

## **MINUTES OF THE 97<sup>th</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY**

The 97<sup>th</sup> meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on October 15, 2020 at 9:00 a.m. – Virtual Zoom Meeting.

**AUTHORITY MEMBERS PRESENT:** \*Marty Dickens, Austin Brown, Norah Buikstra, Robert Davidson, Irwin Fisher, Barrett Hobbs, Vonda McDaniel, David McMurry and Seema Prasad

**AUTHORITY MEMBERS NOT PRESENT:**

**OTHERS PRESENT:** Charles Starks, Charles Robert Bone, Heidi Runion, Brian Ivey, Elisa Putman and Donna Gray

Chair 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 Austin Brown and Norah Buikstra to the Board (Attachment #1) and there was discussion.

The Convention Center Authority thanked Randy Rayburn for his dedicated service to the Board (Attachment #1) and there was discussion.

**ACTION:** Vonda McDaniel made a motion to approve the 96<sup>th</sup> Meeting Minutes of September 3, 2020. The motion was seconded by Irwin Fisher and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Thursday, November 5, 2020 at 9:00 am.

Charles Starks provided a Convention Center Authority Committee Assignment update (Attachment #1) and there was discussion.

Charles Starks provided information on damages to the Davidson Ballroom and Administrative Conference Room Roof Repairs (Attachments #1) and there was discussion.

\*Denotes the departure of Marty Dickens

**ACTION:** Vonda McDaniel made a motion authorizing the reallocation up to \$500,000 in savings from the bollards capital project to be spent on repairs to the Music City Center roof, Davidson Ballroom and Administrative Conference Room and authorizing Charles Starks to take any actions necessary or appropriate to undertake such repairs. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

Charles Starks provided an Elevator Touchless Buttons update (Attachment #1) and there was discussion.

Charles Starks provided an update on Meetings held at the Music City Center (Attachment #1) and there was discussion.

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

Charles Starks and Brian Ivey provided an update on Lost Business due to COVID-19 (Attachment #1) and there was discussion.

Charles Starks and Heidi Runion provided a Financial Forecast update (Attachment #1) and there was discussion.

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

With no additional business, the Authority unanimously moved to adjourn at 10:07 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 97<sup>th</sup> Meeting Minutes  
of October 15, 2020

**Convention Center Authority**




October 15, 2020



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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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**Happy Birthday!**

**David McMurry**  
October 5<sup>th</sup>

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**WELCOME TO THE CCA BOARD**





**Austin Brown**      **Norah Buikstra**

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**We appreciate your dedicated service to the CCA Board**




**Randy Rayburn**  
Board Member 2016 - 2020

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**CCA Committees**

<b>Finance &amp; Audit</b>	<ul style="list-style-type: none"> <li>• Robert Davidson, Chair</li> <li>• Norah Buikstra</li> <li>• Irwin Fisher</li> <li>• Barrett Hobbs</li> <li>• Vonda McDaniel</li> <li>• Marty Dickens, Ex-Officio</li> </ul>
<b>Marketing &amp; Operations</b>	<ul style="list-style-type: none"> <li>• Irwin Fisher, Chair</li> <li>• Austin Brown</li> <li>• Norah Buikstra</li> <li>• Barrett Hobbs</li> <li>• Semma Prasad</li> <li>• Marty Dickens, Ex-Officio</li> </ul>
<b>DBE &amp; Development</b>	<ul style="list-style-type: none"> <li>• Vonda McDaniel, Chair</li> <li>• Austin Brown</li> <li>• Robert Davidson</li> <li>• David McMurry</li> <li>• Semma Prasad</li> <li>• Marty Dickens, Ex-Officio</li> </ul>
<b>Executive Committee</b>	<ul style="list-style-type: none"> <li>• Marty Dickens, Chair</li> <li>• Vonda McDaniel, Vice Chair</li> <li>• Irwin Fisher, Secretary and Treasurer</li> <li>• Robert Davidson</li> </ul>

