MINUTES OF THE 95th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 95th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on July 16, 2020 at 9:00 a.m. – Virtual Zoom Meeting.

AUTHORITY MEMBERS PRESENT: Marty Dickens, Robert Davidson, Irwin Fisher, Vonda McDaniel, David McMurry, Seema Prasad, Randy Rayburn and Leigh Walton

AUTHORITY MEMBERS NOT PRESENT: Barrett Hobbs

OTHERS PRESENT: Charles Starks, Charles Robert Bone, Brian Ivey, Erin Hampton and Donna Gray

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: Leigh Walton made a motion to approve the 94th Meeting Minutes of June 2, 2020. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Thursday, August 6, 2020 at 9:00 am.

Charles Starks shared Annual Meeting Matters – Election of FY 20-21 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: Randy Rayburn 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 Leigh Walton and approved unanimously by the Authority.

Irwin Fisher, Erin Hampton, Brian Ivey and Charles Starks gave a Marketing & Operations Committee Report update (Attachment #1) and there was discussion.

Charles Starks provided information on the CVC and GNHA meeting with the Metro Nashville Health Department and there was discussion.

Charles Starks, Jasmine Quattlebaum and Charles Robert Bone provided information on the UPS Contract Extension (Attachments #1 and #2) and there was discussion.

ACTION: Randy Rayburn 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 year until July 31, 2021 on substantially the same terms as considered this day. The motion was seconded by Vonda McDaniel and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum provided information on the Virtual Proposal 101 Workshop (Attachment #1) and there was discussion.

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

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

Charles Starks and Randy Rayburn 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 9:46 a.m.

Respectfully submitted,

Charles L. Starks President & CEO Convention Center Authority

Approved:

2n

Marty Dickens, Chair CCA 95th Meeting Minutes of July 16, 2020

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.







Dress & Appearance Policy Change – Tattoos

Substance Abuse Policy Change

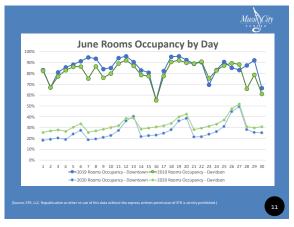


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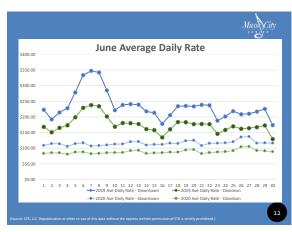


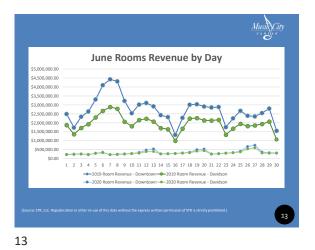
CANCELED EVENTS				
Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
78	342K	320.8K	\$14M	\$357.9M
	CAI	VCELED (as of 6.2.	2020)	
Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
68	316K	282K	\$10M	\$311M
*Does not incl As of 7.9.2020	ude on-site reve	nues		9

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REBOOKED EVENTS								
Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact				
40	33.8K	17K	\$2M	\$21M				
	REB			REBOOKED EVENTS				
Groups								
Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact				
25	Attendees 25K			Economic				





Music City June Rev Par by Day \$350.0 \$325.00 \$300.00 \$275.00 \$250.00 \$225.00 \$200.00 \$150.00 \$125.00 100 0 \$75.00 \$50.00 \$25.00 \$0.00 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 14

