

MINUTES OF THE 125th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE DAVIDSON COUNTY

The 125th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on January 4, 2024, at 9:00 a.m. in the Administrative Conference Room of the Administrative Offices at Music City Center, Nashville, Tennessee.

AUTHORITY MEMBERS PRESENT: Norah Buikstra, Robert Davidson, Alfred Degrafinreid II, Tracy Hardin, Chris Mustain (Designee for Tre Hargett), Barrett Hobbs, David Lillard, Vonda McDaniel, Seema Prasad, and Betsy Wills

AUTHORITY MEMBERS NOT PRESENT: Tre Hargett, Jason Mumpower, and Dee Patel

OTHERS PRESENT: Charles Starks, Jasmine Quattlebaum, Kelli Donahoe, Donna Gray, Brian Ivey, and Heidi Runion

Chair Norah Buikstra opened the meeting for business at 9:04 a.m.

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 Music City Center Mission Statement.

There were no public comment requests received for this meeting (Attachment #1).

ACTION: Alfred Degrafinreid II made a motion to approve the 124th Meeting Minutes of December 7, 2023. The motion was seconded by Vonda McDaniel and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Thursday, February 1, 2024, at 9:00 a.m.

Charles Starks shared Elisa Putman, former COO, will officially retire in February 2024 after 35 years of dedicated service to the Music City Center, and there was discussion.

Charles Starks and Jasmine Quattlebaum provided information on the Food & Beverage Contract Renewal, noting the existing seamless relationship between Music City Center and Sodexo Live (Attachments #1 and #2), and there was discussion.

ACTION: Seema Prasad made a motion authorizing Charles Starks to negotiate and execute an amendment to the Food and Beverage Services Agreement with Volume Services, Inc. d/b/a Sodexo Live! exercising the Convention Center Authority's option to extend the agreement for an additional two years until April 30, 2026 on substantially the same terms as considered this day. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

Charles Starks provided an update on the monthly STR, LLC Hotel Statistics, tax revenues (Attachment #1), and there was discussion.

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

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Norah Buikstra, Chair
CCA 125th Meeting Minutes
of January 4, 2024

Convention Center Authority
Attachment #1
January 4, 2024



1

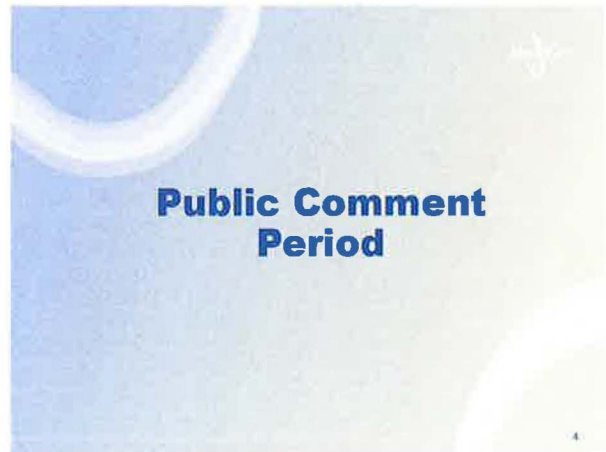
Appeal of Decisions

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.

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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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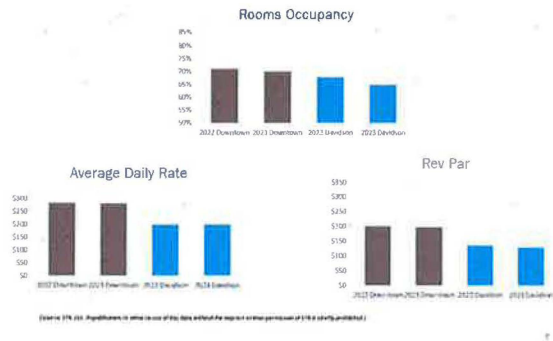
OPERATIONS UPDATE

