

## **MINUTES OF THE 102<sup>nd</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY**

The 102<sup>nd</sup> meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on July 13, 2021 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, Austin Brown, Norah Buikstra, Robert Davidson, Alfred Degrafinreid II, Irwin Fisher and Seema Prasad

**AUTHORITY MEMBERS NOT PRESENT:** Barrett Hobbs and Vonda McDaniel

**OTHERS PRESENT:** Charles Starks, Charles Robert Bone, Heidi Runion, Elisa Putman, Brian Ivey, Donna Gray, Heather Jensen, Robert Rice, Doug Conner, Doug Zimmerman, Renae Droege, Max Knoepfel and Jason Dwyer

Chair Marty Dickens opened the meeting for business at 9:00 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:** Norah Buikstra made a motion to approve the 101<sup>st</sup> Meeting Minutes of May 6, 2021. The motion was seconded by Alfred Degrafinreid II and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for August 10, 2021 at 9:00 am.

Charles Starks shared Annual Meeting Matters – Election of FY 21-22 Officers as defined by the bylaws that: “the annual meeting of the Board of Directors shall be held within Davidson County, Tennessee during the July regular meeting of each year or at such other time or date as shall be determined by the Board of Directors. The purpose of the annual meeting shall be to elect officers of the Authority and to conduct such other business as may be properly brought before the meeting” (Attachment #1) and there was discussion.

**ACTION:** Seema Prasad made a motion that, pursuant to Article IV of the bylaws, Marty Dickens be elected as Chair, Vonda McDaniel as Vice-Chair, and Irwin Fisher as

Secretary and Treasurer. The motion was seconded by Austin Brown and approved unanimously by the Authority.

Charles Starks and Charles Robert Bone provided information on the Fifth+Broadway Amendment to Parking Garage Lease (Attachment #1) and there was discussion.

**ACTION:** Robert Davidson made a motion to refer the Amendment to the Finance & Audit Committee and defer consideration to the next Authority meeting. The motion was seconded by Irwin Fisher and approved unanimously by the Authority.

Charles Starks provided information on the RFP Operable Walls Maintenance (Attachments #1 and #2) and there was discussion.

**ACTION:** Irwin Fisher made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Crawford Door Sales of Nashville, Inc. for operable walls maintenance on substantially the same terms as set forth in the RFP and considered this day. The motion was seconded by Seema Prasad and approved unanimously by the Authority.

Charles Starks provided information on the RFP Power Clean and Stone Sealing (Attachments #1 and #3) and there was discussion.

**ACTION:** Norah Buikstra made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Professional Property Solutions d/b/a Oakland Power Washing for power cleaning and stone sealing on substantially the same terms as set forth in the RFP and considered this day. The motion was seconded by Austin Brown and approved unanimously by the Authority.

Charles Starks provided information on the EMT Contract Extension (Attachments #1 and #4) and there was discussion.

**ACTION:** Alfred Degrafinreid II made a motion authorizing Charles Starks to negotiate and execute an amendment to the emergency medical technician services agreement with Med-Star Medical Staffing exercising the option to extend the agreement for an additional two years until June 30, 2023 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 information on the Business Center Contract Extension (Attachments #1 and #5) and there was discussion.

**ACTION:** Irwin Fisher made a motion authorizing Charles Starks to negotiate and execute an amendment to the business center services agreement with MCC Nashville, LLC d/b/a The UPS Store exercising the option to extend the agreement for an additional two years until July 31, 2023 on substantially the same terms as considered this day. The motion was seconded by Seema Prasad and approved unanimously by the Authority.

Charles Starks provided an update on STR, LLC Statistics for Davidson County and downtown hotels (Attachment #1) and there was discussion.