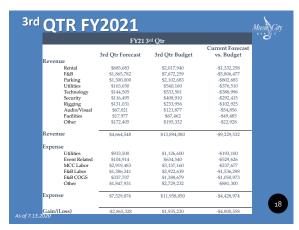
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MusicCity FY2019-2020 Year End FY 2019-2020 FY2020 Forecast FY2020 Budget Forecast vs. Budget \$5,172,595 \$22,147,955 \$5,808,346 \$1,377,592 \$1,386,749 \$1,177,044 \$541,303 \$237,457 \$127,126 \$840,861 \$6,122,600 \$24,134,300 \$7,266,200 \$1,762,400 \$1,105,00 \$1,110,500 \$592,900 \$379,800 \$284,300 \$779,800 Rental F&B Parking Utilities Technolo Security Rigging Audio/Vi \$950,005 -\$950,005 -\$1,986,345 -\$1,457,854 -\$384,808 -\$418,351 \$66,544 -\$51,597 -\$51,597 -\$142,343 -\$157,174 \$61,061 Facilitie Other \$44,237,900 Utilities Event Related MCC Labor F&B Labor F&B COGS Other \$4,031,588 \$1,274,160 \$11,182,408 \$8,520,300 \$3,821,741 \$9,069,404 \$4,527,700 \$1,297,000 \$12,982,400 \$9,098,600 \$4,344,200 \$10,572,201 -\$496,112 -\$22,840 -\$1,799,992 -\$578,300 -\$522,459 -\$1,502,797 \$37,899,601 \$42,822,100 -\$4.922.499 Gain/(Loss) \$917,423 \$1,415,800 -\$498,373 As of 7.13.20

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	Current For 2nd Qtr Forecast Current For 8		EV21	2 nd Otr	
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F&B COCS \$14,095 \$1,136,582 -\$1,122,487 Other \$1,91,634 \$2,536,381 -\$1,344,746	F&B COGS \$14,095 \$1,136,582 -\$1,122,4 Other \$1,191,634 \$2,536,381 -\$1,344,7	MCC Labor	\$2,919,483	\$3,157,160	-\$237,677
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Expense \$6,548,944 \$10,933,952 -\$4,385,008		Other	\$1,191,634	\$2,536,381	-\$1,344,746
	Expense \$6,548,944 \$10,933,952 -\$4,385,0	xpense	\$6,548,944	\$10,933,952	-\$4,385,008

	FY21	1st Otr	
	1st Qtr Forecast	1st Qtr Budget	Current Forecast vs. Budget
Revenue			
Rental	\$500	\$1,795,464	-\$1,794,964
F&B	\$36,814	\$8,494,465	-\$8,457,651
Parking	\$490,600	\$1,733,106	-\$1,242,506
Utilities	\$100	\$523,315	-\$523,215
Technology	\$18,000	\$563,578	-\$545,578
Security	\$150	\$262,315	-\$262,165
Rigging	\$0	\$187,187	-\$187,187
Audio/Visual	\$32	\$101,091	-\$101,060
Facilities	\$90	\$94,520	-\$94,430
Other	\$78,299	\$226,759	-\$148,460
Revenue	\$624,585	\$13,981,800	-\$13,357,215
Expense			
Utilities	\$1,305,100	\$1,375,500	-\$70,400
Event Related	\$0	\$455,298	-\$455,298
MCC Labor	\$2,589,483	\$3,157,160	-\$567,677
F&B Labor	\$1,410,471	\$3,163,542	-\$1,753,071
F&B COGS	\$6,663	\$1,537,497	-\$1,530,833
Other	\$1,119,355	\$2,888,416	-\$1,769,061
Expense	\$6,431,073	\$12,577,414	-\$6,146,341
Gain/(Loss)	-\$5,806,488	\$1.404.386	-\$7.210.874



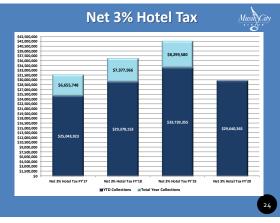
	FY21	4 th Otr		0
	4th Otr Forecast	4th Otr Budget	Current Forecast vs. Budget	
Revenue		- 0	0	
Rental	\$714,897	\$1,281,250	-\$566,353	
F&B	\$2,714,574	\$8,074,422	-\$5,359,848	
Parking	\$1,326,818	\$1,623,881	-\$297,063	
Utilities	\$162,650	\$596,480	-\$433,830	
Technology	\$257,891	\$744,369	-\$486,479	
Security	\$199,365	\$479,500	-\$280,135	
Rigging	\$101,440	\$189,965	-\$88,525	
Audio/Visual	\$85,174	\$94,841	-\$9,667	
Facilities	\$17,821	\$85,736	-\$67,915	
Other	\$227,651	\$285,786	-\$58,135	
	\$5,808,281			
Revenue	\$5,808,281	\$13,456,230	-\$7,647,949	
Expense				
Utilities	\$1,007,500	\$909,300	\$98,200	
Event Related	\$181,293	\$733,880	-\$552,587	
MCC Labor	\$3,475,083	\$4,268,418	-\$793,335	
F&B Labor	\$1,635,037	\$3,035,666	-\$1,400,629	
F&B COGS	\$491,338	\$1,461,471	-\$970,133	
Other	\$2,619,414	\$3,954,049	-\$1,334,634	
Expense	\$9,409,665	\$14,362,785	-\$4,953,120	
Gain/(Loss)	-\$3.601.384	-\$906.555	-\$2,694,829	