**Food & Beverage Contract
Renewal**

5

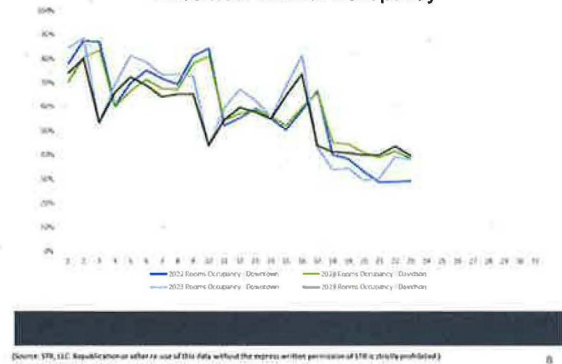
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Hotel Statistics Comparison
November 2022 & 2023



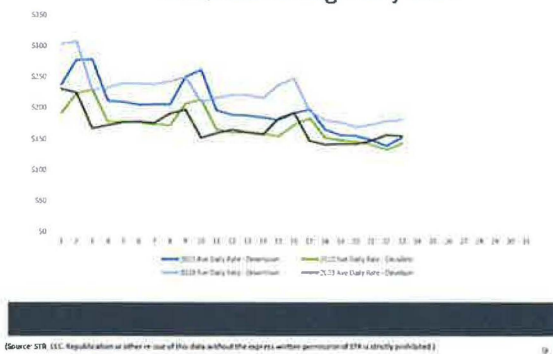
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December Rooms Occupancy



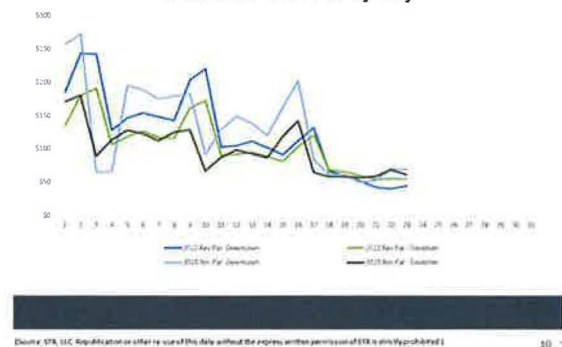
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December Average Daily Rate



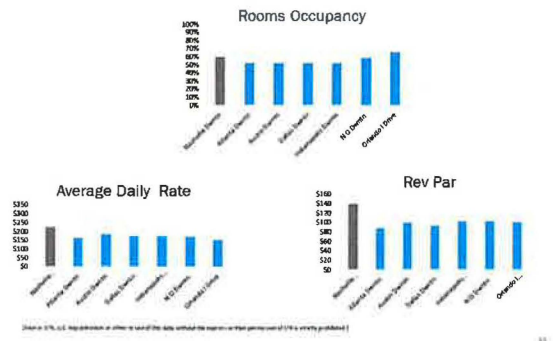
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December Rev Par by Day



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Current Downtown Competitive
December 1-23, 2023



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TAX COLLECTIONS



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Convention Center Authority
Attachment #1
January 4, 2024

MCC/Tourism Tax Collection
Collections Thru October 2023
(includes 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 23-24
July	\$4,571,842	\$2,078,955	\$1,965,215	\$312,764	\$238,058	\$1,830,271	\$10,996,803	16.27%
August	\$3,458,398	\$1,660,073	\$1,864,630	\$322,710	\$232,910	\$1,799,085	\$9,037,810	3.07%
September	\$4,032,162	\$1,858,365	\$1,763,986	\$269,888	\$245,227	\$2,054,927	\$10,212,354	2.93%
October	\$4,499,526	\$2,086,156	\$1,903,734	\$508,072	\$288,725	\$2,171,680	\$11,437,803	6.87%
November							\$0	0%
December							\$0	0%
January							\$0	0%
February							\$0	0%
March							\$0	0%
April							\$0	0%
May							\$0	0%
June							\$0	0%
YTD Total	\$18,951,827	\$7,551,549	\$7,287,660	\$1,413,232	\$1,004,931	\$7,855,863	\$41,684,771	7.04%

