

MINUTES OF THE 117th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE DAVIDSON COUNTY

The 117th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on March 2, 2023, 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, Dee Patel, Seema Prasad, and Betsy Wills

AUTHORITY MEMBERS NOT PRESENT: Barrett Hobbs and Vonda McDaniel

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

Chair Norah Buikstra opened the meeting for business at 9:02 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.

ACTION: Tracy Hardin made a motion to approve the 116th Meeting Minutes of February 2, 2023. The motion was seconded by Alfred Degrafinreid II and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Thursday, April 6, 2023, at 9:00 a.m.

Charles Starks and Robert Davidson provided an update on Fifth + Broadway Parking Garage following a discussion via Zoom with property owner Northwood Investors LLC Ward Kampf, President of Retail (Attachment #1), and there was discussion. Charles Starks noted an in-person meeting with the property's senior management team has not been set up because the team currently has no plans to travel to Nashville. Charles Starks has another meeting with Northwood representatives on an unrelated matter,

and he plans to inquire about the garage at that time. An update is expected within a couple of months.

Jasmine Quattlebaum and Charles provided a DBE FY 2023 2nd Quarter DBE Update (Attachment #1), and there was discussion.

Jasmine Quattlebaum shared feedback on the Small and Diverse Business Forum held February 8, 2023 (Attachment #1), and there was discussion.

Charles Starks and Doug Zimmerman provided results from February 2023 Food & Beverage sales including record-setting revenues for catering, Fresh Pick, retail sales, and total gross revenues (Attachment #1), and there was discussion. The event for Safari Club International was identified as a significant contributing factor. Doug Zimmerman also provided insight on how food is ordered and prepared for events with excess donated to local charities to reduce waste.

Charles Starks provided an update on the proposed state legislation specifically targeting Music City Center funding. Meetings are still ongoing with various members of the Legislature. Charles Starks will continue to follow any progress of the bill and will provide updates as they become available.

Robert Davidson prompted discussion on recent news coverage of facility tax streams and requested details of Metro funding, specifically as it relates to Metro Nashville Police Department. Charles Starks stated we have a presentation with the amounts and Donna Gray will include it with the PowerPoint presentation and send it via email after the meeting.

Charles Starks presented a monthly update, noting that the number of events is down from pre-pandemic numbers, but revenues are up, and hoteliers are focused on filling rooms even with fewer events.

Charles Starks provided an update on the monthly STR, LLC Hotel Stats, referred the board to their packets for additional monthly statistics including hotel data and tax collections (Attachment #1), and there was discussion. Charles Starks also stated it is no longer necessary to report 2020 data as more recent years provide sufficient comparable data.

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 Buikstra, Chair
CCA 117th Meeting Minutes
of March 2, 2023



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Appeal of Decisions

Appeal of Decisions from the Convention Center Authority –
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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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HAPPY BIRTHDAY!



Charles Robert Bone
March 15th

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OPERATIONS UPDATE

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5th + BROADWAY PARKING GARAGE Update

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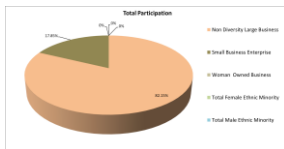
DBE UPDATE

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FY 2023 2ND QUARTER REPORTS

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LMG FY 2023 2nd Quarter DBE Participation Summary



DBE PARTICIPATION SUMMARY: FY 2023 Goal 20%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	0.00%	0
WOMAN OWNED BUSINESS	0.00%	0
SMALL BUSINESS ENTERPRISE	17.85%	1
TOTAL	17.85%	1

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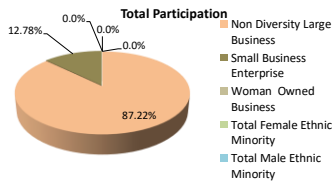
LMG FY 2023 2nd Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
Total Minority Business Enterprise	\$0 (0%)
Total Woman Owned	\$0 (0%)
Total Small Business	\$82,703 (17.85%)

