

MINUTES OF THE 83rd MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 83rd meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on March 7, 2019 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, Irwin Fisher, Randy Goodman, Vonda McDaniel, Willie McDonald, David McMurry, Randy Rayburn, *Renata Soto, and Leigh Walton

AUTHORITY MEMBERS NOT PRESENT:

OTHERS PRESENT: Charles Starks, Charles Robert Bone, Heidi Runion, Jasmine Quattlebaum, Donna Gray, Renuka Christoph, Jason Freeman, and Cara Liptman

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 Authority congratulated Willie McDonald for being honored on February 14, 2019 as one of the four original Founding Fathers of the Donelson Hermitage Chamber of Commerce.

ACTION: Vonda McDaniel made a motion to approve the 82nd Meeting Minutes of February 7, 2019. The motion was seconded by Randy Rayburn and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for April 11, 2019 at 9:00 am.

Randy Goodman, Charles Starks, and Heidi Runion provided an update on the Finance and Audit Committee's recommendation that the Convention Center Authority amend the Operational Cash Reserve Policy (Attachment #1) and there was discussion.

ACTION: Irwin Fisher made a motion accepting the recommendation of the Finance and Audit Committee and approving an amendment to the Operational Cash Reserve Policy whereby the Music City Center shall keep an amount equal to 270 days of the approved operating budget, inclusive of food and beverage expenses, in reserve each fiscal year. The motion was seconded by Leigh Walton and approved unanimously by the Authority.

Randy Goodman, Charles Starks, and Heidi Runion reviewed the Music City Center Fiscal Year 2020 Operating and Capital Budget which was approved by the Finance and Audit Committee on February 22, 2019 (Attachment #1) and there was discussion.

*Denotes the arrival of Renata Soto

ACTION: Leigh Walton made a motion accepting the recommendation of the Finance and Audit Committee and approving the 2020 Fiscal Year Operating and Capital Budget to fund the activities, operations and capital needs of the Music City Center and authorizing an early release of certain capital expenditure needs as considered this day. The motion was seconded by Randy Rayburn and approved unanimously by the Authority.

Chairman Marty Dickens provided an update on the Executive Committee (Attachment #1) and there was discussion.

Charles Starks and Charles Robert Bone provided an update on an amendment to the MOU with Metropolitan Government (Attachments #1 and #2) and there was discussion.

ACTION: Leigh Walton made a motion approving the Amended and Restated Memorandum of Understanding with the Metropolitan Government of Nashville and Davidson County, providing for a final payment of \$10 million to the Metropolitan Government of Nashville and Davidson County, and authorizing Marty Dickens to execute the Memorandum of Understanding and take any actions necessary or appropriate to formalize that agreement. The motion was seconded by Randy Rayburn and approved unanimously by the Authority.

Charles Starks discussed the Consideration of Land Acquisition – 705 4th Avenue South (Attachment #1) and there was discussion.

ACTION: Renata Soto made a motion approving the resolution to purchase property at 705 4th Avenue South whereby (a) the Authority is authorized to purchase real property municipally known as Map/Parcel number 093-14-0-468.00, consisting of approximately 0.57 acres, in Nashville, Davidson County, Tennessee from 705 4th Ave South Holding Company, LLC for \$4,950,000, pursuant to the terms of that certain Real Estate Purchase Agreement, dated March 7, 2019 "Contract", and considered this day, (b) upon his acceptance of the property's Phase I, survey and other due diligence

materials, Charles Starks is authorized in the name of and for the account of the Authority and on such terms and conditions as set forth in the Contract, to sign, execute and endorse all documents necessary to consummate the transaction contemplated by the Contract, and (c) the payment of expenses, fees and disbursements incurred in connection with the purchase of the property is approved and authorized. The motion was seconded by Leigh Walton and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum gave an update on the RFP for Interior Landscaping (Attachments #1 and #3) and there was discussion.

ACTION: Vonda McDaniel made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Teasley's Convention Florist/Green Resources Interior Landscaping for interior landscaping services on substantially the same terms as set forth in the RFP and considered this day. The motion was seconded by Renata Soto and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum gave an update on Industrial Staffing Housekeeping Contract Extension (Attachments #1 and #4) and there was discussion.