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

With no additional business, the Authority unanimously moved to adjourn at 9:59 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 102<sup>nd</sup> Meeting Minutes  
of July 13, 2021



July 13, 2021

**Convention Center Authority**

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**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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**Annual Meeting Matters  
Election of FY 2022 Officers**

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**Fifth + Broadway  
Amendment to  
Parking Garage Lease**

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**OPERATIONS UPDATE**

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**RFP Operable Walls  
Maintenance**

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# RFP Power Clean and Stone Sealing

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# EMT Contract Extension

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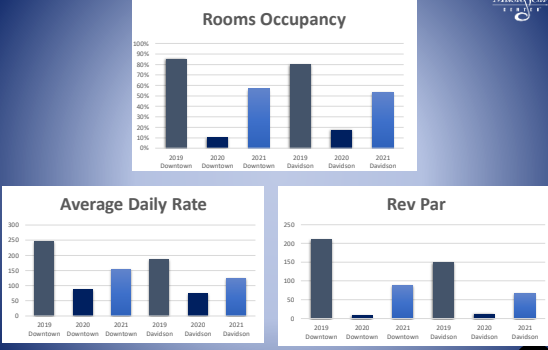


# Business Center Contract Extension

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## Comparison – April 2021, 2020 & 2019



Rooms Occupancy

Year	Downtown	Davidson
2019	~85%	~15%
2020	~15%	~15%
2021	~60%	~55%

Average Daily Rate

Year	Downtown	Davidson
2019	~250	~100
2020	~100	~100
2021	~180	~150

Rev Par


Year	Downtown	Davidson
2019	~200	~100
2020	~10	~10
2021	~100	~70

(Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.)

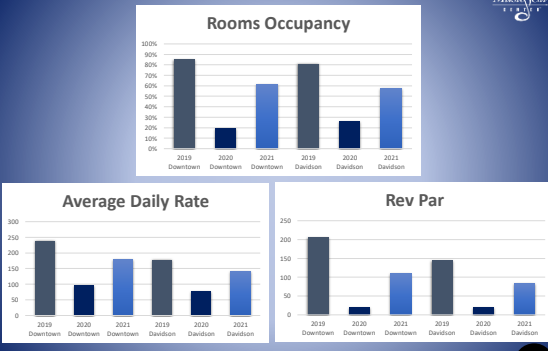
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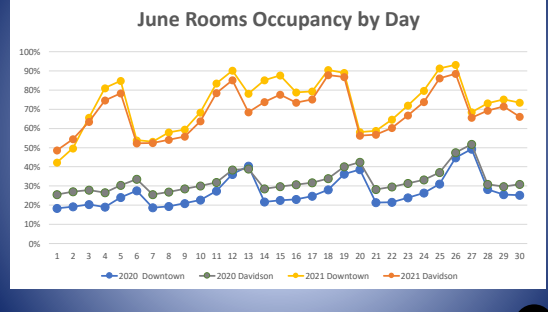
Year	Downtown	Davidson
2019	~200	~100
2020	~10	~10
2021	~100	~70

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## June Rooms Occupancy by Day



June Rooms Occupancy by Day

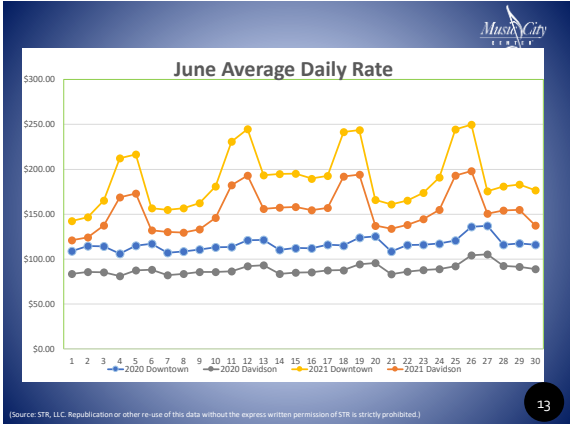
Day	2020 Downtown	2020 Davidson	2021 Downtown	2021 Davidson
1	~25%	~25%	~45%	~50%
2	~25%	~25%	~55%	~65%
3	~25%	~25%	~75%	~80%
4	~25%	~25%	~80%	~85%
5	~25%	~25%	~85%	~85%
6	~25%	~25%	~55%	~55%
7	~25%	~25%	~55%	~55%
8	~25%	~25%	~55%	~55%
9	~25%	~25%	~65%	~65%
10	~25%	~25%	~65%	~65%
11	~25%	~25%	~85%	~85%
12	~25%	~25%	~85%	~85%
13	~25%	~25%	~75%	~75%
14	~25%	~25%	~85%	~85%
15	~25%	~25%	~85%	~85%
16	~25%	~25%	~75%	~75%
17	~25%	~25%	~85%	~85%
18	~25%	~25%	~85%	~85%
19	~25%	~25%	~85%	~85%
20	~25%	~25%	~55%	~55%
21	~25%	~25%	~65%	~65%
22	~25%	~25%	~65%	~65%
23	~25%	~25%	~75%	~75%
24	~25%	~25%	~85%	~85%
25	~25%	~25%	~85%	~85%
26	~25%	~25%	~85%	~85%
27	~25%	~25%	~75%	~75%
28	~25%	~25%	~75%	~75%
29	~25%	~25%	~75%	~75%
30	~25%	~25%	~75%	~75%

