

**MINUTES OF THE 47th MEETING OF THE
CONVENTION CENTER AUTHORITY OF THE
METROPOLITAN GOVERNMENT OF NASHVILLE &
DAVIDSON COUNTY**

The 47th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on February 13, 2014 at 9:10 a.m., in Boardroom A at the Music City Center, Nashville, Tennessee.

AUTHORITY MEMBERS PRESENT: Waverly Crenshaw, Jr., Marty Dickens, Irwin Fisher, Francis Guess, Vonda McDaniel, Willie McDonald, Luke Simons, Mona Lisa Warren, and Leo Waters

AUTHORITY MEMBERS NOT PRESENT: Vice-Mayor Diane Neighbors, Ex-Officio

OTHERS PRESENT: Charles Robert Bone, Rich Riebeling, Charles Starks, Larry Atema, Barbara Solari, Ed Henley, Elisa Putman, Brian Ivey, Natasha Blackshear, Mary Brette Clippard, Heidi Runion, Jasmine Quattlebaum, Stephanie Harris, and Sharon Hurt

The meeting was opened for business by Chairman Marty Dickens who 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.

It was announced that the next scheduled meeting of the CCA is Thursday, March 13, 2014.

Elisa Putman was introduced and congratulated as the new Senior Vice President & Chief Operations Officer for the Music City Center.

ACTION: Irwin Fisher made a motion to approve the 46th Meeting Minutes of January 9, 2014. The motion was seconded by Willie McDonald and approved unanimously by the Authority.

Charles Starks was asked to discuss the RFPs to be awarded 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 Plants Alive for interior landscaping on substantially the same terms as set forth in the RFP and considered this day. The motion was seconded by Leo Waters and approved unanimously by the Authority.

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 Kone for elevator and escalator maintenance for the Nashville Convention Center on substantially the same terms as set forth in the RFP and considered this day. The motion was seconded by Leo Waters and approved unanimously by the Authority.

Mr. Starks also noted that the RFPs for Insurance Brokerage Services and Legal Services were scheduled to go out today and there was discussion.

Jasmine Quattlebaum then gave a DBE report for the first six months of the fiscal year and there was discussion. (Attachment #1)

Charles Starks then gave an operations update and there was discussion. (Attachment #1)

*Denotes departure of Mona Lisa Warren

Larry Atema gave a project update and Charles Robert Bone gave a legal update. There was discussion.

Chairman Dickens gave a report from the Executive Committee meeting and the President & CEO's evaluation.

ACTION: Leo Waters made a motion to accept the recommendation of the Executive Committee and approve the payment of a bonus to the President & CEO for his 2013 job performance. The motion was seconded by Willie McDonald and approved unanimously by the Authority.

With no additional business a motion was made to adjourn, with no objection the CCA adjourned at 10:04 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Marty Dickens, Chairman
CCA 47th Meeting Minutes
of February 13, 2014

**Convention
Center
Authority**

February 13, 2014

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.

**Convention
Center
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February 13, 2014

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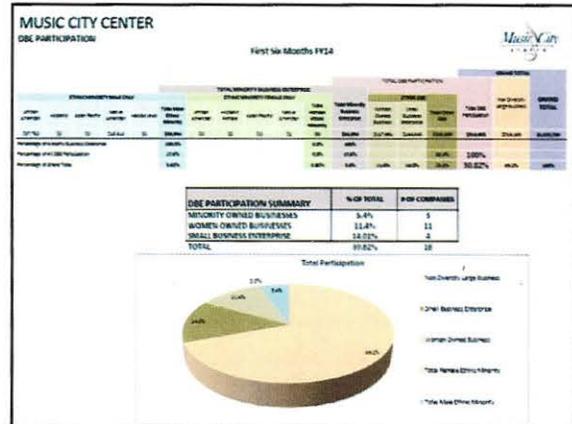
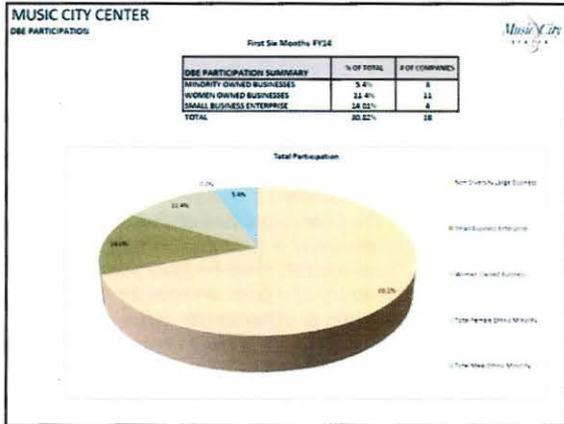
Operations Updates

