

MINUTES OF THE 99th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 99th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on February 11, 2021 at 9:00 a.m. – Virtual Zoom Meeting.

AUTHORITY MEMBERS PRESENT: Marty Dickens, Austin Brown, Norah Buikstra, Robert Davidson, Alfred Degrafinreid II, Irwin Fisher, Vonda McDaniel and Seema Prasad

AUTHORITY MEMBERS NOT PRESENT: Barrett Hobbs

OTHERS PRESENT: Charles Starks, Brian Ivey, Elisa Putman, Heidi Runion, Jasmine Quattlebaum, Renuka Christoph, Charles Robert Bone, Donna Gray, Cara Lippman and Michelle Hayes

Chairman 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.

The Convention Center Authority welcomed Alfred Degrafinreid II to the Board (Attachment #1) and there was discussion.

ACTION: Vonda McDaniel made a motion to approve the 98th Meeting Minutes of December 11, 2020. Irwin Fisher seconded the motion and the Authority approved unanimously.

The next regularly scheduled meeting is scheduled for March 4, 2021 at 9:00 a.m.

Charles Starks, Jasmine Quattlebaum and Irwin Fisher provided information on the RFP Food and Beverage Services (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 “Volume Services, Inc. (Sodexo/Centerplate)” for food and beverage services on substantially the same terms as set forth in the RFP and considered this

day. The motion was seconded by Vonda McDaniel and approved unanimously by the Authority.

Charles Starks, Jasmine Quattlebaum and Heidi Runion provided information on the RFP Fixed Audio System Maintenance (Attachments #1 and #3) and there was discussion.

ACTION: Robert Davidson made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Pierremont Media Group for fixed audio system maintenance services 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, Jasmine Quattlebaum and Brian Ivey provided information on the Contract Extension – Blink Marketing (Attachments #1 and #4) and there was discussion.

ACTION: Irwin Fisher made a motion authorizing Charles Starks to negotiate and execute an amendment to the Promotional Items and Tradeshow Amenities Services Agreement with Blink Marketing, Inc. exercising the option to extend the agreement for an additional two years until March 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 and Jasmine Quattlebaum provided a DBE Update (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 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.

Charles Starks provided information on the Metro Nashville Health Department Vaccine Clinic that is located inside the Music City Center and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 9:58 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Maty Dickens, Chair
CCA 99th Meeting Minutes
of February 11, 2021

Convention Center Authority Attachment #1 February 11, 2021

Convention Center Authority




February 11, 2021



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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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WELCOME TO THE CCA BOARD



Alfred Degrafinreid II

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OPERATIONS UPDATE



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RFP Food and Beverage Services



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RFP Fixed Audio System Maintenance




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Convention Center Authority Attachment #1 February 11, 2021



Contract Extension Blink Marketing

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DBE UPDATE FY2021 2nd Quarter Reports

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LMG FY21 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	\$0 (0%)
Total DBE Participation	\$0 (0%)
Total Non-Diversity Business	\$0 (0%)

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LMG FY21 YTD DBE Participation Dollars Spent as of 12/31/2020

DBE Classification	DBE Dollars Spent:
Total Minority Business Enterprise	\$0 (0%)
Total Woman Owned	\$0 (0%)
Total Small Business	\$0 (0%)
Total DBE Participation	\$0 (0%)
Total Non-Diversity Business	\$3,335 (100%)

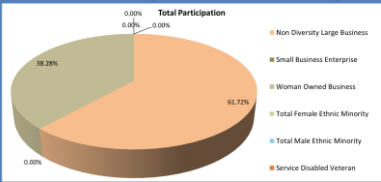
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Centerplate FY21 2nd Quarter DBE Participation Summary



DBE PARTICIPATION SUMMARY: FY21 Goal 25%		% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESS		0.00%	0
WOMAN OWNED BUSINESS		38.28%	4
SMALL BUSINESS ENTERPRISE		0.00%	0
SERVICE DISABLED VETERAN		0.00%	0
TOTAL		38.28%	4

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Centerplate FY21 2nd Quarter DBE Participation Dollars Spent

