

**MINUTES OF THE
FINANCE & AUDIT COMMITTEE MEETING OF THE
CONVENTION CENTER AUTHORITY OF THE
METROPOLITAN GOVERNMENT OF NASHVILLE &
DAVIDSON COUNTY**

The Finance & Audit Committee Meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on April 26, 2022 at 10:00 a.m. in the Administrative Conference Room of the Administrative Offices at the Music City Center, Nashville, Tennessee.

FINANCE & AUDIT COMMITTEE MEMBERS PRESENT: Robert Davidson, Tracy Hardin, Barrett Hobbs, Vonda McDaniel, Betsy Wills, and Norah Buikstra

FINANCE & AUDIT COMMITTEE MEMBERS NOT PRESENT:

OTHERS PRESENT: Charles Starks, Heidi Runion, Brian Ivey, Heather Jensen, and Donna Gray

Committee Chair Robert Davidson opened the meeting at 10:07 a.m. for business and noted there was a quorum 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: Vonda McDaniel made a motion to approve the Finance & Audit Committee minutes of November 15, 2021. The motion was seconded by Betsy Wills and approved unanimously by the Committee.

The Committee discussed the Mission Statement of the Music City Center.

Chair Robert Davidson provided information on the June 30, 2021 & 2020 Financial Statements and Employees' Savings Trust December 31, 2020 and 2019 and there was discussion.

Charles Starks and Heidi Runion presented the proposed Music City Center Operating and Capital Budget for FY2023 (Attachment #1) and there was discussion on future

bookings and upcoming hotel openings, tax collections, labor issues, rental forecast for FY2023, turnover and the salary structure for personnel, Music City Center's parking garage, F&B Cost of Goods Sold, and previous Convention Center Authority MOU payments to Metro.

The Committee discussed Mayor John Cooper's request to the Convention Center Authority for funding of special events in the amount of \$10.256M for Police Overtime, Fire EMS Special Operations and Nashville Department of Transportation Operations in the downtown area.

The Committee discussed partnering with the Nashville Downtown Partnership regarding clean and safe within the Central Business Improvement District.

ACTION: Barrett Hobbs made a motion that the Finance & Audit Committee recommend to the Authority the approval of the 2023 Fiscal Year Operating and Capital Budget to fund the activities, operations, and capital needs of the Music City Center. The motion was seconded by Tracy Hardin and approved unanimously by the Committee.

ACTION: Vonda McDaniel made a motion to recommend the Convention Center Authority authorize Barrett Hobbs and Charles Starks to begin conversations with Tom Turner and the Nashville Downtown Partnership as soon as possible to discuss potential funding by the Convention Center Authority. Specifically, Barrett Hobbs and Charles Starks should request Tom Turner to prepare a presentation for the June 2nd Convention Center Authority Board meeting to provide information regarding the Nashville Downtown Partnership operations and budget and the specific proposed usage of the Convention Center Authority funds and the related accountability to the Convention Center Authority. The motion was seconded by Betsy Wills and approved unanimously by the Committee.

The Committee asked Charles Starks to provide an update during the June 2nd meeting on the competitive set of the Music City Center.

With no additional business and no objections, the Finance & Audit Committee of the CCA adjourned at 12:17 p.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Robert Davidson, Committee Chair
CCA Finance & Audit Committee
Meeting Minutes of April 26, 2022



1

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.

MUSIC CITY CENTER FY2022 BUDGET PRESENTATION

2

2

The mission of the Music City Center is to create significant economic benefit for the citizens of the greater Nashville region by attracting local and national events while focusing on community inclusion, sustainability and exceptional customer service delivered by our talented team members.

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

3

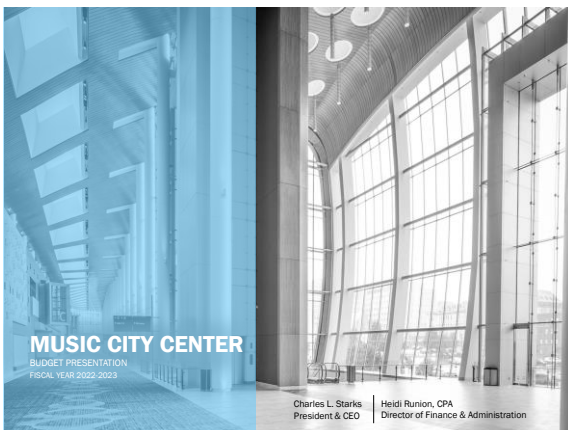
3

FY2023 Operating and Capital Budget

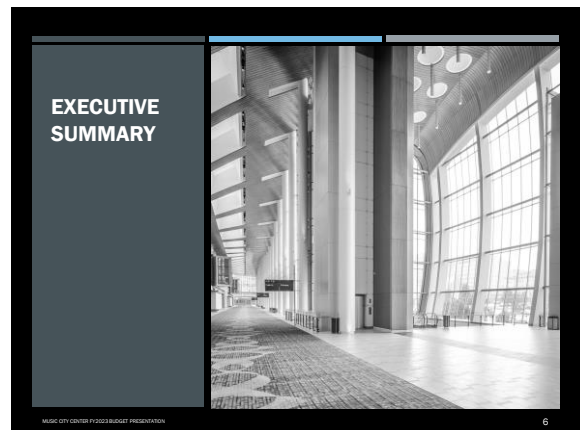
MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