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Musix City  
EST. 1957


# Davidson Ballroom & Administrative Conference Room Roof Repairs

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MCC Dock

Musix City  
EST. 1957



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MCC Dock

Musix City  
EST. 1957

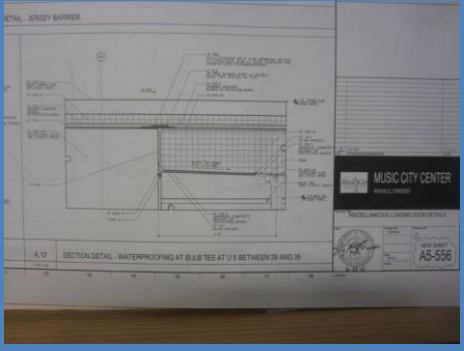


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Waterproofing Detail

Musix City  
EST. 1957



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Leak above Davidson Ballroom

Musix City  
EST. 1957




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Davidson Ballroom Damage

Musix City  
EST. 1957



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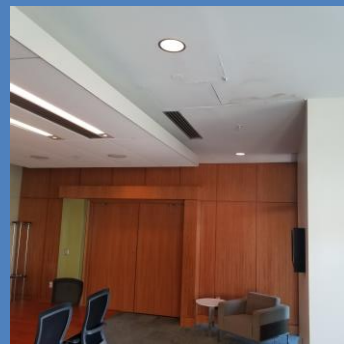
### Dock – Administrative Conference Room Leak Area



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### Administrative Conference Room Leak Area



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### Davidson Ballroom & Administrative Conference Room Roof Repairs



#### Mid-Year Capital Request

- The final phase of the MCC Bollard Project will be complete in mid October
- That project is anticipated to achieve a budget savings of just over \$3Million
- We request that the Board approve the reallocation of a portion of these savings to be used to fully repair the roof and all damages to the Davidson Ballroom and the Administrative Conference Room and not to exceed \$500k

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## OPERATIONS UPDATE



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### Elevator Touchless Buttons



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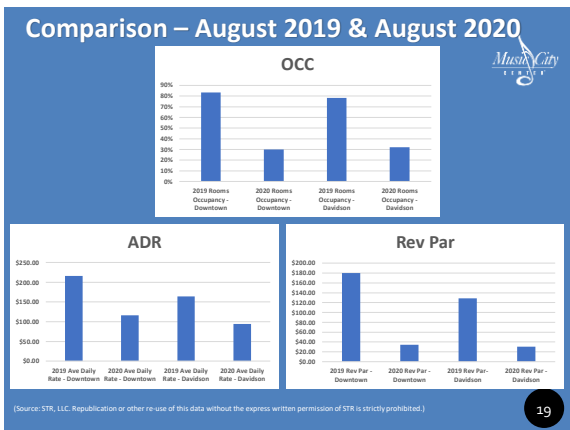