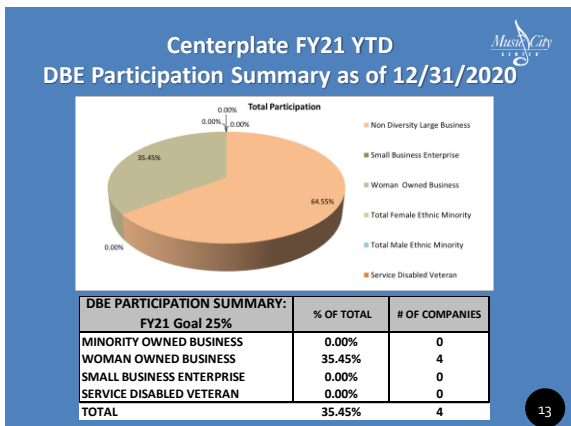
DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$0 (0%)
Total Minority Business Enterprise	\$0 (0%)
Total Woman Owned	\$8,452 (38.28%)
Total Small Business	\$0 (0%)
Total DBE Participation	\$8,452 (38.28%)
Total Non-Diversity Business	\$13,627 (61.72%)

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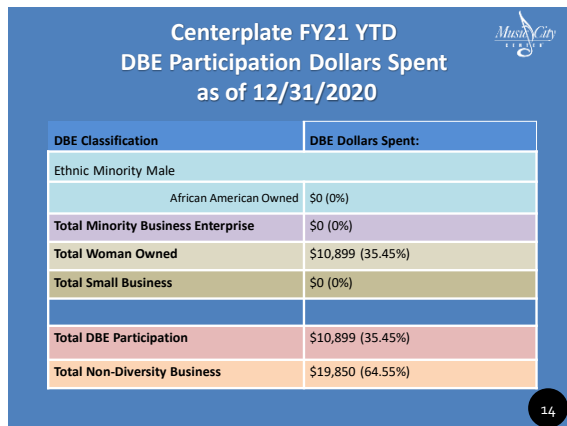
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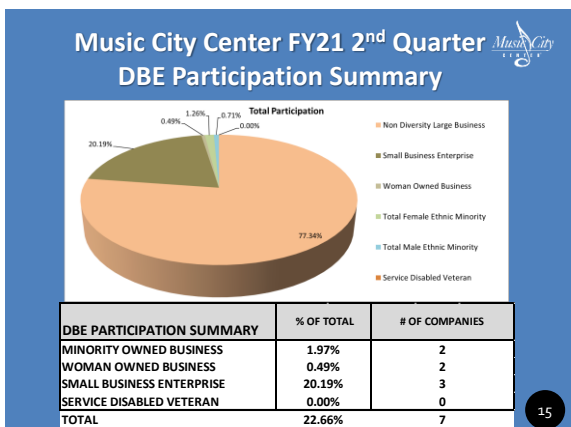
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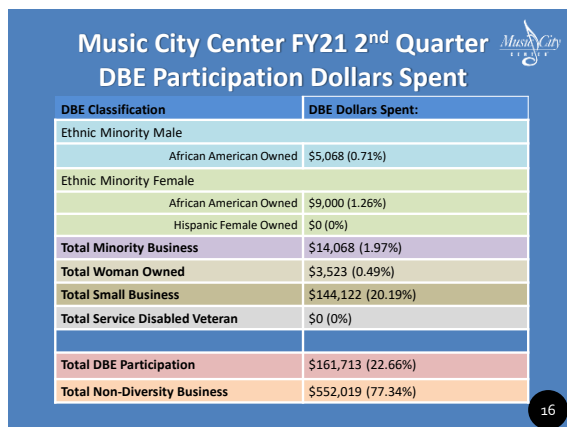
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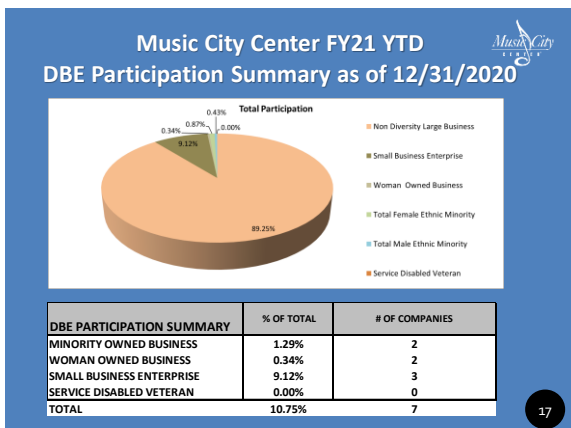
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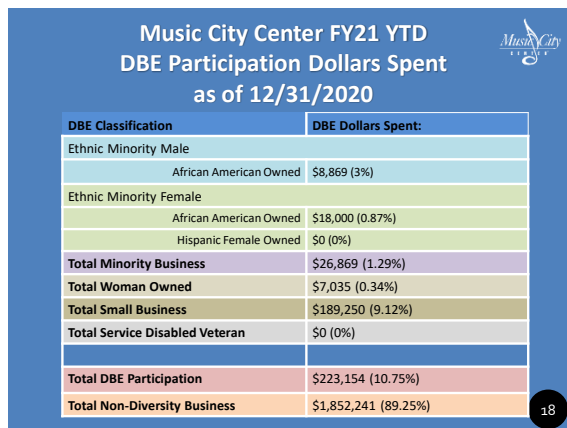
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Convention Center Authority Attachment #1 February 11, 2021