4

4



5



6

CURRENT ENVIRONMENT

COVID Impact

FY22 Cancellations

- Events - 31
- Attendees - 54K
- Hotel Room Nights - 40K
- Contracted MCC Revenue - \$4.7M
- Direct Economic Impact - \$38.6M

FY22 Rebooked

- Events - 13
- Attendees - 13K
- Hotel Room Nights - 24K
- Contracted MCC Revenue - \$4.3M
- Direct Economic Impact - \$35M

Total Cancellations

- Events - 186
- Attendees - 65.4K
- Hotel Room Nights - 640K
- Contracted MCC Revenue - \$32M
- Direct Economic Impact - \$645M

Total Rebooked

- Events - 56
- Attendees - 57K
- Hotel Room Nights - 34K
- Contracted MCC Revenue - \$6.5M
- Direct Economic Impact - \$30.5M

Future Bookings

Events Booked through 2033

- 219 events
- 1,576,578 attendees
- 2.3 million total room nights
- \$2.5 billion in economic impact

Proposed Events through 2043

Sample of Upcoming Events

- American Society of Assoc. Executives (ASAE)
- Hearth, Patio, & Bar-B-Que Association (3)
- National Rural Electric (4)
- International Car Wash Association (3)
- National Cattlemen's Beef Association (3)
- Brewers Association (2)

FY2022 Operations

Year-End Estimates

- 134 events
- 352,713 attendees
- 367,575 room nights
- \$397,349,845 direct economic impact

7

OUR INDUSTRY OUTLOOK

Planners Say Omicron Is a Brief Setback to a Strong Year for Meetings
Two-thirds of PULSE Survey respondents have cancelled or postponed recent meetings, but most will hold their next event in the coming months.

U.S. Annual Forecast Indexed to 2019
Room demand is expected to surpass 2019's level by 2023 while ADR and RevPAR will lag.

Expectations for a Full Recovery

Date when surveyed members expect getting back to "usual" business levels

2022 or later

86%

86% of meeting and event industry planners and 82% of suppliers predict business will return to pre-pandemic levels by 2022. Source: Meetings Magazine (MMA) 2021 Survey Report

"Hospitality industry moves into post-pandemic recovery mode...rebounding to a desired future state that is vastly improved from last year."

8

OUR INDUSTRY OUTLOOK

US Hospitality Industry Recovery Is Uneven Across Top Markets

Beach Destinations Near 2019 Levels, but Restriction-Heavy Cities Trail

Hotel Performance Recovery Uneven Across Top Markets

Airports and Airlines call for all intra-EU COVID Travel Restrictions to be dropped
New evidence shows travel restrictions failed to prevent the spread of COVID-19 and would be ineffective in the face of future variants of concern.

Hard Insurance Market Challenges Recovery

One roadblock to the hospitality industry's comeback is the difficulty it faces to get or stay insured. The insurance market is the hardest it's been in 20 years, making risk costly to cover as insurance availability has shrunk...

9

OUR INDUSTRY OUTLOOK - DAVIDSON COUNTY NEW HOTEL SUPPLY

2021 HOTEL OPENINGS

| Name | Open Date | Rooms | Address |
|---|-----------|-------|---------------------|
| Element Nashville West | Feb-21 | 175 | 8 City Blvd |
| Hyatt House Nashville Airport | Feb-21 | 118 | 88 Century Blvd |
| Hyatt Hotel Nashville Airport | Feb-21 | 95 | 88 Rachel Dr |
| Best Western Plus Executive Residence Antioch Inn | Mar-21 | 82 | 310 Collier Park Dr |
| TownPlace Suites Nashville Midtown | Apr-21 | 192 | 1500 Charlotte Ave |
| The Galatin Hotel | May-21 | 25 | 2118 Gallatin Ave |
| Strawbridge Suites Nashville Midtown | May-21 | 164 | 100 2nd Ave N |
| La Quinta Inns & Suites Nashville Downtown | Jul-21 | 110 | 315 Interstate Dr |
| Hyatt Centric Downtown Nashville | Jul-21 | 252 | 200 Mallory St |
| W Hotel Nashville | Oct-21 | 346 | 100 1st Ave S |
| Cambria Hotel Nashville Airport | Nov-21 | 110 | 84 Rachel Drive |

