

**MINUTES OF THE 87<sup>th</sup> MEETING OF THE  
CONVENTION CENTER AUTHORITY OF THE  
METROPOLITAN GOVERNMENT OF NASHVILLE &  
DAVIDSON COUNTY**

The 87<sup>th</sup> Meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on October 3, 2019 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, Irwin Fisher, Randy Goodman, Vonda McDaniel, Willie McDonald, \*David McMurry, Randy Rayburn, Renata Soto, and Leigh Walton

**AUTHORITY MEMBERS NOT PRESENT:**

**OTHERS PRESENT:** Charles Starks, Charles Robert Bone, Erin Hampton, Terry McConnell, Teri McAlister, Chris Schappert, Heidi Runion, Donna Gray, Cara Lippman, and Renuka Christoph

Chair Marty Dickens opened the meeting for business at 9:02 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.

**ACTION:** Randy Goodman made a motion to approve the 86<sup>th</sup> Meeting Minutes of July 11, 2019. The motion was seconded by Randy Rayburn and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for November 7, 2019 at 9:00 am.

Irwin Fisher, Charles Starks, and Erin Hampton provided an update on the Marketing & Operations Committee Report (Attachment #1) and there was discussion.

\*Denotes the arrival of David McMurry.

Charles Starks and Irwin Fisher provided information on the Safe Harbor Provision for 401K Plan (Attachment #1) and there was discussion.

**ACTION:** Irwin Fisher made a motion approving the 401(k) Safe Harbor Provisions, considered this day, and authorizing its implementation. The motion was seconded by Renata Soto and approved unanimously by the Authority.

Charles Starks discussed the LMG Audio Visual Services Contract Extension (Attachments #1 and #2) and there was discussion.

**ACTION:** Vonda McDaniel made a motion authorizing Charles Starks to negotiate and execute an amendment to the audio visual services agreement with LMG exercising the option to extend the agreement for an additional two years until December 31, 2021 on substantially the same terms as considered this day. The motion was seconded by Renata Soto and approved unanimously by the Authority.

Charles Starks gave a DBE update (Attachment #1) and there was discussion.

Charles Starks gave a Tax Collections update (Attachment #1) and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 9:50 a.m.

Respectfully submitted,



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Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:



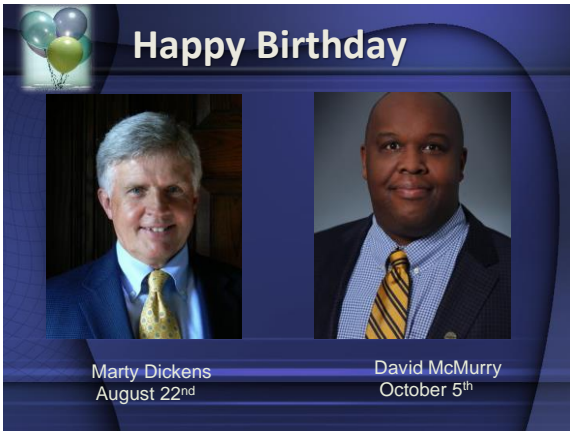
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Marty Dickens, Chair  
CCA 87<sup>th</sup> Meeting Minutes  
of October 3, 2019



**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.*



**Marketing & Operations Committee Report**



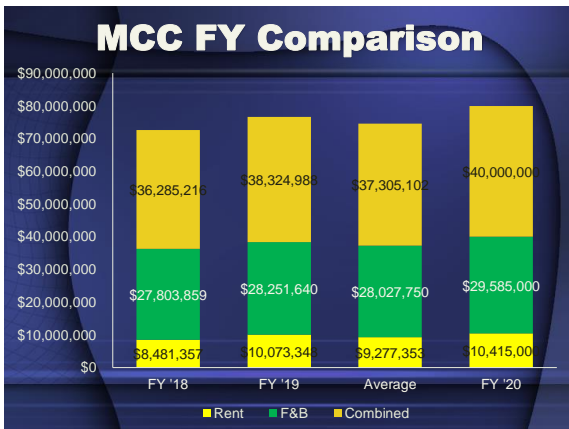
- Opportunities FY '20**
- **Increasing Hotel Room Inventory** The addition of 6,000 hotel rooms into hotel rooms inventory in Nashville is a benefit to MCC.
  - **Leveling Hotel Rates** The increase in hotel room inventory has leveled off hotel room rates.
  - **Appeal of the City Nashville**, as a brand, continues to appeal to meeting and event planners as a destination on a global scale.
  - **Increased Air Service** As Nashville continues to grow, our air lift into the city continues to improve. The addition of international air service into the city continues to promote Nashville as an international destination.
  - **Increasing Corporate Visibility** As Nashville continues to attract corporate relocations, or new corporate brands move into the middle Tennessee region, the Music City Center is in a position to provide services to those organizations that are moving into Nashville.