ACTION: Vonda McDaniel made a motion authorizing Charles Starks to negotiate and execute an amendment to the housekeeping services agreement with Industrial Staffing exercising the option to extend the agreement for an additional two years until April 30, 2021 on substantially the same terms as considered this day. The motion was seconded by Randy Rayburn and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum gave an update on the Hydro Pro Power Clean and Stone Seal Services Contract Extension (Attachments #1 and #5) and there was discussion.

ACTION: Leigh Walton made a motion authorizing Charles Starks to negotiate and execute an amendment to the power cleaning services agreement with Hydro Pro Pressure Washing, Inc. exercising the option to extend the agreement for an additional two years until May 4, 2021 on substantially the same terms as considered this day. The motion was seconded by Randy Rayburn and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum gave an update on the Elite Show Services Security Contract Extension (Attachments #1 and #6) and there was discussion.

ACTION: Irwin Fisher made a motion authorizing Charles Starks to negotiate and execute an amendment to the event security services agreement with Elite Show Services, Inc. exercising the option to extend the agreement for an additional two years until April 30, 2021 on substantially the same terms as considered this day. The motion was seconded by Leigh Walton and approved unanimously by the Authority.

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 9:52 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Marty Dickens, Chair
CCA 83rd Meeting Minutes
of March 7, 2019


Convention Center Authority




March 7, 2019




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.



Happy Birthday



 <p>Irwin Fisher March 11th</p>	 <p>Charles Robert Bone March 15th</p>	 <p>Willie McDonald March 27th</p>
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CONGRATULATIONS!



➤ Willie McDonald – February 14, 2019 – honored as one of the four original Founding Fathers of the Donelson Hermitage Chamber of Commerce



Finance & Audit Committee Report



- Operational Cash Reserve Policy
- Music City Center Fiscal Year 2020 Operating and Capital Budget



Cash Reserve Policy

Current Policy

MCC shall keep in reserve, not less than an amount equal to 180 days of the approved operating budget in each fiscal year. (excluding F&B)

FY20 - \$12,073,500

Proposed Policy

MCC shall keep in reserve, not less than an amount equal to 270 days of the approved operating budget, inclusive of food and beverage expenses in each fiscal year.

FY20 - \$31,676,600

FY19 Operations

Year-End Estimates

- 262 events (49 non profit)
- 502,610 attendees (33,518 non profit)
- 380,796 room nights
- \$362,321,952 economic impact

Tours

- 28
- 446 attendees

Turnover

- Annual - 25%
- 11% decrease over last year

Customer Survey Results YTD

- 116 responses (50.43%)
- YTD average grade = A (10-15 out of 25)

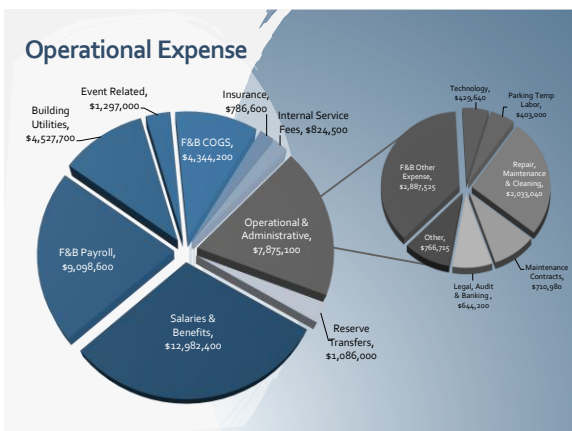
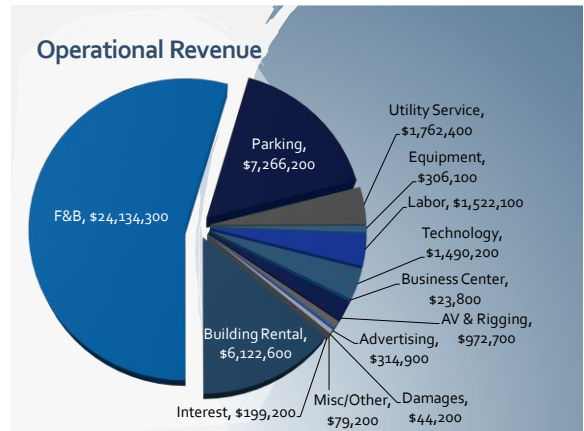
Future Bookings

