

## **MINUTES OF THE 77<sup>th</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY**

The 77<sup>th</sup> meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on March 1, 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, Willie McDonald, Renata Soto, and Leigh Walton

**AUTHORITY MEMBERS NOT PRESENT:** Randy Goodman, Vonda McDaniel, David McMurry, and Randy Rayburn

**OTHERS PRESENT:** Charles Starks, Charles Robert Bone, Heidi Runion, Larry Atema, Pat Emery, Joe Bucher, Burgin Dossett, Mary Anne Morris, Jennifer Pedginski, Donna Gray, and Mary Brette Wyllly

Chair Marty Dickens opened the meeting for business at 9:01 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:** Irwin Fisher made a motion to approve the 76<sup>th</sup> Meeting Minutes of December 7, 2017. Leigh Walton seconded the motion, and the Authority approved unanimously.

The next regularly scheduled meeting is scheduled for April 3, 2018.

Pat Emery from Hall Emery, Joe Bucher from Gresham, Smith & Partners, and Burgin Dossett from OliverMcMillan gave an update on Fifth + Broadway (Attachment #2) and there was discussion.

Charles Starks provided an update on the Finance & Audit Committee for the Music City Center Fiscal Year 2019 Operating and Capital Budget held on February 23, 2018 (Attachment #1) and there was discussion.

Chairman Dickens called for accepting and adopting the recommendations of the Finance and Audit Committee, which adopted and approved the Music City Center Fiscal Year 2019 Operating and Budget to fund the activities, operations and capital needs of the Music City Center. With no objections it was adopted.

Charles Starks and Charles Robert Bone provided an update on MOU with Metropolitan Government (Attachment #1) and there was discussion.

Chair Marty Dickens provided an update on the Executive Committee (Attachment #1) and there was discussion.

Charles Starks gave an update on the Composting Contract Extension (Attachment #3) and there was discussion.

**ACTION:** Leigh Walton made a motion authorizing Charles Starks to negotiate and execute an amendment to the composting services agreement with Compost Company, LLC exercising the option to extend the agreement for an additional two years from April 20, 2018 to April 20, 2020 on substantially the same terms as considered this day. Willie McDonald seconded the motion, and the Authority approved unanimously.

Charles Starks gave an update on the RFP for Pouring Rights (Attachment #4) and there was discussion.

**ACTION:** Irwin Fisher made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to execute an amendment with Coca Cola Bottling Consolidated Company for pouring rights on substantially the same terms as set in the RFP and considered this day. Leigh Walton seconded the motion, and the Authority approved unanimously.

Charles Starks gave an update on the RFP for Air Filters (Attachment #5) and there was discussion.

**ACTION:** Leigh Walton made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement for air filters with Camfil USA on substantially the same terms as set forth in the RFP and considered this day. Irwin Fisher seconded the motion, and the Authority approved unanimously.

Charles Starks gave an update on the RFP for Promotional Amenities (Attachment #6) and there was discussion.

**ACTION:** Leigh Walton made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement for promotional amenities with Blink Marketing on substantially the same

terms as set in the RFP and considered this day. Renata Soto seconded the motion, and the Authority approved unanimously.

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

Charles Starks presented ideas for Music City Center's 5<sup>th</sup> Anniversary (Attachment #1) and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 10:13 a.m.

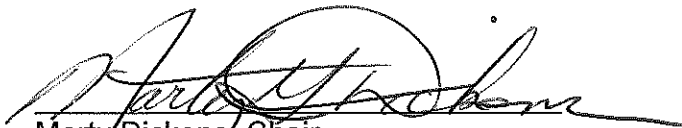
Respectfully submitted,



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Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:



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Marty Dickens, Chair  
CCA 77<sup>st</sup> Meeting Minutes  
of March 1, 2018

## Convention Center Authority



March 1, 2018



## 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.*



## Happy Birthday



Randy Rayburn  
January 24<sup>th</sup>



Leigh Walton  
January 26<sup>th</sup>



## Happy Birthday



Irwin Fisher  
March 11<sup>th</sup>



Charles Robert Bone  
March 15<sup>th</sup>



Willie McDonald  
March 27<sup>th</sup>



## CONGRATULATIONS!

- Marty Dickens & Irwin Fisher – On your re-appointments to the Convention Center Authority Board
- David McMurry – Scheduled for re-appointment on Tuesday, March 6<sup>th</sup> to the Convention Center Authority Board



## UPDATE ON FIFTH + BROADWAY



# Finance and Audit Committee





## MCC FY18 Business

**FY 2018 Year-End Estimates:**

- 274 events
- 519,242 attendees
- 340,088 room nights
- \$293,778,625 economic impact

|  |  |
|--|--|
| <p><b>Non-Profits:</b></p> <ul style="list-style-type: none"> <li>• 31 events</li> <li>• 22,709 attendees</li> </ul> | <p><b>Tours:</b></p> <ul style="list-style-type: none"> <li>• 25 tours YTD</li> <li>• 353 attendees</li> </ul> |
|--|--|



2

## MCC Future Bookings

**Events booked through 2026:**

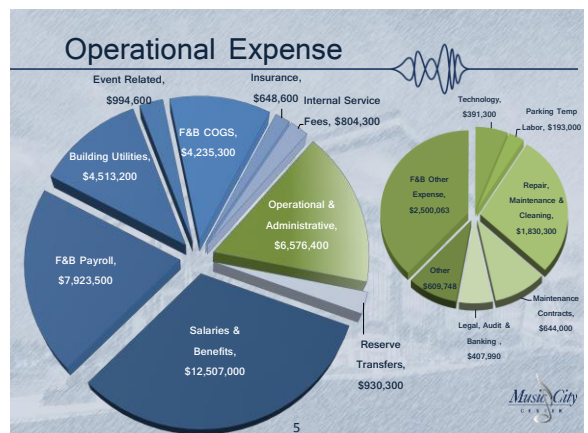
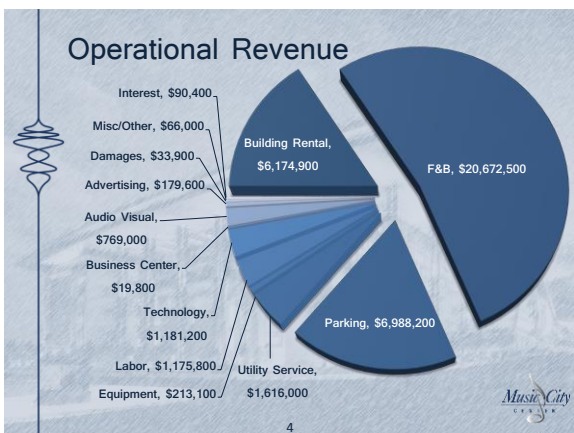
- 310 events
- 1,893,606 attendees
- 2.5 million total room nights
- \$1.99 billion in economic impact

**Future Bookings Include:**

- National Association of Music Merchants (annual)
- Hearth, Patio, & Bar-B-Que Association (2)
- National Rural Electric (2)
- International Car Wash Association (2)
- Mary Kay Inc. Leadership Conference (2)
- International Roofing Expo
- Tractor Supply (4)



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## MCC FY19 Budget

### Addition of 13.5 FTEs

- 6 Security Officers
- 1 Security Supervisor
- Convert one PT Security Officer to Full Time
- 2 Parking Customer Service Representatives
- 2 Ambassadors
- Digital Media Coordinator
- Engineering Tech 1



6

## Metro Agreements

### MOU With Metropolitan Government

#### Let's Move Nashville: Metro's Transportation Solution

- Proposed annual \$2 million contribution starting in FY19, assuming voter approval of the plan on May 1st



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## FY19 Capital & Non-Operating Summary

### Grand Total - \$1,352,500

#### Sustainability - \$134,200

- Recycling Containers

#### Parking - \$165,000

- Event Parking Module

#### Engineering - \$190,000

- Exhibit Hall Door Access
- Parking Garage Restripe

#### F&B - \$30,000

- 2 Smokers + Installation

#### Admin - \$50,000

- Miscellaneous Equipment

#### Security - \$438,300

- Camera Upgrades & Additions
- NVR Upgrade
- Electronic Key Box
- Prox Card readers upgrade
- Door Contacts

#### Finance - \$45,000

- Online Payment Portal

#### Technology - \$300,000

- Phone System Upgrade
- AV Server Replacement
- Due Diligence on Building Management Software



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## FY19 Total Revenue & Expense