RFPs for Consideration

- ◉ Interior Landscaping
- ◉ NCC Elevator & Escalator

RFPs to be Issued

- ◉ Insurance Brokerage Services
- ◉ Legal Services



- ## JANUARY EVENTS
- 21 Events
 - 44,879 Attendees
 - 19,977 Room Nights
 - \$21,725,404 Economic Impact

- ## JANUARY TOURS & SITE VISITS
- 6 Group Tours with 170 attendees. This included 2 public tours with 38 attendees.
 - 21 Sales Site Visits with estimated attendance for future events of 19,880.

MCC/Hotel Tax Collection

As of November 30, 2013
(not including campus tax)

	2/5 of 5% Occupancy Tax	Net 1% Occupancy Tax	\$2 Room Tax	Contracted Vehicle Tax	Rental Vehicle Tax	Total	Variance to FY 12-13
July	\$1,137,290	\$464,641	\$1,033,863	\$69,269	\$84,679	\$2,779,632	12.72%
August	\$1,143,196	\$466,766	\$986,724	\$62,868	\$169,170	\$2,808,713	18.37%
September	\$1,164,342	\$482,312	\$964,108	\$82,146	\$112,837	\$2,786,645	17.00%
October	\$1,367,390	\$673,205	\$1,043,866	\$64,136	\$132,808	\$3,171,405	17.93%
November	\$1,130,693	\$461,224	\$912,105	\$66,724	\$72,646	\$2,633,291	22.62%
December							
January							
February							
March							
April							
May							
June							
YTD Total	\$6,922,711	\$2,448,137	\$4,930,666	\$316,133	\$662,039	\$14,178,686	17.69%

These numbers are still subject to changes by Metro/Division of Accounts Auditors

MCC/Hotel Tax Collection

NOVEMBER TOTAL TAX COLLECTIONS

	2012	2013	Variance
5% Occupancy Tax	\$2,198,034	\$2,826,483	28.59%
Gross 1% Occupancy Tax	\$439,607	\$565,297	28.59%
\$2 Room Tax	\$783,439	\$912,105	16.42%
Contracted Vehicle	\$44,467	\$56,724	27.57%
Rental Vehicle	\$97,305	\$72,645	-25.34%
\$.50 Room Tax	\$195,905	\$228,026	16.40%
Collections Subtotal	\$3,736,757	\$4,661,279	24.01%
Campus Tax	\$0	\$360,989	
Total Month Collections	\$3,736,757	\$5,022,268	33.62%
Total YTD Collections	\$20,978,523	\$26,865,272	28.06%

MCC PORTION OF NOVEMBER TAX COLLECTIONS

	2012	2013	Variance
2/5 of 5% Occupancy Tax	\$879,214	\$1,130,593	28.59%
Net 1% Occupancy Tax	\$344,876	\$461,224	33.74%
\$2 Room Tax	\$783,439	\$912,105	16.42%
Contracted Vehicle	\$44,467	\$56,724	27.57%
Rental Vehicle	\$97,305	\$72,645	-25.34%
MCC Collections Subtotal	\$2,149,301	\$2,633,291	22.52%
Campus Tax	\$0	\$360,989	
MCC Month Collections	\$2,149,301	\$2,994,280	39.31%
MCC YTD Collections	\$12,058,050	\$16,235,283	34.64%

These numbers are still subject to changes by Metro/Division of Accounts Auditors

