

MINUTES OF THE 121st MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 121st meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on September 7, 2023 at 9:00 a.m. in the Administrative Conference Room of the Administrative Offices at the Music City Center, Nashville, Tennessee.

AUTHORITY MEMBERS PRESENT: Norah Buikstra, Robert Davidson, Alfred Degrafinreid II, Tracy Hardin, Tre Hargett, Barret Hobbs, Vonda McDaniel, Dee Patel, Seema Prasad, and Betsy Wills

AUTHORITY MEMBERS NOT PRESENT: David Lillard and Jason Mumpower

OTHERS PRESENT: Charles Starks, Rachel Offutt (Designee for David Lillard), Rachel Buckley (Designee for Jason Mumpower), Charles Robert Bone, Donna Gray, Brian Ivey, Heather Jensen, Elisa Putman, Heidi Runion, and Chris Mustain

Chair Norah Buikstra 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.

Chair Norah Buikstra read the Mission Statement of Music City Center (Attachment #1) and there was discussion.

There were no members of the public present or anyone who wished to speak during the public comment period.

ACTION: Tracy Hardin made a motion to approve the 120th Meeting Minutes of August 3, 2023. The motion was seconded by Seema Prasad and approved unanimously by the Authority.

The next regularly scheduled meeting is Thursday, October 5, 2023, at 9:00 am.

*Alfred Degrafinreid II arrives to the meeting.

Charles Starks presented draft documents (Attachment #1) related to public comment periods, which are now required for all future CCA public meetings, including committee meetings, under the updated Tennessee Open Meetings Law, and there was discussion.

*Vonda McDaniel arrives to the meeting.

The proposed documents, including public comment guidelines, request forms, and meeting agendas, will be revised based on the discussion and presented for a vote at the next regularly scheduled meeting. Board Attorney, Charles Robert Bone, noted that following a final vote, the language can be amended in the future as the Board deems necessary.

Betsy Wills, Chair of the Community Relations, Marketing & Operations Committee, provided an update on the August 28, 2023 meeting (Attachment #1), and there was discussion.

Charles Starks provided an Operations update, and there was discussion.

Charles Starks and Jasmine Quattlebaum provided information on the Contract Extension for Composting Services (Attachments #1 and #2), and there was discussion.

ACTION: Vonda McDaniel made a motion authorizing Charles Starks to negotiate and execute an amendment to composting services agreement with The Compost Company, LLC exercising the option to extend the agreement for an additional two years until October 15, 2025, on substantially the same terms as considered this day. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum provided information on the Contract Extension for Valet Parking Services (Attachments #1 and #3), and there was discussion.

ACTION: Dee Patel made a motion authorizing Charles Starks to negotiate and execute an amendment to valet services agreement with The Parking Management Company, LLC exercising the option to extend the agreement for an additional two years until September 30, 2025, on substantially the same terms as considered this day. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

Charles Starks provided an update on the monthly STR, LLC Hotel Statistics for July, noting the softening of hotel rooms booked over the summer. Starks referred the board to their packets for additional monthly statistics including tax collections (Attachment #1), and there was discussion.

Charles Starks provided the Board with a Music City Center 10-year anniversary memento.

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 121st Meeting Minutes
of September 7, 2023



Convention Center Authority

September 7, 2023

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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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Music City Center Mission Statement

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!

Seema Prasad
September 1st

Norah Bukstira
September 22nd

Jason Mumpower
September 22nd

Barrett Hobbs
September 27th

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Public Comment Period Proposed Policy

The meetings of the Convention Center Authority of the Metropolitan Government of Nashville & Davidson County ("Authority") are open to members of the public and the Authority will reserve time for public comment pursuant to the Tennessee Open Meetings Act Public Chapter No. 300. Minutes are a summary of the Board's discussions and actions; therefore, public comments and written materials submitted by the public may not be reflected in the minutes.

Public Comment Guidelines

- Advance notice is required to make public comments. Requests must be made in writing no later than three (3) days or 72 hours prior to the meeting. Request forms are available on the Music City Center website: <https://www.nashvillemcc.com/about/convention-center-authority>. Completed requests should be emailed to XXXXX@nashvillemcc.com.
- Comments are limited to five (5) speakers per meeting and up to three minutes for each individual speaker. Warnings will be given before the end of the three-minute time, and speakers will be stopped at three minutes. To avoid repetitiveness, groups are encouraged to select a spokesperson to speak on their behalf. Speakers will be notified via email prior to the meeting.
- Comments must pertain to an item listed on the meeting agenda on the date in which the speaker appears. Those who make comments on topics other than the selected topic may be asked to stop speaking.
- Authority members will not respond to questions or engage in discussion with speakers. The public comment periods are opportunities for board members appointed by state and local leadership to hear from community members and stakeholders.
- Speakers should at all times maintain proper decorum and shall make comments in a civil manner. Personal attacks will not be tolerated. No person will be allowed to make obscene, derogatory, or slanderous remarks.