Events booked through 2030:

- 298 events
- 2,037,658 attendees
- 2.7 million total room nights
- \$2.7 billion in economic impact

Future Bookings Include:

- National Association of Music Merchants
- Hearth, Patio, & Bar-B-Que Association (4)
- National Rural Electric (2)
- International Car Wash Association (3)
- International Roofing Expo (2)
- National Cattlemen's Beef Association (2)
- Brewers Association (2)



FY20 Capital & Non-Operating Summary

Grand Total - \$16,950,700

Category	Amount	Details
Sustainability	\$23,400	- Recycling Containers
Parking	\$1,725,000	- Park Assist
Security	\$74,800	- Additional AED Units - Replacement Radios
Facilities	\$1,059,100	- Airwall Recovering - Vacuum & VacShampooer - Mecho Shades - Cubic Chairs - Terrace Tables
Admin	\$7,600,000	- Land Purchase - 705 4 th Ave S - Land Improvements - Campus Master Plan - Seating Area - Level 3 - Miscellaneous Equipment
Technology	\$560,500	- Building Management Software - Fusion Ex Hall Lighting Programming - Website Upgrades - Digital Signage Additions
Engineering	\$887,700	- Bone Yard Canopy with Shelving - Card Access Door Hardware Upgrade - Reclaim System Sand Filter Upgrades - Dock Breezeway and Canopy - 12 Exterior Light Poles
Food & Beverage	\$30,200	- Retail Carts Menu Board Upgrades
Security Bollards	\$4,990,000	- Phase 3 - 125 Lighted Bollards



FY20 Total Revenue & Expense

Anticipated Surplus - \$58,202,700

Operating Revenues	\$44,237,900
Tourism Taxes (net of Metro MOU payment)	\$80,206,900
TDZ	\$46,327,000
TOTAL REVENUE	\$170,771,800
Operating Expenses	\$42,822,100
MCC Bond Payment	\$40,598,200
Omni Hotel Payment	\$12,000,000
Bond Administrative Cost	\$198,100
Capital Expenses Anticipated	\$16,950,700
TOTAL EXPENSES	\$112,569,100