1,709 New Hotel Rooms

UPCOMING HOTEL OPENINGS

| Name | Open Date | Rooms |
|---|-----------|-------|
| Homewood Suites by Hilton Nashville Metro Center | Mar-22 | 309 |
| Cardwood Suites Nashville | Mar-22 | 91 |
| Embassy Suites by Hilton Nashville Downtown Convention Center | Jun-22 | 508 |
| The 1 Hotel Nashville | Jun-22 | 215 |
| Four Seasons Hotel and Private Residences Nashville | Jul-22 | 335 |
| Hotel Frayre, Curio Collection by Hilton | Aug-22 | 300 |
| Marriott Suites Nashville | Aug-22 | 40 |
| Canal Nashville | Sep-22 | 214 |
| Hyatt Nashville Airport | Oct-22 | 100 |
| Aud Merritage | Nov-22 | 92 |
| Holiday Inn Express | Nov-22 | 200 |
| Homewood Suites by Hilton Nashville West End Avenue | Nov-22 | 76 |

10

OUR INDUSTRY OUTLOOK - NASHVILLE MSA NEW HOTEL SUPPLY

Rooms Opened in Past Year as Share of Inventory

| City | Rooms Opened | Share of Inventory |
|-------------------|--------------|--------------------|
| New York, NY | 2.9K | 0.8% |
| Nashville, TN | 2.8K | 0.8% |
| Chicago, IL | 2.1K | 0.6% |
| Atlanta, GA | 3.7K | 1.0% |
| Boston, MA | 2.7K | 0.7% |
| Phoenix, AZ | 2.3K | 0.6% |
| Los Angeles, CA | 2.2K | 0.6% |
| Miami, FL | 1.9K | 0.5% |
| Houston, TX | 1.8K | 0.5% |
| Orlando, FL | 1.8K | 0.5% |
| Tampa, FL | 1.6K | 0.4% |
| Philadelphia, PA | 1.3K | 0.4% |
| Chicago, CA | 1.3K | 0.4% |
| Detroit, MI | 1.0K | 0.3% |
| Las Vegas, NV | 2.9K | 0.8% |
| United States | 1.6K PK | 0.4% |
| New Orleans, LA | 0.7K | 0.2% |
| Dallas, TX | 1.0K | 0.3% |
| Chicago, IL | 1.9K | 0.5% |
| San Louis, MO | 0.9K | 0.3% |
| San Diego, CA | 0.7K | 0.2% |
| Washington, DC | 1.1K | 0.3% |
| San Francisco, CA | 0.8K | 0.2% |
| Seattle, WA | 0.8K | 0.2% |
| San Jose, CA | 0.8K | 0.2% |
| Nashville, VA | 0.8K | 0.2% |
| San Antonio, TX | 0.8K | 0.2% |
| San Diego, CA | 0.8K | 0.2% |

Rooms Under Construction as Share of Inventory

| City | Rooms Under Construction | Share of Inventory |
|-------------------|--------------------------|--------------------|
| New York, NY | 15.1K | 4.3% |
| Nashville, TN | 4.7K | 1.3% |
| Miami, FL | 2.9K | 0.8% |
| Dallas, TX | 2.9K | 0.8% |
| Orlando, FL | 2.9K | 0.8% |
| Atlanta, GA | 2.9K | 0.8% |
| Los Angeles, CA | 2.9K | 0.8% |
| Washington, DC | 2.9K | 0.8% |
| Las Vegas, NV | 2.9K | 0.8% |
| Phoenix, AZ | 2.9K | 0.8% |
| United States | 15.9K | 4.5% |
| Tampa, FL | 1.4K | 0.4% |
| Minneapolis, MN | 1.3K | 0.4% |
| Houston, TX | 2.4K | 0.7% |
| San Francisco, CA | 1.3K | 0.4% |
| Seattle, WA | 1.2K | 0.3% |
| San Louis, MO | 0.9K | 0.3% |
| Boston, MA | 1.4K | 0.4% |
| Chicago, IL | 2.7K | 0.7% |
| Orlando, FL | 2.7K | 0.7% |
| San Diego, CA | 1.7K | 0.5% |
| Philadelphia, PA | 0.9K | 0.3% |
| New Orleans, LA | 0.9K | 0.3% |
| Nashville, VA | 0.9K | 0.3% |
| San Antonio, TX | 0.9K | 0.3% |
| San Diego, CA | 0.9K | 0.3% |