Total DBE Participation	\$82,703 (17.85%)
Total Non-Diversity Business	\$380,733 (82.15%)

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LMG FY 2023 YTD DBE Participation Summary as of 12/31/2022



DBE PARTICIPATION SUMMARY: FY 2023 Goal 20%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	0.00%	0
WOMAN OWNED BUSINESS	0.00%	0
SMALL BUSINESS ENTERPRISE	12.78%	1
TOTAL	12.78%	1

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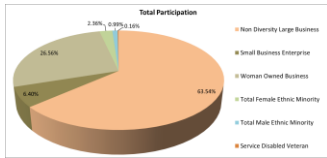
LMG FY 2023 YTD DBE Participation Dollars Spent as of 12/31/2022

DBE Classification	DBE Dollars Spent:
Total Minority Business Enterprise	\$0 (0%)
Total Woman Owned	\$0 (0%)
Total Small Business	\$104,392 (12.78%)

Total DBE Participation	\$104,392 (12.78%)
Total Non-Diversity Business	\$712,683 (87.22%)

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Centerplate FY 2023 2nd Quarter
DBE Participation Summary



DBE PARTICIPATION SUMMARY: FY 2023 Goal 25%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	3.34%	2
WOMAN OWNED BUSINESS	26.56%	9
SMALL BUSINESS ENTERPRISE	6.40%	3
SERVICE-DISABLED VETERAN	0.16%	0
TOTAL	36.46%	14

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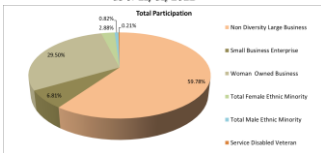
Centerplate FY 2023 2nd Quarter
DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$16,838 (0.99%)
Ethnic Minority Female	
African American Owned	\$40,170 (2.36%)
Hispanic Female Owned	\$0 (0%)
Total Minority Business	\$57,008 (3.34%)
Total Woman Owned	\$452,693 (26.56%)
Total Small Business	\$109,187 (6.40%)
Total Service-Disabled Veteran	\$2,707 (0.16%)
Total DBE Participation	\$621,595 (36.46%)
Total Non-Diversity Business	\$1,083,143 (63.54%)

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Centerplate FY 2023 YTD
DBE Participation Summary
as of 12/31/2022



DBE PARTICIPATION SUMMARY: FY 2023 Goal 25%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	3.70%	2
WOMAN OWNED BUSINESS	29.50%	9
SMALL BUSINESS ENTERPRISE	6.81%	3
SERVICE-DISABLED VETERAN	0.12%	0
TOTAL	40.22%	14

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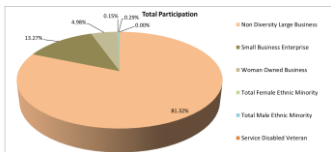
Centerplate FY 2023 YTD
DBE Participation Dollars Spent
as of 12/31/2022

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$90,543 (0.82%)
Ethnic Minority Female	
African American Owned	\$107,559 (2.88%)
Hispanic Female Owned	\$0 (0%)
Total Minority Business	\$198,102 (3.70%)
Total Woman Owned	\$1,102,389 (29.50%)
Total Small Business	\$254,536 (6.81%)
Total Service-Disabled Veteran	\$8,011 (0.21%)
Total DBE Participation	\$1,503,038 (40.22%)
Total Non-Diversity Business	\$2,234,401 (59.78%)

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Music City Center FY 2023 2nd Quarter
DBE Participation Summary



DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	0.44%	5
WOMAN OWNED BUSINESS	4.98%	11
SMALL BUSINESS ENTERPRISE	13.27%	6
SERVICE-DISABLED VETERAN	0.00%	0
TOTAL	18.68%	22

