

MINUTES OF THE 139th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 139th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on October 2, 2025 at 9:00 a.m. in the Administrative Conference Room of the Administrative Offices at the Music City Center, Nashville, Tennessee.

AUTHORITY MEMBERS PRESENT: Norah Buikstra, **Robert Davidson, Alfred Degrafinreid II, Tracy Hardin, Tre Hargett, David Lillard, ***Jason Mumpower, Dee Patel, Seema Prasad, and *Betsy Wills

AUTHORITY MEMBERS NOT PRESENT: Barrett Hobbs and Vonda McDaniel

OTHERS PRESENT: Charles Starks, Heather Jensen, Barbara Solari, Heidi Runion, Brian Ivey, Kelli Donahoe, Jasmine Quattlebaum, Elisa Putman, Sam Jackson, Jordan Yasso, Christian Cervantes, Ryan Schnabel, Lisa Benning, and Ron Turning

Vice Chair Alfred Degrafinreid, II 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.

Vice Chair Degrafinreid announced the next regularly scheduled meeting will be Wednesday, November 5, 2025, at 9:00 a.m.

Mr. Degrafinreid read the Mission Statement of the Music City Center. (Attachment #1)

There were no public comment requests received for this meeting. (Attachment #1)

ACTION: Tracy Hardin made a motion to approve the 138th Meeting Minutes of September 4, 2025. The motion was seconded by Dee Patel and approved unanimously by the Authority.

Charles Starks was then asked to give an Operations update. He began with the RFP award for composting services.

*Denotes arrival of Betsy Wills at 9:04 a.m.

Jasmine Quattlebaum gave an overview of the two submissions to the RFP as well as the recommendation to select The Compost Company. (Attachment #2)

**Denotes arrival of Robert Davidson at 9:05 a.m.

ACTION: Robert Davidson made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with The Compost Company to provide composting services, on substantially the same terms as considered this day. The motion was seconded by Seema Prasad and after discussion was approved unanimously by the Authority.

Mr. Starks then reviewed monthly statistics including hotel data and tax collections (Attachment #1), and there was discussion. He also shared some information regarding recent events in the building (Attachment #1) and there was discussion.

Mr. Starks was asked about revenue on the new digital wall. He said it is doing very well, and we believe it will pay for itself within 12 months. Originally it was expected to be 18-24 months.

Mr. Starks announced staffing changes including Elisa Putman returning as the Chief Operating Officer/Senior VP, Kelli Donahoe moving to the Chief Sales Officer position, and Brian Ivey retiring later this month, but being available for a while to ensure a smooth transition. Mr. Ivey was recognized and thanked for his years of service at the Nashville Convention Center and Music City Center.

Seema Prasad asked for an update on the status of the carpet. Mr. Starks and Ms. Quattlebaum said that a portion is scheduled to arrive tomorrow, and the second shipment is on its way from California currently. Mr. Starks said we are waiting for the final tariff invoice and will be able to provide the total cost at next month's meeting; however, it will be less than the budget the CCA approved.

***Denotes arrival of Jason Mumpower at 9:36 a.m.

There was additional closing discussion about the Antiques & Garden Show and the Music City Loop, to which Mr. Starks commented that The Boring Company is not yet ready to talk about the details of having a station at the MCC.

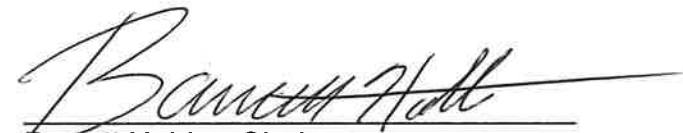
With no additional business, the Authority unanimously moved to adjourn at 9:43 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Barrett Hobbs, Chair
CCA 139th Meeting Minutes
of October 2, 2025



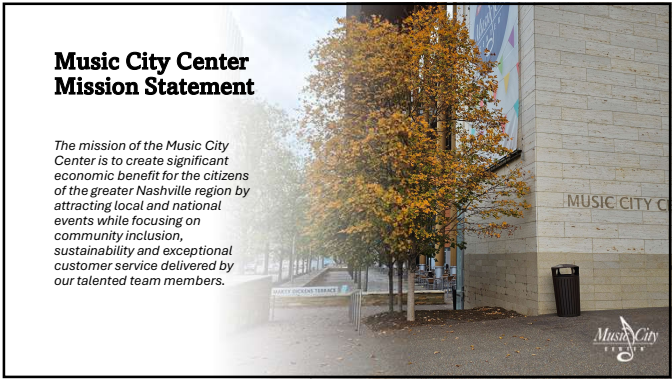
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Operations Update

