MINUTES OF THE 90th MEETING OF THE
CONVENTION CENTER AUTHORITY OF THE
METROPOLITAN GOVERNMENT OF NASHVILLE &
DAVIDSON COUNTY

The 90th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on January 16, 2020 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, Robert Davidson, Irwin Fisher, Barrett Hobbs, Vonda McDaniel, Randy Rayburn, and Leigh Walton

AUTHORITY MEMBERS NOT PRESENT: David McMurry

OTHERS PRESENT: Charles Starks, Charles Robert Bone, Eric Blouin, Heidi Runion, Donna Gray, Renuka Christoph, Terry McConnell, Dewayne Smith, and Richard Wagner

Chairman 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.

The Convention Center Authority welcomed Robert Davidson and Barrett Hobbs to the board (Attachment #1) and there was discussion.

ACTION: Irwin Fisher made a motion to approve the 89th Meeting Minutes of December 12, 2019. Randy Rayburn seconded the motion and the Authority approved unanimously.

The next regularly scheduled meeting is scheduled for February 13, 2020 at 9:00 a.m.

Chairman Marty Dickens requested nominations to fill the vacancy of the Secretary and Treasurer officer position previously held by Willie McDonald (Attachment #1).

ACTION: Randy Rayburn made a motion that Irwin Fisher be elected as Secretary and Treasurer. Vonda McDaniel seconded the motion and there was discussion and the Authority approved unanimously.
Charles Starks, Eric Blouin, Dewayne Smith, Terry McConnell and Richard Wagner provided the December Building Projects update (Attachment #1) and there was discussion.

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

Charles Starks was asked to give an update on hotel developments and there was discussion.

The Convention Center Authority thanked Renata Soto for her dedicated service to the Board (Attachment #1) and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 9:53 a.m.

Respectfully submitted,

[Signature]

Charles L. Starks
President & CEO
Convention Center Authority

Approved:

[Signature]

Marty Dickens, Chair
CCA 90th Meeting Minutes
of January 16, 2020
Appeal of Decisions

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.
### MCC/HOTEL TAX COLLECTION

#### MCC Portion of October 2019 Tourism Tax Collections

<table>
<thead>
<tr>
<th>Tax Type</th>
<th>2019 Collection</th>
<th>2020 Collection</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/5 of 5% Occupancy Tax</td>
<td>$4,006,962</td>
<td>$4,084,808</td>
<td>2.00%</td>
</tr>
<tr>
<td>Net 1% Occupancy Tax</td>
<td>$1,394,767</td>
<td>$1,387,606</td>
<td>-0.50%</td>
</tr>
<tr>
<td>Contracted Vehicle</td>
<td>$288,542</td>
<td>$393,941</td>
<td>38.30%</td>
</tr>
<tr>
<td>Rental Vehicles</td>
<td>$398,493</td>
<td>$351,845</td>
<td>-11.89%</td>
</tr>
<tr>
<td>Campus Sales Tax</td>
<td>$5,292,786</td>
<td>$8,025,455</td>
<td>54.11%</td>
</tr>
<tr>
<td>UTG Sales Tax Increment</td>
<td>$20,000,000</td>
<td>$20,000,000</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Total Tax Collections</strong></td>
<td>$8,088,893</td>
<td>$12,000,000</td>
<td>-35.41%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Tax Type</th>
<th>2019 Collection</th>
<th>2020 Collection</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/5 of 5% Occupancy Tax</td>
<td>$7,686,962</td>
<td>$10,750,000</td>
<td>41.56%</td>
</tr>
<tr>
<td>Net 1% Occupancy Tax</td>
<td>$6,784,767</td>
<td>$6,784,767</td>
<td>0.00%</td>
</tr>
<tr>
<td>Contracted Vehicle</td>
<td>$5,627,777</td>
<td>$5,627,777</td>
<td>0.00%</td>
</tr>
<tr>
<td>Rental Vehicles</td>
<td>$4,006,962</td>
<td>$4,006,962</td>
<td>0.00%</td>
</tr>
<tr>
<td>Campus Sales Tax</td>
<td>$12,086,508</td>
<td>$15,409,786</td>
<td>27.39%</td>
</tr>
<tr>
<td>UTG Sales Tax Increment</td>
<td>$20,000,000</td>
<td>$20,000,000</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Total YTD Tax Collections</strong></td>
<td>$27,766,879</td>
<td>$37,110,023</td>
<td>32.43%</td>
</tr>
</tbody>
</table>