OMNI 2020 Local Participation

COMMITMENT TO LOCAL HIRING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Total FTEs GOAL: 300	686	698	667	17	14	24	79	79	73	80	77	77
# FTEs (40 hours) Residents of Nashville Metropolitan Statistical Area Goal: 250	250	677	689	17	14	23	78	78	71	79	76	76
# FTEs (40 hours) Residents of Davidson County Goal: 200	500	514	483	7	5	17	54	54	52	56	52	52

OMNI 2020 DBE Participation

SUPPLY AND SERVICE EXPENDITURE COMMITMENT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2020 Total
Nashville Metropolitan Statistical Area Businesses Goal: \$100,000/yr.	205,546	150,261	109,603	-	80,673	105,130	15,054	8,084	6,483	21,926	27,457	26,668	756,886
Small, minority and women owned business enterprises Goal: \$50,000/yr.	27,930	79,138	13,602	-	825	18,714	2,424	-	1,220	5,592	12,413	4,477	116,335

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FEBRUARY 24TH | 8 AM - 1 PM
COST: \$25
 In these unprecedented times, we know it is important for us to stand together and support our small business community. Specifically our minority-owned businesses. The Music City Center in Partnership with Amazon, First Horizon Bank, Google, and the Nashville Chamber of Commerce presents this free virtual event. We will engage small and diverse business service providers and local practice dialogue for business growth.

DISCUSSIONS AND INSIGHTS

8 AM Kick-off and Opening Remarks
8:30 AM SESSION 1: Legal & Marketing
9:40 AM SESSION 2: E-Commerce
10:50 AM SESSION 3: Banking & CPA
12 PM KEYNOTE: John Hope Bryant

CLICK HERE TO REGISTER

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CANCELED EVENTS

(as of 2.5.2021)

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
142	504.9K	498.4K	\$26.2M	\$533.6M

CANCELED EVENTS

(as of 12.3.2020)

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
123	430.4K	451.7K	\$22.4M	\$487.7M

*Does not include on-site revenues
As of 2.5.2021

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REBOOKED EVENTS

(as of 2.5.2021)

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
49	46.8K	9.2K	\$2.3M	\$11M

REBOOKED EVENTS

(as of 12.3.2020)

Groups	Attendees	Hotel Room Nights	*Contracted MCC Revenue	Direct Economic Impact
49	49.3K	15K	\$2.6M	\$14M