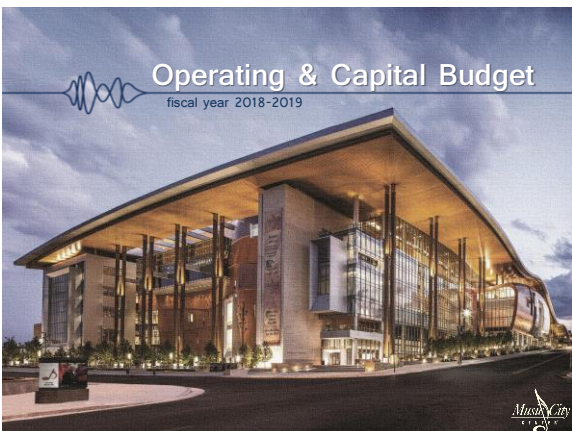
### Anticipated Surplus - \$47,798,300

|                              |                      |
|------------------------------|----------------------|
| Operating Revenues           | \$39,180,400         |
| Hotel Taxes                  | \$54,958,100         |
| Rental Car                   | \$1,569,400          |
| Airport Departure            | \$2,215,200          |
| Campus Tax                   | \$19,616,800         |
| TDZ                          | \$25,548,100         |
| <b>TOTAL REVENUE</b>         | <b>\$143,088,000</b> |
| Operating Expenses           | \$39,133,200         |
| MCC Bond Payment             | \$40,610,700         |
| Omni Hotel Payment           | \$12,000,000         |
| Bond Administrative Cost     | \$193,300            |
| Transit Contribution         | \$2,000,000          |
| Capital Expenses Anticipated | \$1,352,500          |
| <b>TOTAL EXPENSES</b>        | <b>\$95,289,700</b>  |

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## Operating & Capital Budget

fiscal year 2018-2019



# EXECUTIVE COMMITTEE



## OPERATIONS UPDATE



## COMPOSTING CONTRACT EXTENSION



## POURING RIGHTS CONTRACT



## AIR FILTERS CONTRACT



## PROMOTIONAL ITEMS CONTRACT



## TAX COLLECTIONS



### MCC/Hotel Tax Collection

Collections Thru December 2017  
(excludes TDZ)

|                  | 2/5 of 5%<br>Occupancy<br>Tax | Net 1%<br>Occupancy<br>Tax | \$2 Room<br>Tax    | Contracted<br>Vehicle Tax | Rental<br>Vehicle Tax | Campus<br>Tax      | Total               | Variance to<br>FY 17-18 |
|------------------|-------------------------------|----------------------------|--------------------|---------------------------|-----------------------|--------------------|---------------------|-------------------------|
| July             | \$2,039,304                   | \$902,488                  | \$1,292,898        | \$155,567                 | \$142,722             | \$1,693,384        | \$6,226,362         | -1.69%                  |
| August           | \$1,998,283                   | \$893,795                  | \$1,216,121        | \$174,409                 | \$168,297             | \$740,274          | \$5,191,178         | -6.12%                  |
| September        | \$2,387,369                   | \$1,064,670                | \$1,367,376        | \$191,229                 | \$143,228             | \$701,167          | \$5,855,038         | 24.11%                  |
| October          | \$2,515,399                   | \$1,107,769                | \$1,331,860        | \$203,399                 | \$160,623             | \$3,716,125        | \$9,035,175         | 56.34%                  |
| November         | \$1,922,729                   | \$833,717                  | \$1,123,770        | \$161,409                 | \$60,270              | \$1,437,882        | \$5,539,777         | -12.87%                 |
| December         | \$1,651,629                   | \$687,340                  | \$1,045,165        | \$103,448                 | \$204,429             | \$1,064,753        | \$4,756,764         | 38.55%                  |
| January          | \$0                           | \$0                        | \$0                | \$0                       | \$0                   | \$0                | \$0                 | 0.00%                   |
| February         | \$0                           | \$0                        | \$0                | \$0                       | \$0                   | \$0                | \$0                 | 0.00%                   |
| March            | \$0                           | \$0                        | \$0                | \$0                       | \$0                   | \$0                | \$0                 | 0.00%                   |
| April            | \$0                           | \$0                        | \$0                | \$0                       | \$0                   | \$0                | \$0                 | 0.00%                   |
| May              | \$0                           | \$0                        | \$0                | \$0                       | \$0                   | \$0                | \$0                 | 0.00%                   |
| June             | \$0                           | \$0                        | \$0                | \$0                       | \$0                   | \$0                | \$0                 | 0.00%                   |
| <b>YTD Total</b> | <b>\$12,514,713</b>           | <b>\$5,489,778</b>         | <b>\$7,377,190</b> | <b>\$989,461</b>          | <b>\$879,567</b>      | <b>\$9,353,585</b> | <b>\$36,604,294</b> | <b>13.85%</b>           |

All numbers subject to change by CCA Auditors

### MCC/Hotel Tax Collection

#### MCC Portion of December 2017 Tourism Tax Collections

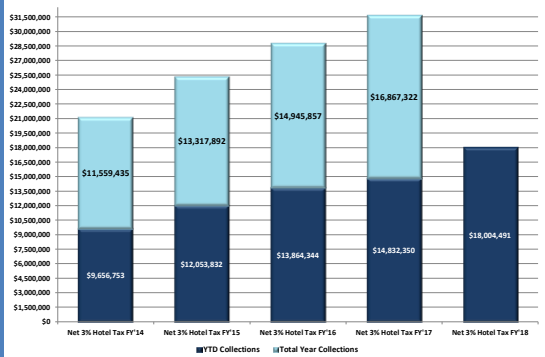
|                              | FY 2017            | FY 2018            | Variance      |
|------------------------------|--------------------|--------------------|---------------|
| 2/5 of 5% Occupancy Tax      | \$1,274,424        | \$1,651,629        | 29.60%        |
| Net 1% Occupancy Tax         | \$508,928          | \$687,340          | 35.06%        |
| \$2 Room Tax                 | \$913,625          | \$1,045,165        | 14.40%        |
| Contracted Vehicle           | \$108,138          | \$103,448          | -4.34%        |
| Rental Vehicle               | \$111,735          | \$204,429          | 82.96%        |
| Campus Sales Tax             | \$516,307          | \$1,064,753        | 106.22%       |
| TDZ Sales Tax Increment      | \$0                | \$0                | 0.00%         |
| <b>Total Tax Collections</b> | <b>\$3,433,156</b> | <b>\$4,756,764</b> | <b>38.55%</b> |

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

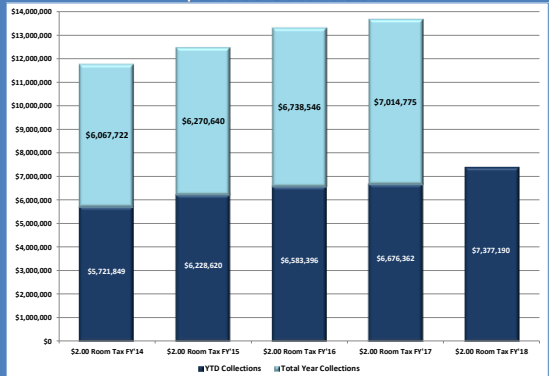
|                                  | FY 2017             | FY 2018             | Variance      |
|----------------------------------|---------------------|---------------------|---------------|
| 2/5 of 5% Occupancy Tax          | \$11,162,926        | \$12,514,713        | 12.11%        |
| Net 1% Occupancy Tax             | \$4,858,039         | \$5,489,778         | 13.00%        |
| \$2 Room Tax                     | \$6,975,095         | \$7,377,190         | 5.76%         |
| Contracted Vehicle               | \$838,758           | \$989,461           | 17.97%        |
| Rental Vehicle                   | \$816,002           | \$879,567           | 7.79%         |
| Campus Sales Tax                 | \$8,987,468         | \$9,353,585         | 4.07%         |
| TDZ Sales Tax Increment          | \$22,778,163        | \$27,641,384        | 21.35%        |
| <b>Total YTD Tax Collections</b> | <b>\$56,416,452</b> | <b>\$64,245,677</b> | <b>13.88%</b> |

