

# **MINUTES OF THE 54<sup>th</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY**

The 54<sup>th</sup> meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on September 11, 2014 at 8:59 a.m., in the Administrative Board Room of the Administrative Offices at the Music City Center, Nashville, Tennessee.

**AUTHORITY MEMBERS PRESENT:** Waverly Crenshaw, Francis Guess, Vonda McDaniel, Willie McDonald, Mona Lisa Warren

**AUTHORITY MEMBERS NOT PRESENT:** Marty Dickens, Irwin Fisher, Luke Simons, Leo Waters, and Vice-Mayor Diane Neighbors, Ex-Officio

**OTHERS PRESENT:** Rich Riebeling, Charles Starks, Beverly Bennett, Barbara Solari, Jasmine Quattlebaum, Brian Ivey, Mary Brette Clippard, Natasha Blackshear, Elisa Putman, Adam Sichko, and Henry Hicks

The meeting was opened for business by Vice Chair Vonda McDaniel 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.

**ACTION:** Francis Guess made a motion to approve the 53<sup>rd</sup> Meeting Minutes of August 14, 2014. The motion was seconded by Willie McDonald and approved unanimously by the Authority.

Vice Chair McDaniel noted that the next meeting is currently scheduled for October 9, 2014.

Charles Starks recognized Barbara Solari for her years of service to the Convention Center Authority and noted she will be missed by all.

**ACTION:** Francis Guess framed a resolution to honor Barbara Solari. The motion was seconded by Willie McDonald and approved unanimously by the Authority.

Rich Riebeling was asked to discuss the Spectrum/Emery Master Development Extension and there was discussion.

**ACTION:** Waverly Crenshaw made a motion [i] approving an amendment to the Memorandum of Understanding with Spectrum / Emery Development, LLC extending the exclusivity period to January 31, 2015 and [ii] authorizing, Marty Dickens, as Chair or Vonda McDaniel as Vice Chair, to execute the amendment to the Memorandum of Understanding and take any actions necessary or appropriate to finalize it. The motion was seconded by Mona Lisa Warren and approved unanimously by the Authority

Rich Riebeling gave an update on Tourism Development Zone collections and there was discussion.

Charles Starks then gave an operations update which included a tax collection update, tours update as well as sustainability update and there was discussion. (Attachment #1)

There was closing discussion and with no additional business a motion was made to adjourn, with no objection the CCA adjourned at 9:36 a.m.

Respectfully submitted,



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Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:



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Vonda McDaniel, Vice-Chair  
CCA 54<sup>th</sup> Meeting Minutes  
of September 11, 2014

**Convention Center Authority**  
September 11, 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 Authority**  
September 11, 2014

**HAPPY BIRTHDAY!!**



**Mona Lisa Warren – 23<sup>rd</sup>**

**HAPPY TRAILS!**  
**TEXAS, HERE I COME!!**



**DAVITAS**

**Convention Center Authority**  
September 11, 2014



### MCC/Hotel Tax Collection

As of June 30, 2014  
(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	\$59,269	\$84,679	\$2,779,632	12.72%
August	\$1,143,196	\$466,756	\$986,724	\$52,868	\$169,170	\$2,808,713	16.37%
September	\$1,164,242	\$482,312	\$954,108	\$82,146	\$112,837	\$2,795,646	17.00%
October	\$1,357,390	\$673,206	\$1,043,866	\$64,136	\$132,808	\$3,171,406	17.93%
November	\$1,130,593	\$481,224	\$912,105	\$56,724	\$72,645	\$2,633,291	22.52%
December	\$931,321	\$364,586	\$791,183	\$60,484	\$125,425	\$2,262,998	4.58%
January	\$922,014	\$380,996	\$791,022	\$60,608	\$74,132	\$2,228,671	10.16%
February	\$1,080,018	\$446,407	\$863,294	\$57,914	\$111,621	\$2,649,164	14.11%
March	\$1,584,564	\$664,978	\$1,163,809	\$60,565	\$119,902	\$3,693,808	27.66%
April	\$1,471,819	\$620,533	\$1,067,234	\$78,607	\$120,991	\$3,359,084	21.69%
May	\$1,418,766	\$610,757	\$1,059,470	\$62,133	\$134,476	\$3,286,602	16.63%
June	\$1,648,753	\$709,833	\$1,132,894	\$62,446	\$132,179	\$3,686,104	17.98%
YTD Total	\$14,979,966	\$6,236,226	\$11,789,572	\$757,679	\$1,380,666	\$35,144,107	17.06%

