

MINUTES OF THE 66th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 66th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on July 14, 2016 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, Randy Goodman, Vonda McDaniel, Willie McDonald, David McMurry, and Mona Lisa Warren

AUTHORITY MEMBERS NOT PRESENT: Irwin Fisher, Luke Simons, and Renata Soto

OTHERS PRESENT: Charles Starks, Charles Robert Bone, Jasmine Quattlebaum, Elisa Putman, Mary Brette Clippard, Brian Ivey, Heidi Runion, Joseph Steele, Melissa Corban, Brandon Hess, and Jacob Steimer

Chair Marty Dickens opened the meeting for business at 9:03 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.

David McMurry was introduced as a new Authority Member.

ACTION: Randy Goodman made a motion to approve the 65th Meeting Minutes of May 4, 2016. Willie McDonald seconded the motion, which was approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for August 4, 2016.

ACTION: Willie McDonald made a motion that, pursuant to Article IV of the bylaws, Marty Dickens be elected as Chair, Vonda McDaniel as Vice-Chair, and Mona Lisa Warren as Secretary and Treasurer. The motion was seconded by Randy Goodman, and approved unanimously by the Authority.

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

Charles Starks and Jasmine Quattlebaum presented the RFP for Compensation and Benefits Analysis (Attachment #2), 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 Cushion Employer Services for compensation and benefits analysis on substantially the same terms as set forth in the RFP and considered this day. Mona Lisa Warren seconded the motion, and the Authority approved unanimously.

Charles Starks reported that Music City Center was honored recently with the 2016 Governor's Environmental Stewardship Award in the Pursuit of Excellence category.

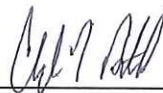
Charles Starks presented an update on sustainability improvements for the parking garage. Nine electric vehicle (EV) car charging stations were recently installed. All light fixtures in the garage were recently retrofitted with the KOBİ Electric T8 LED lamp, which was partially paid through a grant from TVA's Energy Right program.

Charles Starks reported that Elisa Putman was recently selected for the 2016-2017 class of Leadership Middle Tennessee.

Charles Starks presented an update on Tax Collections, and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 9:42 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Marty Dickens, Chair
CCA 66th Meeting Minutes
of July 14, 2016

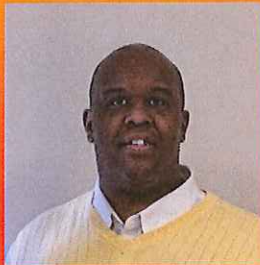
Convention Center Authority

July 14, 2016

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.