All numbers subject to change by CCA Auditors

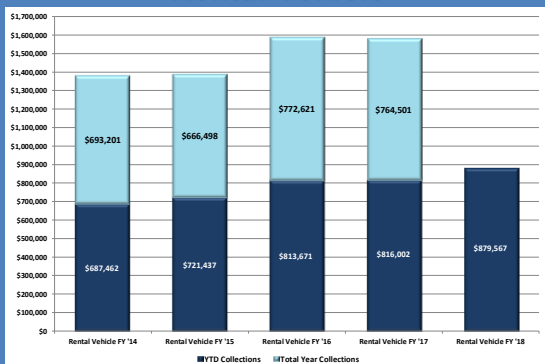
### Net 3% Hotel Tax



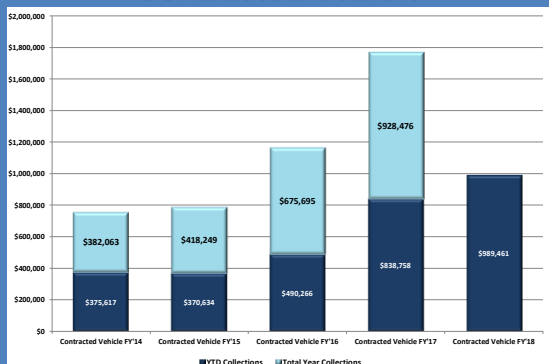
### \$2 Room Tax



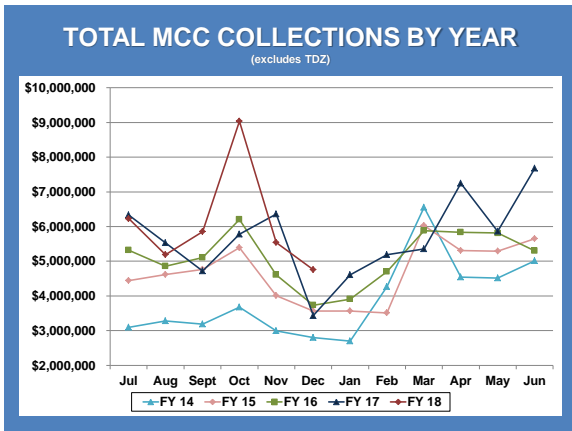
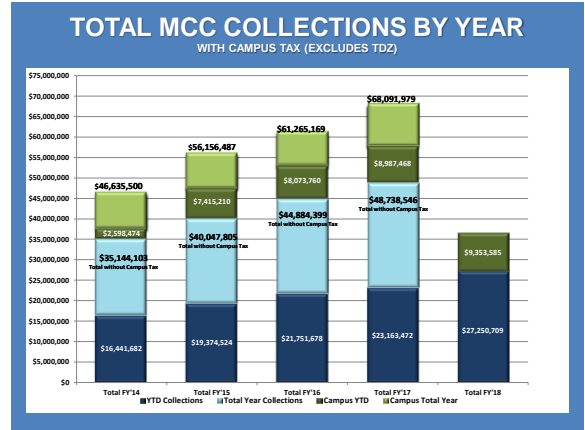
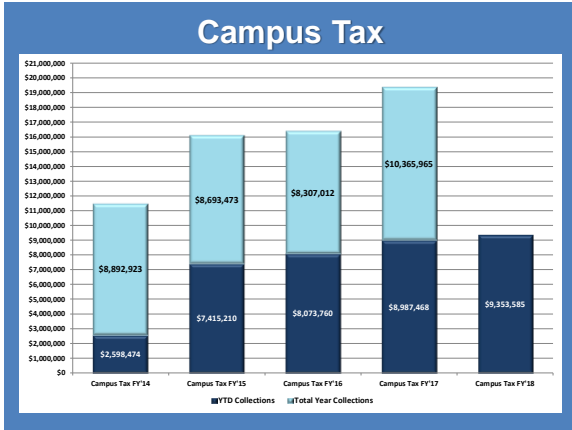
### Rental Vehicle



### Contracted Vehicle







### JANUARY EVENTS

- > 14 Events
- > 46,536 Attendees
- > 18,081 Room Nights
- > \$15,979,876 Economic Impact

### JANUARY TOURS & SITE VISITS

- > 6 Sales Site Visits
- > 2 Group tours with 31 attendees




### FEBRUARY EVENTS


- > 22 Events
- > 50,686 Attendees
- > 24,486 Room Nights
- > \$14,829,028 Economic Impact

### FEBRUARY TOURS & SITE VISITS

- > 5 Sales Site Visits
- > 5 Group tours with 26 attendees



## MCC 5<sup>TH</sup> ANNIVERSARY SUGGESTIONS



## Convention Center Authority



March 1, 2018





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NASHVILLE

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OliverMcMillan SPECTRUM EMERY

CONVENTION CENTER AUTHORITY  
UPDATE  
March 1st, 2018

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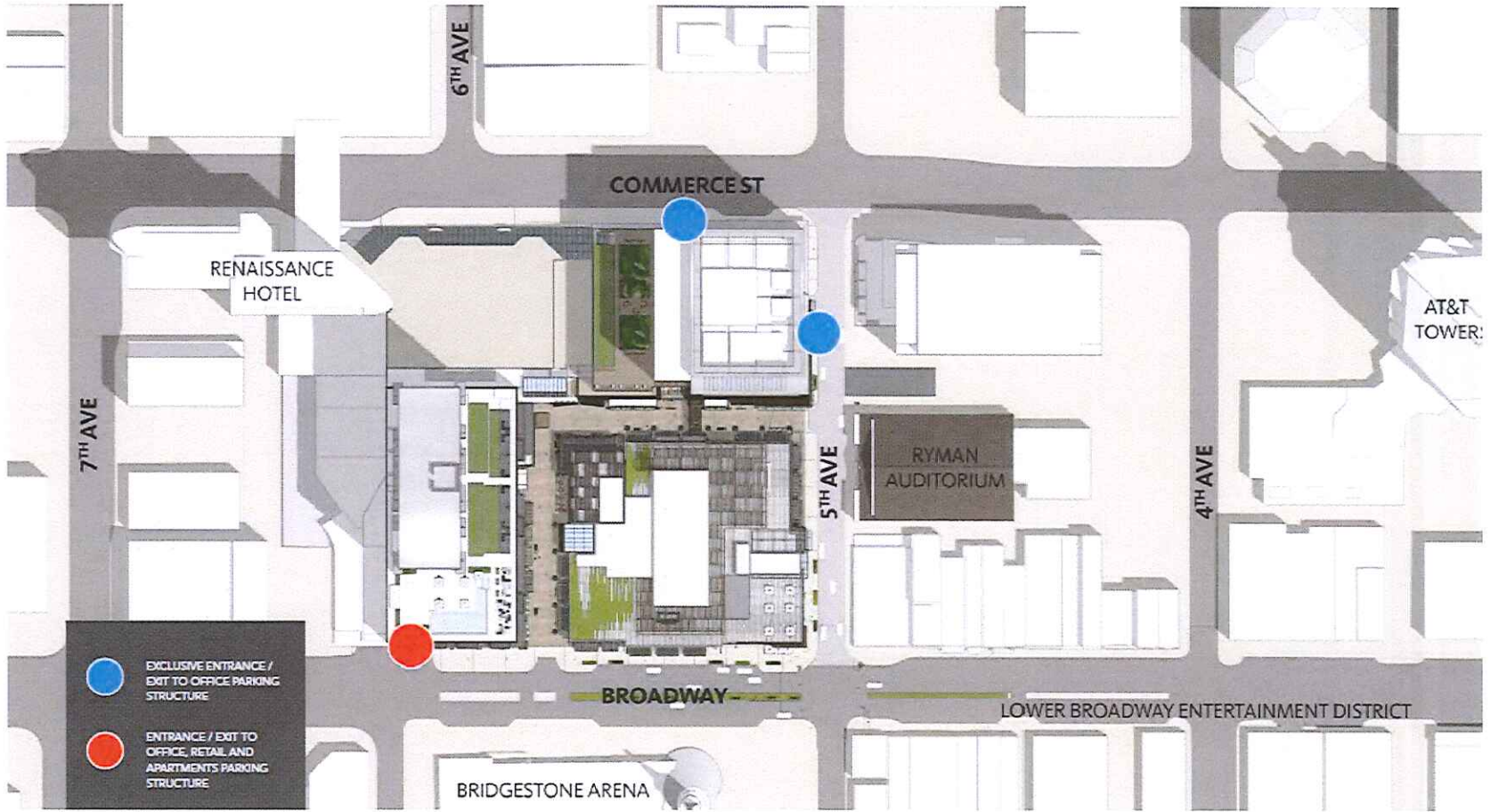
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landscape architects

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HAYMES

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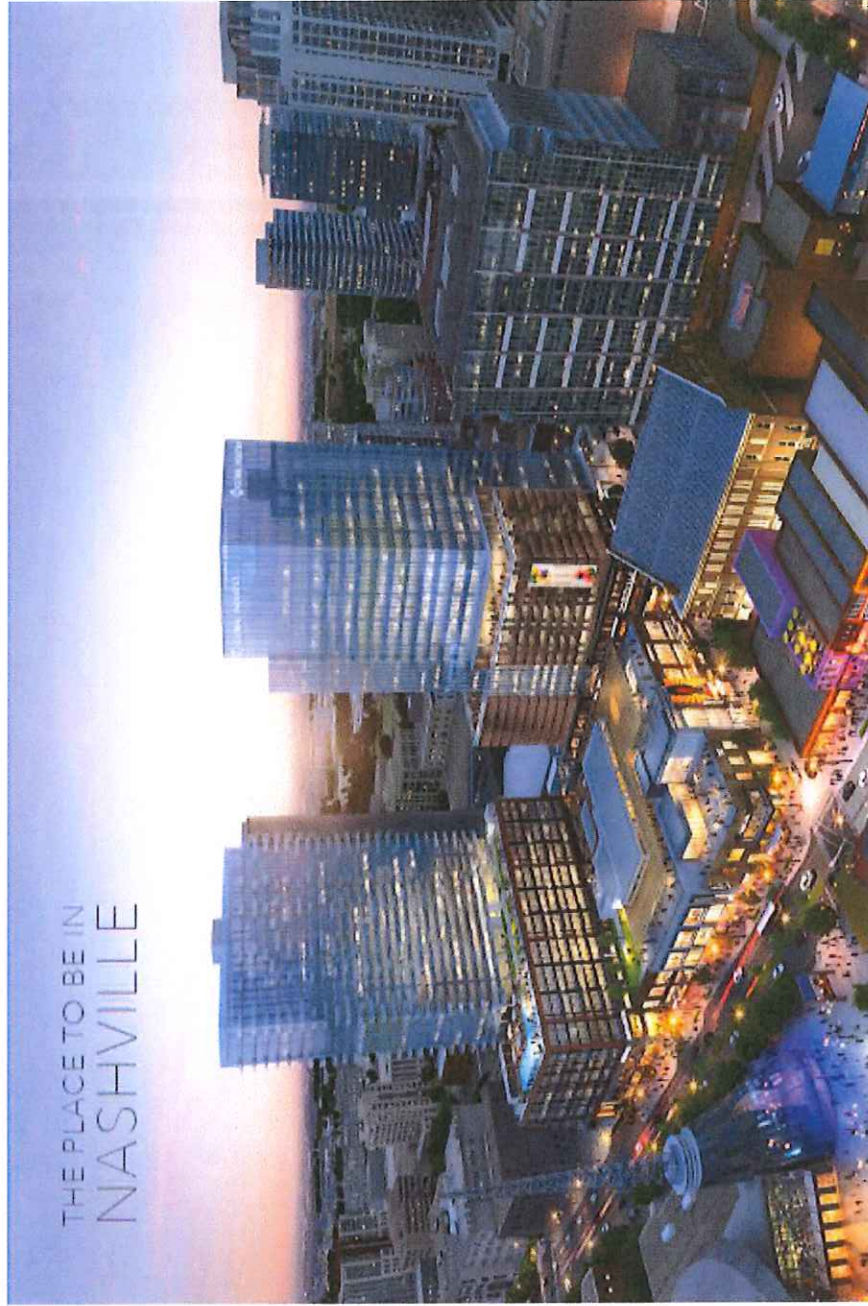
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HAYMES

