# MINUTES OF THE 80<sup>th</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 80<sup>th</sup> Meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on October 12, 2018 at 9:00 a.m. in the Administrative Conference Room of the Administrative Offices at the Music City Center, Nashville, Tennessee.

**AUTHORITY MEMBERS PRESENT:** Marty Dickens, Irwin Fisher, Vonda McDaniel, Willie McDonald, and Randy Rayburn

**AUTHORITY MEMBERS NOT PRESENT:** Randy Goodman, David McMurry, Renata Soto, and Leigh Walton

**OTHERS PRESENT:** Charles Starks, Charles Robert Bone, Donna Gray, Brian Ivey, Jasmine Quattlebaum, Erin Hampton, Heidi Runion, Maryanne Morris, Larry Atema, Jordan Wyman, and Renee Hampton

Chair Marty Dickens 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 79<sup>th</sup> Meeting Minutes of July 12, 2018. The motion was seconded by Irwin Fisher and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for November 1, 2018.

Irwin Fisher, Charles Starks, and Brian Ivey provided an update on the Marketing & Operations Committee Report (Attachment #1) and there was discussion.

Charles Starks and Larry Atema discussed the Capital Request for Additional Security Bollards (Attachment #1) and there was discussion.

**ACTION:** Randy Rayburn made a motion approving the purchase and installation of an additional 70 security bollards, exterior lighting upgrades and repair of a section of sidewalk pavers around the Music City Center in an amount not to exceed \$1,875,000. The motion was seconded by Irwin Fisher and approved unanimously by the Authority.

Charles Starks discussed the Emergency Procurements Policy Revision Update (Attachments #1 and #2) and there was discussion.

**ACTION:** Vonda McDaniel made a motion amending Section 3.6 of the procurement policy regarding emergency procurements. The motion was seconded by Randy Rayburn and approved unanimously by the Authority.

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

Charles Starks gave a Tax Collections update (Attachment #1) and there was discussion.

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:

Marty Dickens, Chair

CCA 80th Meeting Minutes

of October 12, 2018

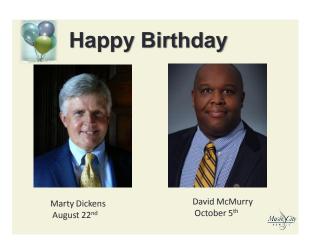
# Convention Center Authority

October 12, 2018

#### **Appeal of Decisions**

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## MARKETING & OPERATIONS COMMITTEE REPORT

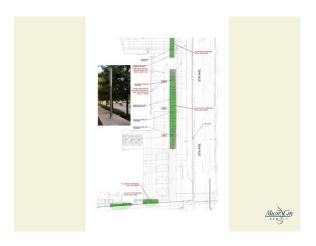


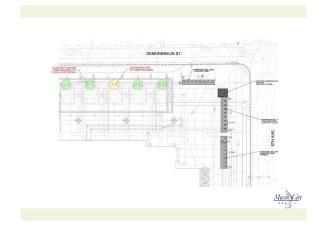
#### **OPERATIONS UPDATE**

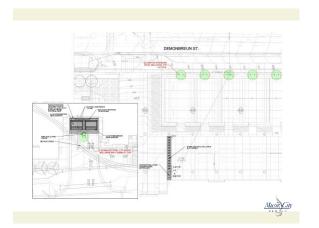
## FOR ADDITIONAL SECURITY BOLLARDS

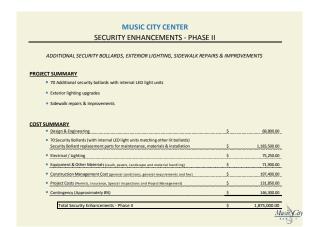










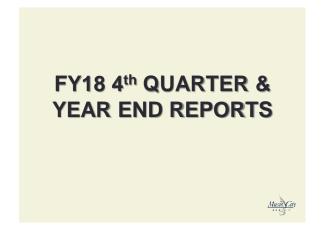


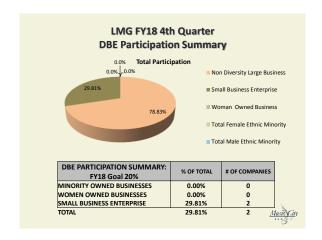
## EMERGENCY PROCUREMENTS POLICY REVISION