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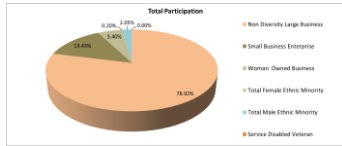
Music City Center FY 2023 2nd Quarter
DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$17,463 (0.29%)
Ethnic Minority Female	
African American Owned	\$9,000 (0.15%)
Hispanic Female Owned	\$0 (0%)
Total Minority Business	\$26,463 (0.44%)
Total Woman Owned	\$302,313 (4.98%)
Total Small Business	\$805,561 (13.27%)
Total Service-Disabled Veteran	\$0 (0%)
Total DBE Participation	\$1,134,337 (18.68%)
Total Non-Diversity Business	\$4,936,669 (81.32%)

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Music City Center FY 2023 YTD
DBE Participation Summary
as of 12/31/2022



DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS	2.25%	5
WOMAN OWNED BUSINESS	5.40%	11
SMALL BUSINESS ENTERPRISE	13.43%	6
SERVICE DISABLED VETERAN	0.00%	0
TOTAL	21.08%	22

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Music City Center FY 2023 YTD
DBE Participation Dollars Spent
as of 12/31/2022

DBE Classification	DBE Dollars Spent
Ethnic Minority Male	
African American Owned	\$217,913 (2.05%)
Ethnic Minority Female	
African American Owned	\$21,000 (0.20%)
Hispanic Female Owned	\$0 (0%)
Total Minority Business	\$238,913 (2.25%)
Total Woman Owned	\$573,788 (5.40%)
Total Small Business	\$1,427,242 (13.43%)
Total Service-Disabled Veteran	\$0 (0%)
Total DBE Participation	\$2,239,943 (21.08%)
Total Non-Diversity Business	\$8,385,872 (78.92%)

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OMNI 2022 Local Participation

COMMITMENT TO LOCAL HIRING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Total FTEs GOAL: 300	312	326	327	338	376	376	386	388	388	378	377	386
# FTEs (80 hours) Residents of Nashville Metropolitan Statistical Area Goal: 200	287	306	321	320	358	356	373	375	372	378	381	379
# FTEs (80 hours) Residents of Davidson County Goal: 200	85	85	81	81	81	81	87	88	87	86	86	85

OMNI 2022 DBE Participation

SUPPLY AND SERVICE EXPENDITURE COMMISSION	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2022 Total
Nashville Metropolitan Statistical Area Business Goal: \$100,000,000	\$13,105	\$66,729	\$57,870	\$46,723	\$154,884	\$138,931	\$157,438	\$130,063	\$208,870	\$275,531	\$213,387	\$124,332	\$1,838,112
Small, minority and women owned business participation Goal: \$25,000,000	\$11,533	\$13,462	\$13,227	\$8,026	\$22,565	\$13,148	\$21,460	\$34,105	\$11,830	\$29,245	\$20,913	\$27,705	\$283,655

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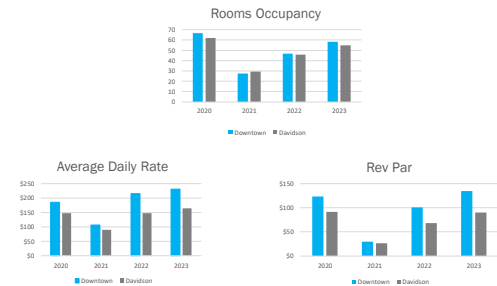
February 2023 F&B Record Setting Revenues

- Gross Revenue for Catering
- Gross Revenue for Fresh Pick for a month
- Gross Revenue for Fresh Pick for a day
- Gross Revenue for Retail Sales for one show
- Total Gross Revenue for Food & Beverage

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Hotel Statistics Comparison
January 2020, 2021, 2022, & 2023