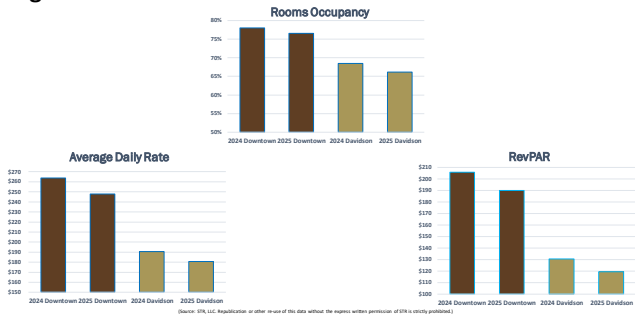
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Composting Services Contract Award

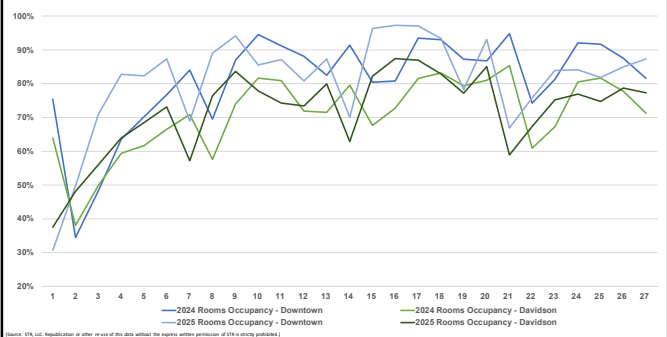
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Hotel Statistics Comparison
August 2024 & 2025



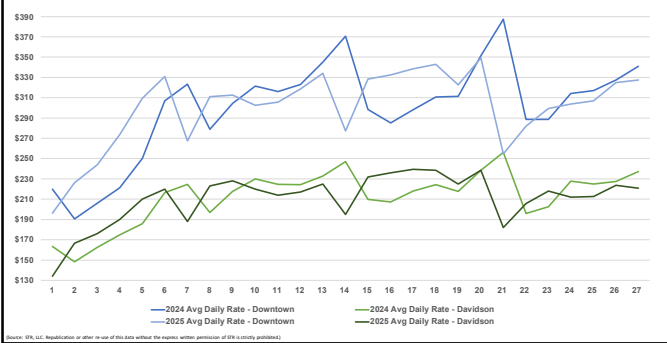
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September Rooms Occupancy



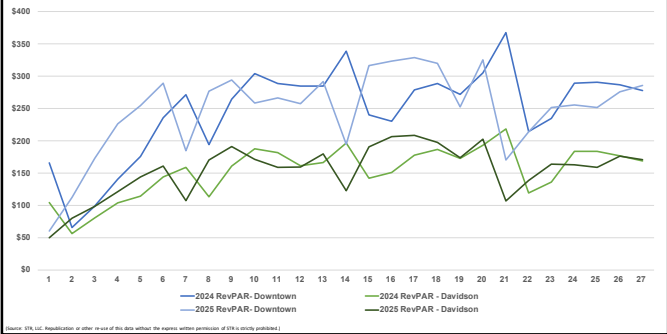
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September Average Daily Rate

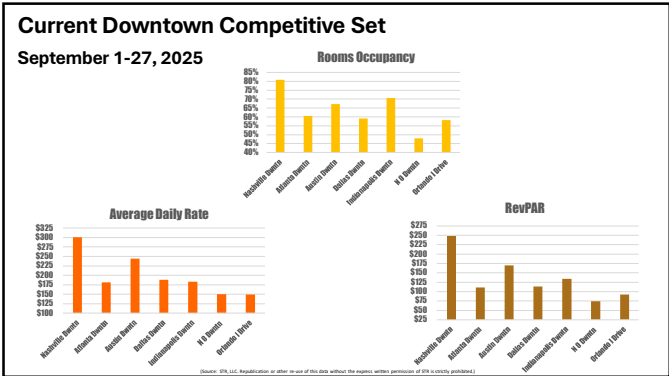


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September RevPAR



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MCC/Tourism Tax Collections
thru July 2025
(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 24-25
July	\$3,521,744	\$1,580,056	\$1,782,708	\$467,212	\$253,749	\$1,751,924	\$9,357,394	1.29%
August								
September								
October								
November								
December								
January								
February								
March								
April								
May								
June								
YTD Total	\$3,521,744	\$1,580,056	\$1,782,708	\$467,212	\$253,749	\$1,751,924	\$9,357,394	1.29%