11

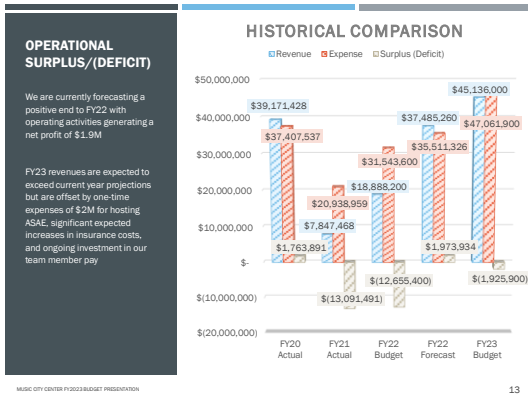
OUR INDUSTRY OUTLOOK

ANNUAL FORECAST UPDATED

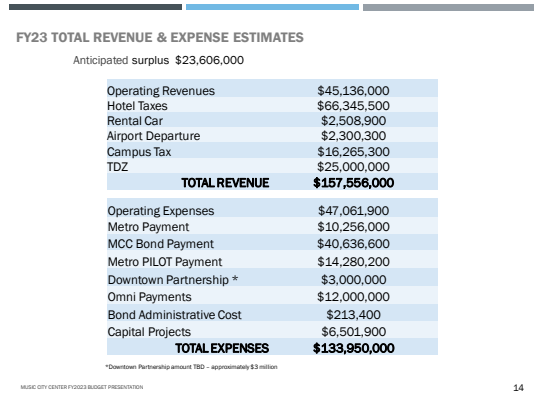
STR & TOURISM ECONOMICS
NASHVILLE MSA
FEBRUARY 2022

| | 2019 | 2020 | 2021 | 2022 - forecast | 2023 - forecast | 2024 - forecast |
|--------------|-----------------|---------------|-----------------|-----------------|-----------------|-----------------|
| Occupancy | 73.2% | 41.0% | 59.1% | 64.4% | 66.4% | 70.5% |
| ADR | \$149.46 | \$104.46 | \$136.29 | \$154.19 | \$159.69 | \$162.86 |
| RevPAR | \$109.34 | \$42.05 | \$80.57 | \$99.32 | \$106.05 | \$114.50 |
| Demand | 12,649,000 | 7,364,000 | 11,443,000 | 13,051,000 | 13,932,000 | 15,115,000 |
| Room Revenue | \$1,891,000,000 | \$769,000,000 | \$1,560,000,000 | \$2,012,000,000 | \$2,225,000,000 | \$2,462,000,000 |
| Supply | 17,292,000 | 17,954,000 | 19,356,000 | 20,261,000 | 20,979,000 | 21,443,000 |