All numbers subject to change by CCA Auditor

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MCC/Tourism Tax Collection

MCC Portion of October 2023 Tourism Tax Collections

	FY2022	FY2023	FY2024	Variance
2/5 of 5% Occupancy Tax	\$3,163,559	\$4,288,241	\$4,499,526	4.93%
Net 1% Occupancy Tax	\$1,470,668	\$1,986,527	\$2,066,156	4.01%
\$2 Room Tax	\$1,496,852	\$1,831,960	\$1,903,734	3.92%
Contracted Vehicle	\$263,252	\$336,752	\$508,072	50.87%
Rental Vehicle	\$232,310	\$265,002	\$288,725	8.59%
Campus Sales Tax	\$1,768,694	\$2,083,653	\$2,171,580	4.22%
TDZ Sales Tax Increment	\$0	\$0	\$0	0.00%
Total Tax Collections	\$8,386,337	\$10,793,036	\$11,437,803	5.97%

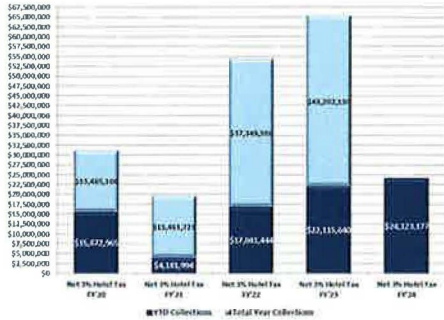
MCC Portion of Year-to-Date Tourism Tax Collections

	FY2022	FY2023	FY2024	Variance
2/5 of 5% Occupancy Tax	\$11,864,993	\$15,153,837	\$16,564,627	9.29%
Net 1% Occupancy Tax	\$5,376,451	\$6,951,803	\$7,551,549	8.61%
\$2 Room Tax	\$5,938,975	\$7,001,831	\$7,287,569	4.06%
Contracted Vehicle	\$877,972	\$1,253,336	\$1,413,232	12.76%
Rental Vehicle	\$887,345	\$938,298	\$1,004,931	7.10%
Campus Sales Tax	\$5,736,331	\$7,632,333	\$7,855,863	2.93%
TDZ Sales Tax Increment	\$0	\$54,901,700	\$95,865,807	74.61%
Total YTD Tax Collections	\$30,482,067	\$99,843,136	\$137,550,578	46.58%

All numbers subject to change by CCA Auditor

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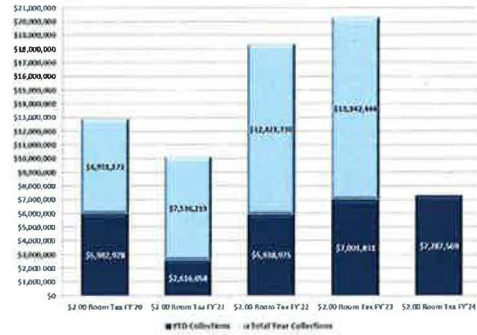
Net 3% Hotel Tax



All numbers subject to change by CCA Auditor

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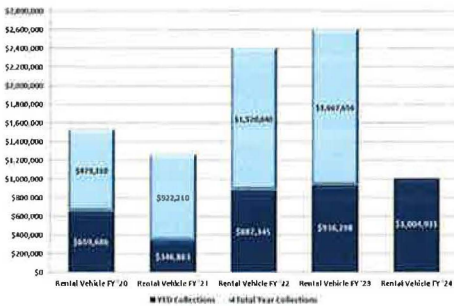
\$2 Room Tax