## Challenges FY '20

- **Limited Hotel Room Blocks** Limited or reduced hotel room blocks throughout the city for MCC customers pose a challenge as we book meetings and conventions into the future.
- **Pattern Shifts Required by Hotels** Pattern shifts required by hotels are meeting with resistance from meeting and event planners.
- **Legislation** Any legislation that would make Nashville less competitive and threatens Nashville's image globally in the meeting and convention industry is a concern.
- **New Hotels** New hotels entering the market with new meeting and ballroom space to challenge the MCC for small meetings, social and local events.

## Methodology

- FY '20 Goals are based on the 2 year average of Actual Sales from FY '18 & '19.
- Actual Sales are comprised of Building Rent and F&B revenues, broken down by individuals and the team as a whole.
- FY '20 goals reflect the expected trend based on current booking pace for the next five years.



## Team Member Survey Results

- **Completion Totals:**
  - **Music City Center (minus Food & Beverage)** - 150 team members completed out of a total of 160 team members - 93.75% response rate. 2018 response rate was 94.48%.
  - **Food & Beverage** - 74 team members completed out of a total of 78 team members- 94.78% response rate. 2018 response rate was 76.71%.
  - **Music City Center (Including Food & Beverage)** - 224 team members completed out of a total of 238 team members - 94.12% response rate. 2018 response rate was 88.53%

## Team Member Survey Results

MCC  
Top Five and Bottom Five 2019

Top 5 Questions	Bottom 5 Questions
4.59 I know and understand my job responsibilities.	3.58 I believe the communication between departments is good.
4.47 My department is aware of what customers require of us.	3.66 There is open and honest communication between managers and team members.
4.42 I understand how my job aligns with the Music City Center's overall mission.	3.89 Department Directors/Supervisors do a good job communicating information that may affect me or other team members.
4.41 I am proud to be working for the Music City Center.	3.89 I am satisfied with the investment my organization makes in training and education.
4.41 Music City Center is committed to providing competitive services and products to our customers.	4.09 I am encouraged to come up with better ways of doing my job.

## Customer Surveys

### August 2019 Year to Date

- 69 out of 127 surveys returned (54.33% response rate)
- Would you recommend the Music City Center?
  - Yes - 69 (100%)
  - No - 0 (0%)
- Overall Score: 12.36 = A (based on a scale of 1-13)

## Customer Surveys

### August 2019 Year to Date

**Top Scores**

- 4.78 - Event Manager
- 4.65 - Guest Services Staff
- 4.63 - Service Representatives
- 4.62 - Sales Experience
- 4.59 - Overall Pre Planning

**Bottom Scores**

- 4.15 - Quality of Food & Beverage Service
- 4.08 - Quality of Retail Carts- Food
- 4.02 - Quality of Banquet Food
- 3.79 - Dunkin Donuts
- 3.72 - Parking

## Safe Harbor Provision for 401K Plan



Convention Center Authority  
**MUSIC CITY CENTER**  
 Safe Harbor 401(k) Conversion

### WHAT IS SAFE HARBOR 401(K) PLAN?

Safe Harbor 401(k) plan highlights:

- Lets team members retain all of their 401(k) match dollars, regardless of length of employment
- Allows all team members to contribute up to the maximum amount allowed under IRS rules.
- Is exempt from certain IRS yearly tests