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# DEVELOPMENT PROGRAM

|   | 6.2 Acres  |
|---|------------|
| Land                                      |            |
| Retail/Entertainment                      | 180,000 sf |
| National Museum of African American Music | 55,000 sf  |
| Residential Tower                         | 380 units  |
| Office Tower                              | 385,000 sf |
| Conference Center                         | 142,000 sf |
| Parking                                   |            |
| Retail/Public                             | 800 stalls |
| Residential                               | 380 stalls |
| Office Tower                              | 915 stalls |

Program subject to change



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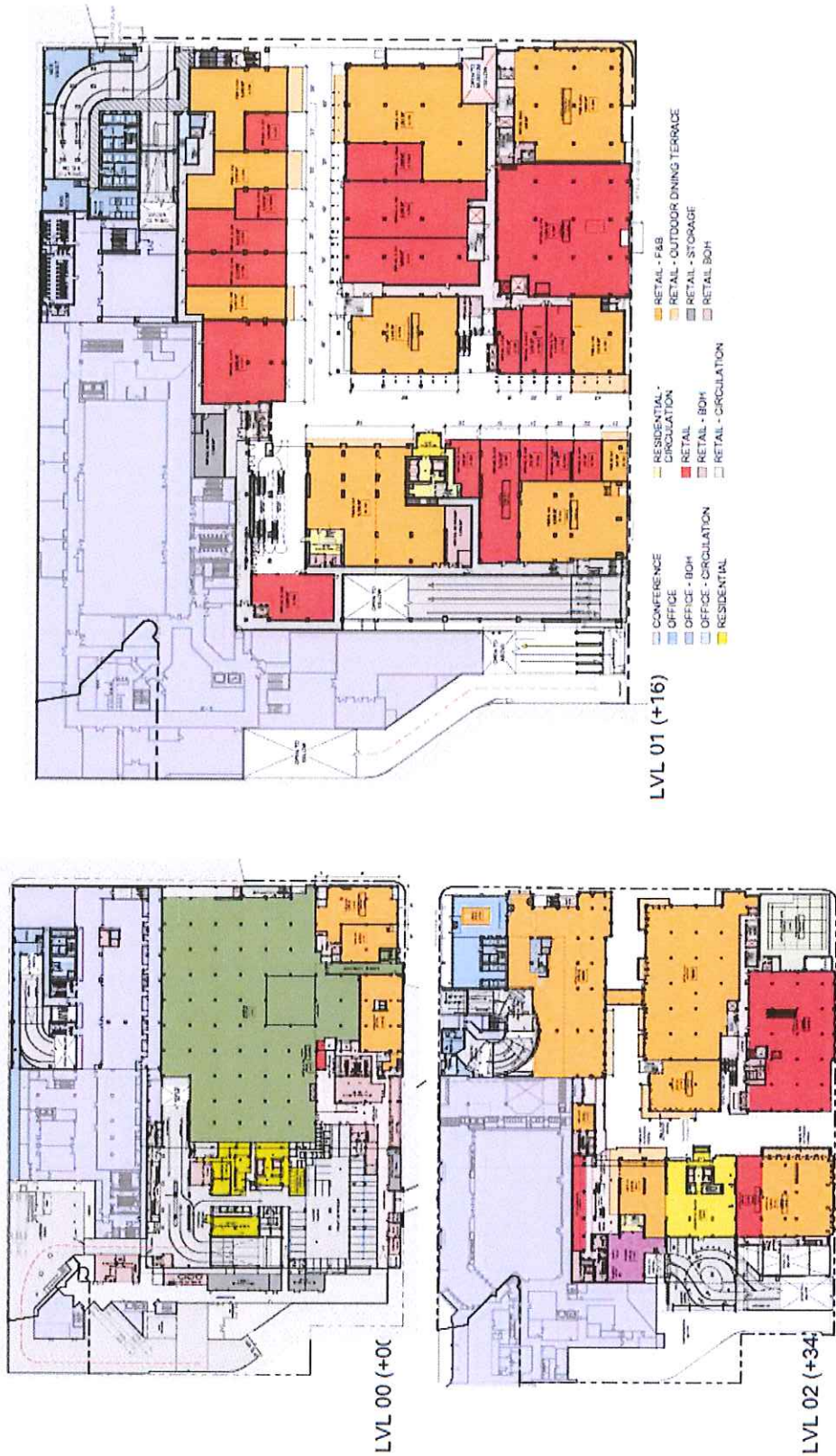
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Interior Architects

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OMI Strategic  
Interiors

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architects

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Construction

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ARCHITECTS

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COMMUNITY DESIGN

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NASHVILLE

FIFTH + BROADWAY  
NASHVILLE

PUBLIC PARKING GARAGE

FIFTH + BROADWAY  
NASHVILLE

OMISE  
Clavin | Seib | O'Connell | Smith

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landscape architects

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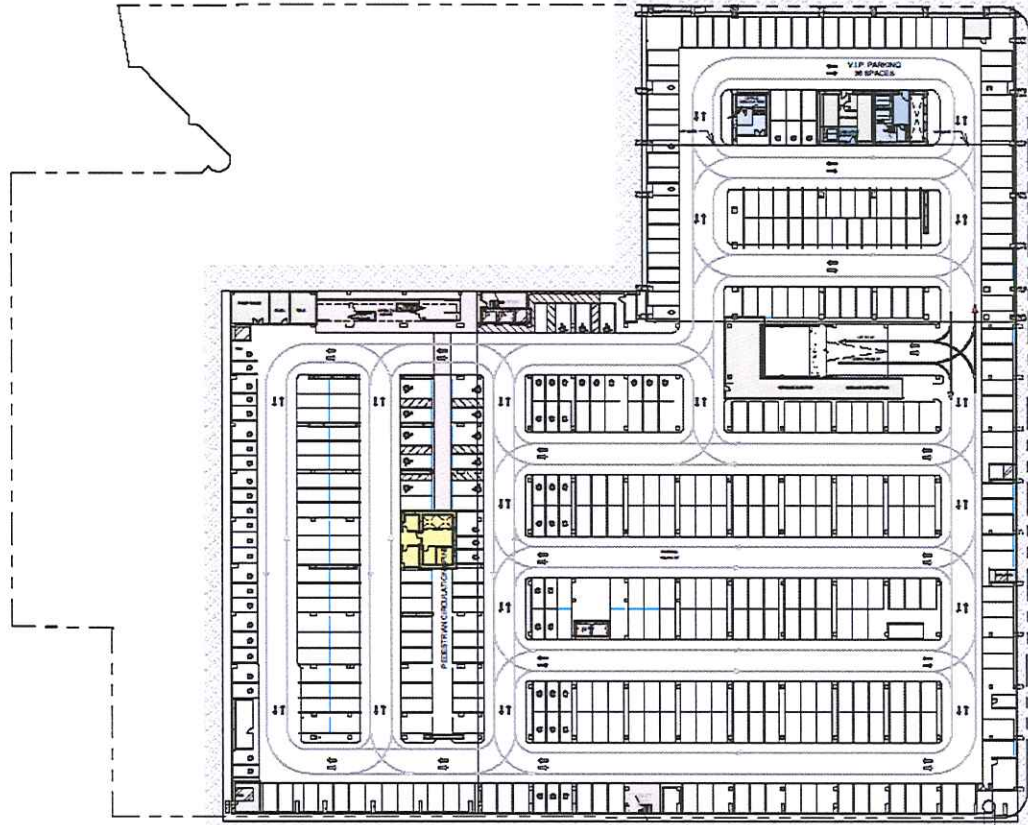
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- B.O.H.
- OFFICE
- OFFICE - BOH
- OFFICE - CIRCULATION
- PARKING
- RESIDENTIAL - CIRCULATION
- RETAIL - CIRCULATION



(-24')