### Meetings Held at MCC

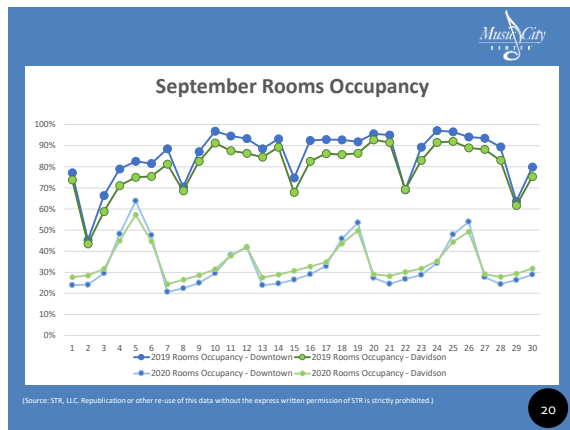


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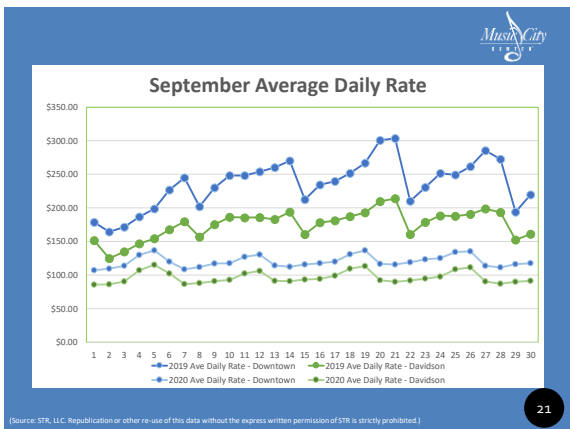
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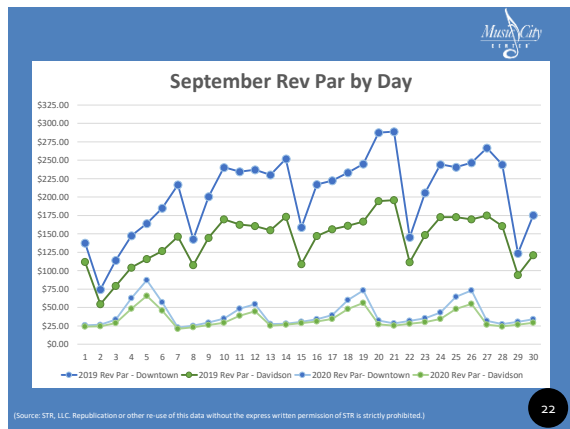
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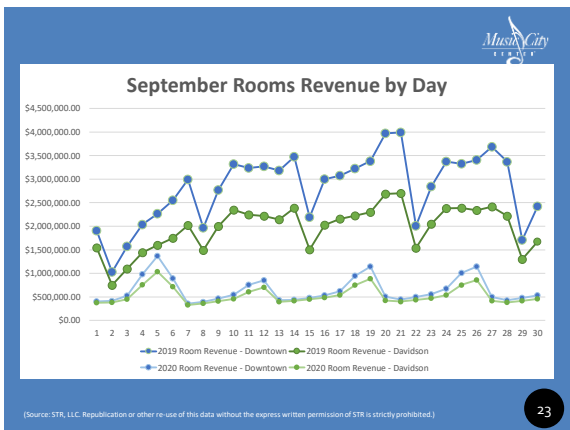
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### CANCELED EVENTS

(as of 10.8.2020)

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
120	418.1K	431K	\$21.6M	\$464.3M

### CANCELED EVENTS

(as of 9.3.2020)

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
104	392.7K	392.9K	\$18.9M	\$425.8M

\*Does not include on-site revenues  
As of 10.8.2020

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### REBOOKED EVENTS

(as of 10.8.2020)

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
43	40.5K	9.8K	\$1.8M	\$10M

### REBOOKED EVENTS

(as of 9.3.2020)

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
43	29K	9.5K	\$1.8M	\$8.9M

\* Does not include on-site revenues  
As of 10.8.2020

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## Team Member Attrition

- Since COVID we have 20 team members that have left the MCC due to various reasons
- Positions are being held vacant indefinitely
- We estimate the annual savings from these vacancies to be \$906k (including benefits)

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### FY2021 Year End

FY21 Year End Forecast

	Current YE FY21 Forecast	Previous YE FY21 Forecast	Forecast Variance	FY21 Budget	Current Forecast vs. Budget
<b>Revenue</b>					
Rental	\$836,196	\$1,158,956	-\$322,761	\$6,624,304	-\$5,788,109
F&B	\$3,344,998	\$3,666,904	-\$321,906	\$30,320,600	\$27,175,642
Parking	\$2,807,143	\$3,523,633	-\$716,490	\$7,508,907	-\$4,701,764
Utilities	\$183,700	\$248,905	-\$65,205	\$2,005,500	-\$1,821,800
Technology	\$329,603	\$373,734	-\$44,131	\$2,351,601	-\$2,021,998
Security	\$247,045	\$286,603	-\$41,558	\$1,415,710	-\$1,168,665
Rigging	\$95,628	\$126,211	-\$30,583	\$842,605	-\$746,977
Audio/Visual	\$10,772	\$17,353	-\$6,581	\$408,378	-\$397,606
Facilities	\$23,008	\$27,074	-\$4,067	\$303,993	-\$280,985
Other	\$371,441	\$414,520	-\$42,879	\$895,302	-\$523,861
<b>Revenue</b>	<b>\$8,249,714</b>	<b>\$9,845,892</b>	<b>-\$1,596,178</b>	<b>\$52,876,900</b>	<b>-\$44,627,186</b>
<b>Expense</b>					
Utilities	\$3,713,136	\$4,129,536	-\$416,400	\$4,546,100	-\$832,964
Event Related	\$223,892	\$20,673	-\$36,781	\$2,278,300	-\$2,054,408
MCC Labor	\$10,172,104	\$11,207,746	-\$1,035,642	\$13,770,900	-\$3,598,796
F&B Labor	\$5,201,575	\$5,664,147	-\$462,572	\$11,636,394	-\$6,434,819
F&B COGS	\$616,364	\$669,197	-\$52,833	\$5,524,229	-\$4,907,865
Other	\$6,265,897	\$6,515,439	-\$249,542	\$12,108,077	-\$5,842,180
<b>Expense</b>	<b>\$26,192,668</b>	<b>\$28,446,737</b>	<b>-\$2,253,769</b>	<b>\$49,853,000</b>	<b>-\$23,640,032</b>
<b>Gain/(Loss)</b>	<b>\$1,743,254</b>	<b>\$1,600,845</b>	<b>\$657,592</b>	<b>\$3,043,900</b>	<b>-\$20,987,153</b>