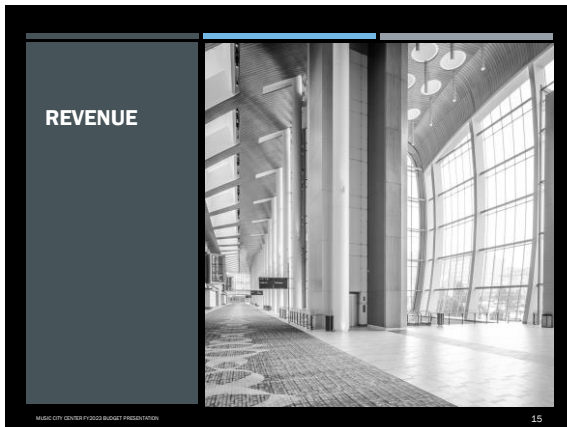
12



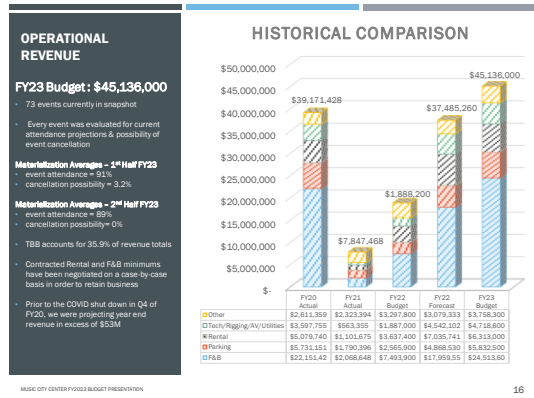
13



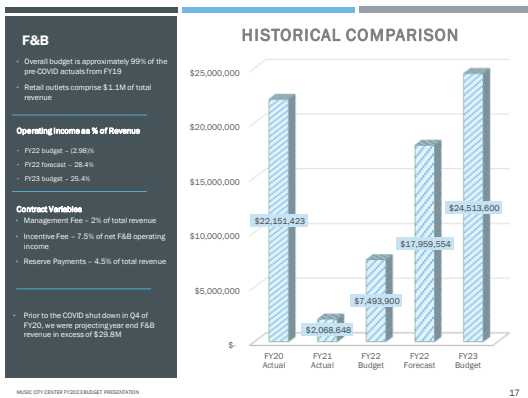
14



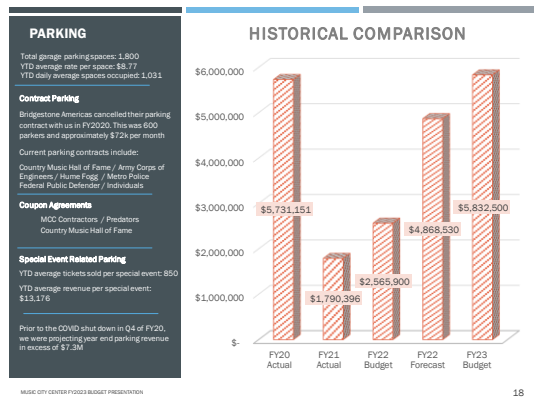
15



16



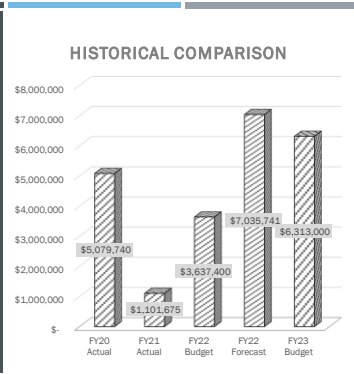
17



18

RENTAL

- Overall budget is approximately 94% of the pre-COVID FY19 actuals
- In FY23 much of the remaining space available to sell is limited or includes poor arrival/departure patterns or holidays making it difficult to add TEB revenue
- Beginning in FY22, the MOC is no longer accepting COVID form majeure claims as a viable excuse for cancellation and is pursuing all contracted damages in the event of a cancellation
- Prior to the COVID shut down in Q4 of FY20, we were projecting year end rental revenue in excess of \$7M



MOC CITY CENTER FY2023 BUDGET PRESENTATION

19

19

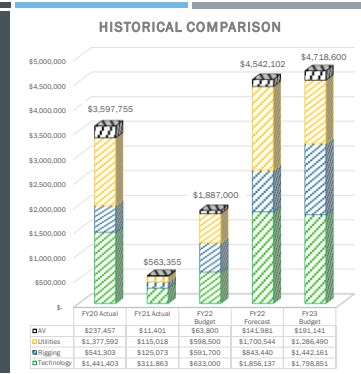
TECHNOLOGY / RIGGING UTILITIES / AV

Technology revenue consists of communications equipment rental and internet services that are provided to our clients and exhibitors. Although we do provide free Wi-Fi throughout the building, many clients prefer to attach branding to the login banner and/or buy dedicated, guaranteed internet service for their attendees.

Rigging services throughout the building are exclusively provided through CP Rigging, a DBE small business. Our commission is 29% of gross revenue.

Utilities are provided directly by our MOC Engineering department. Services available include electrical, water, gas, and air.

Audio Visual services are offered to our clients through LMG Inc. LMG is a preferred service provider, but clients may choose to provide their own AV. Our commission is between 25-35% of gross revenue.



MOC CITY CENTER FY2023 BUDGET PRESENTATION

20

20

OTHER

Significant sources in this category for FY23 include:

- Security Labor - \$1.18M
- 5th + Broadway - \$1.38M
- Digital Advertising - \$645k
- EMT Labor - \$172k



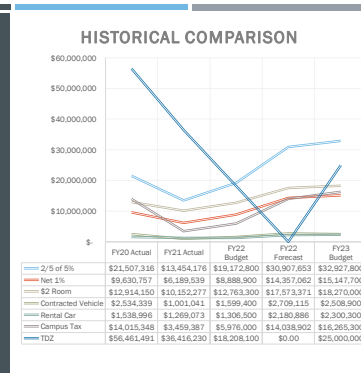
MOC CITY CENTER FY2023 BUDGET PRESENTATION

21

21

TOURISM TAXES

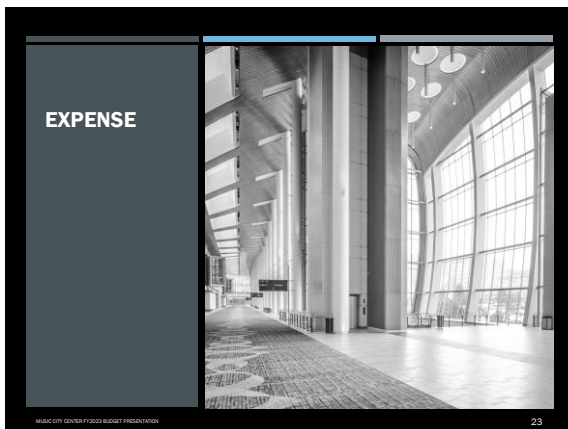
- Tax collections estimated using recovery data from the last 12 months and anticipated performance based on industry data and projections from STR regarding the state of hotel demand
- FY21 was the first year that the MOC has received \$0 in TDZ funding. This occurs only when there is negative sales tax growth or when county sales tax growth outpaces the sales tax growth within the TDZ