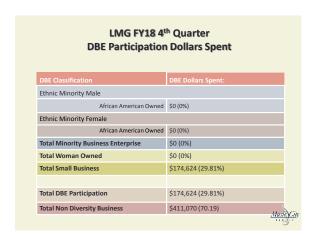


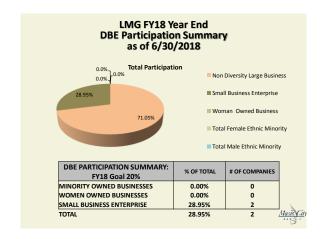
#### **DBE UPDATE**



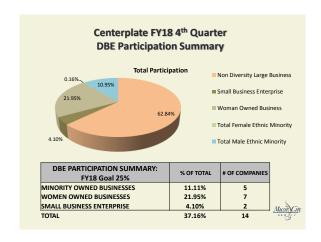




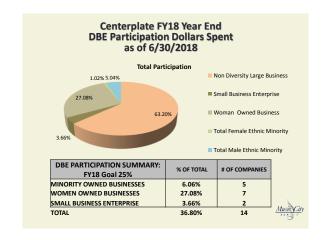


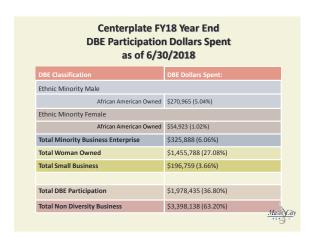


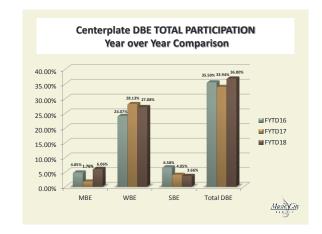




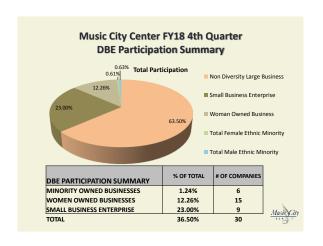




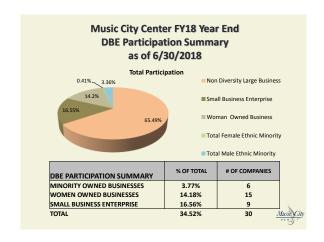


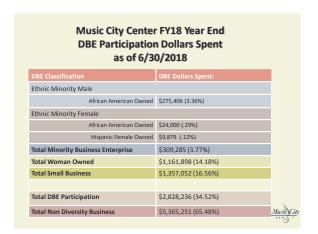


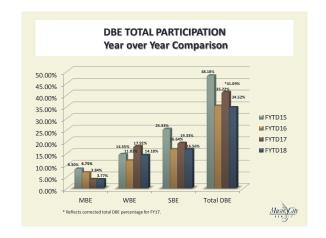
DBE VENDOR PARTICIPATION SUMMARY	FY18 # OF COMPANIES	FY17 # OF COMPANIES			
MINORITY OWNED BUSINESSES	5	3			
WOMEN OWNED BUSINESSES	7	7			
SMALL BUSINESS ENTERPRISE	2	12			
BANQUET STAFFING (AAFBE) COLTS CHOCOLATE (WBE)	TDAAT MOBILE T  THE FRENCH CON	REATS (SBE)			
CREATION GARDENS (WBE) KIJIJI COFFEE CONCESSIONS AND KIOSH	TROJAN LABOR (	(WBE)			
(AAMBE) NASHVILLE CHOCOLATE & NUT CO (WE	E) UNIVERSAL STAF	TROPICAL NUT AND FRUIT (WBE) UNIVERSAL STAFFING (AAMBE) VIVACIOUS TABLES (AAFBE)			











#### **DBE TOTAL PARTICIPATION** Year over Year Comparison

#### FY17

#### Plants Alive (WBE) - Total spend of

- Blink Marketing (WBE) Total spend of \$31,901
- CPR Rigging (SBE)- Total commission of \$1.021.389
- Crawford Door (SBE) Total spend of \$31.803
- HydroPro Pressure Washing (SBE) Total spend of \$68,789
- Med-Star (SBE)- Total spend of \$130,583
- Jarvis Signs (SBE) Total spend of \$95,943