*\*Within next four years (by 2022) will have eight (8) of our team members that would potentially have their 401(k) contributions limited due to our non-Safe Harbor status.*



### CURRENT 401(K) PLAN VS SAFE HARBOR 401(K) PLAN

Current 401(k) Plan		Safe Harbor 401(k) Plan	
Vesting	Full vesting after five (5) years of service	Vesting	100% vesting regardless of years of services
Matching Contribution	100% of 1 <sup>st</sup> 3% deferral, 50% of next 2% deferral	Matching Contribution	100% of 1 <sup>st</sup> 3% deferral, 50% of next 2% deferral
Annual Testing (ADP/ACP Top Heavy)	Required by IRS	Annual Testing (ADP/ACP Top Heavy)	Exempt by IRS

### FINANCIAL IMPACT

Currently, if a team member separates within the first five years of employment, the unvested portion of the match contributed by the Music City Center rolls into a forfeiture account.

\*Approximately \$30k per year is rolled into forfeitures.

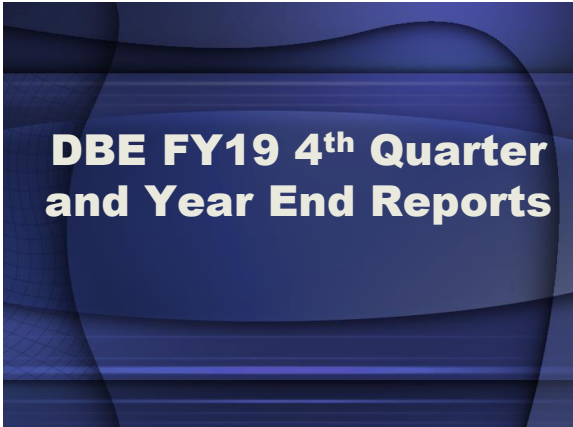
This forfeiture account is used to fund:

- Administrative Fees - approximately \$10k per year
- Match Contributions in the next year - approximately \$20k per year

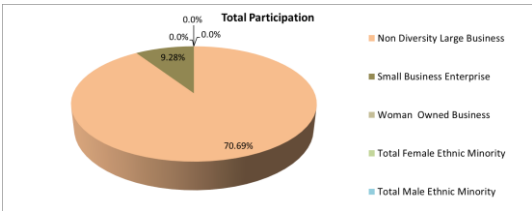
Under the Safe Harbor plan, team members are fully vested when they enter the plan and therefore will not forfeit any match contributed by the Music City Center.

**SETTING UP A SAFE HARBOR 401(K) PLAN**

- Seek Board approval to implement the Safe Harbor 401(k) conversion
- Must be done at the beginning of a plan year (January 2020)
- 30 day notice of change to existing team members prior to the beginning of the plan year.
- Notice provided to all newly eligible team members.



**LMG FY19 4th Quarter DBE Participation Summary**

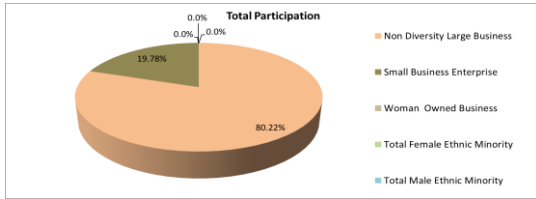


DBE PARTICIPATION SUMMARY:	% OF TOTAL	# OF COMPANIES
<b>FY19 Goal 20%</b>		
MINORITY OWNED BUSINESSES	0.00%	0
WOMEN OWNED BUSINESSES	0.00%	0
SMALL BUSINESS ENTERPRISE	9.28%	2
<b>TOTAL</b>	<b>9.28%</b>	<b>2</b>

**LMG FY19 4th Quarter DBE Participation Dollars Spent**

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$0 (0%)
<b>Ethnic Minority Female</b>	
African American Owned	\$0 (0%)
<b>Total Minority Business</b>	\$0 (0%)
<b>Total Woman Owned</b>	\$0 (0%)
<b>Total Small Business</b>	\$68,236 (9.28%)
<b>Total DBE Participation</b>	\$68,236 (9.28%)
<b>Total Non Diversity Business</b>	\$666,777 (90.72%)