MOC CITY CENTER FY2023 BUDGET PRESENTATION

22

22



MOC CITY CENTER FY2023 BUDGET PRESENTATION

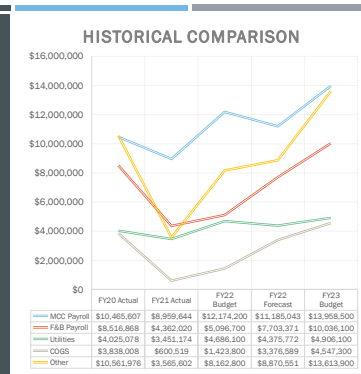
23

23

OPERATIONAL EXPENSE

FY23 Budget: \$47,061,900

- Many expenses for FY23 are driven by climbing revenues and returning events
- The MOC will be hosting the American Society of Association Executives (ASAE) in FY23. This event showcases our building and the city to the individuals who decide where their associations meet. Hosting this event requires that we fund several meal functions and amenities for the attendees. We have earmarked a total of \$2M in the FY23 budget for these events
- ASAE was last held in Nashville in 2014. That conference was extremely successful and supplied 125 new leads and 41 new bookings for the MOC which generated \$120.5M in direct economic impact based on 2014/2015 dollars



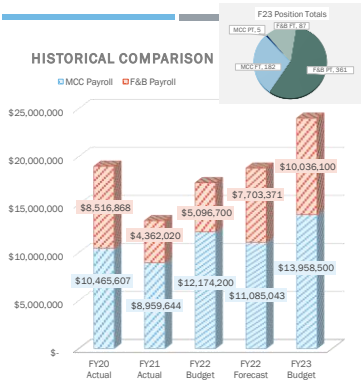
MOC CITY CENTER FY2023 BUDGET PRESENTATION

24

24

PERSONNEL EXPENSE

- Expenses were lower in FY21 due to lack of events, but still significant as the board decided to fully fund the retention of our full-time team members throughout the COVID pandemic.
- The FY22 budget implemented the comp study adjustments that were approved with the FY21 budget but not implemented until 7/1/2022.
- The FY22 forecast includes the impact of many vacancies waiting to be filled and the reinstatement of the MCO bonus for team members (excluding President & CEO).
- FY23 Budget includes:
 - 5% merit increase pool
 - 7.5% bonus pool
 - \$85k in potential sales bonuses
 - 1 additional MCC position - payroll & benefits coordinator (\$10,200)
 - Market adjustments for selected positions (detailed in next slide)
- Benefits: CCA, 30% / Metro 28%



MCC CITY CENTER FY2023 BUDGET PRESENTATION

25

25

PERSONNEL EXPENSE – MARKET ADJUSTMENTS - \$176,900

With unprecedented levels of instability in the labor market and wage growth at record pace, Cushion Employer Services has recommended that we ensure starting, lower tier and below market pay is competitive enough to attract and retain talent needed to meet business objectives. In evaluating current staffing needs, openings and areas where applications are low, we are proposing to increase the following positions:

| Position Name | # of Positions | Current Rate | Proposed Rate | Proposed Change | Budget Impact |
|------------------|----------------|--------------|---------------|-----------------|---------------|
| Ambassador | 16 | \$15.00 | \$17.00 | \$2.00 | \$68,700 |
| Network Tech II | 2 | \$25.00 | \$28.00 | \$3.00 | \$15,800 |
| Warehouse Worker | 2 | \$15.00 | \$17.00 | \$2.00 | \$7,000 |
| Cook I | 13 | \$17.75 | \$18.75 | \$1.00 | \$25,500 |
| Retail Cashier | 7 | \$17.75 | \$18.75 | \$1.00 | \$16,300 |
| Sous Chef III | 21 | \$20.25 | \$21.25 | \$1.00 | \$43,600 |

Cushion's evaluation for the upcoming year was extremely limited and focused on key problem positions. The FY23 budget includes \$30k for Cushion to complete a comprehensive compensation and benefits analysis of all positions including F&B.

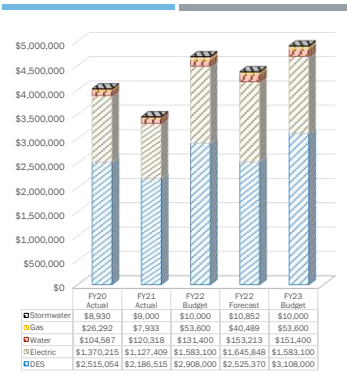
MCC CITY CENTER FY2023 BUDGET PRESENTATION

26

26

UTILITIES

- Utilities for the MCC and warehouse located on the Lafayette St. property are estimated based on current rates and historical usage and expected events.
- DES (District Energy System), uses steam and chilled water to heat and cool the MCC. This year they indicated that rising fuel costs could impact service rates, so we increased the budget accordingly.
- We have been able to achieve reliable electrical savings in FY21 by limiting lighting usage whenever possible.
- Water rates increased in FY20 and usage has risen as events have picked up again.
- Gas is exclusively used by the kitchen.