*Does not include on-site revenues
As of 2.5.2021

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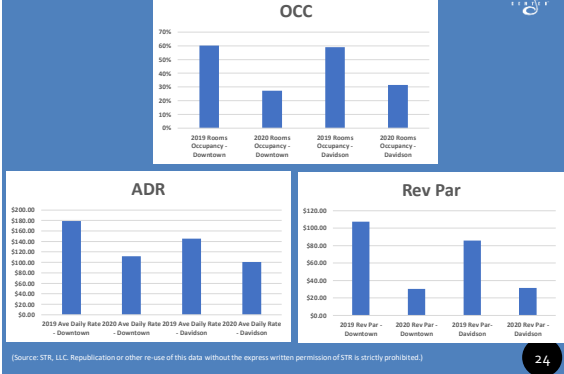
FY2021 Year End

FY21 Year End Forecast				
	Current YE FY21 Forecast	Previous YE FY21 Forecast	Forecast Variance	Current Forecast vs. Budget
Revenue				
Rental	\$743,257	\$646,835	\$96,423	\$6,624,304
F&B	\$1,129,246	\$2,129,667	-\$1,000,422	\$30,520,600
Parking	\$1,714,827	\$1,737,887	-\$23,060	\$7,308,907
Utilities	\$96,560	\$147,235	-\$50,675	\$2,035,500
Technology	\$201,768	\$307,679	-\$105,911	\$2,351,601
Security	\$102,156	\$211,073	-\$108,917	\$1,415,710
Rigging	\$98,813	\$133,471	-\$34,658	\$842,605
Audio/Visual	\$3,322	\$9,097	-\$5,775	\$408,378
Facilities	\$10,406	\$18,581	-\$8,175	\$303,993
Other	\$84,563	\$312,656	-\$228,094	\$895,302
			\$0	
Revenue	\$4,197,117	\$5,641,440	-\$1,464,024	\$52,876,900
				-\$48,689,783
Expense				
Utilities	\$3,588,598	\$3,676,573	-\$87,975	\$4,546,100
Event Related	\$74,170	\$61,939	\$12,231	\$2,278,300
MCC Labor	\$9,342,939	\$9,367,858	-\$24,919	\$13,739,900
F&B Labor	\$5,234,165	\$5,203,396	\$30,769	\$11,636,394
F&B COGS	\$254,619	\$428,613	-\$174,115	\$5,524,229
Other	\$4,898,259	\$5,371,897	-\$473,638	\$12,108,077
			\$0	
Expense	\$23,392,629	\$24,110,276	-\$717,647	\$49,833,000
				-\$26,440,371
Gain/(Loss)	-\$19,205,512	-\$18,468,836	-\$749,777	\$3,043,900
				-\$22,849,412

As of 1.19.2021

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Comparison – December 2019 & December 2020