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Public Comment Request Form

The Convention Center Authority of the Metropolitan Government of Nashville & Davidson County provides a public comment period at the beginning of each scheduled meeting. The guidelines for the public comment period are as follows: Requests to speak must be submitted in writing at least three days prior to the meeting. Requests should be emailed to 8000@metgov.com. Speakers will be notified via email.

Registrar Information:
 Name: _____
 Address: _____
 City / State / Zip: _____
 Organization (if applicable): _____
 Telephone: _____
 Email: _____

Meeting Information:
 Meeting Date: _____
 Agenda Item Number & Description: _____
 Position (check one): Support _____ Opinion _____ Neither _____

By signing below, I confirm this form is true, complete, and accurate to all requests.

Requester Signature: _____ Date: _____

The Convention Center Authority was created to oversee the development and operation of Music City Center, as well as any development or projects connected to the operation center. The Authority consists of five members appointed by the Mayor of the Metropolitan Government of Nashville & Davidson County, and three members appointed by the Metropolitan Council. Authority is exercised by Executive Board consisting of the Treasurer and Secretary of Board.

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Community Relations, Marketing & Operations Committee Report

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Operations Update

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Contract Renewal Composting Services

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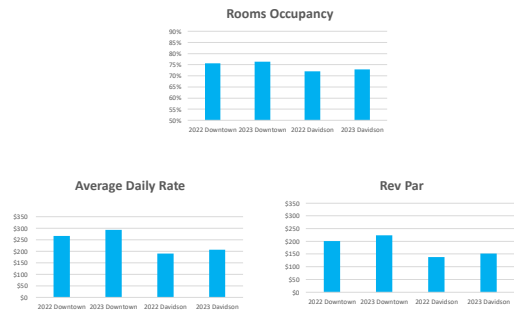
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Contract Renewal Valet Services

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Hotel Statistics Comparison July 2022 & 2023

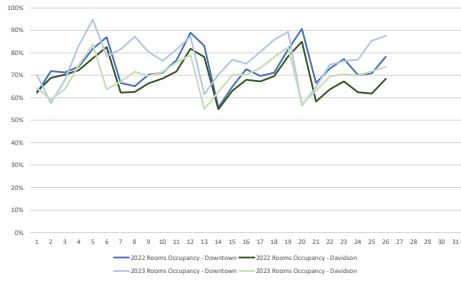


[Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.]

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August Rooms Occupancy

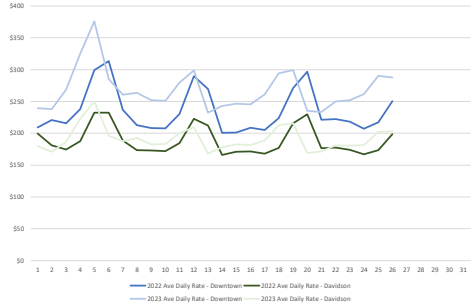


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August Average Daily Rate

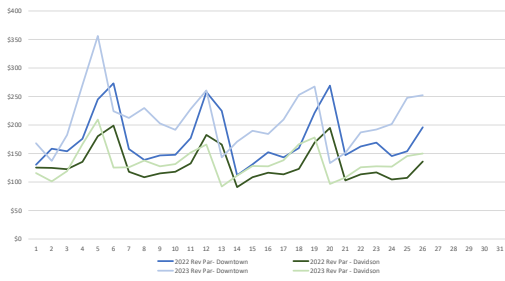


[Source: STR, LLC. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.]

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August Rev Par by Day

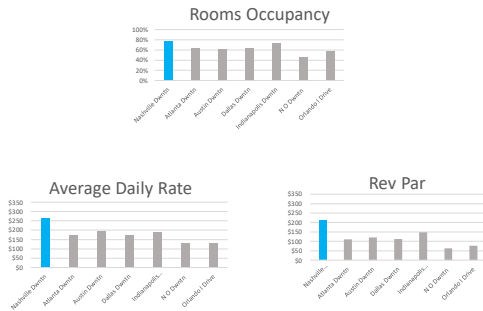


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Current Downtown Competitive August 2023



[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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Tourism Tax Collections

MCC/Tourism Tax Collections thru June 2023 (excludes TD2)