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

### MCC/Hotel Tax Collection

#### June 2014 Total Tax Collections

	FY 2013	FY 2014	Variance
5% Occupancy Tax	\$3,332,455	\$4,121,882	23.69%
Gross 1% Occupancy Tax	\$866,491	\$824,378	23.69%
\$2 Room Tax	\$1,045,137	\$1,132,894	8.40%
Contracted Vehicle	\$62,404	\$62,445	0.07%
Rental Vehicle	\$125,105	\$132,179	5.65%
\$.50 Room Tax	\$261,285	\$283,210	8.39%
SubTotal of Tax Collections	\$5,492,876	\$6,536,985	19.37%
Campus Sales Tax	\$0	\$1,327,665	-
Total Tax Collections	\$5,492,876	\$7,864,651	43.54%

#### MCC Portion of June 2014 Total Tax Collections

	FY 2013	FY 2014	Variance
2/5 of 5% Occupancy Tax	\$1,332,982	\$1,648,753	23.69%
Net 1% Occupancy Tax	\$558,655	\$709,833	27.06%
\$2 Room Tax	\$1,045,137	\$1,132,894	8.40%
Contracted Vehicle	\$62,404	\$62,445	0.07%
Rental Vehicle	\$125,105	\$132,179	5.65%
SubTotal of Tax Collections	\$3,124,282	\$3,686,103	17.98%
Campus Sales Tax	\$0	\$1,327,665	-
Total Tax Collections	\$3,124,282	\$5,013,769	60.48%

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### MCC/Hotel Tax Collection

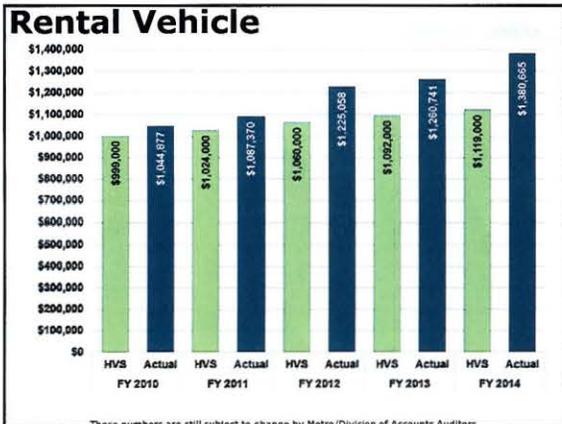
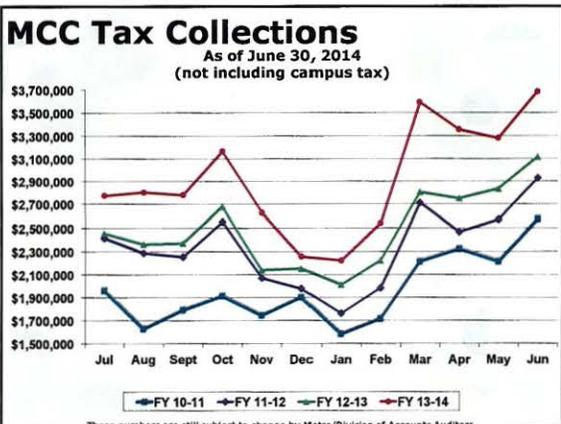
#### Year-to-Date FY2014 Total Tax Collections