MCC CITY CENTER FY2023 BUDGET PRESENTATION

27

27

F&B COST OF GOODS SOLD

- Includes catering, concession, retail outlets and alcohol cost.
- COGS as a % of Gross Revenue
- FY22 budget - 15%
- FY22 actuals TD - 18.8%
- FY23 budget - 18.55%



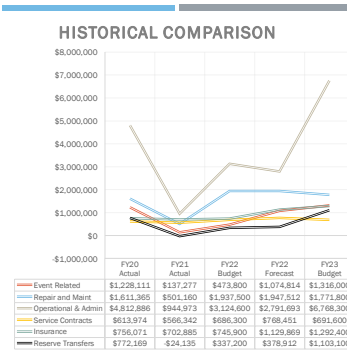
MCC CITY CENTER FY2023 BUDGET PRESENTATION

28

28

OTHER

- Event Related is largely comprised of security and EMF temp labor for large events and other smaller event driven expenses.
- Repair and Maintenance includes costs to fix, clean, or refresh the building.
- Operational & Administrative includes all non-COGS F&B expenses, ongoing technology expenses, parking temp labor, legal, audit, administrative, and banking services.
- Service Contracts are fixed costs associated with various systems and fixtures in the building.
- Insurance is estimated based on anticipated increases provided by our insurance agent, Willis Towers Watson. Like FY22, FY23 is said to be an extremely high market and we have been advised that significant increases should be expected.
- Internal Services fees are based on information provided by Metro.
- Reserve Transfers consist of the contributions to the F&B advertising and repair and maintenance reserves as outlined in the contract.




MCC CITY CENTER FY2023 BUDGET PRESENTATION

29

29

PREVIOUS CCA MOU PAYMENTS

 4-year total - \$103,540,000

| Agreement | Date of Execution | Date of Transfer | Amount of Transfer | Reason for Funding |
|-----------------|-------------------|------------------|--------------------|--|
| Initial MOU | May-18 | Sep-18 | \$7,500,000 | FY17 & 18 Metro Operating Budget |
| Initial MOU | May-18 | Aug-19 | \$2,500,000 | FY19 Metro Operating Budget |
| PILOT Agreement | Nov-19 | Nov-19 | \$12,600,000 | FY20 Metro Operating Budget |
| Amended MOU | March-19 | Aug-20 | \$10,000,000 | FY20 Metro Operating Budget |
| Second MOU | May-20 | May-20 | \$5,000,000 | FY20 Metro Operating Budget |
| Second MOU | May-20 | Jul-20 | \$35,000,000 | FY21 Metro Operating Budget, downtown sidewalks and lighting |
| PILOT Agreement | Nov-19 | Feb-21 | \$16,600,000 | FY21 Metro Operating Budget |
| PILOT Agreement | Nov-19 | Feb-22 | \$14,300,000 | FY22 Metro Operating Budget |

MCC CITY CENTER FY2023 BUDGET PRESENTATION

30

30

MAYOR'S OFFICE NEW FUNDING REQUEST

CCA Music City Center
Budget Meeting - FY2022-2023



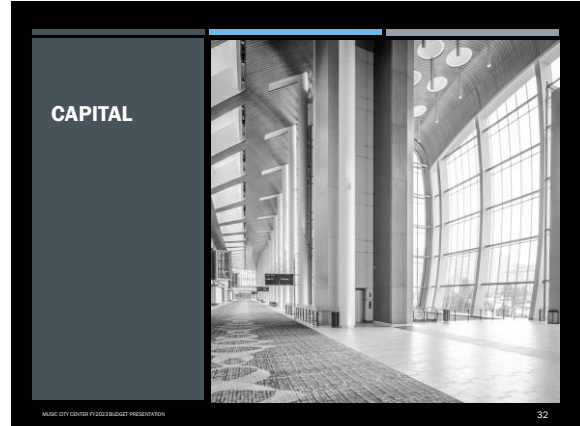
Mayor Cooper's Office has requested that MCC consider the following funding:
METRO-SPECIAL PURPOSE FUND Special Events

| | Budget Commitment |
|---|----------------------|
| Police OT funding for Entertainment District Initiative and Special Events | \$ 8,638,000 |
| Fire EMS Special Operations - UTV operations for Entertainment District Initiative and Special Events | \$ 1,368,000 |
| NDOT Special Operations - traffic control, barriers, litter, street sweeping | \$ 250,000 |
| | \$ 10,256,000 |