EXECUTIVE COMMITTEE REPORT



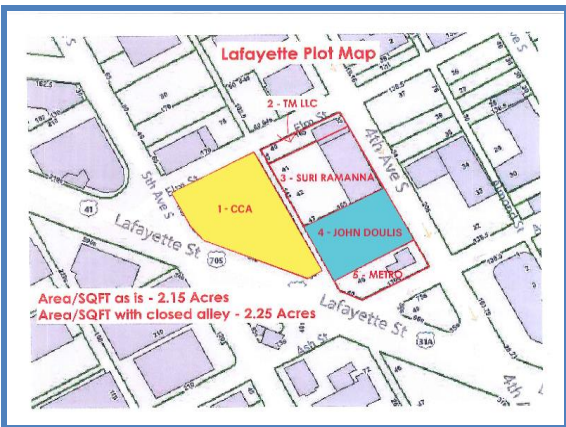
AMENDED MOU WITH METROPOLITAN GOVERNMENT



CONSIDERATION OF LAND ACQUISITION – 705 4TH AVENUE SOUTH



OPERATIONS UPDATE





**RFP INTERIOR
 LANDSCAPING**



**INDUSTRIAL STAFFING –
 HOUSEKEEPING
 CONTRACT EXTENSION**



**HYDRO PRO –
 POWER CLEAN AND STONE
 SEAL SERVICES
 CONTRACT EXTENSION**



**ELITE SHOW SERVICES –
 SECURITY CONTRACT
 EXTENSION**



TAX COLLECTIONS



MCC/Hotel Tax Collection

*Collections Thru December 2018
 (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 17-18
July	\$2,271,684	\$1,039,840	\$1,403,793	\$201,928	\$206,704	\$1,425,479	\$6,549,427	5.19%
August	\$2,315,364	\$1,041,480	\$1,311,833	\$165,614	\$130,399	\$1,635,868	\$6,600,557	27.15%
September	\$2,412,449	\$1,077,646	\$1,316,276	\$314,700	\$156,263	\$1,474,234	\$6,751,568	15.31%
October	\$3,084,962	\$1,394,767	\$1,595,518	\$284,022	\$184,879	\$1,550,746	\$8,094,893	-10.41%
November	\$2,042,379	\$886,184	\$1,162,962	\$42,732	\$126,600	\$1,309,228	\$5,570,085	0.55%
December	\$1,987,006	\$849,505	\$1,259,977	\$499,748	\$201,515	\$1,176,375	\$5,974,125	25.59%
January	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
February	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
March	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
April	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
May	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
June	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
YTD Total	\$14,113,842	\$6,289,421	\$8,050,360	\$1,508,745	\$1,006,358	\$8,571,929	\$39,540,655	8.02%

All numbers subject to change by CCA Auditors

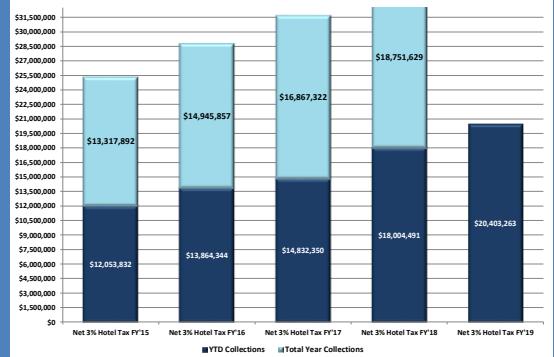
MCC/Hotel Tax Collection

MCC Portion of December 2018 Tourism Tax Collections			
	FY 2018	FY 2019	Variance
2/5 of 5% Occupancy Tax	\$1,651,629	\$1,987,006	20.31%
Net 1% Occupancy Tax	\$687,340	\$849,505	23.59%
\$2 Room Tax	\$1,045,165	\$1,259,977	20.55%
Contracted Vehicle	\$103,448	\$499,748	383.09%
Rental Vehicle	\$204,429	\$201,515	-1.43%
Campus Sales Tax	\$1,064,753	\$1,176,375	10.48%
TDZ Sales Tax Increment	\$0	\$0	0.00%
Total Tax Collections	\$4,756,764	\$5,974,125	25.59%

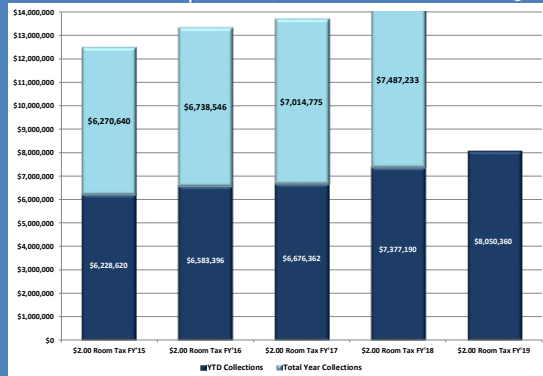
MCC Portion of Year-to-Date Tourism Tax Collections			
	FY 2018	FY 2019	Variance
2/5 of 5% Occupancy Tax	\$12,514,713	\$14,113,842	12.78%
Net 1% Occupancy Tax	\$5,489,778	\$6,289,421	14.57%
\$2 Room Tax	\$7,377,190	\$8,050,360	9.13%
Contracted Vehicle	\$989,461	\$1,508,745	52.48%
Rental Vehicle	\$879,567	\$1,006,358	14.42%
Campus Sales Tax	\$9,353,585	\$8,571,929	-8.36%
TDZ Sales Tax Increment	\$27,641,384	\$44,760,433	61.93%
Total YTD Tax Collections	\$64,245,677	\$84,301,089	31.22%