As of 10.8.2020

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## TAX COLLECTIONS

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### MCC/Hotel Tax Collection

Collections Thru July 2020  
(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								0%
September								0%
October								0%
November								0%
December								0%
January								0%
February								0%
March								0%
April								0%
May								0%
June								0%
<b>YTD Total</b>	<b>\$718,223</b>	<b>\$334,604</b>	<b>\$635,470</b>	<b>\$50,415</b>	<b>\$86,886</b>	<b>\$74,312</b>	<b>\$1,899,910</b>	<b>-74.53%</b>

All numbers subject to change by CCA Auditors

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### MCC/Hotel Tax Collection

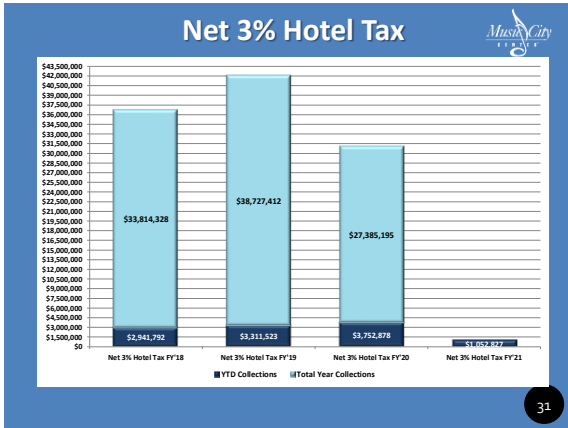
MCC Portion of July 2020 Tourism Tax Collections			
	FY 2020	FY 2021	Variance
2/5 of 5% Occupancy Tax	\$2,589,786	\$718,223	-72.27%
Net 1% Occupancy Tax	\$1,163,092	\$334,604	-71.23%
\$2 Room Tax	\$1,542,238	\$635,470	-58.80%
Contracted Vehicle	\$374,970	\$50,415	-86.55%
Rental Vehicle	\$146,689	\$86,886	-40.77%
Campus Sales Tax	\$1,643,485	\$74,312	-95.48%
TDZ Sales Tax Increment	\$0	\$0	0.00%
<b>Total Tax Collections</b>	<b>\$7,460,260</b>	<b>\$1,899,910</b>	<b>-74.53%</b>

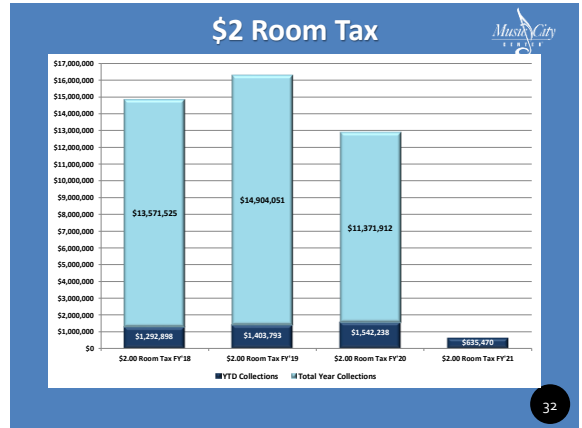
MCC Portion of Year-to-Date Tourism Tax Collections			
	FY 2020	FY 2021	Variance
2/5 of 5% Occupancy Tax	\$2,589,786	\$718,223	-72.27%
Net 1% Occupancy Tax	\$1,163,092	\$334,604	-71.23%
\$2 Room Tax	\$1,542,238	\$635,470	-58.80%
Contracted Vehicle	\$374,970	\$50,415	-86.55%
Rental Vehicle	\$146,689	\$86,886	-40.77%
Campus Sales Tax	\$1,643,485	\$74,312	-95.48%
TDZ Sales Tax Increment	\$0	\$0	0.00%
<b>Total YTD Tax Collections</b>	<b>\$7,460,260</b>	<b>\$1,899,910</b>	<b>-74.53%</b>