Welcome New Authority
Member, David McMurry



Election of Officers FY 16-17

Operations Updates

RFP for Compensation and Benefits Analysis

Governor's Environmental Stewardship Award

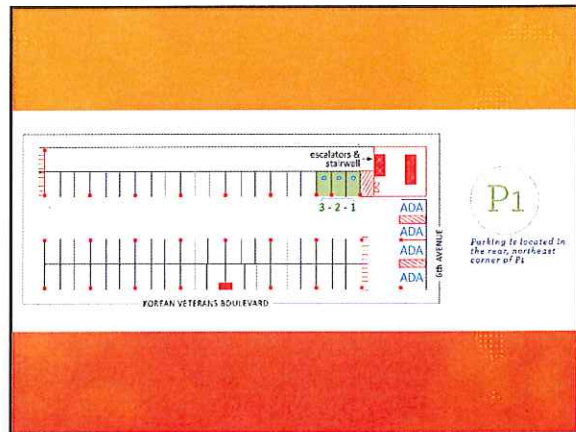
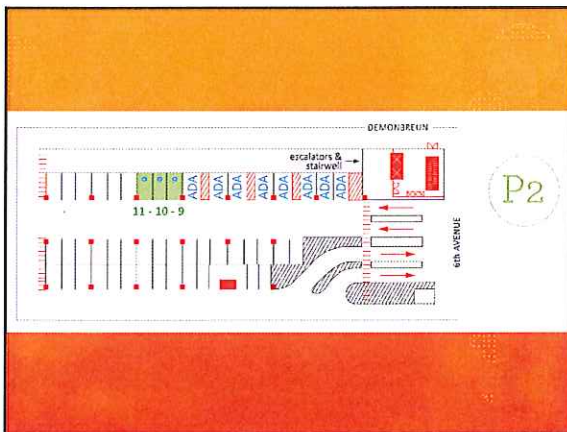
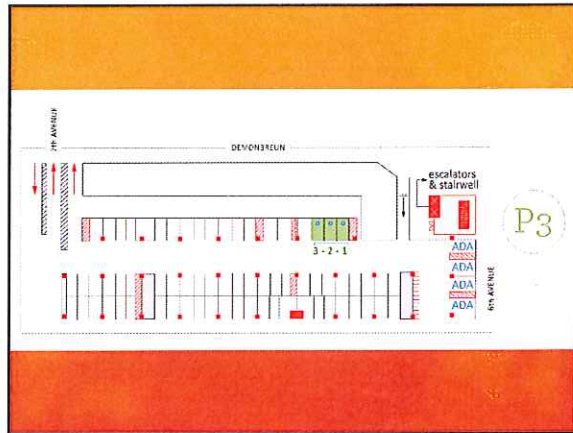


Blink Electric Vehicle Chargers



Blink Network Information

- 9 stations in the MCC Garage, 3 on each level
- Blink Level 2 EV chargers can rapidly recharge vehicles and accept payment with a major credit card
- Pricing is \$0.04/minute for Blink members and \$0.06/minute for nonmembers
- 95 Blink charging locations in Nashville, 20 in downtown including Vanderbilt, Loews Hotel, Hutton Hotel and the Nashville Public Library



LED Garage Lights



LED Light Information

- Installed the ROBI Electric T8 LED Lamp
- 693,463 kWh saved annually for a 70% energy reduction in the garage
- Old system cost \$69,346.30 in energy annually
- New LED system cost \$20,803.90 annually
- Cost saving of \$48,542.40 annually for an 8 month ROI
- Will receive a \$22,332.09 rebate through TVA's Energy Right Program

CONGRATULATIONS!



Elisa "Putt" Putman Selected for Leadership Middle Tennessee

MCC/Hotel Tax Collection

As of April 30, 2016

	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 14-15
July	\$1,738,303	\$757,978	\$1,215,421	\$44,820	\$187,587	\$1,373,115	\$5,317,224	19.72%
August	\$1,656,357	\$684,181	\$1,090,360	\$69,943	\$121,121	\$1,324,855	\$4,846,817	4.98%
September	\$1,687,075	\$737,374	\$1,125,906	\$79,902	\$126,018	\$1,388,043	\$5,104,318	7.05%
October	\$2,066,292	\$881,945	\$1,245,924	\$128,432	\$149,842	\$1,730,713	\$6,203,247	15.01%
November	\$1,481,629	\$626,845	\$1,004,700	\$84,669	\$125,548	\$1,297,629	\$4,620,720	15.35%
December	\$1,205,610	\$474,055	\$887,310	\$82,418	\$103,456	\$978,605	\$3,732,255	4.71%
January	\$1,168,123	\$505,732	\$688,930	\$86,350	\$96,830	\$1,179,993	\$3,905,949	9.50%
February	\$1,421,082	\$610,775	\$970,335	\$98,243	\$99,936	\$1,502,041	\$4,702,412	33.78%
March	\$1,882,500	\$864,842	\$1,265,880	\$107,474	\$131,227	\$1,530,294	\$5,882,317	-2.48%
April	\$1,831,236	\$844,233	\$1,193,340	\$126,064	\$134,074	\$1,606,283	\$5,835,230	9.59%
May								
June								
YTD Total	\$16,218,108	\$6,987,763	\$10,868,207	\$908,315	\$1,275,738	\$13,892,361	\$50,150,490	10.93%