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

31

31



32

| | | |
|--|--|--------------|
| Engineering | | \$ 111,900 |
| Water Bottle Refill Stations | | |
| Technology | | \$ 5,336,100 |
| Core Infrastructure Refresh | | |
| Security | | \$ 476,800 |
| Radio Repeater Upgrade and Replacement | | |
| VESDA Detector Upgrade and Replacement | | |
| Facilities | | \$ 57,400 |
| Additional Soft Seating - Cubic Lounge Chair | | |
| F&B | | \$ 469,700 |
| Combi Ovens (Main Kitchen Replacements) | | |
| Creative concept & design for new outlet | | |
| Admin | | \$ 50,000 |
| Miscellaneous Equipment | | |

CAPITAL & NON-OPERATING REQUESTS \$6,501,900

MUSIC CITY CENTER FY2023 BUDGET PRESENTATION

33

33

ENGINEERING - \$111,900 WATER BOTTLE REFILL STATIONS

Water bottle refill stations to be installed throughout the building.

Purchasing water bottle refill stations will increase our sustainability operation. These units will give our customers and attendees a refrigerated filtered water option, which we currently only offer with disposable one time use bottles contributing to waste.



34

34

TECHNOLOGY - \$5,336,100 CORE INFRASTRUCTURE REFRESH



Our existing hardware infrastructure is 10+ years old. Networking gear is out of warranty and no longer supported by the manufacturer. Spare or replacement parts are becoming difficult to procure. In some cases, we cannot find replacements.

Refresh will expand backbone capabilities from 20Gb to 40Gb, future proofing MCC internet, video (CCTV) and audio capabilities. MCC audio network will be consolidated and connected to uniform switching hardware. Server upgrade includes consolidating and migrating our existing physical & virtual server environment to a more robust platform. This will increase efficiency, productivity and business continuity.

Proposed replacement will expand our Storage Area Network (SAN) from 30TB to 60TB allowing for adequate server and application growth, without procuring additional hardware.

This refresh also gives us the necessary capabilities to expand our server environment into the cloud, giving us further redundancy and more robust disaster recovery option.

Opting out of this refresh could lead to unexpected network outages and cause parts of the building to not function while equipment is sourced and replaced. Manufacture will not warranty items deemed end of life and finding an aftermarket replacement could be a challenge.



35

35

SECURITY - \$476,800

RADIO REPEATER REPLACEMENT

Currently, we have 3 Motorola MTR 3000 Radio Repeaters located in the facility that service our radio needs. We have had one repeater go out this year and all the current repeaters are at the end of their life expectancy. Mobile Communications America (our current supplier) has proposed upgrading the system to (4) SLR 8000 Repeaters. This will give us full coverage, throughout the facility and replace existing technology with new upgraded coverage.



VESDA FIRE DETECTOR REPLACEMENT

The current VESDA System is independent from the fire control panel. Replacement of the VESDA detectors will bring new technology to the system that will make them immune to false alarms from dirt, dust, temperature and humidity. It will also allow us to connect to the fire alarm system for remote monitoring and reset without having to physically go to the units. Existing technology is antiquated and no longer utilized for this application.



36

36

FACILITIES – \$79,400

CUBIC LOUNGE CHAIR

The additional seating will be an added luxury for customers who do not wish to share seating with other attendees as a precaution for health and safety



37

37

F&B – \$489,700

REPLACE EXISTING COMBI OVENS

Replace all four existing 10-year-old Combi Ovens in the Main Kitchen. These particular pieces of equipment are the workhorse of the kitchen. We have had problems with numerous and repeated repairs of the existing ovens.



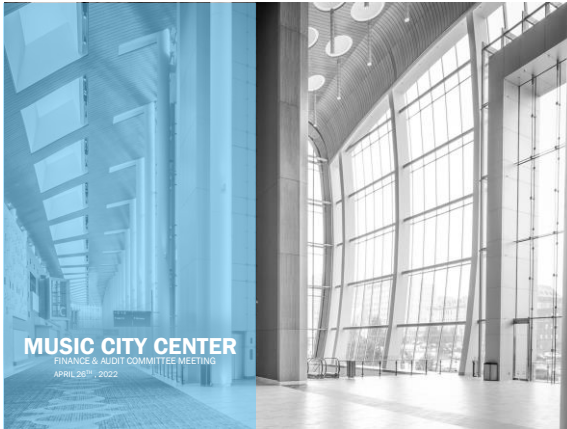
CREATIVE CONCEPT & DESIGN FOR NEW F&B OUTLET - \$250K

We would like to explore options to redesign the space currently occupied by Dunkin Donuts and Al Taglio to better suit our clients and increase foot traffic.



38

38



MUSIC CITY CENTER
FINANCE & AUDIT COMMITTEE MEETING
APRIL 26TH, 2022

39