All numbers subject to change by CCA Auditor

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MCC/Tourism Tax Collections
MCC Portion of July 2025 Tourism Tax Collections

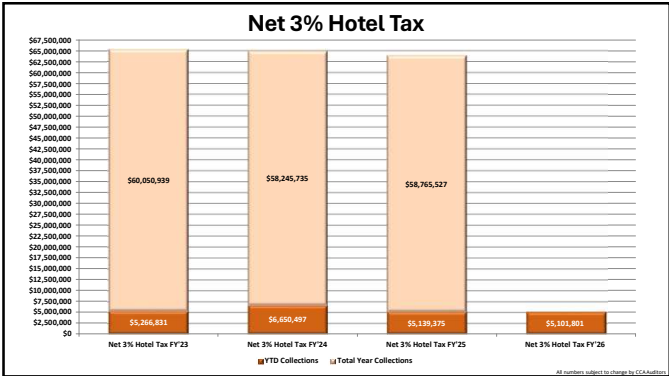
	FY2024	FY2025	FY2026	Variance
2/5 of 5% Occupancy Tax	\$4,571,542	\$3,550,745	\$3,521,744	-0.82%
Net 1% Occupancy Tax	\$2,078,955	\$1,588,630	\$1,580,056	-0.54%
\$2 Room Tax	\$1,965,213	\$1,721,646	\$1,782,708	3.55%
Contracted Vehicle	\$312,764	\$355,794	\$467,212	31.32%
Rental Vehicle	\$238,058	\$258,113	\$253,749	-1.69%
Campus Sales Tax	\$1,830,271	\$1,762,862	\$1,751,924	-0.62%
TDZ Sales Tax Increment	\$0	\$0	\$0	0.00%
Total Tax Collections	\$10,996,803	\$9,237,790	\$9,357,394	1.29%