Unaudited Tax Collections

MCC/Hotel Tax Collection

MCC Portion of April 2016 Tourism Tax Collections

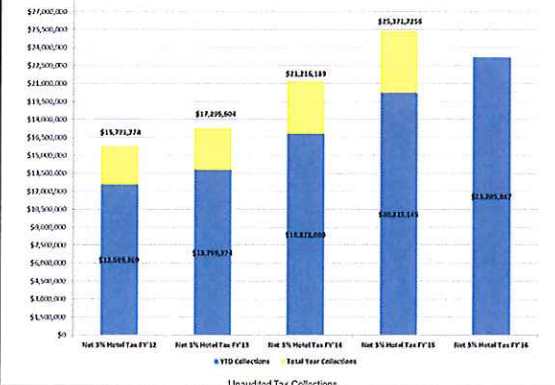
	FY 2015	FY 2016	Variance
2/5 OF 5% Occupancy Tax	\$1,713,322	\$1,931,236	12.72%
Net 1% Occupancy Tax	\$735,314	\$844,233	14.81%
\$2 Room Tax	\$1,133,425	\$1,193,340	5.29%
Contracted Vehicle	\$81,943	\$126,064	53.84%
Rental Vehicle	\$131,605	\$134,074	1.88%
Campus Tax	\$1,509,565	\$1,606,283	6.41%
TDZ Sales Tax Increment	\$0	\$0	0.00%
Total Tax Collections	\$5,305,174	\$5,835,230	9.99%