DATE: 07/24/2017

CLIENT  
**OMISE**  
OMISE CONSULTING, INC.  
1000 AVENUE BIRCHDALE, GAITHERSBURG, MD 20878

PROJECT  
**FIFTH + BROADWAY**  
**NASHVILLE**  
100 BIRCHDALE AVENUE, NASHVILLE, TN 37203



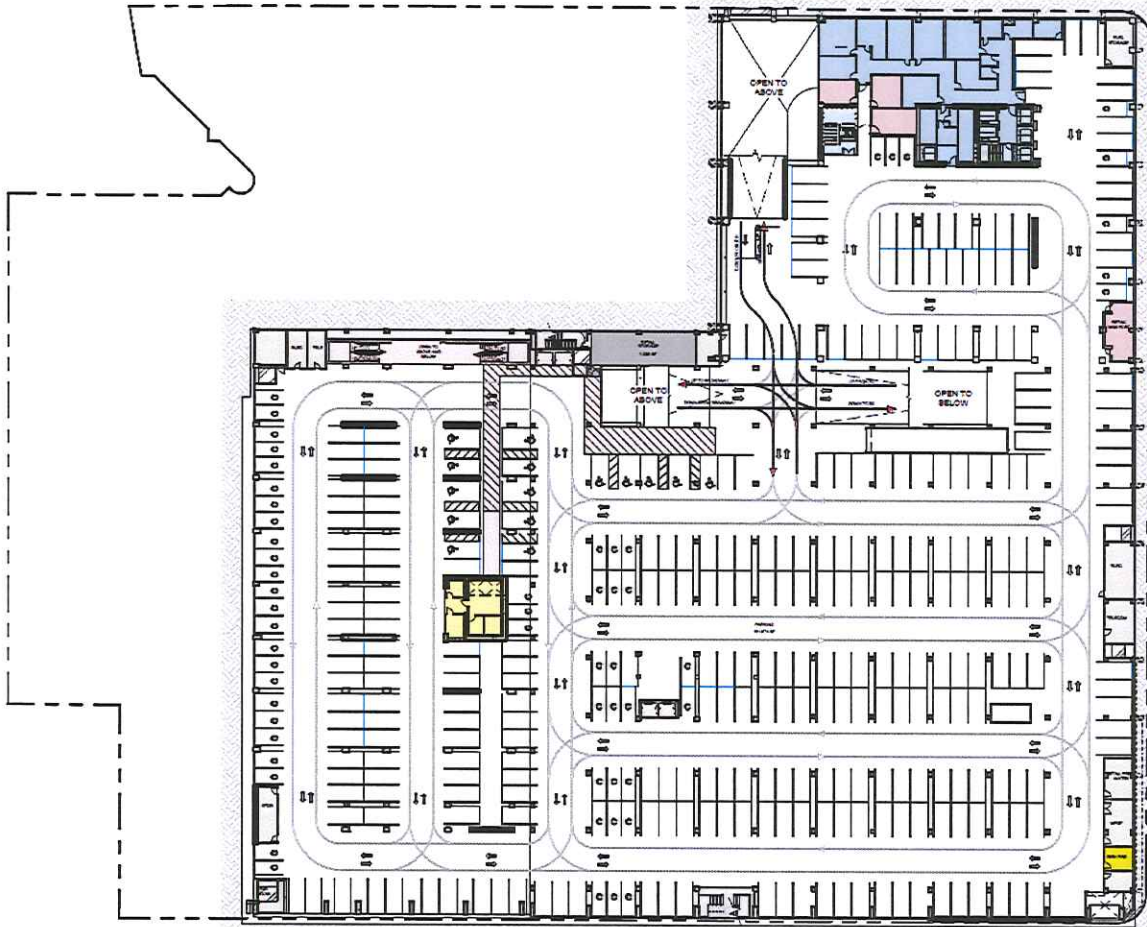
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 NOT FOR  
 CONSTRUCTION

Level B2  
 Merchandising  
 Plan

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PROJECT: 2015030  
 DATE: 07/24/2017

- B.O.H.
- OFFICE
- OFFICE - BOH
- OFFICE - CIRCULATION
- PARKING
- RESIDENTIAL - BOH
- RESIDENTIAL - CIRCULATION
- RETAIL - BOH
- RETAIL - CIRCULATION
- RETAIL - STORAGE



(-14')

14/12/2017 10:00:00

CLIENT  
**OMISE**  
COMMERCIAL REAL ESTATE  
 733 5th Avenue, San Diego, CA 92101

PROJECT  
**FIFTH + BROADWAY**  
**NASHVILLE**  
 500 Broadway, Nashville TN 37203



PRELIMINARY  
 NOT FOR  
 CONSTRUCTION

Level B1  
 Merchandising  
 Plan

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 DATE: 07/24/2017



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 NASHVILLE

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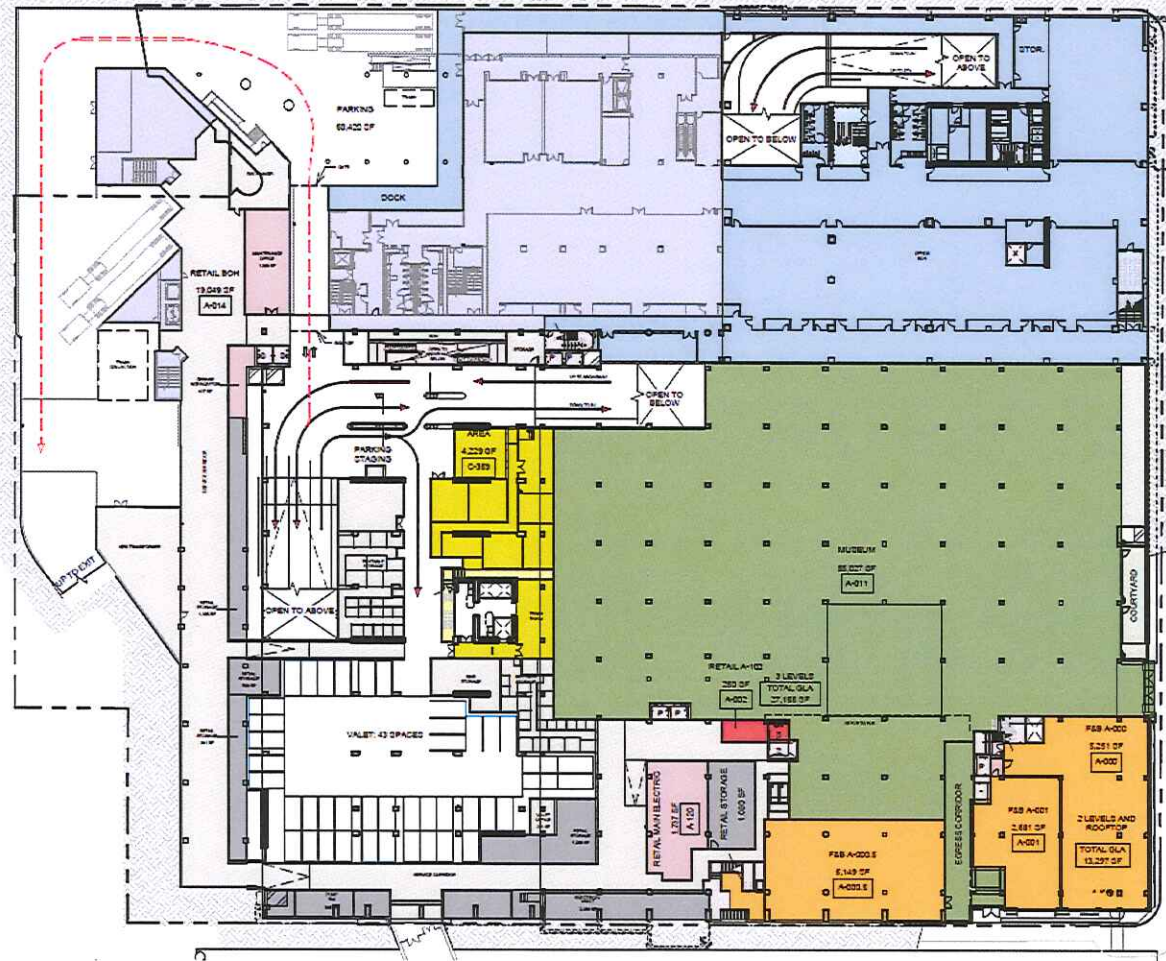
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HGERRSCHAUDT  
landscape architects

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PAPPAGEORGE  
 HAYMES

- B.O.H.
- CONFERENCE
- MUSEUM
- OFFICE - BOH
- OFFICE - CIRCULATION
- PARKING
- RESIDENTIAL - BOH
- RESIDENTIAL - CIRCULATION
- RETAIL
- RETAIL - BOH
- RETAIL - CIRCULATION
- RETAIL - ENTERTAINMENT SPACE OPEN
- RETAIL - F&B
- RETAIL - STORAGE
- Vertical Shaft



141,000' (±00')

CLIENT  
**OMISE**  
Office of Metropolitan Infrastructure & Services  
 753 Br. Avenue, San Diego, CA 92101

PROJECT  
**FIFTH + BROADWAY**  
 NASHVILLE  
 200 BROADWAY, NASHVILLE, TN 37203



PRELIMINARY  
 NOT FOR  
 CONSTRUCTION

Level 00  
 Merchandising  
 Plan

**0.A1.00**

PROJECT: 29995.00  
 DATE: 07/24/2017

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 NASHVILLE

**OMISE**  
Office of Metropolitan Infrastructure & Services

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**HGERRSCHAUDT**  
landscape architects