#### FY18

- Plants Alive (WBE) Total spend of \$16,947
- Blink Marketing (WBE) Total spend of
- \$11.609
- CPR Rigging (SBE) Total commission of \$989,374
- · Crawford Door (SBE) Total spend of
- \$13,994
- HydroPro Pressure Washing (SBE) Total spend of \$44,678
- Med-Star (SBE) Total spend of \$114,833
- · Jarvis Signs (SBE) Total spend of \$11,307



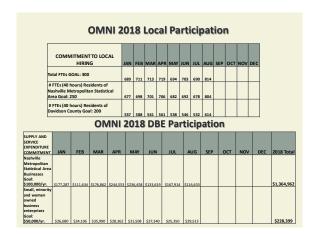
#### DBE VENDOR SNAPSHOT

DBE VENDOR PARTICIPATION SUMMARY	FY18 # OF COMPANIES	FY17 # OF COMPANIES
MINORITY OWNED BUSINESSES	6	7
WOMEN OWNED BUSINESSES	15	15
SMALL BUSINESS ENTERPRISE	9	7
TOTAL	30	29

FY18 High Performing DBE Vendors (over \$100,000):

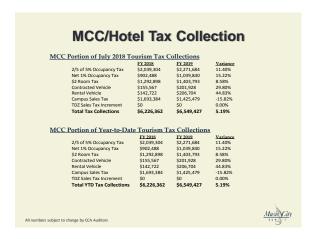
- Convention Production Rigging (SBE) Rigging Services
- Industrial Staffing (WBE) Supplemental Labor and Housekeeping Services
- Med-star Medical (WBE) EMT Services
- Premiere Building Maintenance Corporation (AAMBE) Building Maintenance
- Trojan Labor (WBE) Event Security

#### MCC YEAR END 2018 DBE VENDORS AERIAL INNOVATIONS OF TN INC (WBE) JARVIS SIGNS (WBE) MED-STAR MEDICAL SERVICE (WBE) AJ BUSINESS SUPPLY (SBE) NATASHA BLACKSHEAR (AAFBE) AMERICAN MECHANICAL (WBE) PLANTS ALIVE (WRF) BLINK MARKETING (WBE) PREMIER BUILDING MAINTENACE CORP (AAMBE) CONTRACT CARPET SALES (WBE) PREMIUM FLOOR CARE (WBE) CONVENTION PRODUCTION RIGGING (SBE) REED LANDSCAPING (WBE) CRAWFORD DOOR SALES (SBE) RESOURCE INFORMATION & CONTROL CO (WBE) CUSHION EMPLOYER SERVICES (AAMBE) SEGWAY OF NASHVILLE (WBE) CUSTOM WINDOW COVERINGS (HAFBE) ENERGY & LIGHTING SOLUTIONS (ATTIC TEC) (SBE) SUNSET MARKETING (WBE) GUY BROWN INTERIORS LLC (HAFBE) TANDEM CONSTRUCTION (SBE) HOSKINS & COMPANY (AAMBE) THE AWARD CENTER (WBE) HYDRO PRO PRESSURE WASHING (SBE) TROJAN LABOR (WBE) INDUSTRIAL STAFFING (WBE) AAMBE – African American Male Business AAFBE – African American Female Business HAFBE – Hispanic American Female Business WBE – Women Owned Business INQUIRIES INC (WBE)