	2.6 of 5% Occupancy Tax	Net 1% Occupancy Tax	20 Room Tax	Contracted Vehicle Tax	Rental Vehicle Tax	Compass Tax	Total	Variance to FY 22-23
July	\$3,626,674	\$1,446,197	\$1,749,712	\$292,192	\$230,264	\$1,919,048	\$9,457,937	19.02%
August	\$3,348,972	\$1,539,896	\$1,627,891	\$289,222	\$220,297	\$1,726,424	\$8,768,691	37.86%
September	\$3,889,950	\$1,795,233	\$1,792,269	\$335,266	\$215,854	\$1,893,206	\$9,921,771	27.39%
October	\$4,289,241	\$1,965,527	\$1,811,560	\$336,732	\$265,092	\$2,083,631	\$10,730,026	28.72%
November	\$3,509,563	\$1,561,942	\$1,629,761	\$306,810	\$214,034	\$1,432,249	\$8,679,358	17.29%
December	\$2,896,174	\$1,284,864	\$1,440,628	\$218,076	\$192,426	\$1,183,854	\$7,313,226	7.37%
January	\$2,431,748	\$1,088,088	\$1,347,489	\$252,066	\$153,166	\$1,510,222	\$6,793,299	48.68%
February	\$3,457,345	\$1,588,288	\$1,607,309	\$251,098	\$198,618	\$1,964,219	\$9,025,378	31.86%
March	\$4,475,082	\$2,959,328	\$1,919,849	\$321,298	\$265,096	\$2,352,066	\$11,324,536	18.80%
April	\$4,229,245	\$1,963,648	\$1,783,419	\$303,864	\$223,124	\$1,930,087	\$10,286,788	6.60%
May	\$4,456,528	\$2,074,872	\$1,839,655	\$338,664	\$286,538	\$1,561,251	\$10,337,907	4.67%
June	\$4,036,052	\$2,018,020	\$1,774,338	\$545,652	\$254,098	\$1,897,269	\$10,545,393	3.52%
YTD Total	\$44,814,514	\$20,856,199	\$20,344,276	\$3,441,884	\$2,696,854	\$21,464,009	\$113,526,914	18.88%

All numbers subject to change by CGA Auditors

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MCC/Tourism Tax Collections

MCC Portion of June 2023 Tourism Tax Collections

	FY 2021	FY 2022	FY 2023	Variance
2/5 of 5% Occupancy Tax	\$2,665,635	\$4,057,689	\$4,036,052	-0.53%
Net 1% Occupancy Tax	\$1,221,787	\$1,868,599	\$2,018,026	8.00%
\$2 Room Tax	\$1,517,826	\$1,856,862	\$1,774,338	-4.44%
Contracted Vehicle	\$178,152	\$275,936	\$545,652	97.75%
Rental Vehicle	\$147,155	\$231,589	\$254,058	9.70%
Campus Sales Tax	\$992,973	\$1,876,523	\$1,897,269	1.11%
TD2 Sales Tax Increment	\$0	\$0	\$0	0.00%
Total Tax Collections	\$6,723,528	\$10,167,198	\$10,525,395	3.52%

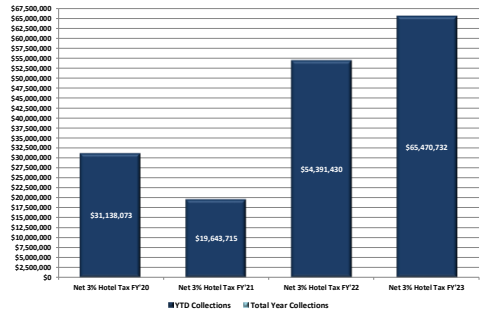
MCC Portion of Year-to-Date Tourism Tax Collections

	FY 2021	FY 2022	FY 2023	Variance
2/5 of 5% Occupancy Tax	\$29,102,205	\$37,266,255	\$44,814,574	20.26%
Net 1% Occupancy Tax	\$13,036,008	\$17,279,721	\$20,656,159	19.54%
\$2 Room Tax	\$16,407,665	\$18,360,706	\$20,344,276	10.80%
Contracted Vehicle	\$2,955,903	\$2,712,770	\$3,641,894	34.25%
Rental Vehicle	\$1,886,973	\$2,407,385	\$2,605,954	8.25%
Campus Sales Tax	\$18,041,126	\$17,802,085	\$21,464,069	20.57%
TD2 Sales Tax Increment	\$36,416,230	\$0	\$54,901,700	0.00%
Total YTD Tax Collections	\$117,826,111	\$95,828,920	\$168,428,614	75.76%