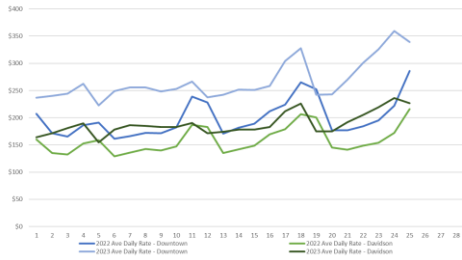


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February Average Daily Rate

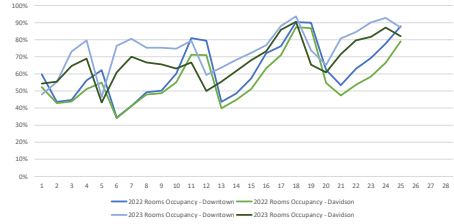


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February Rooms Occupancy



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February Rev Par

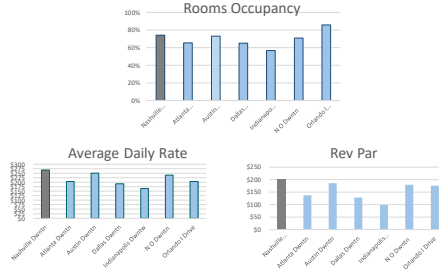


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Current Downtown Competitive
February 2023



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TAX COLLECTIONS

MCC/Tourism Tax Collection
Collections thru December 2022
(excludes TDZ)

	2/5 of 5% Occupancy Tax	New 1% Occupancy Tax	\$2 Room Tax	Contracted Vehicle Tax	Rental Vehicle Tax	Campus Tax	Total	Variance to FY 21-22
July	\$3,626,674	\$1,646,167	\$1,749,712	\$292,102	\$230,244	\$1,919,048	\$9,457,837	19.92%
August	\$3,345,972	\$1,539,896	\$1,627,891	\$289,222	\$226,297	\$1,726,424	\$8,768,691	37.86%
September	\$3,893,959	\$1,726,233	\$1,792,298	\$325,260	\$215,854	\$1,893,298	\$9,921,771	27.39%
October	\$4,388,241	\$1,996,527	\$1,811,980	\$326,752	\$265,900	\$1,683,653	\$10,793,036	28.70%
November	\$3,599,563	\$1,596,942	\$1,629,781	\$396,810	\$214,034	\$1,432,249	\$8,879,399	17.20%
December	\$2,995,174	\$1,284,864	\$1,466,628	\$216,078	\$192,623	\$1,183,854	\$7,113,229	7.30%
January							\$0	0%
February							\$0	0%
March							\$0	0%
April							\$0	0%
May							\$0	0%
June							\$0	0%
YTD Total	\$21,659,574	\$9,833,698	\$10,072,220	\$1,776,222	\$1,344,956	\$10,248,431	\$54,934,014	22.90%

All numbers subject to change by CCA Auditors

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MCC/Tourism Tax Collection

	FY 2021	FY 2022	FY 2023	Variance
2/5 of 5% Occupancy Tax	\$832,357	\$2,832,347	\$2,995,174	13.79%
Net 3% Occupancy Tax	\$341,702	\$1,129,089	\$1,284,804	13.80%
\$2 Room Tax	\$738,492	\$1,393,124	\$1,440,028	3.41%
Contracted Vehicle	\$107,362	\$190,012	\$216,076	13.72%
Rental Vehicle	\$122,001	\$227,348	\$192,815	-15.27%
Campus Sales Tax	\$143,737	\$1,239,538	\$1,383,854	4.49%
TDZ Sales Tax Increment	\$0	\$0	N/A	
Total Tax Collections	\$2,283,651	\$6,811,257	\$7,313,220	7.37%