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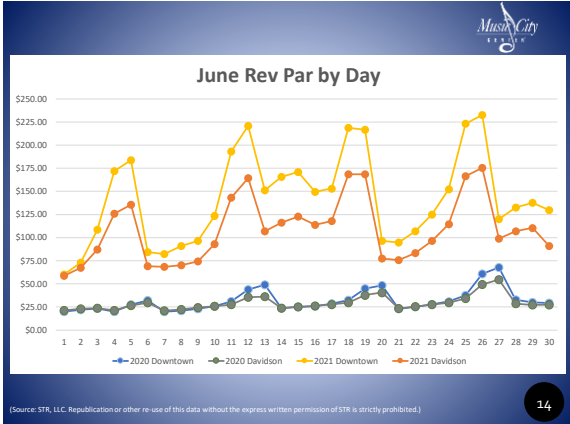
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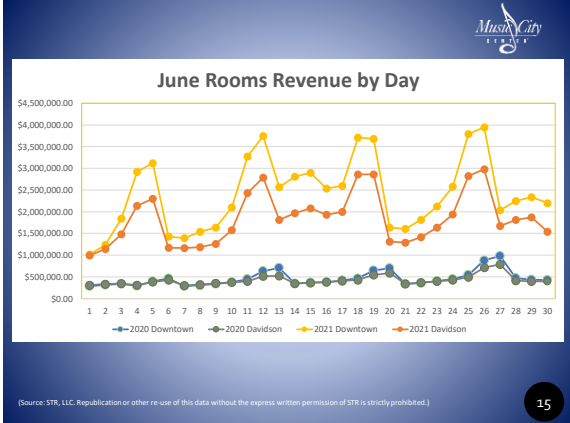
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**TAX COLLECTIONS**

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**MCC/Hotel Tax Collection**  
Collections Thru April 2021  
(excludes 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 20-21
July	\$718,223	\$334,604	\$635,470	\$50,415	\$86,886	\$74,312	\$1,899,910	-74.53%
August	\$654,950	\$306,564	\$636,398	\$56,584	\$86,697	\$87,193	\$1,830,386	-75.60%
September	\$689,536	\$320,516	\$649,684	\$67,166	\$86,482	\$143,181	\$1,956,565	-74.97%
October	\$793,051	\$364,550	\$694,505	\$80,934	\$84,798	\$231,025	\$2,248,863	-71.98%
November	\$833,177	\$277,163	\$536,865	\$28,854	\$66,555	\$182,694	\$1,725,308	-78.52%
December	\$832,357	\$341,702	\$738,492	\$107,362	\$122,001	\$141,737	\$2,283,651	-58.78%
January	\$518,785	\$233,388	\$533,285	\$43,708	\$57,287	\$120,325	\$1,506,777	-74.95%
February	\$856,737	\$401,192	\$717,804	\$39,906	\$73,428	\$139,420	\$2,228,487	-61.01%
March	\$1,304,659	\$607,769	\$1,043,874	\$94,004	\$68,051	\$368,235	\$3,486,593	5.85%
April	\$1,695,310	\$796,510	\$1,162,056	\$108,822	\$182,827	\$406,902	\$4,352,428	575.66%
May								0%
June								0%
YTD Total	\$8,696,784	\$3,983,958	\$7,348,434	\$677,755	\$917,012	\$1,895,024	\$23,518,968	-60.58%