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PAPPAGEORGE  
 HAYMES



Spectrum Properties - Nashville Convention Center Redevelopment  
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HERRSCHAUDT  
ARCHITECTS

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NASHVILLE

OMISE  
CONSTRUCTION SOFTWARE

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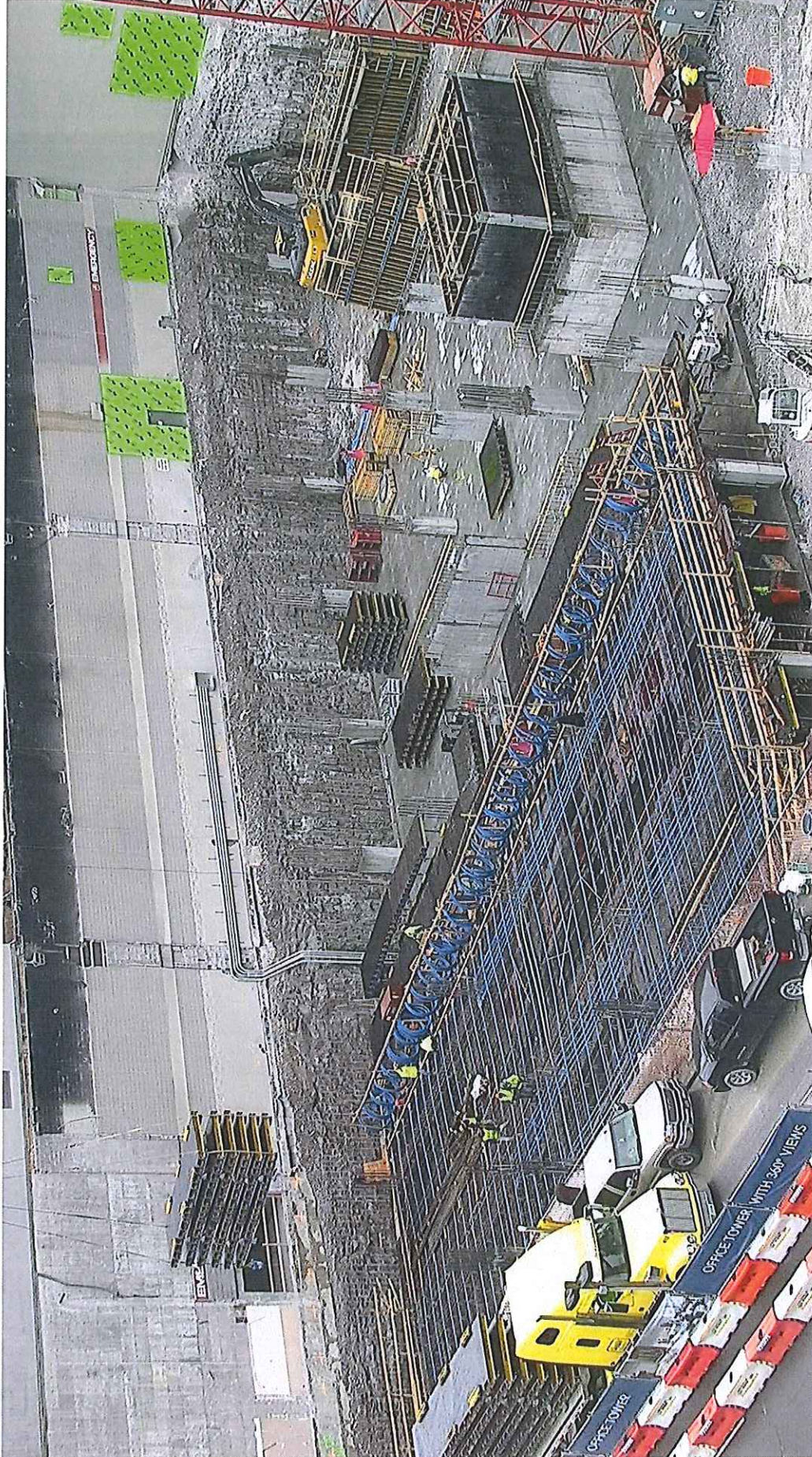
HOERSCHAUDT  
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JULES WILSON ID

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JULES WILSON ID

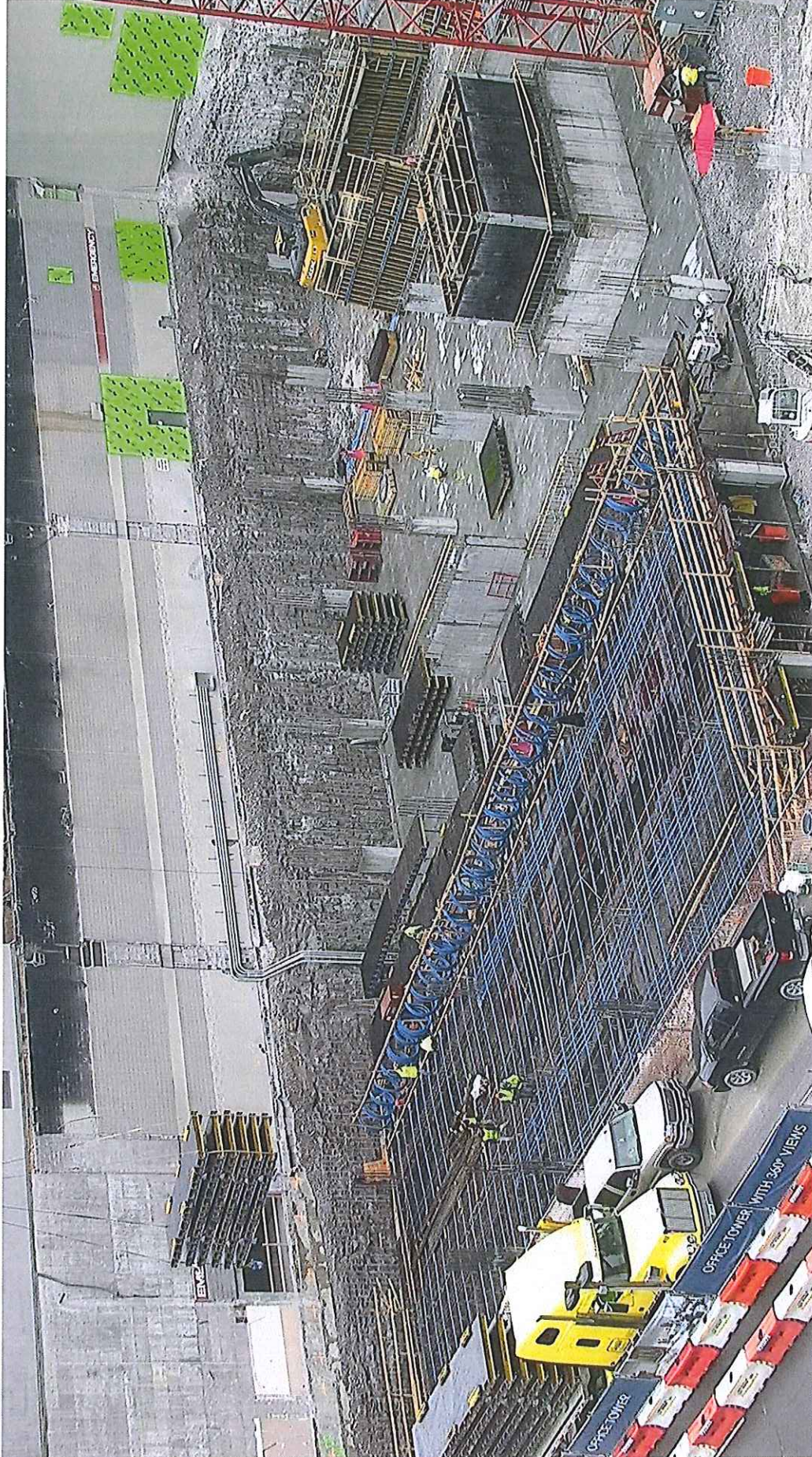
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Architects

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HAYMES

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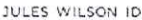
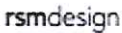






FIFTH + BROADWAY  
NASHVILLE

RETAIL





SOUTH ELEVATION | BROADWAY



EAST ELEVATION | 5th AVE N / OPRY PLACE

FIFTH + BROADWAY™  
NASHVILLE

OMISE  
Oliver | Masland | Smith | Egan | Partners

rsm design

Hawkins Partners, Inc.

HGERRSCHAUDT  
landscape architects

JULES WILSON ID

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NASHVILLE

OMISE  
CONSTRUCTION

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Hawkins Partners, Inc.

HIGERSCHAUDT  
ARCHITECTS

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HAYMES

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OMISE  
OLVING DESIGN    ARCHITECTURE

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Oliver | Marshall | Seay | Inc.

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landscape architects

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HAYMES

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# NASHVILLE PUBLIC MARKET

WHERE A COMMUNITY GATHERS



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NASHVILLE

OMISE  
COMMUNITY DESIGN

rsmdesign

Hawkins Partners, Inc.