All numbers subject to change by CCA Auditors

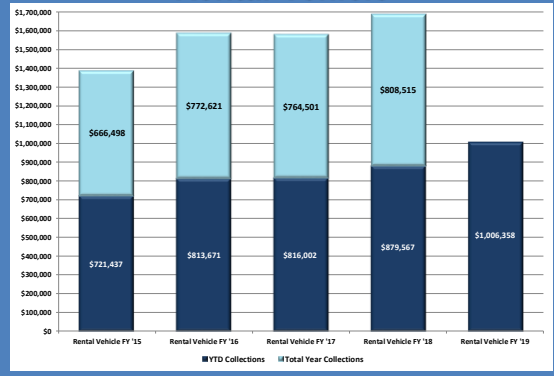
Net 3% Hotel Tax



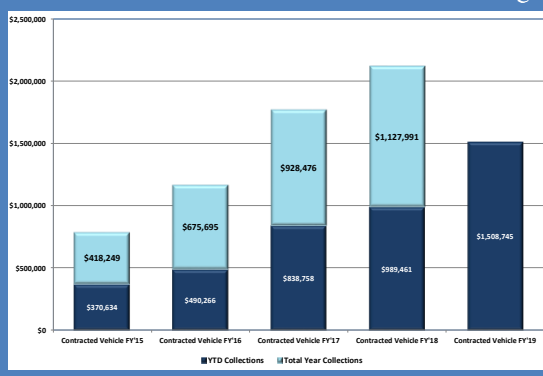
\$2 Room Tax



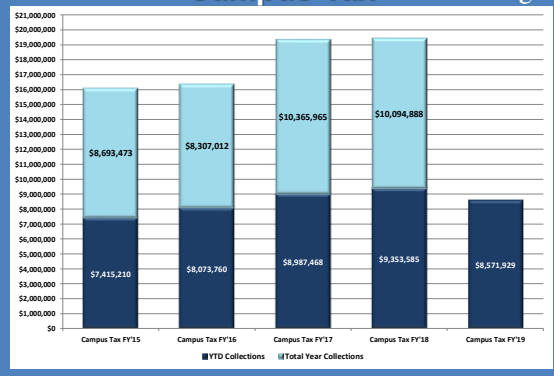
Rental Vehicle

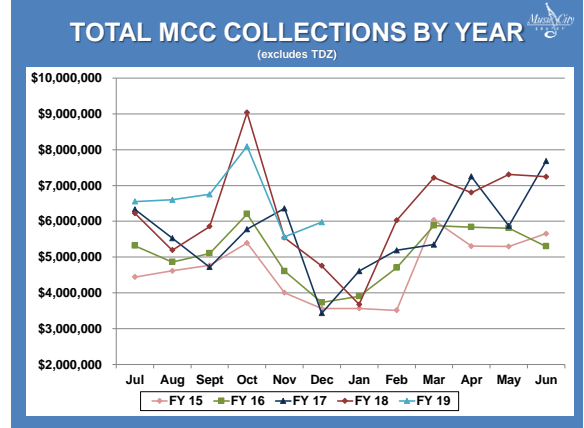
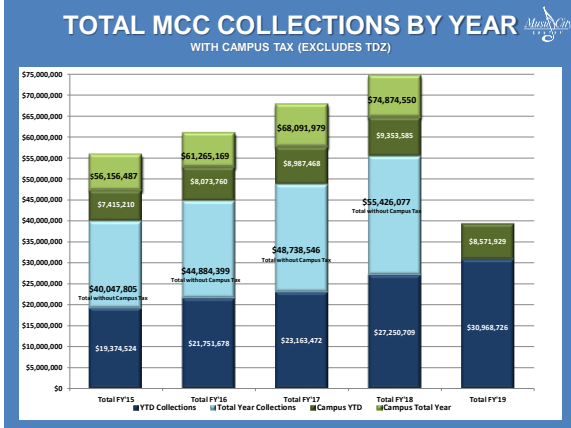


Contracted Vehicle



Campus Tax





FEBRUARY EVENTS

- > 16 Events
- > 54,259 Attendees
- > 23,973 Room Nights
- > \$43,742,361 Economic Impact

FEBRUARY TOURS & SITE VISITS

- > 8 Sales Site Visits
- > 2 Group tours



AMENDED AND RESTATED MEMORANDUM OF UNDERSTANDING

THIS AMENDED AND RESTATED MEMORANDUM OF UNDERSTANDING (this "Amended and Restated Agreement") is made and entered into as of the ____ day of _____, 2019 (the "Effective Date") by and between **THE METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY** (the "Metropolitan Government") and **THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY** (the "Convention Center Authority").