### LMG FY19 Year End DBE Participation Summary as of 6/30/2019

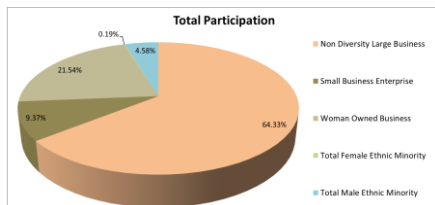


DBE PARTICIPATION SUMMARY: FY19 Goal 20%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	0.00%	0
WOMEN OWNED BUSINESSES	0.00%	0
SMALL BUSINESS ENTERPRISE	19.78%	2
<b>TOTAL</b>	<b>19.78%</b>	<b>2</b>

### LMG FY19 Year End DBE Participation Dollars Spent as of 6/30/2019

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$0 (0%)
<b>Ethnic Minority Female</b>	
African American Owned	\$0 (0%)
<b>Total Minority Business</b>	<b>\$0 (0%)</b>
<b>Total Woman Owned</b>	<b>\$0 (0%)</b>
<b>Total Small Business</b>	<b>\$377,054 (19.78%)</b>
<b>Total DBE Participation</b>	<b>\$377,054 (19.78%)</b>
<b>Total Non Diversity Business</b>	<b>\$1,529,344 (80.22%)</b>

### Centerplate FY19 4<sup>th</sup> Quarter DBE Participation Summary

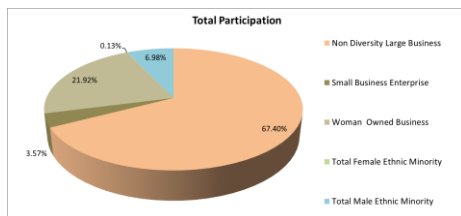


DBE PARTICIPATION SUMMARY: FY19 Goal 25%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	4.76%	4
WOMEN OWNED BUSINESSES	21.54%	6
SMALL BUSINESS ENTERPRISE	9.37%	3
<b>TOTAL</b>	<b>35.67%</b>	<b>13</b>

### Centerplate FY19 4<sup>th</sup> Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$56,751 (4.58%)
<b>Ethnic Minority Female</b>	
African American Owned	\$2,297 (.19%)
<b>Total Minority Business</b>	<b>\$59,048 (4.76%)</b>
<b>Total Woman Owned</b>	<b>\$267,007 (21.54%)</b>
<b>Total Small Business</b>	<b>\$116,181 (9.37%)</b>
<b>Total DBE Participation</b>	<b>\$442,235 (35.67%)</b>
<b>Total Non Diversity Business</b>	<b>\$797,591 (64.33%)</b>

### Centerplate FY19 Year End DBE Participation Dollars Spent as of 6/30/2019

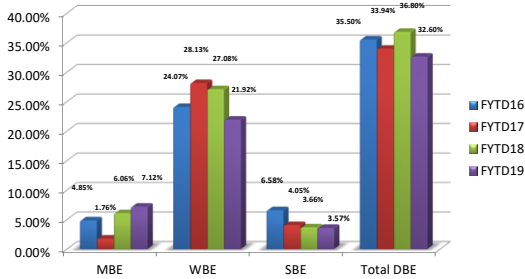


DBE PARTICIPATION SUMMARY: FY19 Goal 25%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	7.12%	4
WOMEN OWNED BUSINESSES	21.92%	6
SMALL BUSINESS ENTERPRISE	3.57%	3
<b>TOTAL</b>	<b>32.60%</b>	<b>13</b>

### Centerplate FY19 Year End DBE Participation Dollars Spent as of 6/30/2019

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$367,955 (6.98%)
<b>Ethnic Minority Female</b>	
African American Owned	\$7,109 (0.13%)
<b>Total Minority Business</b>	<b>\$375,064 (7.12%)</b>
<b>Total Woman Owned</b>	<b>\$1,155,182 (21.92%)</b>
<b>Total Small Business</b>	<b>\$188,187 (3.57%)</b>
<b>Total DBE Participation</b>	<b>\$1,718,433 (32.60%)</b>
<b>Total Non Diversity Business</b>	<b>\$3,552,195 (67.40%)</b>