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**MCC/Hotel Tax Collection**

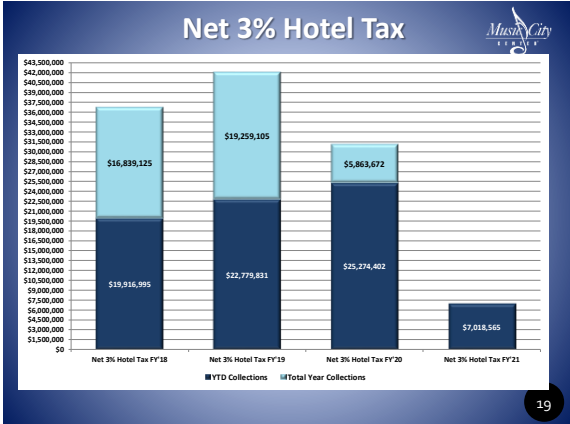
**MCC Portion of April 2021 Tourism Tax Collections**

	FY 2020	FY 2021	Variance
2/5 of 5% Occupancy Tax	\$229,940	\$1,695,310	606.56%
Net 1% Occupancy Tax	\$119,970	\$796,510	563.92%
\$2 Room Tax	\$246,543	\$1,162,056	371.34%
Contracted Vehicle	\$11,067	\$108,822	883.31%
Rental Vehicle	\$18,608	\$182,827	882.53%
Campus Sales Tax	\$8,050	\$406,902	4954.62%
TDZ Sales Tax Increment	\$0	\$0	0.00%
<b>Total Tax Collections</b>	<b>\$644,178</b>	<b>\$4,352,428</b>	<b>575.66%</b>

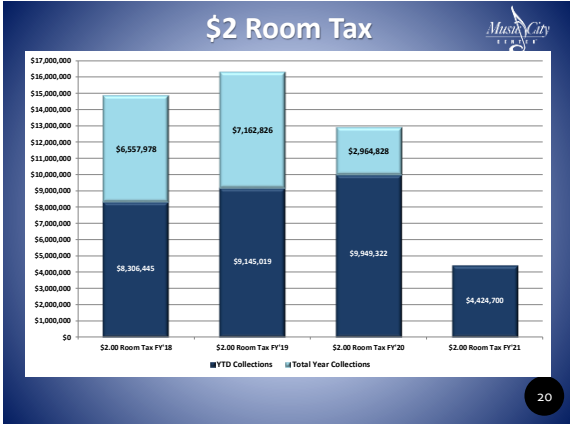
**MCC Portion of Year-to-Date Tourism Tax Collections**

	FY 2020	FY 2021	Variance
2/5 of 5% Occupancy Tax	\$20,608,894	\$8,696,784	-57.80%
Net 1% Occupancy Tax	\$9,186,071	\$3,983,958	-56.63%
\$2 Room Tax	\$12,021,379	\$7,348,434	-38.87%
Contracted Vehicle	\$2,472,545	\$677,755	-72.59%
Rental Vehicle	\$1,423,594	\$917,012	-35.58%
Campus Sales Tax	\$13,956,527	\$1,895,024	-86.42%
TDZ Sales Tax Increment	\$56,461,491	\$36,416,230	-35.50%
<b>Total YTD Tax Collections</b>	<b>\$116,130,501</b>	<b>\$59,935,198</b>	<b>-48.39%</b>