	FY21 Year E	ind Forecast	
	FY21 Forecast	FY21 Budget	Current Forec vs. Budget
Revenue			
Rental	\$1,414,847	\$6,624,304	-\$5,209,457
F&B	\$4,695,041	\$30,520,600	-\$25,825,559
Parking	\$4,067,618	\$7,508,907	-\$3,441,289
Utilities	\$327,065	\$2,005,500	-\$1,678,435
Technology	\$441,732	\$2,351,601	-\$1,909,869
Security	\$317,535	\$1,415,710	-\$1,098,175
Rigging	\$232,573	\$842,605	-\$610,032
Audio/Visual	\$153,492	\$408,378	-\$254,886
Facilities	\$36,220	\$303,993	-\$267,773
Other	\$598,678	\$895,302	-\$296,624
levenue	\$12,284,801	\$52,876,900	-\$40,592,099
Expense			
Utilities	\$4,257,700	\$4,546,100	-\$288,400
Event Related	\$287,868	\$2,278,300	-\$1,990,432
MCC Labor	\$11,903,532	\$13,739,900	-\$1,836,368
F&B Labor	\$5,842,320	\$11,636,394	-\$5,794,074
F&B COGS	\$849,802	\$5,524,229	-\$4,674,426
Other	\$6,778,335	\$12,108,077	-\$5,329,742
Expense	\$29,919,557	\$49,833,000	-\$19,913,443
Gain/(Loss)	-\$17.634.756	\$3.043.900	-\$20.678.656

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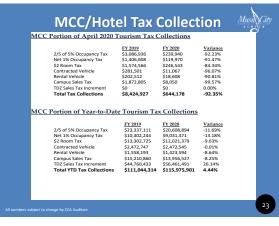
MCC/Hotel Tax Collection							<u>City</u>	
	2/5 of 5% Occupancy Tax	Net 1% Occupancy Tax	\$2 Room Tax	Contracted Vehicle Tax	Rental Vehicle Tax	Campus Tax	Total	Variance to FY 19- 20
July	\$2,589,786	\$1,163,092	\$1,542,238	\$374,970	\$146,689	\$1,643,485	\$7,460,260	13.91%
August	\$2,565,727	\$1,007,072	\$1,508,596	\$283,622	\$210,480	\$1,769,959	\$7,345,456	11.29%
September	\$2,764,923	\$1,253,699	\$1,471,867	\$318,931	\$169,672	\$1,838,470	\$7,817,561	15.79%
October	\$2,886,604	\$1,287,626	\$1,460,314	\$330,941	\$132,845	\$1,927,126	\$8,025,455	-0.86%
November	\$2,961,757	\$1,345,953	\$1,583,215	\$286,254	\$236,931	\$1,619,324	\$8,033,435	44.22%
December	\$1,795,863	\$754,436	\$1,176,395	\$243,736	\$122,152	\$1,072,234	\$5,164,815	-13.55%
January	\$1,908,874	\$834,553	\$1,206,733	\$256,777	\$154,728	\$1,652,359	\$6,014,025	16.63%
February	\$1,767,130	\$756,685	\$1,102,275	\$239,610	\$90,426	\$1,759,158	\$5,715,285	-4.17%
March	\$1,128,290	\$508,385	\$723,200	\$126,638	\$141,063	\$666,363	\$3,293,938	-54.24%
April	\$239,940	\$119,970	\$246,543	\$11,067	\$18,608	\$8,050	\$644,178	-92.35%
May								0%
June								0%
YTD Total	\$20,608,894	\$9,031,471	\$12,021,379	\$2,472,545	\$1,423,594	\$13,956,527	\$59,514,410	-10.21%
	YTD Total \$20,608,894 \$9,031,471 \$12,021,379 \$2,472,545 \$1,423,594 \$13,956,527 \$59,514,410 -10.21% All numbers subject to change by CCA Auditors 22							