WITNESSETH:

WHEREAS, the Convention Center Authority issued Tourism Tax Revenue Bonds, including Series 2010B, to pay the costs associated with planning, designing, engineering, acquiring, constructing, equipping, furnishing, improving, repairing, refurbishing and opening the Music City Center;

WHEREAS, as a part of the bond financing for the Music City Center, the Convention Center Authority entered into an Indenture of Trust, dated as of April 1, 2010, by and between the Convention Center Authority and U.S. Bank National Association, as the Trustee, pursuant to which the Series 2010B Bonds were issued (the "Indenture;" capitalized terms used but not defined in this Amended and Restated Agreement have the meanings given them in the Indenture);

WHEREAS, the Indenture, pursuant to Section 5.02(f), established a Surplus Revenue Fund, which was further described in Section 5.10;

WHEREAS, the purpose of the Surplus Revenue Fund was to (i) receive and hold all Tourism Tax Revenues and Project Operating Revenues which are not otherwise used to pay Operating Expenses or required to be deposited into any other Fund or Account in accordance with Section 5.05 of the Indenture, and (ii) make disbursements into other Funds and Accounts or to Persons, including, without limitation, the Metropolitan Government, as required by the Indenture;

WHEREAS, pursuant to Section 5.10(b) of the Indenture, all moneys on deposit in the Surplus Revenue Fund shall be used and applied in the following order: (i) for the payment of Operating Expenses as and when such expenses arise to the extent moneys are unavailable in the Revenue Fund for such purpose, (ii) to cure any deficiency in the Debt Service Fund, (iii) to cure any deficiency in the Debt Service Reserve Fund, (iv) to reimburse the Metropolitan Government for all Non-Tax Revenues used to pay Debt Service and (v) with the consent and at the direction of the Director of Finance, for any other lawful purpose;

WHEREAS, the Convention Center Authority receives certain Tourism Tax Revenues from the Metropolitan Government under the Intergovernmental Project Agreement (Convention Center Project) dated as of February 1, 2010, by and between the Metropolitan Government, the Convention Center Authority and The Metropolitan Development and Housing Agency of Nashville and Davidson County, including (i) revenues received by the Metropolitan

Government and granted to the Issuer under the terms of the Intergovernmental Agreement derived from 3% of the 6% hotel/motel tax imposed pursuant to Tennessee Code Annotated Section 7-4-102 and Metropolitan Code Section 5.12.020 to be charged, per night, to the occupant of any hotel, motel or other specified transient lodging within the Metropolitan Government, less that portion of such tax required to be deposited to the Metropolitan Government General Fund pursuant to Section 7-4-102(b)(3) and Section 7-4-110(f) of the Tennessee Code Annotated (the "Hotel/Motel Tax Revenues"); (ii) revenues received by the Metropolitan Government from \$2.00 of the \$2.50 hotel room occupancy tax to be charged, per night, to the occupant of any hotel, motel or other specified transient lodging within the Metropolitan Government pursuant to Tennessee Code Annotated Section 7-4-202 and Metropolitan Code Section 5.12.120 and granted to the Issuer by the Metropolitan Government under the terms of the Intergovernmental Agreement (the "Room Occupancy Tax Revenues"); and (iii) revenues received by the Metropolitan Government pursuant to TCA 67-6-103 from the diversion of sales tax revenues collected at the Convention Center Project and any convention center hotel that is approved by the Tennessee Department of Finance and Administration in accordance with TCA 67-6-103 (the "MCCA Campus Sales Tax Revenues"); and

WHEREAS, on or about May 3, 2018, the Metropolitan Government and the Convention Center Authority (collectively, the "parties") entered into a Memorandum of Understanding (the "Agreement") to allow for the allocation and transfer of a portion of the Hotel Motel Tax Revenues, the Room Occupancy Tax Revenues and the MCCA Campus Sales Tax Revenues (collectively, the "Revenues") held in the Surplus Revenue Fund; and