### Centerplate DBE Total Participation Year over Year Comparison



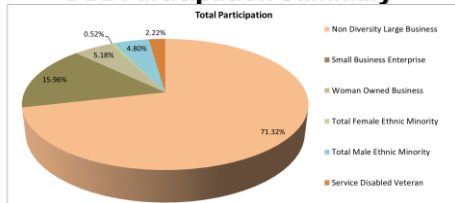
### CENTERPLATE DBE VENDOR SNAPSHOT

DBE VENDOR PARTICIPATION SUMMARY	FY18 # OF COMPANIES	FY19 # OF COMPANIES
MINORITY OWNED BUSINESSES	5	4
WOMEN OWNED BUSINESSES	7	6
SMALL BUSINESS ENTERPRISE	2	3
<b>TOTAL</b>	<b>14</b>	<b>13</b>

#### CENTERPLATE YEAR END 2019 DBE VENDORS:

- |  |                                 |
|--|---------------------------------|
| <b>Minority Owned Business:</b>            | <b>Women Owned Business:</b>    |
| Kijiji Coffee Concessions & Kiosks (AAMBE) | Colts Chocolate                 |
| Gary Cryder (AAMBE)                        | Creation Gardens                |
| Universal Staffing (AAMBE)                 | Nashville Chocolate & Nut Co    |
| Vivacious Tables (AAFBE)                   | The French Confection           |
| <b>Small Business Enterprise:</b>          | Exclusive Staffing of Tennessee |
| JRI Staffing                               | Tropical Nut and Fruit          |
| Nicks Famous BBQ                           |                                 |
| TDAAT Mobile Treats                        |                                 |

### Music City Center FY19 4th Quarter DBE Participation Summary

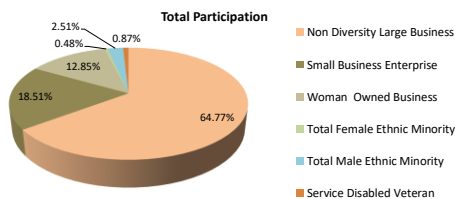


DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	5.32%	7
WOMEN OWNED BUSINESSES	5.18%	12
SMALL BUSINESS ENTERPRISE	15.96%	9
SERVICED DISABLED VETERAN	2.22%	1
<b>TOTAL</b>	<b>28.68%</b>	<b>29</b>

### Music City Center FY19 4th Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$175,122 (4.80%)
<b>Ethnic Minority Female</b>	
African American Owned	\$9,000
Hispanic Female Owned	\$10,130 (0.52%)
<b>Total Minority Business</b>	<b>\$194,252 (5.32%)</b>
<b>Total Woman Owned</b>	<b>\$188,844 (5.18%)</b>
<b>Total Small Business</b>	<b>\$582,273 (15.96%)</b>
<b>Total Service Disabled Veteran</b>	<b>\$81,057 (2.22%)</b>
<b>Total DBE Participation</b>	<b>\$1,046,426 (28.68%)</b>
<b>Total Non Diversity Business</b>	<b>\$2,602,523 (71.32%)</b>

### Music City Center FY19 Year End DBE Participation Summary as of 6/30/2019



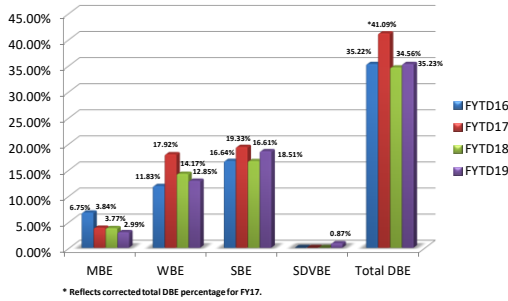
DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	2.99%	7
WOMEN OWNED BUSINESSES	12.85%	12
SMALL BUSINESS ENTERPRISE	18.51%	9
SERVICED DISABLED VETERAN	0.87%	1
<b>TOTAL</b>	<b>35.23%</b>	<b>29</b>