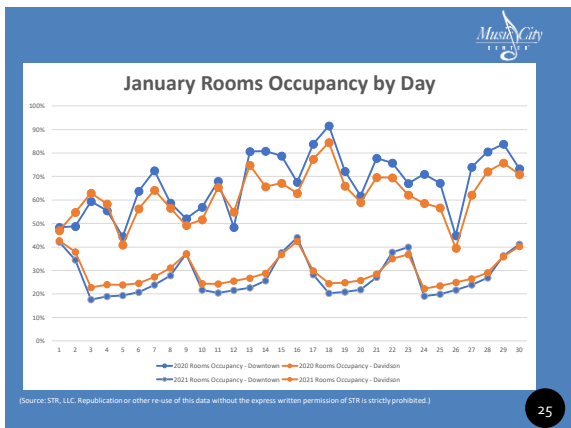


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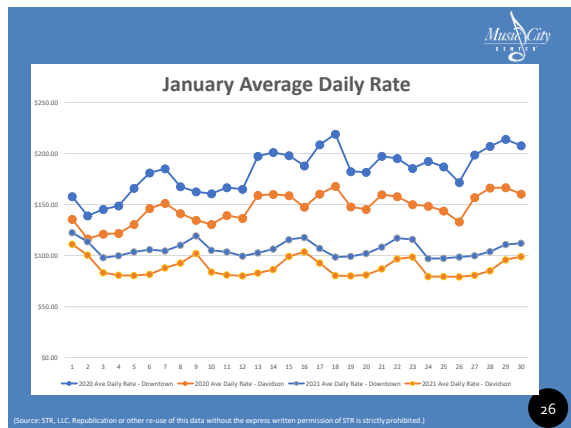
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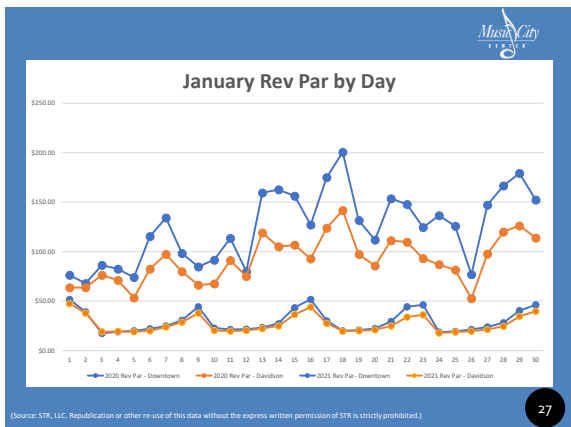
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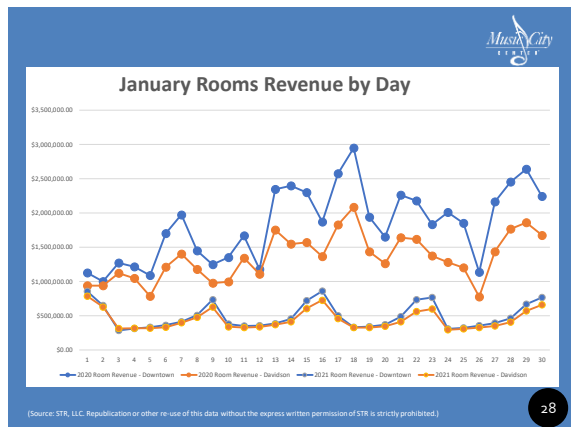
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TAX COLLECTIONS

Muska City
ESTABLISHED 1817

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MCC/Hotel Tax Collection

Collections Thru November 2020
(excludes TDZ)

	2% 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	\$633,177	\$277,163	\$536,865	\$28,854	\$66,555	\$182,694	\$1,725,308	-78.52%
December								0%
January								0%
February								0%
March								0%
April								0%
May								0%
June								0%
YTD Total	\$3,488,936	\$1,603,398	\$3,152,923	\$283,953	\$413,417	\$718,404	\$9,661,032	-75.12%

All numbers subject to change by CCA Auditors

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Convention Center Authority Attachment #1 February 11, 2021

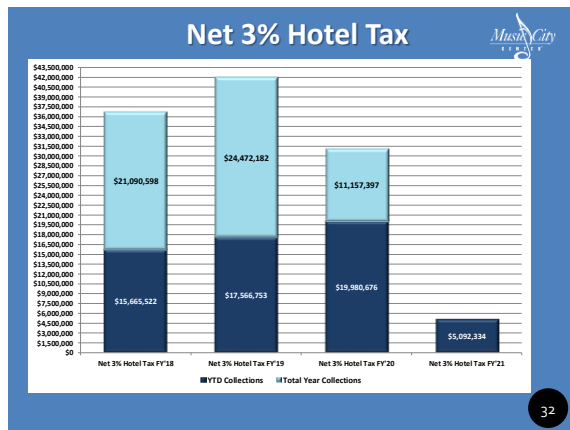
MCC/Hotel Tax Collection

MCC Portion of November 2020 Tourism Tax Collections			
	FY 2020	FY 2021	Variance
2/5 of 5% Occupancy Tax	\$2,961,757	\$633,177	-78.62%
Net 1% Occupancy Tax	\$1,345,953	\$277,163	-79.41%
\$2 Room Tax	\$1,583,215	\$536,865	-66.09%
Contracted Vehicle	\$286,254	\$28,854	-89.92%
Rental Vehicle	\$236,931	\$66,555	-71.91%
Campus Sales Tax	\$1,619,324	\$182,694	-88.72%
TDZ Sales Tax Increment	\$0	\$0	0.00%
Total Tax Collections	\$8,033,435	\$1,725,308	-78.52%