WHEREAS, the Convention Center Authority has previously paid and transferred Seven Million and Five Hundred Thousand Dollars (\$7,500,000.00) to the Metropolitan Government pursuant to the Agreement for Fiscal Years 2017 and 2018, and has agreed to transfer back to the Metropolitan Government a total of Two Million Five Hundred Thousand Dollars (\$2,500,000.00) of the Revenues for Fiscal Year 2019 not later than August 31, 2019; and

WHEREAS, the parties now desire to enter into this Amended and Restated Agreement to provide for a one-time and final allocation and transfer of a portion of the Revenues, specifically the MCCA Campus Sales Tax Revenues, held in the Surplus Revenue Fund for Fiscal Year 2020 and/or operating revenues, at which point the Agreement and this Amended and Restated Agreement will terminate.

NOW, THEREFORE, in consideration of the premises, the mutual promises and benefits hereinafter set forth, and other good and valuable consideration, the receipt and legal sufficiency of which are acknowledged, the parties hereby agree as follows:

1. Allocation of Surplus Revenues. Pursuant to the Indenture, and in complete satisfaction of the Director of Finance's rights or ability to transfer or request funds pursuant to Section 5.10(b) of the Indenture, no later than August 31, 2020, the Convention Center Authority agrees to transfer to the Metropolitan Government a total of Ten Million Dollars (\$10,000,000.00) of the MCCA Campus Sales Tax Revenues and/or operating revenues for Fiscal Year 2020.

2. Term. This Amended and Restated Agreement, and the duties and responsibilities of the parties hereunder, shall begin on the Effective Date and shall terminate upon the payment from the Convention Center Authority to the Metropolitan Government as contemplated in paragraph 1.

3. Default. In the event any of the parties hereto shall fail to perform any of its obligations hereunder or shall become unable to perform by reason of bankruptcy, insolvency, receivership or other similar event, then the non-defaulting party, so long as said party is not itself in default hereunder, may seek specific performance, mandamus or other extraordinary relief to compel the defaulting party to perform hereunder. Notwithstanding anything to the contrary herein, termination of this Amended and Restated Agreement shall not be permitted if such termination would impair in any way the ability or capacity of any of the parties hereto to fully and timely fulfill its obligations under any contract or agreement with any third party.

4. Severability. If a court of competent jurisdiction determines that any term of this Amended and Restated Agreement is invalid or unenforceable to any extent under applicable law, the remainder of this Amended and Restated Agreement (and the application of this Amended and Restated Agreement to other circumstances) shall not be affected thereby, and each remaining term shall be valid and enforceable to the fullest extent permitted by law.

5. Governing Law and Venue. This Amended and Restated Agreement shall be governed by and construed in accordance with the laws of the State of Tennessee. Venue for any litigation arising out of this Amended and Restated Agreement shall be in the courts of Davidson County Tennessee.

6. Entire Agreement. This Amended and Restated Agreement contains the entire understanding between the parties with respect to the matters contained herein, and supersedes any prior understanding and agreements between them respecting the within subject matter. There are no representations, agreements, arrangements or understandings, oral or written, between the parties hereto relating to the subject matter of this Amended and Restated Agreement which are not fully expressed herein. Notwithstanding the foregoing, to the extent this Amended and Restated Agreement or any of the terms hereof shall conflict with the terms of any of the other documents or agreements referenced herein, the terms of said documents or agreements shall control.

7. Headings. The paragraph headings are inserted only as a matter of convenience and for references and in no way define, limit or describe the scope or intent of this Amended and Restated Agreement or in any way affect this Amended and Restated Agreement.

8. Force Majeure. No party shall have any liability to any other party hereunder by reason of any delay or failure to perform any obligation or covenant if the delay or failure to perform is occasioned by force majeure, meaning any act of God, storm, fire, casualty, work stoppage, strike, lockout, labor dispute, civil disturbance, riot, war, national emergency, act of Government, act of public enemy, or other cause of similar or dissimilar nature beyond its control.