All numbers subject to change by CCA Auditors

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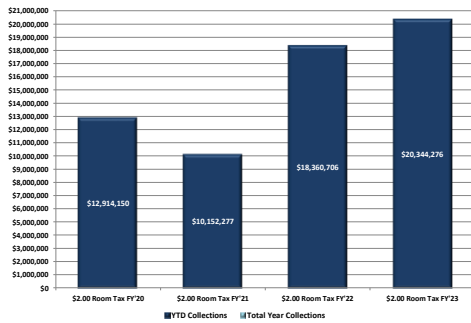
Net 3% Hotel Tax



All numbers subject to change by CCA Auditors

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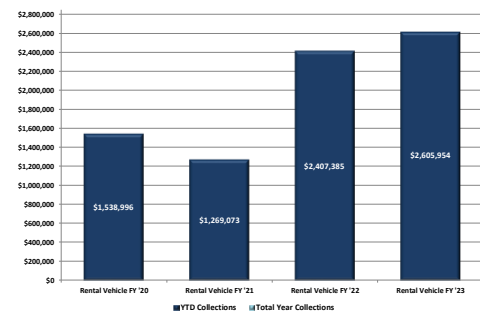
\$2 Room Tax



All numbers subject to change by CCA Auditors

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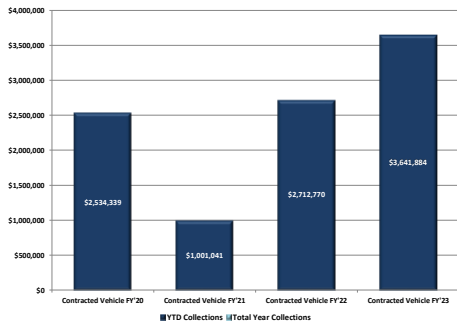
Rental Vehicle



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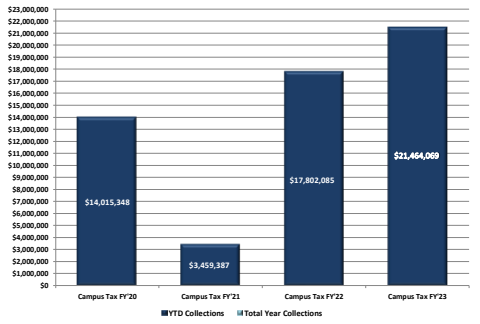
Contracted Vehicle



All numbers subject to change by CCA Auditors

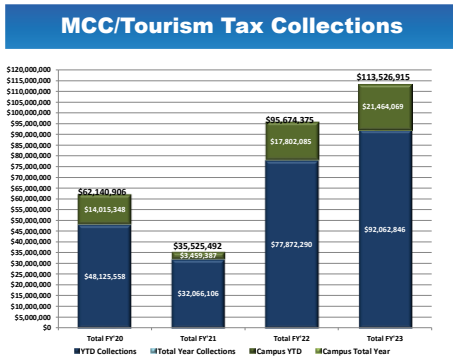
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Campus Tax



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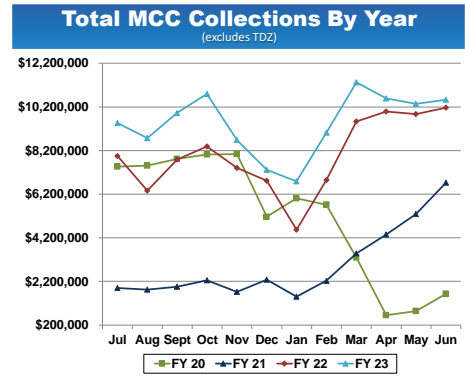
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All numbers subject to change by CCA Auditors

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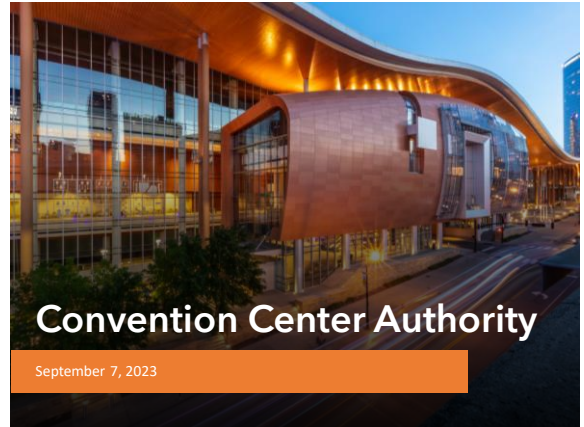
JULY EVENTS

- 6 Events
- 7,547 Attendees
- 16,815 Room Nights
- \$11,965,044 Direct Economic Impact



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Convention Center Authority

September 7, 2023

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