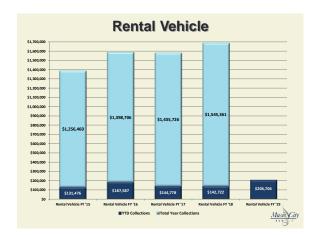


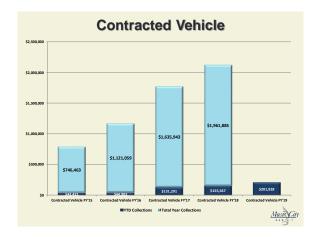


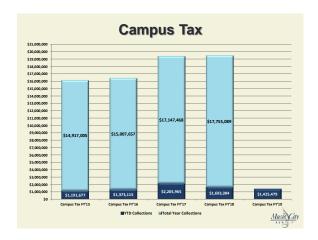
Collections thru July 2018 (excludes TDZ)									
	2/5 of 5% Occupancy Tax	Net 1% Occupancy	\$2 Room Tax	Contracted Vehicle Tax	Rental Vehicle Tax	Campus Tax	Total	Variance to	
July			\$1.403.793		\$206,704	\$1,425,479	\$6,549,427	5.19%	
August	\$0	\$0	\$0	SO.	\$0	\$0	\$0		
September	\$0	ŚO	\$0	\$0	\$0	\$0	\$0		
October	\$0	ŚO	ŚO	\$0	ŚO	ŚO	\$0		
November	\$0	ŚO	\$0	\$0	\$0	\$0	\$0		
December	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
January	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
February	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
March	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
April	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
May	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
June	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
YTD Total	\$2,271,684	\$1,039,840	\$1,403,793	\$201,928	\$206,704	\$1,425,479	\$6,549,427	5.19%	

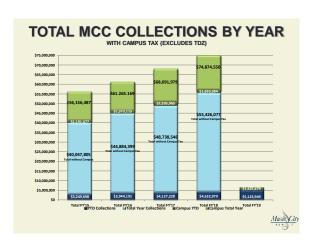


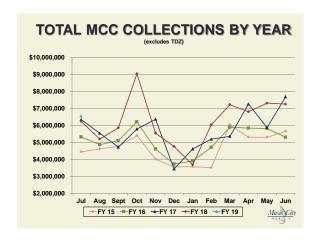












#### **AUGUST EVENTS**

- > 18 Events
- > 32,267 Attendees
- > 38,397 Room Nights
- > \$33,832,928 Economic Impact

#### **AUGUST TOURS & SITE VISITS**

- > 4 Group Tours with 46 Attendees
- > 6 Sales Site Visits



#### SEPTEMBER EVENTS

- > 27 Events
- > 26,848 Attendees
- > 16,893 Room Nights
- > \$21,232,156 Economic Impact

#### **SEPTEMBER TOURS & SITE VISITS**

- > 4 Group Tours with 46 Attendees
- > 3 Sales Site Visits



#### USGBC Tennessee IMPACT Benchmarking Challenge







### CONVENTION CENTER AUTHORITY PROCUREMENT POLICY SECTION 3.6 — EMERGENCY PROCUREMENTS

3.6 Emergency Procurements. The Convention Center Authority or its Designee may make or authorized others to make, emergency procurements under emergency conditions when there exists a threat to public health, welfare or safety under emergency conditions provided that such emergency procurements shall be made with such competition as is practical under the circumstances. This policy recognizes that some emergencies are such that the circumstances of the situation may not allow for a competitive procurement. This may entail a deviation from normal procurement procedure and shall be permitted only with the approval of the President/CEO or designee. A written determination of the basis for the emergency and for the selection of the particular contractor shall be included in the contract file.

3.6.1 Conditions of Use for Emergency Procurements. Conditions of use for an Emergency Procurement may include by way of example, threat to public health, welfare or safety; natural disasters, hazardous material spill or systems failure; or delays by contractors, delays in transportation, unanticipated work volume, acts of God. An Emergency Procurement does not require the declaration of a state of emergency. Poor planning (e.g., failure to manage contract beginning dates or expiration dates) or the expiration of funds (e.g., expiration of funding for a project), however do not constitute an emergency. These circumstances may require immediate action and may justify another non-competitive procurement method, but not an emergency procurement.

3.6.2 Emergency Procurements Authorization Approval. Authority may be delegated to meet emergencies arising from any unforeseen cause, including but not limited to, threat to public health, welfare or safety; natural disasters, hazardous material spill or systems failure; or delays by contractors, delays in transportation, unanticipated work volume, acts of God. In the event of an emergency circumstance, the Department Director or designee shall contact the Director of Purchasing or designee. An Emergency Procurement Justification Form must be completed by the Department with approval signatures and sent to the Director of Purchasing or designee. Upon notice, the Director of Purchasing or designee shall obtain consent from the President/CEO or designee. After consent, President/CEO or designee will notify, as practically possible, the Chair of Finance and Audit Committee and the Chair of the DBE and Development Committee for the Convention Center Authority. Emergency procurements are allowed by the Convention Center Authority when conditions warrant immediate action. Authorization and/or notification via email is acceptable.

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