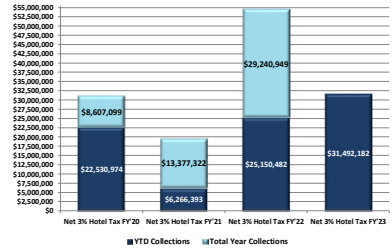
	FY 2021	FY 2022	FY 2023	Variance
2/5 of 5% Occupancy Tax	\$4,321,293	\$17,269,417	\$21,658,574	25.42%
Net 3% Occupancy Tax	\$1,945,100	\$7,881,060	\$9,833,606	24.78%
\$2 Room Tax	\$3,091,415	\$8,850,245	\$10,072,220	13.81%
Contracted Vehicle	\$391,315	\$1,285,448	\$1,776,222	38.18%
Rental Vehicle	\$535,419	\$1,249,757	\$1,344,956	7.62%
Campus Sales Tax	\$800,141	\$8,162,896	\$10,248,434	25.55%
TDZ Sales Tax Increment	\$36,416,230	\$0	\$54,901,700	N/A
Total YTD Tax Collections	\$48,360,914	\$44,698,826	\$109,835,714	145.72%

All numbers subject to change by CCA Auditors

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Net 3% Hotel Tax

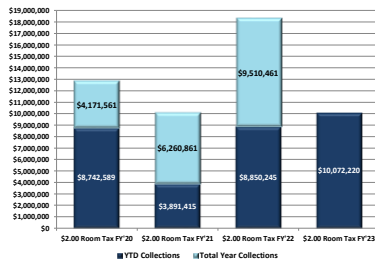


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\$2 Room Tax

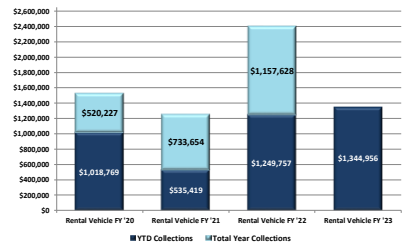


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Rental Vehicle

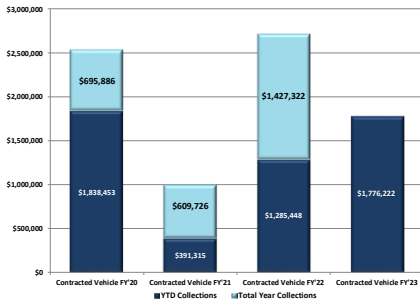


All numbers subject to change by CCA Auditors

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Contracted Vehicle

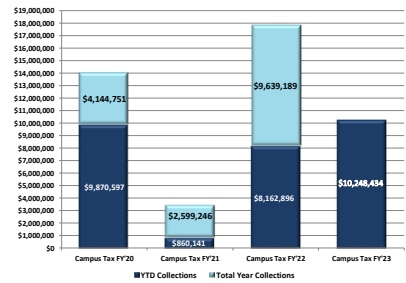


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Campus Tax

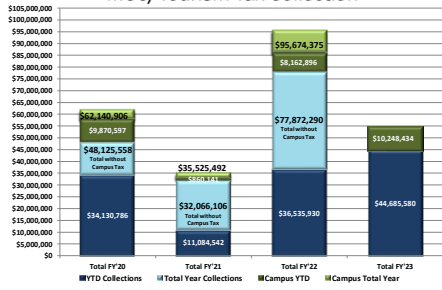


All numbers subject to change by CCA Auditors

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MCC/Tourism Tax Collection

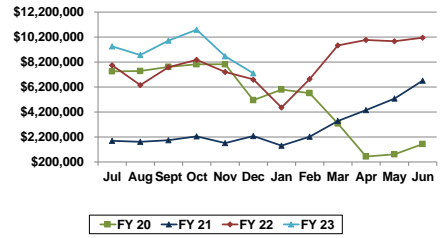


All numbers subject to change by CCA Auditors

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Total MCC Collections By Year
(excludes TDZ)



All numbers subject to change by CCA Auditors

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JANUARY EVENTS

- 8 Events
- 24,876 Attendees
- 15,920 Room Nights
- \$38,607,647 Direct Economic Impact



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CONVENTION CENTER AUTHORITY
MARCH 2, 2023

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