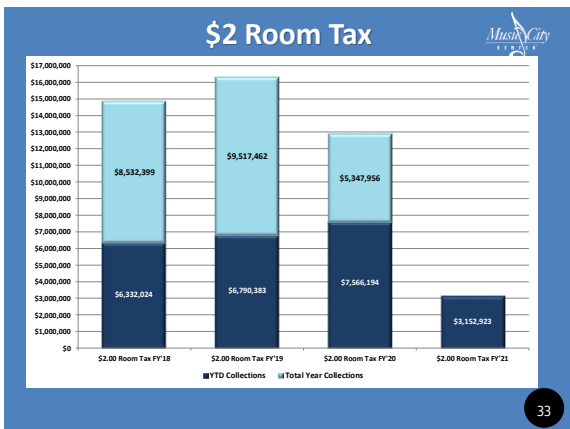
MCC Portion of Year-to-Date Tourism Tax Collections			
	FY 2020	FY 2021	Variance
2/5 of 5% Occupancy Tax	\$13,768,797	\$3,488,936	-74.66%
Net 1% Occupancy Tax	\$6,212,042	\$1,603,398	-74.19%
\$2 Room Tax	\$7,566,232	\$3,152,923	-58.33%
Contracted Vehicle	\$1,594,717	\$283,953	-82.19%
Rental Vehicle	\$896,617	\$413,417	-53.89%
Campus Sales Tax	\$8,798,363	\$718,404	-91.83%
TDZ Sales Tax Increment	\$56,461,491	\$36,416,230	-35.50%
Total YTD Tax Collections	\$95,298,259	\$46,077,262	-51.65%

All numbers subject to change by CCA Auditors

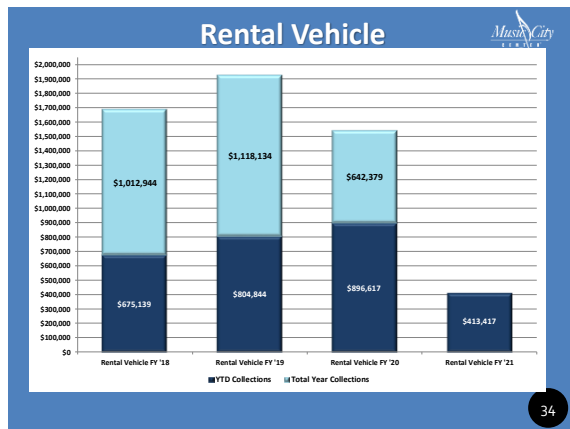
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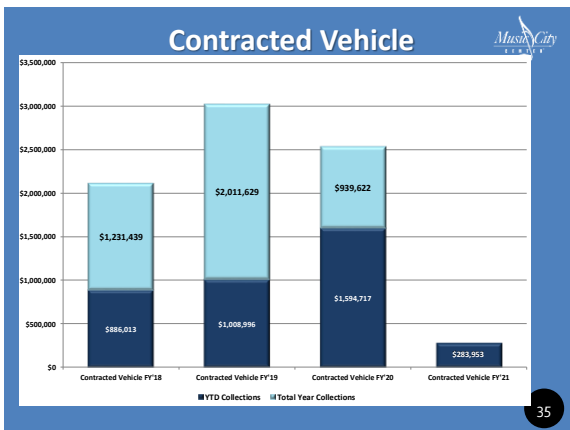
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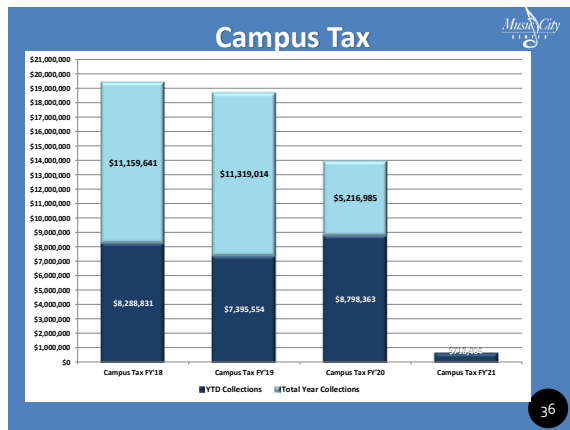
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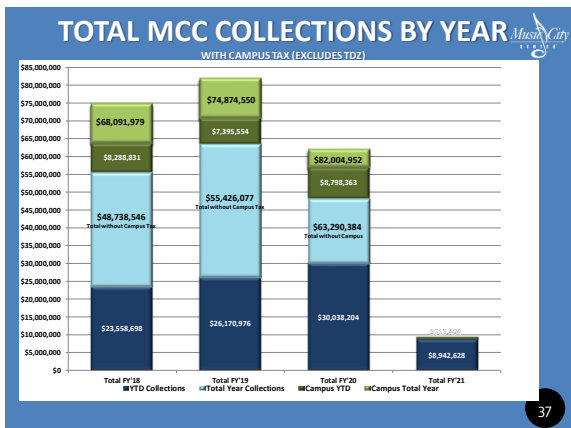