All numbers subject to change by CCA Auditors

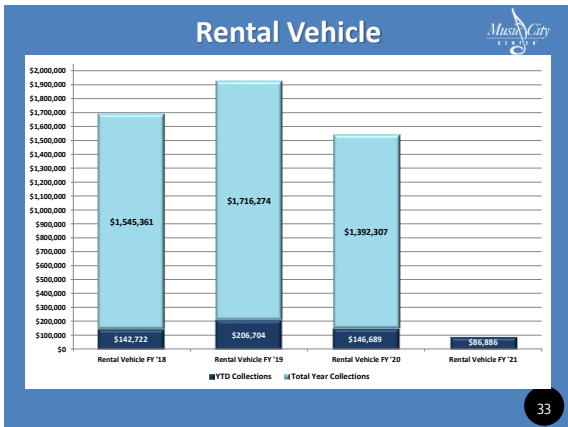
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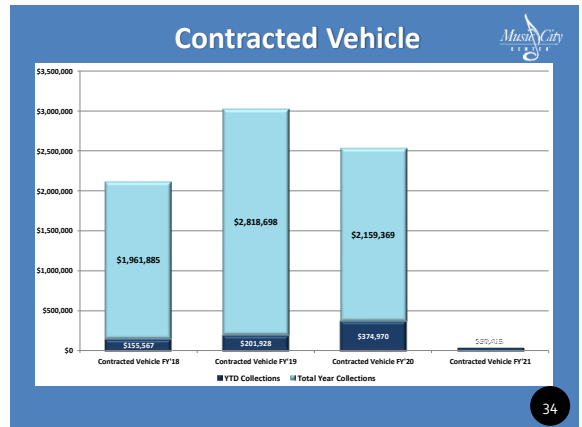
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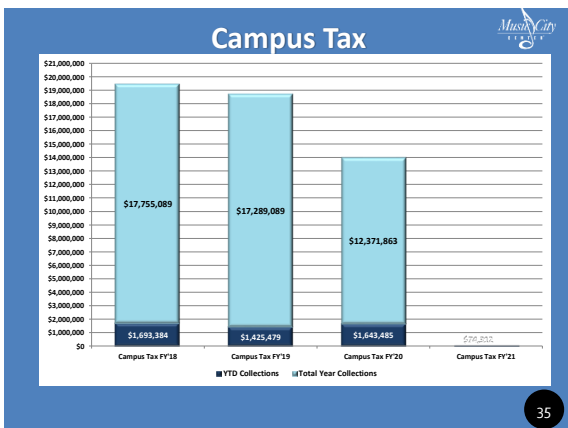
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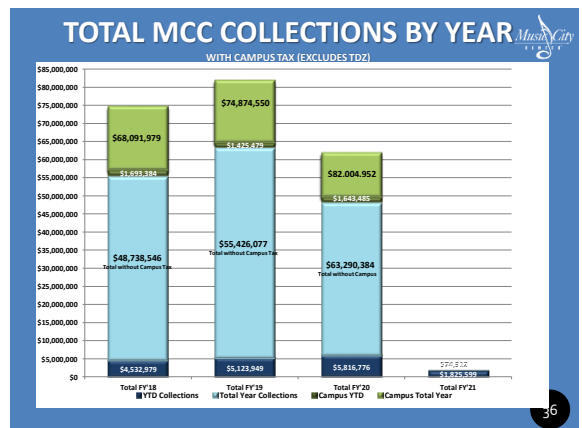
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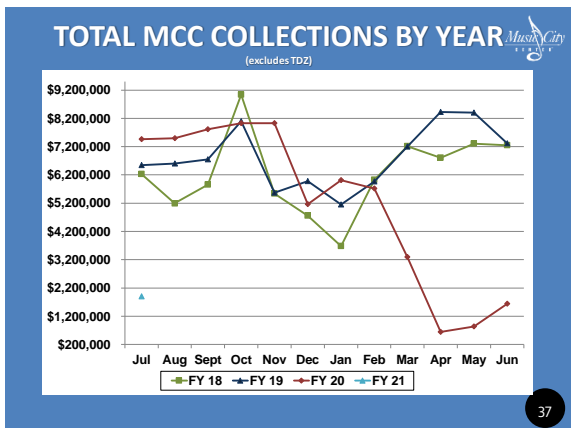


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