### NET 3% HOTEL TAX

#### Collections Thru October 2019

<table>
<thead>
<tr>
<th>Month</th>
<th>October 2017</th>
<th>October 2018</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>September</td>
<td>$7,456,277</td>
<td>$7,456,356</td>
<td>-0.12%</td>
</tr>
<tr>
<td>October</td>
<td>$7,954,928</td>
<td>$7,954,928</td>
<td>0.00%</td>
</tr>
<tr>
<td>November</td>
<td>$8,192,507</td>
<td>$8,192,507</td>
<td>0.00%</td>
</tr>
<tr>
<td>December</td>
<td>$8,229,461</td>
<td>$8,229,461</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$33,833,463</td>
<td>$33,833,463</td>
<td>0.00%</td>
</tr>
</tbody>
</table>

### $2 ROOM TAX

#### Collections

<table>
<thead>
<tr>
<th>Month</th>
<th>Amount</th>
<th>Month</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>$0</td>
<td>August</td>
<td>$0</td>
</tr>
<tr>
<td>February</td>
<td>$0</td>
<td>September</td>
<td>$0</td>
</tr>
<tr>
<td>March</td>
<td>$0</td>
<td>October</td>
<td>$0</td>
</tr>
<tr>
<td>April</td>
<td>$0</td>
<td>November</td>
<td>$0</td>
</tr>
<tr>
<td>May</td>
<td>$0</td>
<td>December</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$0</td>
<td></td>
<td>$0</td>
</tr>
</tbody>
</table>

### CONTRACTED VEHICLE

#### Collections

<table>
<thead>
<tr>
<th>Month</th>
<th>Amount</th>
<th>Month</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>$0</td>
<td>August</td>
<td>$0</td>
</tr>
<tr>
<td>February</td>
<td>$0</td>
<td>September</td>
<td>$0</td>
</tr>
<tr>
<td>March</td>
<td>$0</td>
<td>October</td>
<td>$0</td>
</tr>
<tr>
<td>April</td>
<td>$0</td>
<td>November</td>
<td>$0</td>
</tr>
<tr>
<td>May</td>
<td>$0</td>
<td>December</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$0</td>
<td></td>
<td>$0</td>
</tr>
</tbody>
</table>
**December Events**

- 13 Events
- 15,088 Attendees
- 2,971 Room Nights
- $4,975,080 Direct Economic Impact

**December Tours & Site Visits**

- 6 Sales Site Visits
- 2 Online Tours
December Building Projects

Communications – New Digital Signage

December Building Projects

Communications – New Digital Signage

December Building Projects

Communications – New Digital Signage

December Building Projects

Communications – New Digital Signage

December Building Projects

Engineering – Building Repairs & Maintenance

- 72 lamps replaced with 125' Lift
  60 hours - $2,370
- Painting – 250 gallons of paint & 30 gallons of Mineral Spirits
  1,334 hours - $60,930
- Carpet – repairs and stored around the building – 10 buckets of adhesives
  107 hours - $7,368
- Ice Machines Sanitize for all areas – 24 units
  40 hours - $4,000
- Pressure Washing
  40 hours - $10,275
- Preventive Maintenance – Jet Exhibit Hall Restrooms
  $18,310

December Building Projects

Engineering – Building Repairs & Maintenance
December Building Projects
Engineering – Building Repairs & Maintenance

25

December Building Projects

26

December Building Projects

27

December Building Projects

28

December Building Projects

29

December Building Projects

30

Viewing of 1,751 spaces
- 394 double camera sensors
- 175 single camera sensors
- 71 internal directional & space availability signs

Parking – Park Assist

Both Modules Full

Showing available spaces on P-1 & P-2 from P-3

1 Module Full; 1 Module with availability

Red lights showing spaces unavailable
We appreciate your dedicated service to the CCA Board

Renata Soto
Board Member 2015 - 2019

Convention Center Authority

January 16, 2020