### Music City Center FY19 Year End DBE Participation Dollars Spent as of 6/30/2019

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$232,866 (2.51%)
<b>Ethnic Minority Female</b>	
African American Owned	\$30,000 (0.48%)
Hispanic Female Owned	\$14,154
<b>Total Minority Business Enterprise</b>	<b>\$277,020 (2.99%)</b>
<b>Total Woman Owned</b>	<b>\$1,191,700 (12.85%)</b>
<b>Total Small Business</b>	<b>\$1,716,463 (18.51%)</b>
<b>Total Service Disabled Veteran</b>	<b>\$81,057 (.87%)</b>
<b>Total DBE Participation</b>	<b>\$3,266,239 (35.23%)</b>
<b>Total Non Diversity Business</b>	<b>\$6,005,285 (64.77%)</b>



### DBE TOTAL PARTICIPATION Year over Year Comparison



### DBE TOTAL PARTICIPATION Year over Year Comparison

Decrease in WBE and increase in SBE can be attributed to Med-Star Medical DBE classification change from WBE (FY18) to SBE (FY19).

FY18

FY19

- Med-Star (WBE) – Total spend of \$114,833

- Med-Star (SBE) – Total spend of \$149,136

### DBE VENDOR SNAPSHOT

DBE VENDOR PARTICIPATION SUMMARY	FY18 # OF COMPANIES	FY19 # OF COMPANIES
MINORITY OWNED BUSINESSES	6	7
WOMEN OWNED BUSINESSES	15	12
SMALL BUSINESS ENTERPRISE	9	9
SERVICED DISABLED VETERAN	0	1
TOTAL	30	29

#### FY19 High Performing DBE Vendors (over \$100,000):

- Convention Production Rigging (SBE) – Rigging Services
- DKZ, Inc. (SBE) – Audio Visual
- Industrial Staffing (WBE) – Supplemental Labor and Housekeeping Services
- Med-star Medical (SBE) – EMT Services
- Premiere Building Maintenance Corporation (AAMBE) – Building Maintenance
- Trojan Labor (WBE) – Event Security

### MCC YEAR END 2019 DBE VENDORS

A.J. BUSINESS SUPPLY (SBE)	NATASHA BLACKSHEAR (AAFBE)
ALEXANDER & ASSOCIATES (AAMBE)	NET TANGO (SBE)
BLINK MARKETING (WBE)	PLANTS ALIVE (WBE)
COMPOST COMPANY (SBE)	PREMIERE BUILDING MAINTENANCE CORP (AAMBE)
CONTRACT CARPET SALES CO (WBE)	PREMIUM FLOOR CARE DBE PAYMENTS (WBE)
CONVENTION PRODUCTION RIGGING (SBE)	REED LANDSCAPING (WBE)
CRAWFORD DOOR SALES (SBE)	RESOURCE INFORMATION & CONTROL CO (WBE)
CUSHION EMPLOYER SERVICES (AAMBE)	RITE QUALITY OFFICE SUPPLIES (AAMBE)
DKZ, INC. (SBE)	SOLAREN RISK MANAGEMENT (SDVBE)
FUY BROWN INTERIORS LLC (HAFBE)	SUNSET MARKETING (WBE)
HOSKINS & COMPANY (AAMBE)	TANDEM CONSTRUCTION (SBE)
HYDRO PRO PRESSURE WASHING (SBE)	THE AWARD CENTER (WBE)
INDUSTRIAL STAFFING (WBE)	WIRELESS PLUS (SBE)
INQUIRES, INC. (WBE)	
JARVIS SIGNS (WBE)	
MED-STAR MEDICAL (SBE)	

- AAMBE – African American Male Business
- AAFBE – African American Female Business
- HAFBE – Hispanic American Female Business
- SDVBE – Service Disabled Veteran Business
- WBE – Women Owned Business
- SBE – Small Business

### OMNI 2019 Local Participation

COMMITMENT TO LOCAL HIRING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Total FTEs GOAL: 300	683	687	663	660	669	681	677	647				
# FTEs (40 hours) Residents of Nashville Metropolitan Statistical Area Goal: 290	527	528	654	651	659	671	666	628				
# FTEs (40 hours) Residents of Davidson County Goal: 200	673	677	506	509	511	521	512	486				