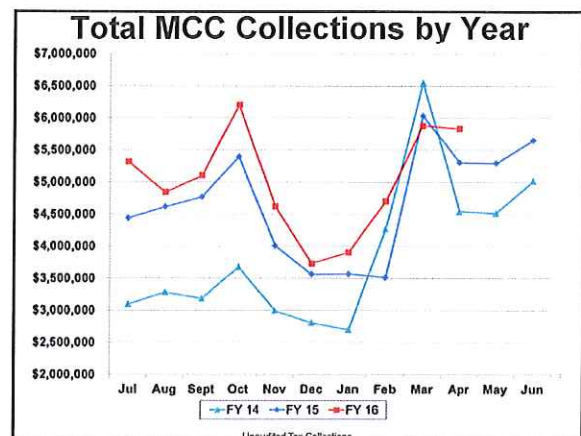
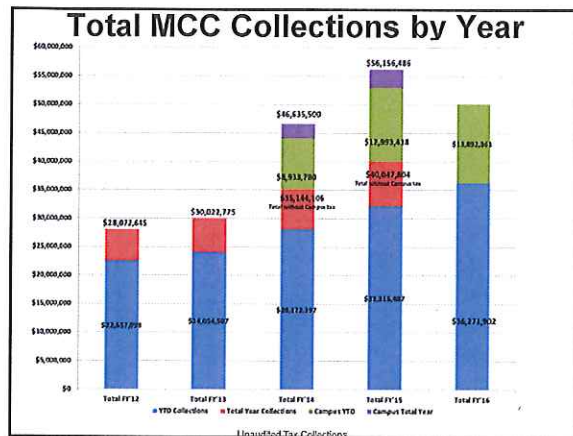
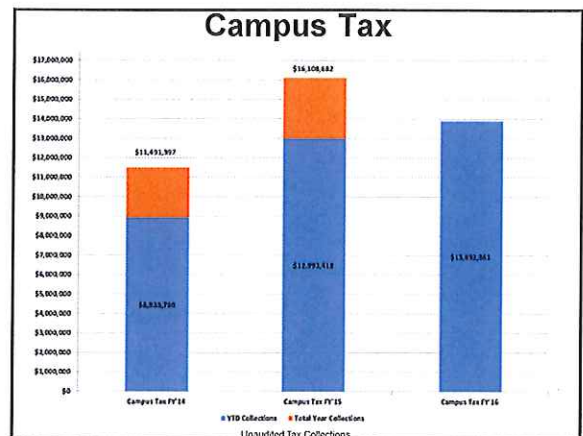
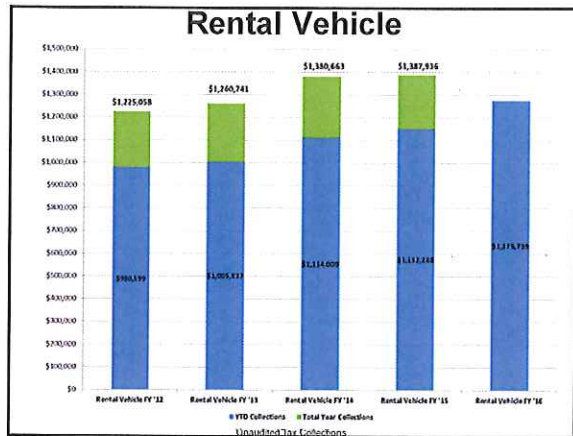
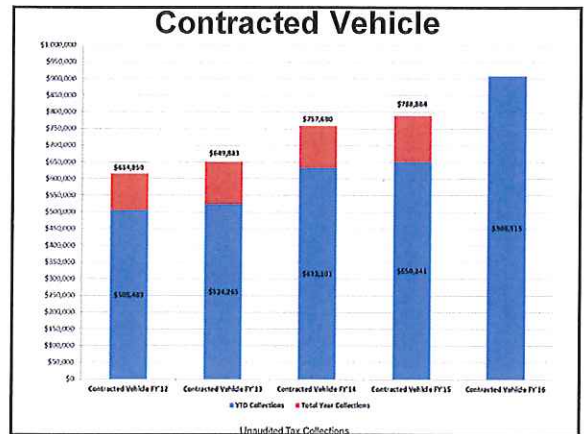
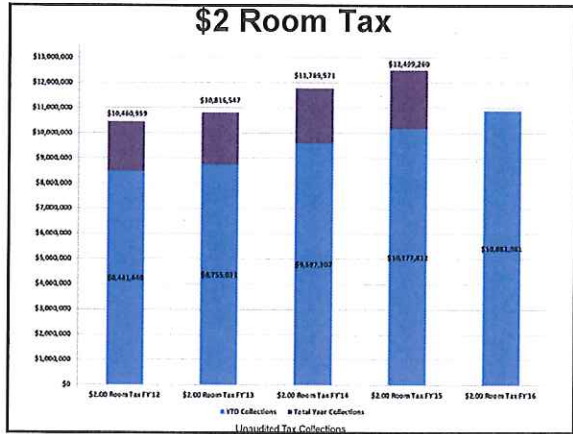
MCC Portion of Year-to-date FY 2016 Tourism Tax Collections

	FY 2015	FY 2016	Variance
2/5 of 5% Occupancy Tax	\$14,217,247	\$16,218,108	14.07%
Net 1% Occupancy Tax	\$6,017,898	\$6,987,759	16.12%
\$2 Room Tax	\$10,177,812	\$10,881,981	6.92%
Contracted Vehicle	\$650,241	\$908,315	39.69%
Rental Vehicle	\$1,152,288	\$1,275,739	10.71%
Campus Tax	\$12,993,418	\$13,892,361	6.92%
TDZ Sales Tax Increment	\$11,548,916	\$15,669,415	35.68%
Total YTD Tax Collections	\$56,757,820	\$65,833,678	15.99%

Unaudited Tax Collections

Net 3% Hotel Tax





May Events

27 Events

26,551 Attendees

10,202 Room Nights

\$16,593,739 Economic Impact

May Tours & Site Visits

11 Sales Site Visits

2 Group Tours with 42 attendees. This included a delegation from Nashville's Sister City of Magdeburg, Germany.

June Tours & Site Visits

15 Sales Site Visits

4 Group Tours with 65 attendees. This included the intern group for Congressman Jim Cooper.

Convention Center Authority

July 14, 2016