9. Maintenance of Records. The books, records, and documents of the parties, as they relate to any money received under this Amended and Restated Agreement, shall be maintained in accordance with the Metropolitan Government's record retention policies, generally for a period of seven (7) years from the date of the payment. The records shall be maintained in accordance with generally accepted accounting principles.

[SIGNATURES ON FOLLOWING PAGE]

IN WITNESS WHEREOF, the parties hereto have caused this Amended and Restated Agreement to be executed by their duly authorized officers as of the date first written above.

THE METROPOLITAN GOVERNMENT OF
NASHVILLE AND DAVIDSON COUNTY:

CONVENTION CENTER AUTHORITY OF
THE METROPOLITAN GOVERNMENT OF
NASHVILLE AND DAVIDSON COUNTY:

Metropolitan Mayor

Chairman

APPROVED AS TO AVAILABILITY
OF FUNDS

ATTEST:

Secretary

Director of Finance

APPROVED AS TO FORM AND
LEGALITY:

Director of Law

ATTEST:

Metropolitan Clerk



RFP Intent to Award Summary Sheet for the Music City Center

RFP: *Interior Landscaping Services for the Music City Center*

Selected Vendor:

Teasley's Convention Florist/Green Resources Interior Landscaping

Compensation and Cost:

	Yr. 1	Yr. 2	Yr.3	Yr.4	Yr.5
Monthly Maintenance Fee	\$475.00	\$489.25	\$503.93	\$519.05	\$534.62
Holiday Decoration Yearly Fee	\$15,500.00	\$15,965.00	\$16,443.95	\$16,937.27	\$17,445.39

Holiday Decoration yearly fee includes set-up, maintenance, tear-down, and off-site storage.

Term:

Three (3) years with an one time option to extend two (2) years

DBE participation:

All-N-One Lawn Care - 15%

Other Vendors that Submitted Bids:

Plants Alive



Contract Extension Summary Sheet for the Music City Center

Contract Service: *Housekeeping Services*
Provide housekeeping services for the Music City Center

Contracted Vendor: *Industrial Staffing*

Contract Value:	Year 4	Year 5
Housekeeper	\$13.60	\$13.60
Supervisor	\$16.96	\$17.06

Term Extension: April 30, 2019 - April 30, 2021

DBE participation: Industrial Staffing is a Women Owned Business

Justification for Extension:

Industrial continues to provide excellent service. They consistently meet all of our needs and also assist when out of the ordinary needs arise. They can always be counted onto fulfill their obligation and are a great partner.



Contract Extension Summary Sheet for the Music City Center

Contract Service: *Power Clean*
Provide power clean and stone seal services for the Music City Center

Contracted Vendor: *Hydro Pro Pressure Washing, Inc.*

Contract Value:	Per Year
Power Cleaning Horizontal/Vertical areas	\$20,876.36
Aggregate Sealing	\$22,630.72
Parking Garage Cleaning w/Gum Removal	\$67,128.27

Term Extension: May 4, 2019 - May 4, 2021

DBE participation: Hydro Pro is a Small Business Enterprise

Justification for Extension:
Hydro Pro continues to meet and exceed expectations. They have been very responsive and timely with all of our needs.



Contract Extension Summary Sheet for the Music City Center

Contract Service: *Event Security*
Provide event and in-house security services for the Music City Center.

Contracted Vendor: *Elite Show Services, Inc.*

Contract Value:	2019	2020	2021
Security Guards*	\$19.49	\$19.49	\$19.49
Supervisor	\$21.49	\$21.49	\$21.49
Police Officer	\$47.60	\$47.60	\$47.60
Parking Attendant/Cashier	\$20.99	\$20.99	\$20.99
Parking Supervisor	\$21.49	\$21.49	\$21.49

**Security Guards includes Event Security, Overnight Rover, Ticket Sellers/Takers and Booth Security.*

**Police Officer includes Traffic Control*

Term Extension: April 30, 2019 - April 30, 2021

DBE participation: The vendor continues to uphold the 12% DBE commitment in accordance with the original contract.

Justification for Extension:
Elite Show Services has continued to meet expectations consistently and proactively.