### OMNI 2019 DBE Participation

SUPPLY AND SERVICE EXPENDITURE COMMITMENT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2019 Total
Nashville Metropolitan Statistical Area Businesses Goal: \$150,000/yr.	\$105,566	\$109,659	\$125,823	\$73,519	\$135,615	\$56,781	\$121,810	\$137,620					\$866,394
Small, minority and women owned business enterprises Goal: \$50,000/yr.	\$24,560	\$24,126	\$17,413	\$19,834	\$12,636	\$17,154	\$18,451	\$20,412					\$174,585



### MCC/Hotel Tax Collection As of July 31, 2019

	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 18-19
July	\$2,589,786	\$1,163,092	\$1,542,238	\$374,970	\$146,689	\$1,643,485	\$7,460,260	13.91%
August	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
September	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
October	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
November	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
December	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
January	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
February	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
March	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
April	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
May	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
June	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
<b>YTD Total</b>	<b>\$2,589,786</b>	<b>\$1,163,092</b>	<b>\$1,542,238</b>	<b>\$374,970</b>	<b>\$146,689</b>	<b>\$1,643,485</b>	<b>\$7,460,260</b>	<b>13.91%</b>

Unaudited Tax Collections

### MCC/Hotel Tax Collection

#### MCC Portion of July 2019 Tourism Tax Collections

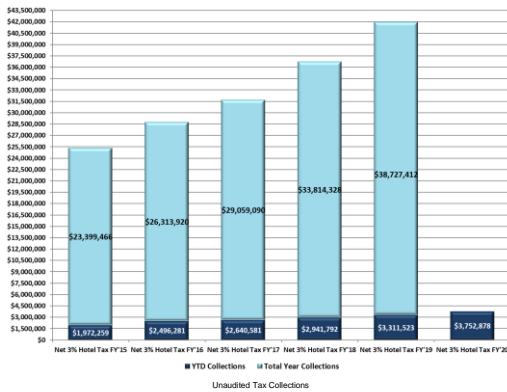
	FY 2019	FY 2020	Variance
2/5 of 5% Occupancy Tax	\$2,271,684	\$2,589,786	14.00%
Net 1% Occupancy Tax	\$1,039,840	\$1,163,092	11.85%
\$2 Room Tax	\$1,403,793	\$1,542,238	9.86%
Contracted Vehicle	\$201,928	\$374,970	85.69%
Rental Vehicle	\$206,704	\$146,689	-29.03%
Campus Sales Tax	\$1,425,479	\$1,643,485	15.29%
TDZ Sales Tax Increment	\$0	\$0	0.00%
<b>Total Tax Collections</b>	<b>\$6,549,427</b>	<b>\$7,460,260</b>	<b>13.91%</b>

#### MCC Portion of Year-to-Date Tourism Tax Collections

	FY 2019	FY 2020	Variance
2/5 of 5% Occupancy Tax	\$2,271,684	\$2,589,786	14.00%
Net 1% Occupancy Tax	\$1,039,840	\$1,163,092	11.85%
\$2 Room Tax	\$1,403,793	\$1,542,238	9.86%
Contracted Vehicle	\$201,928	\$374,970	85.69%
Rental Vehicle	\$206,704	\$146,689	-29.03%
Campus Sales Tax	\$1,425,479	\$1,643,485	15.29%
TDZ Sales Tax Increment	\$0	\$0	0.00%
<b>Total YTD Tax Collections</b>	<b>\$6,549,427</b>	<b>\$7,460,260</b>	<b>13.91%</b>