HIGERRSCHAUDT  
ARCHITECTS

JULES WILSON ID

PAPPAGEORGE  
HAYMES

Gensler



# Rooftop Brewery & Entertainment

Front Burner &  
The Food Hall Co.

- 25 food stalls of all local and regional flavor
- 100,000 sf of Indoor / Outdoor space



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NASHVILLE

OMISE  
Office of Metropolitan  
Infrastructure & Strategic  
Economic Development

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Hawkins Partners, Inc.

HGERRSCHAUDT  
landscape architects

JULES WILSON ID

PAPPAGEORGE  
HAYMES

Gensler







**Gensler**

PAPPAGEORGE  
HAYMES

JULES WILSON ID

HAGERICHHAUDT  
ARCHITECTS

Hawkins Partners, Inc.

rsmdesign

OMISE  
Construction Management

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NASHVILLE

# RESIDENTIAL

FIFTH + BROADWAY  
NASHVILLE



**Gensler**

PAPPAGEORGE  
HAYMES

JULES WILSON ID

HOERIG-SHAUDT  
Interior Architects

Hawkins Partners, Inc.

rsmdesign

OMISE  
City of Nashville

FIFTH + BROADWAY™  
NASHVILLE



FIFTH + BROADWAY™  
NASHVILLE

OMISE  
City of Nashville    economic growth

rsmdesign

Hawkins Partners, Inc.

HGERSCHAUDT  
landscape architects

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PAPPAGEORGE  
HAYMES

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OMISE  
ORIGINALLY  
DESIGNED BY

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HGERISCHAUDT  
ARCHITECTS

JULES WILSON ID

PAPPAGEORGE  
HAYMES

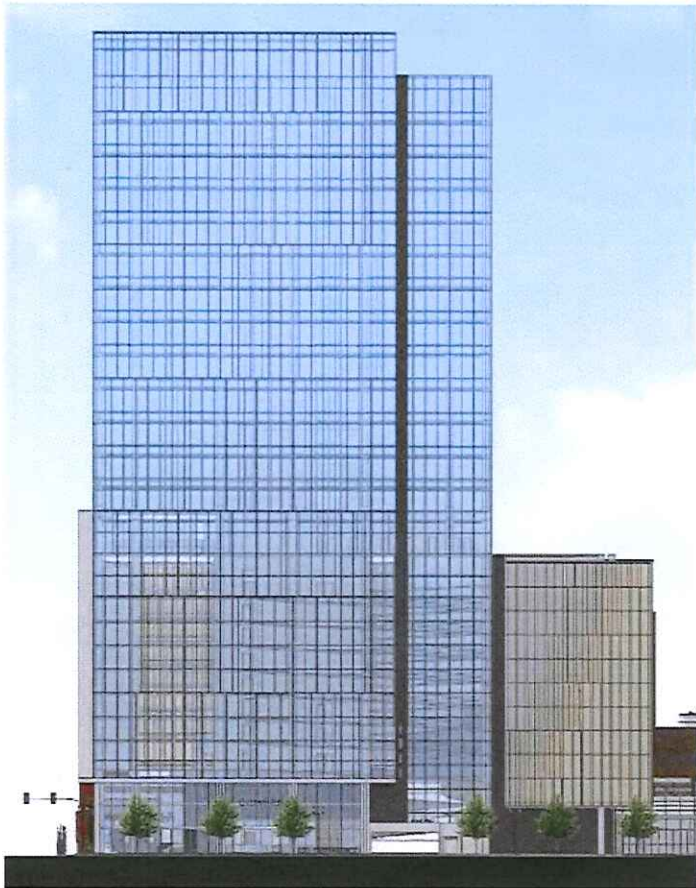
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NASHVILLE

OFFICE

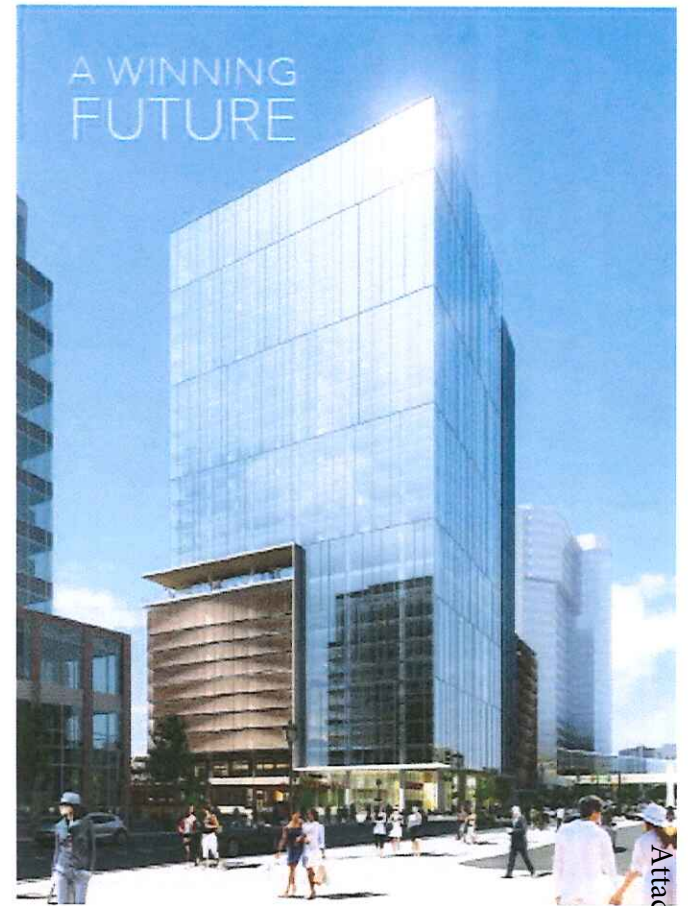




NORTH ELEVATION | COMMERCE ST

501 COMMERCE™  
NASHVILLE

OMISE



FIFTH + BROADWAY™  
NASHVILLE

OMISE  
Olivier  
Olivier

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landscape architects

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HAYMES

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# AN IMPRESSIVE ENTRANCE

OFFICE SPACE REIMAGINED



FIFTH + BROADWAY™  
NASHVILLE

OMISE  
Office Modernization | Space | Experience

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landscape architects

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PAPPAGEORGE  
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NASHVILLE

OMISE  
Construction

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HEERSCHAUDT  
Architecture

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PAPPAGEORGE  
HAYMES

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# PANORAMIC VIEWS

## SKY VIEW AMENITY DECK EXCLUSIVE TO OFFICE TENANTS

- 11th floor deck with built-in seating areas and outdoor TV all surrounded by lush landscaping.
- 2,500 sq ft well-appointed fitness center with state-of-the-art equipment, lockers and showers along with water and towel service.
- Several meeting facilities ranging in size that can accommodate groups up to 110.
- Amenity desks available for office tenant use. Private or company bookings also available.
- Private exterior courtyards adjacent to tenant spaces to extend the work environment to the outside.
- Gracious club-like lounge spaces for general daily tenant use as well as use for event rentals.
- Individual work space areas with access to WiFi, printers and more.
- Fully-functioning kitchen for daily use or to house catering for events.
- Green roof with walking path.



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OLIVER STRAIN  
INTERIOR ARCHITECTS

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OMISE  
CLEAR COMMUNICATIONS

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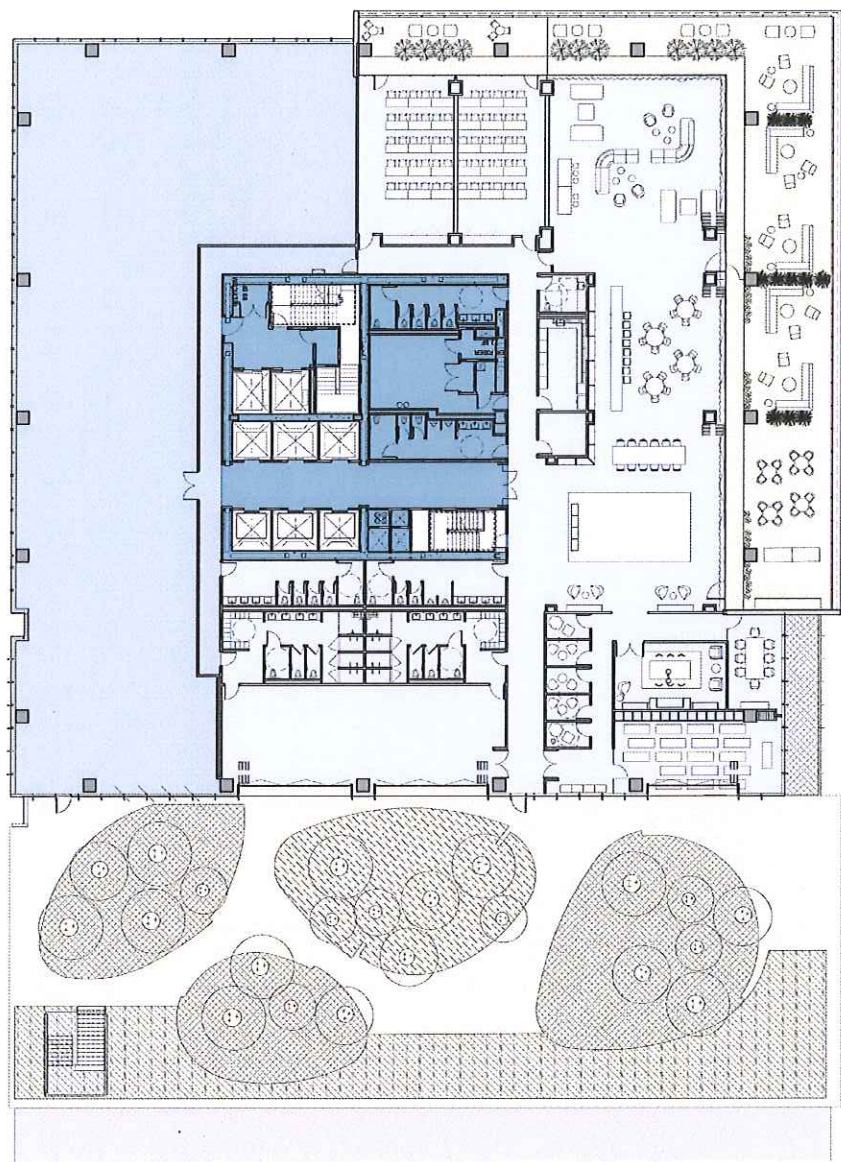
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ARCHITECTS