MCC Portion of Year-to-Date Tourism Tax Collections

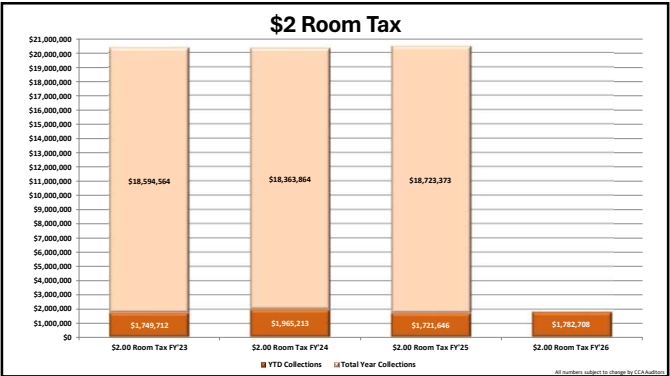
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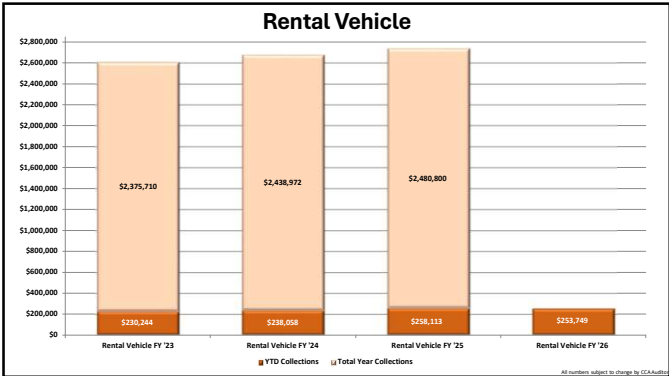
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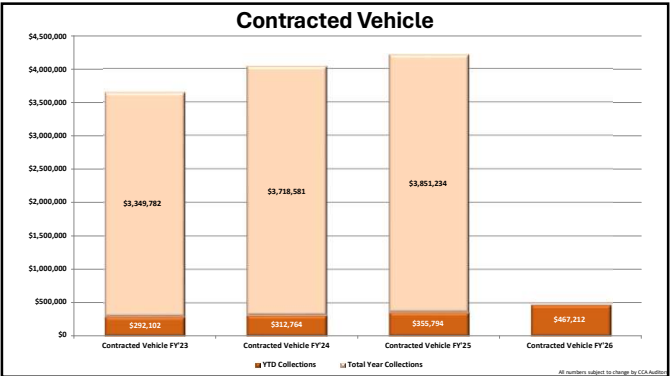
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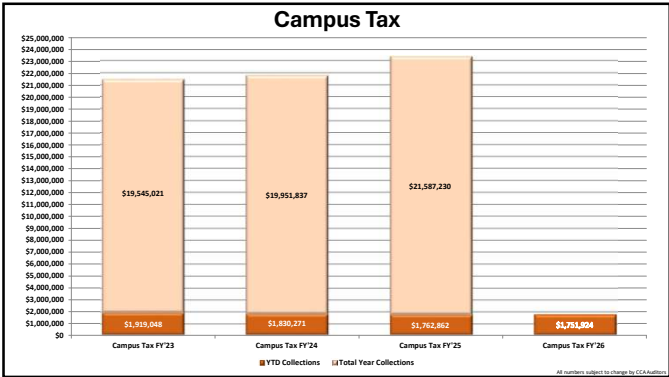
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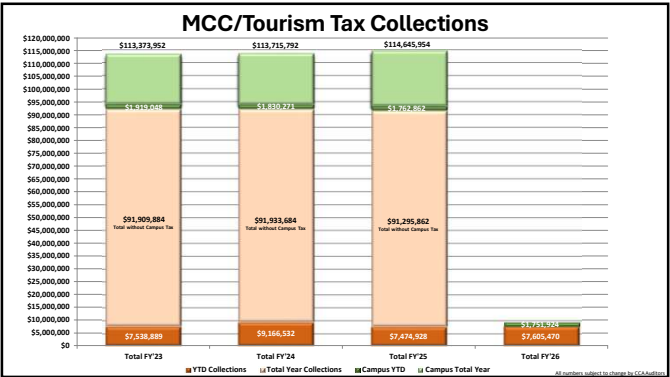
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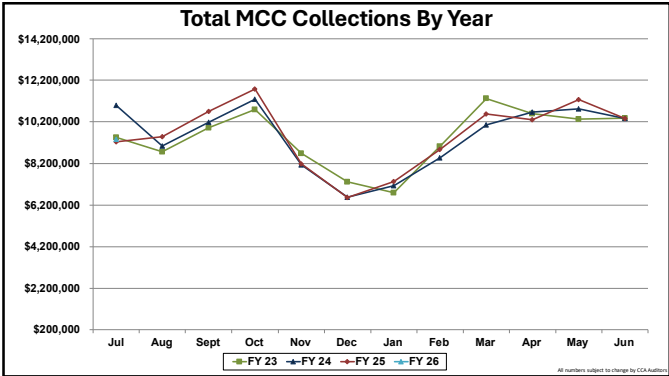
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August Events

- 11 Events
- 19,835 Attendees
- \$46,133,222 Direct Economic Impact

WELCOME!
TUNE YOUR STRATEGY
FOREST PRODUCTS MACHINERY EQUIPMENT EXPO
SOUTHERN FOREST PRODUCTS ASSOCIATION

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AUTODESK UNIVERSITY: FUN FACTS		
TECHNOLOGY	FOOD & BEVERAGE	RIGGING
13,325 wireless clients	34,505 not buffets	2,700+ man-hours
6,000 ft of fiber	11,333 cans of soda	225,000 lbs of rigging
1,001 wired devices	8,980 grab & go meals	85,000 lbs in KFD Ballroom
19.56 TB of transferred data	6,970 gallons of water	105,000 lbs in Halls B-D
1 st ever wireless radio connection to Omni	4,522 gallons of coffee	35,000 lbs in Hall A
\$500,000+ in revenue	1,219 gallons of hot water	\$500,000+ in revenue

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RFP Intent to Award Summary Sheet for the Music City Center

RFP: *Composting Services*

Selected Vendor:
The Compost Company

Compensation and Cost:

	Service per container per scheduled service	Additional On-Call Service Fee	Tier 1 Contamination Per Bin	Tier 2 Contamination Per Bin	Tier 3 Contamination Per Bin
64-Gallon Bin	\$ 25.00	\$ 30.00	\$ 15.00	\$ 50.00	\$ 250.00
3-Yard Dumpster	\$ 155.00	\$ 175.00	\$ 25.00	\$ 150.00	\$ 250.00

Term:
Three (3) year term
With one (1) two year option to renew

Other Vendors that Submitted Bids:
Compost Nashville