All numbers subject to change by CCA Auditor

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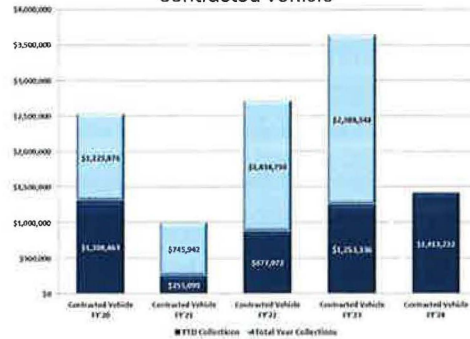
Rental Vehicle



All numbers subject to change by CCA Auditor

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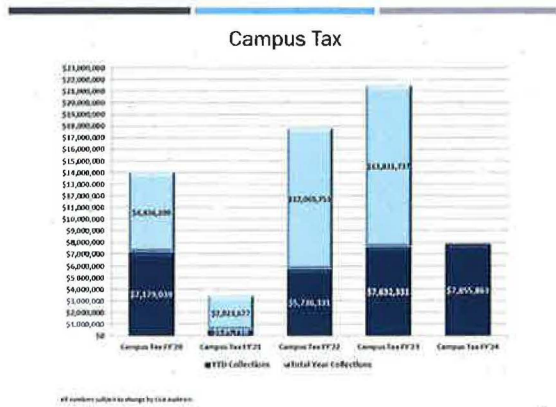
Contracted Vehicle



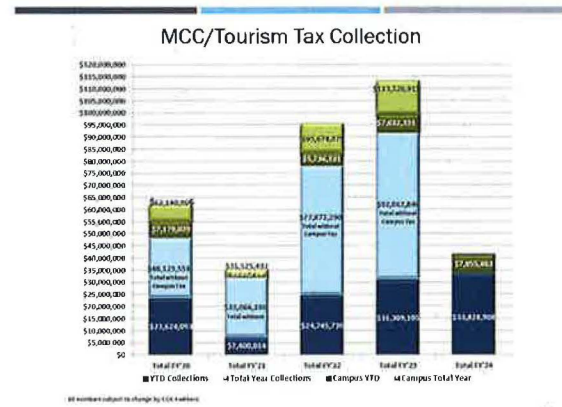
All numbers subject to change by CCA Auditor

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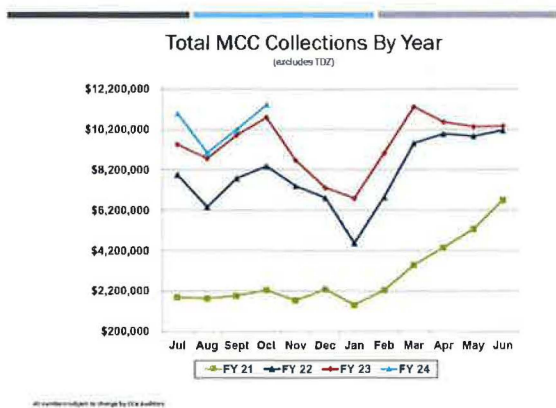
Convention Center Authority
Attachment #1
January 4, 2024



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NOVEMBER EVENTS

- 13 Events
- 16,759 Attendees
- 25,176 Room Nights
- \$35,833,629 Direct Economic Impact

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Contract Renewal Summary Sheet for the Music City Center

Contract Service: *Food and Beverage Services*

Contracted Vendor: *Sodexo Live! (Centerplate)*

Compensation and Cost:

	Year 4	Year 5
Management Fee	2%	2%
Profit Split (CCA/Centerplate)	92.5%/7.5%	92.5%/7.5%
Reserves (Marketing/Repair)	1%/3.5%	1%/3.5%

Term Extension: *May 1, 2024 - April 30, 2026*

DBE participation: *Centerplate has committed to 30% DBE spend*

Justification for Extension:

Sodexo Live! is a valuable partner to the Music City Center. Sodexo Live! continues to produce the latest and greatest F&B services to ensure that MCC's clients have a positive experience.