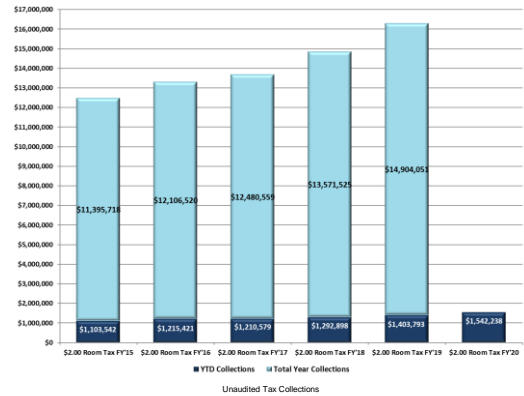
Unaudited Tax Collections

### Net 3% Hotel Tax



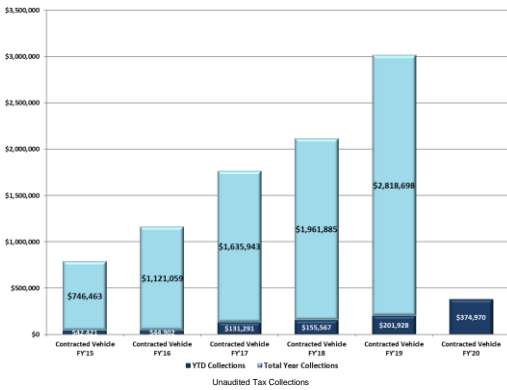
Unaudited Tax Collections

### \$2 Room Tax



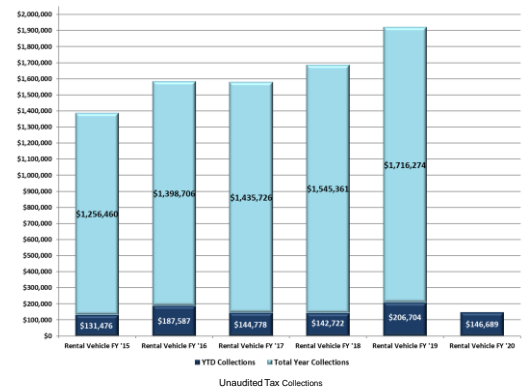
Unaudited Tax Collections

### Contracted Vehicle



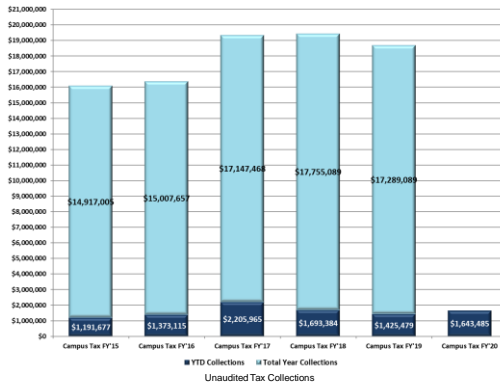
Unaudited Tax Collections

### Rental Vehicle

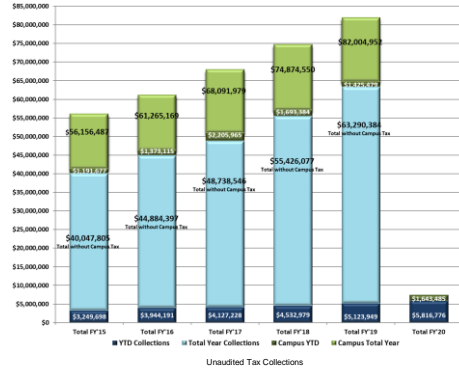


Unaudited Tax Collections

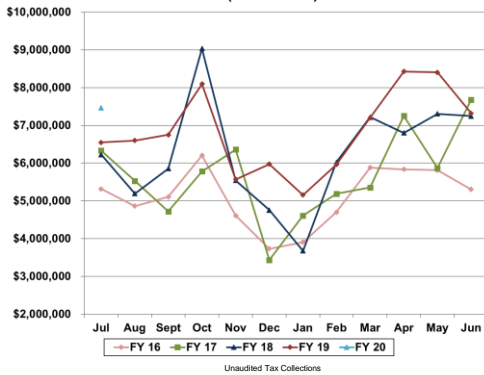
### Campus Tax



### Total MCC Collections by Year with Campus Tax



### Total MCC Collections by Year (excludes TDZ)



### August Events

- 14 Events
- 35,547 Attendees
- 48,414 Room Nights
- \$50,352,659 Direct Economic Impact

### August Tours & Site Visits

- 7 Sales Site Visits
- 2 Group tours with 9 attendees.

### Convention Center Authority



October 3, 2019