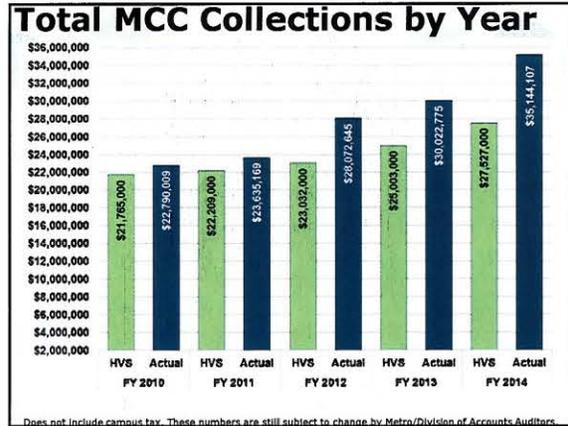
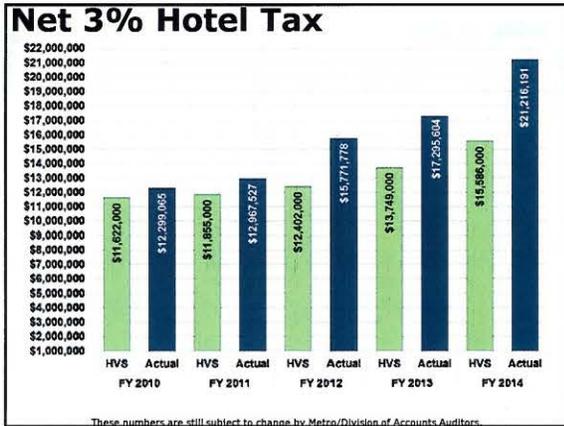
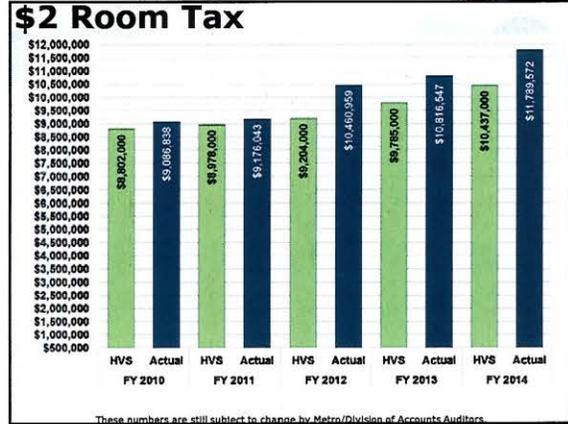
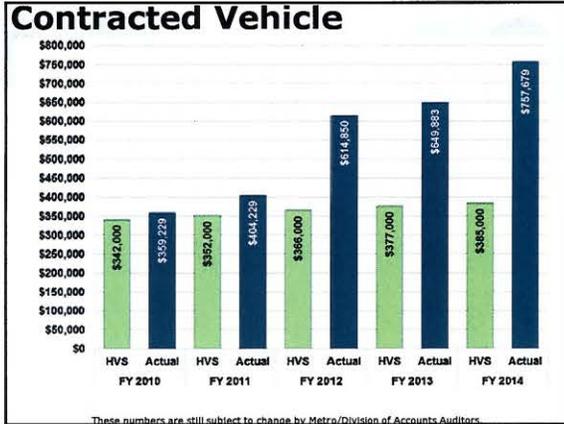
	FY 2013	FY 2014	Variance
5% Occupancy Tax	\$30,781,362	\$37,449,913	21.66%
Gross 1% Occupancy Tax	\$6,156,272	\$7,489,982	21.66%
\$2 Room Tax	\$10,816,547	\$11,789,571	9.00%
Contracted Vehicle	\$649,883	\$757,680	16.59%
Rental Vehicle	\$1,260,741	\$1,380,663	9.51%
\$.50 Room Tax	\$2,704,279	\$2,947,414	8.99%
SubTotal of YTD Tax Collections	\$52,369,084	\$61,815,223	18.04%
Campus Sales Tax	\$0	\$11,491,397	-
Total YTD Tax Collections	\$52,369,084	\$73,306,621	39.98%

#### MCC Portion of Year-to-Date FY2014 Total Tax Collections

	FY 2013	FY 2014	Variance
2/5 of 5% Occupancy Tax	\$12,312,545	\$14,979,965	21.66%
Net 1% Occupancy Tax	\$4,983,059	\$6,236,224	25.15%
\$2 Room Tax	\$10,816,547	\$11,789,571	9.00%
Contracted Vehicle	\$649,883	\$757,680	16.59%
Rental Vehicle	\$1,260,741	\$1,380,663	9.51%
SubTotal of YTD Tax Collections	\$30,022,775	\$35,144,103	17.06%
Campus Sales Tax	\$0	\$11,491,397	-
Total YTD Tax Collections	\$30,022,775	\$46,635,500	55.33%

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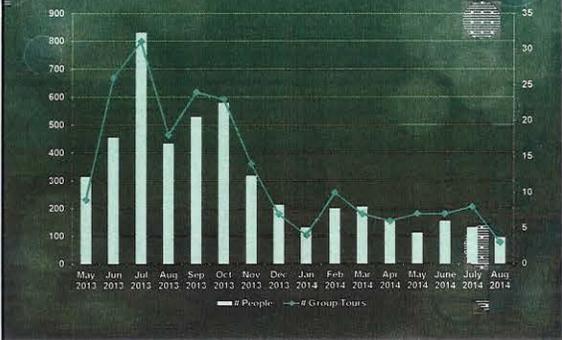
## AUGUST Events

- 28 Events
- 23,045 Attendees
- 28,076 Room Nights
- \$17,807,922 Economic Impact

## AUGUST Tours & Site Visits

- 26 Sales Site Visits with estimated attendance for future events of over 15,500.
- 5 Group Tours with 125 attendees. This included 2 public tours with 39 attendees.

## Tours



## Sustainability

○ July 2013 – June 2014

- Recycled 103.24 tons of mixed recyclables
- Recycled 1,351 pallets
- Recycled 5,258 lbs. of grease
- Donated 29,189 lbs. of leftover food
- Composted 8 tons of food waste
- Produced 324,026 kWh = \$25,560
- Collected and reused 3 million gallons of water

## Convention Center Authority

September 11, 2014