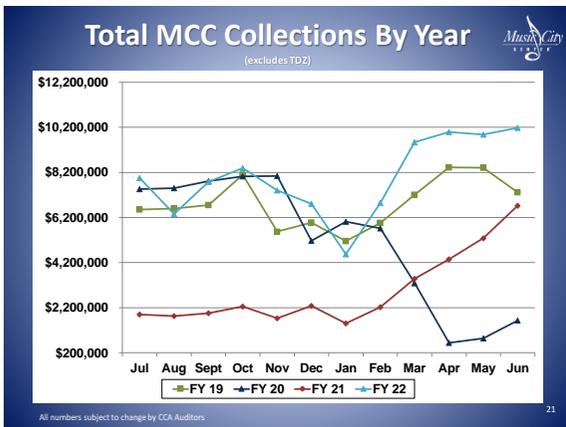
Convention Center Authority Attachment #1 September 1, 2022



19



20



21

JULY EVENTS

- 6 Events
- 12,960 Attendees
- 24,600 Room Nights
- \$17,919,220 Direct Economic Impact

22

Facility

"I applaud the facilities and hospitality staff. Every section of the convention center has been well attended. Every restroom has been clean, every beverage and food stationed adequately, priced, and every corner of the expo center has been tidy."
- Jenya Armstrong, Ohio State Bar Association

"Just wow wow wow all around. Kudos to all of you and I hope we can come enjoy this event center again in the near future!"
- Raymond Valles, @raymondvalles, State Manager - Austin, TEXAS, @ASAE2022

"Shout out to the housekeeping staff at the facility, especially food and overall sustainability was really impressive."
- @ASAE2022

23

Culinary

"@musiccitycenter has me considering a new whiskey barrel grazing table!"
- @Credenza

Day 1 @ASAAnnual highlights:
Keynote speaker at #Innovation @goatballs that led to #valdes
Attendees on why Credenza is critical for the #futureofwork
Food: great job @musiccitycenter and your culinary team for treating us to gourmet food all day.
#culinaryexcellence

ASAE Day 1 Recap

Ahhhhhh!!!!

24



September 1, 2022

Convention Center Authority