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PLAN: LEVEL 11 (AMENITY LEVEL)



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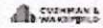
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 NASHVILLE

OMISE  
 OVERSIGHT BY EASTMAN

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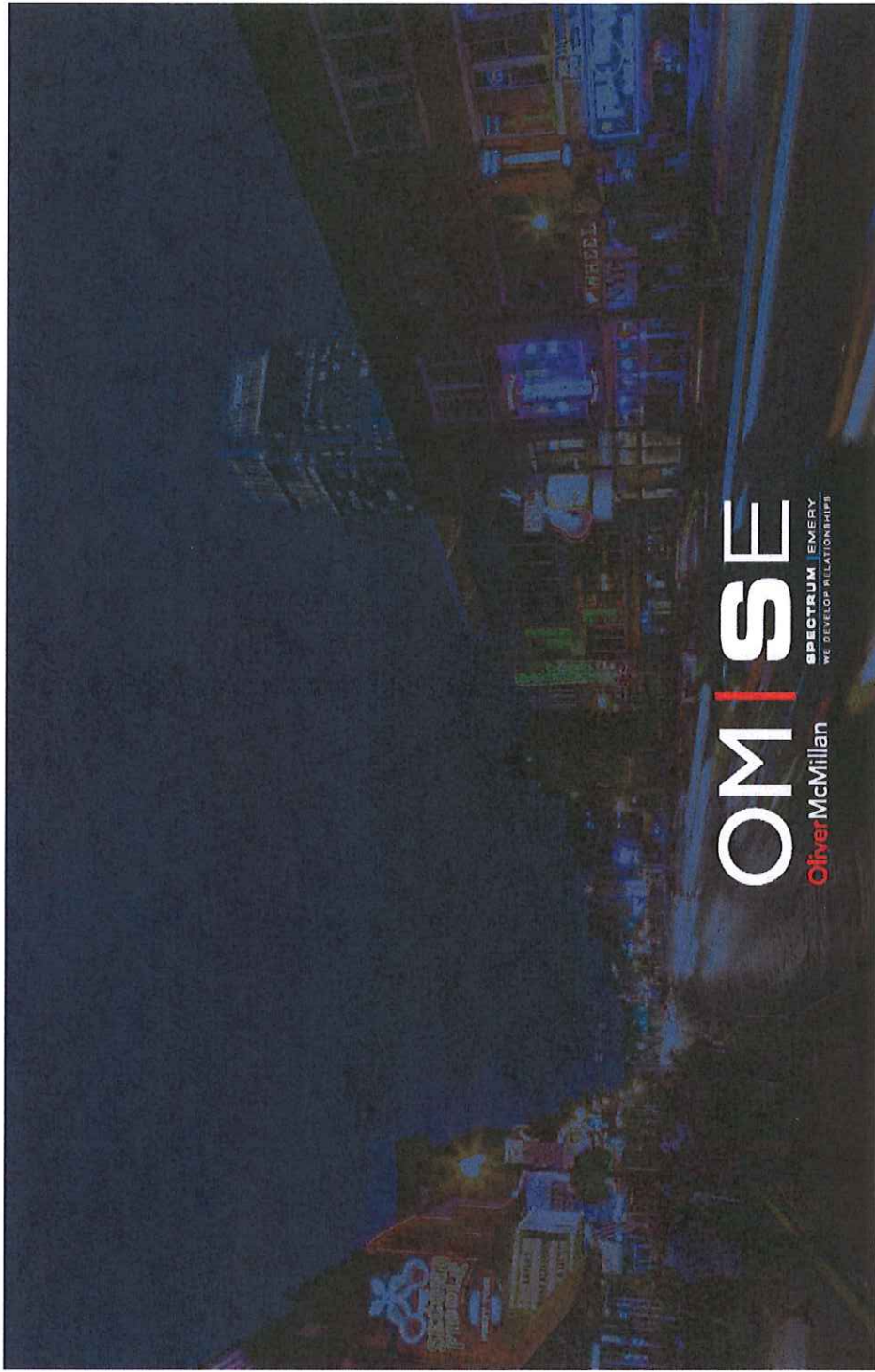
HGERRSCHAUDT  
 landscape architects

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PAPPAGEORGE  
 HAYMES

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# OMISE

SPECTRUM EMERY  
WE DEVELOP RELATIONSHIPS

OliverMcMillan

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OMISE  
OLIVERMcMILLAN

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ARCHITECTS

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## Contract Extension Summary Sheet for the Music City Center

**Contract Service:** *Composting Services*  
Provide composting services to the Music City Center

**Contracted Vendor:** *Compost Company, LLC*

**Contract Value:**

**Compost Operations**

Fees include the costs for processing food waste and supporting operations, including labor and equipment utilization. Costs will be a flat fee of \$200 per pull

**Transportation of Waste Containers**

Fees include costs for the collection of food waste from Music City Center and hauling to facility in Ashland City. Costs will be a flat fee of \$210.00 per pull.

**Disposal Fee**

In the event that a significantly contaminated load with non-compostable material, The Compost Company will charge a fixed fee of \$100 per instance plus 125% of the tipping fees incurred to dispose of the waste at the landfill.

**Monthly Rental container Fee**

The Compost Company will be supplying a 10-yard container to meet collection needs and will charge a monthly rental fee of \$400.00

**Container Sanitizer Fee**

The Compost Company will thoroughly clean each container after collection to ensure it is absent of odors upon the next drop off.

**Term Extension:** April 20, 2018 - April 20, 2020

**DBE participation:** *Small Business*

**Justification for Extension:**

The Music City Center is still committed to initiatives that support environmental sustainability. The Compost Company provides pickup service that makes sure our food waste becomes useful material instead of decomposing and releasing harmful greenhouse gases in a landfill. They are very responsive and provide helpful consultation on compostable materials and accurate messaging for collection.



**RFP Intent to Award Summary Sheet for the Music City Center**

**RFP:** *Pouring Rights for the Music City Center*

**Selected Vendor:**

*Coca Cola Bottling Consolidated Company*

**Compensation and Cost:**

One Time Payment \$50,000

Guaranteed Annual Marketing Fund \$100,000

Per Case Rebate \$1.50 per case

Full Service Vending Commissions at 30%

| Donations |       | <u>Year 1</u> | <u>Year 2</u> | <u>Year 3</u> | <u>Year 4</u> | <u>Year 5</u> |
|-----------|-------|---------------|---------------|---------------|---------------|---------------|
|           | Cases | 300           | 300           | 300           | 300           | 300           |

**Product cost per case (24 count):**

20oz Soft Drinks - \$18.63

20oz Water - \$14.54

15.2oz Juice - \$25.92

**Term:**

*Five (5) Years*

**DBE participation:**

*None*

**Other Vendors that Submitted Bids:**

PepsiCo Foodservice



**RFP Intent to Award Summary Sheet for the Music City Center**

**RFP:** *Air Filters for the Music City Center*

**Selected Vendor:**

*Camfil USA*

**Compensation and Cost:**

|                               |            |             |
|-------------------------------|------------|-------------|
| 36 Even Monthly Payments      | \$2,428.80 |             |
| Camfil Even Pay Program Total |            | \$87,436.80 |

**Term:**

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

**DBE participation:**

*Hara, Inc dba Hot Shot Delivery (Small Business)*

**Other Vendors that Submitted Bids:**

ConServ Building Services, Inc.  
Bonded Filter Co., LLC





**RFP Intent to Award Summary Sheet for the Music City Center**

**RFP:** *Promotional Amenities for the Music City Center*

**Selected Vendor:**

*Blink Marketing*

**Compensation and Cost:**

All cost are as specified in the Contractor's catalog ([www.blinkmarketing.com](http://www.blinkmarketing.com)) and varies depending on item.

**Term:**

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

**DBE participation:**

*Blink Marketing is 100% Woman-Owned Business*

**Other Vendors that Submitted Bids:**

Northcutt & Associates  
Dynamark (non-responsive)  
Southern Trophy House (non-responsive)  
Lifeforce Glass, Inc. (non-responsive)