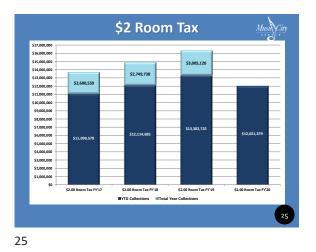
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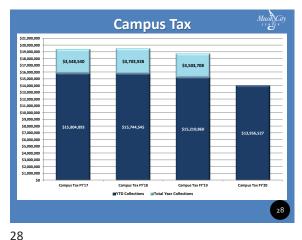
	nevenue	\$5,000,201	\$13,430,230	-37,047,949	
	Expense				
	Utilities	\$1,007,500	\$909,300	\$98,200	
	Event Related	\$181,293	\$733,880	-\$552,587	
	MCC Labor	\$3,475,083	\$4,268,418	-\$793,335	
	F&B Labor	\$1,635,037	\$3,035,666	-\$1,400,629	
	F&B COGS	\$491,338	\$1,461,471	-\$970,133	
	Other	\$2,619,414	\$3,954,049	-\$1,334,634	
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	Expense	\$9,409,665	\$14,362,785	-\$4,953,120	
	Gain/(Loss)				- 19
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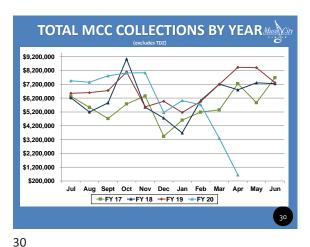


Musik City **Rental Vehicle** \$1.900.00 \$1,900,000 \$1,800,000 \$1,700,000 \$1,600,000 \$1,500,000 \$1,400,000 \$1,300,000 \$1,200,000 \$1,100,000 \$364,785 \$295,38 \$311.326 \$1,000,00 \$900,000 \$800,000 \$700,000 \$600,000 \$500,000 \$400,000 \$300,000 \$200,000 \$1,558,193 \$1,392,69 \$1,423,594 \$1,269,177 so Rental Vehicle FY '18 Rental Vehicle FY '19 hicle FY '20 FY '17 Total Year Collections

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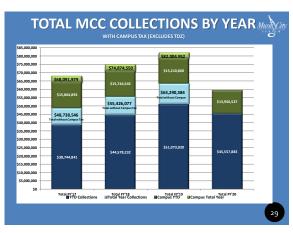


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Contract Renewal Summary Sheet for the Music City Center

Contract Service:	Business Service Center		
Contracted Vendor:	UPS Store		
Contract Value:			
	Facility Space Rental in the amount of \$500 per month		
	Commission Percentage of Gross Sales Paid Monthly to MCC		
	Percentage	Monthly Revenue	
	3%	\$0-\$5,000.00	
	10%	\$5,000.01-\$50,000.00	
	12%	\$50,000.01-100,000.00	
	14%	greater than \$100,000.00	

"Revenue" means total revenues for all sales of goods and services at the business service center, less sales or other taxes and items sold at cost. Unlike some vendors who exclude the sales of items printed off site or exclude the cost of shipping on items sent from a convention center; The UPS store does not include all the sales of any items at the MCC business service center as defined above.

Term Extension:	August 1, 2020 - July 31, 2021

DBE participation: There is no DBE participation for this services

Justification for Extension:

Business Service Center is a valuable service for the Music City Center and the UPS Store remains to be a good partner.