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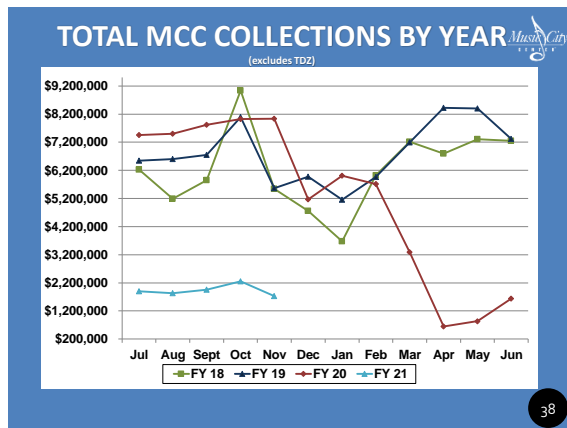


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Convention Center Authority Attachment #1 February 11, 2021



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RFP Intent to Award Summary Sheet for the Music City Center

RFP: *Food and Beverage Services*

Selected Vendor:

Sodexo/Centerplate

Compensation and Cost:

	Year1	Year2	Year3	Year4	Year 5
Management Fee	0%	2%	2%	2%	2%
Profit Split (CCA/Centerplate)	92.5%/7.5%	92.5%/7.5%	92.5%/7.5%	92.5%/7.5%	92.5%/7.5%
Reserves (Marketing/Repair)	1%/3.5%	1%/3.5%	1%/3.5%	1%/3.5%	1%/3.5%

Term:

Three (3) year term

With two (2) year option to renew

DBE participation:

Centerplate has committed to 30% DBE spend

Other Vendors that Submitted Bids:

Aramark

Levy

The RK Group



RFP Intent to Award Summary Sheet for the Music City Center

RFP: *Fixed Audio System Maintenance*

Selected Vendor:

Pierremont Media Group

Compensation and Cost:

Pierremont Media Group will be compensated based on the fees:

Annual Preventative Maintenance *\$19,800.00 Per Year*

General Labor Cost *\$70.00 Per Man Per Hour*

Professional Labor Cost *\$175.00 programming Per Hour*

Term:

Five (5) year term

DBE participation:

No DBE participation for this scope

Other Vendors that Submitted Bids:

Access Data

M3 Technology



Contract Extension Summary Sheet for the Music City Center

Contract Service: *Promotional Tradeshow Items*

Contracted Vendor: *Blink Marketing*

Contract Value:

All costs are as specified in the Contractor's catalog (www.blinkmarketing.com)

Term Extension: April 1, 2021 - March 31, 2023

DBE participation:

Blink Marketing is 100% Woman-Owned Business

Justification for Extension:

Blink Marketing has continued to provide the Music City Center with high quality products and has continued provide excellent customer service.