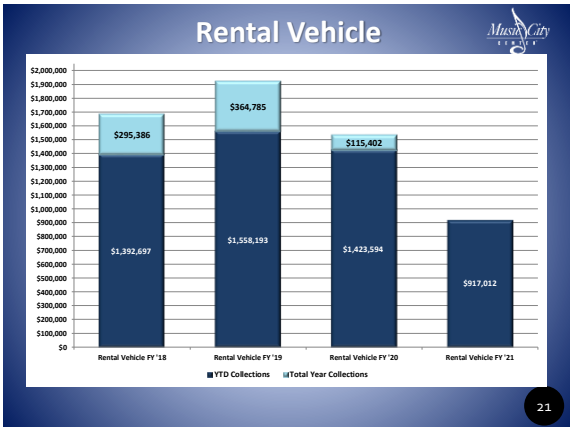
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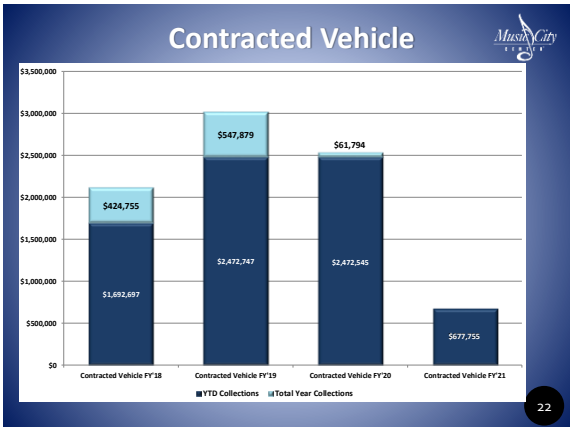
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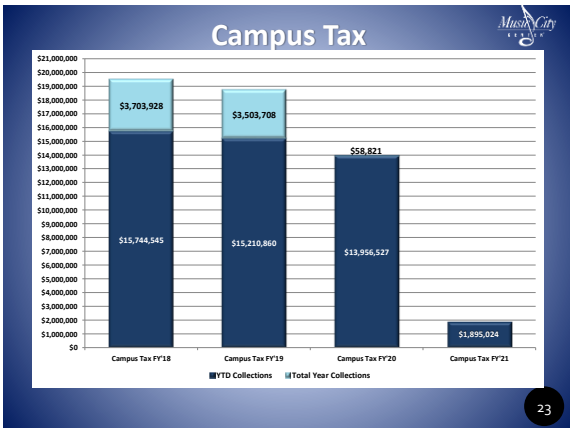
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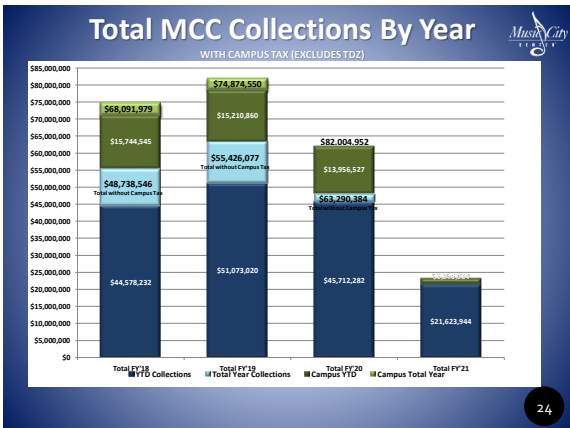
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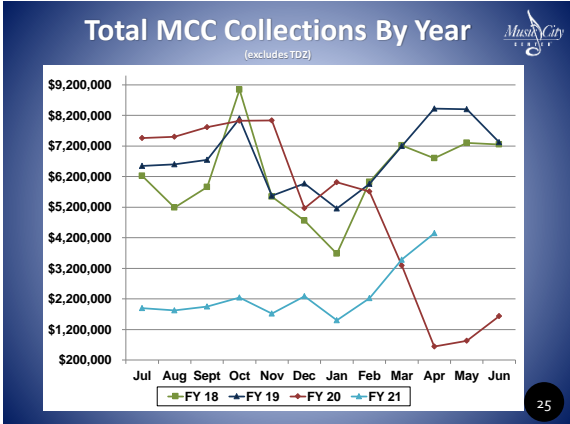
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July 13, 2021  
**Convention Center Authority**

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