

MINUTES OF THE 120th MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY

The 120th meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on August 3, 2023 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, David Lillard, Vonda McDaniel, Seema Prasad, and Betsy Wills

AUTHORITY MEMBERS NOT PRESENT: Tre Hargett, Barrett Hobbs, Jason Mumpower and Dee Patel

OTHERS PRESENT: Charles Starks, Chris Mustain (Designee for Tre Hargett), Justin Wilson (Designee for Jason Mumpower), Donna Gray, Brian Ivey, Heather Jensen, Heidi Runion, and Rachel Buckley

Chair Norah Buikstra 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.

Chair Norah Buikstra read the Mission Statement of the Music City Center (Attachment #1) and there was discussion.

ACTION: Robert Davidson made a motion to approve the 119th Meeting Minutes of June 1, 2023. The motion was seconded by Vonda McDaniel and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for Thursday, September 7, 2023 at 9:00 am.

Charles Starks provided information on the recent legislative update to the Tennessee Open Meetings Law impacting future CCA public meetings including committee meetings (Attachment #1), and there was discussion. Effective July 1, 2023, a Public Comment Period is required so that the public may speak on meeting agenda items.

Starks noted public comments are usually at the start of each meeting, and the Board may limit the time period, the number of speakers, and the length of time that each speaker is allowed to comment, while also allowing equal time for all viewpoints. The Board requested Starks submit a framework to each member via email for editing. The Board will vote on a final draft at the next scheduled meeting.

Charles Starks shared Annual Meeting Matters – Election of FY 23-24 Officers as defined by the bylaws states that: “the annual meeting of the Board of Directors shall be held within Davidson County, Tennessee during the July regular meeting of each year or at such other time or date as shall be determined by the Board of Directors. The purpose of the annual meeting shall be to elect officers of the Authority and to conduct such other business as may be properly brought before the meeting” (Attachment #1) and there was discussion.

ACTION: Seema Prasad made a motion that, pursuant to Article IV of the bylaws, Norah Buikstra be elected as Chair, Vonda McDaniel as Vice-Chair, and Alfred Degrafinreid II as Secretary and Treasurer. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

Charles Starks provided an Operations update and there was discussion.

Chris Mustain arrives to the meeting.

Charles Starks provided information on expansion potential for Music City Center, and there was discussion. Starks stated he plans to re-engage leadership at First Baptist Church regarding a possible land purchase. In March 2020, the church was set to vote on an agreement, but the vote was put on hold due to the pandemic. Starks also noted two other properties to the south of the facility as possible purchase options. Facility expansion would allow for more multi-functional space, as well as meeting rooms. Any expansion would require a feasibility study under the direction of the DBE & Development Committee.

In relation to the expansion discussion, Charles Starks and Brian Ivey provided information on the current process for booking new business and tracking lost business, and there was discussion.

Charles Starks provided an update on the monthly STR, LLC Hotel Statistics, referred the board to their packets for additional monthly statistics including hotel data and tax collections (Attachment #1), and there was discussion.

Charles Starks provided an update on Elisa Putman's retirement as Vice President and Chief Operating Officer. The search for her replacement is in the interview stage, with a candidate offer expected soon. The Board will be formally notified when a candidate is selected.

With no additional business, the Authority unanimously moved to adjourn at 9:57 a.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Norah Buikstra, Chair
CCA 120th Meeting Minutes
of August 3, 2023



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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.

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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.

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Public Comment Period

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Description from the County Technical Assistance Service (CTAS)

Public Chapter 300, which goes into effect July 1, 2023, adds another new section at Title 8, Chapter 44, Part 1. This new law requires all governing bodies subject to open meetings requirements (not just the full county legislative body) to reserve time for public comment so that the public may speak on matters germane to items on the agenda. Governing bodies are authorized to impose reasonable restrictions on the public comment period. These include setting a specific length of time for the comment period, designating a set number of speakers allowed for each comment period as well as a set time limit for each speaker, and requiring prior notice of a person's desire to speak during the comment period. Should a governing body require prior notice from the speakers, the body must provide instructions as to how notice must be given in the body's meeting notice. In addition, governing bodies are required to take "all practicable steps" to ensure all opposing viewpoints are fairly represented. There are two exceptions to the new public comment requirement. Governing bodies are not required to provide a public comment period during meetings involving certain disciplinary hearings or meetings where no actionable items are on the agenda.

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Annual Meeting Matters Election of FY 2023-2024 Officers

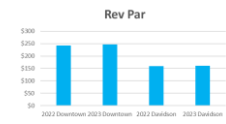
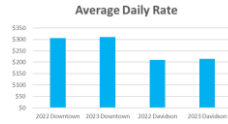
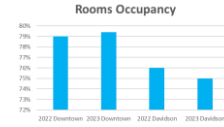
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OPERATIONS UPDATE

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Hotel Statistics Comparison June 2022 & 2023

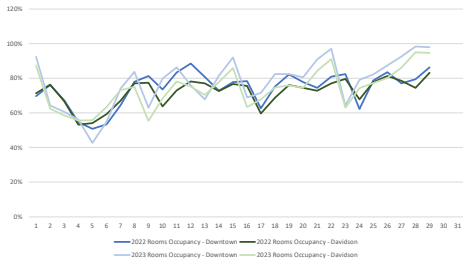


(Source: STR, LLC. Replication or other re-use of this data without the express written permission of STR is strictly prohibited.)

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July Rooms Occupancy

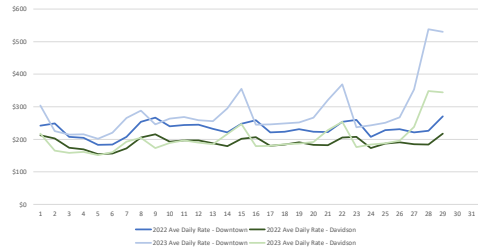


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July Average Daily Rate

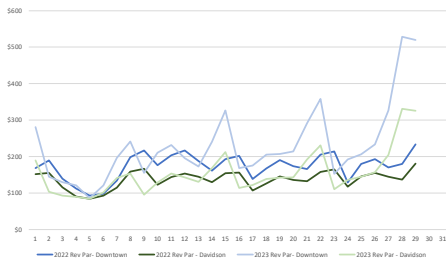


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July Rev Par by Day

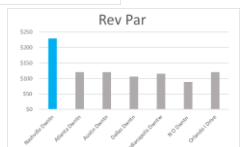
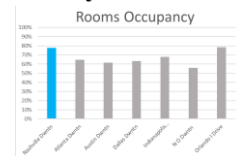


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Current Downtown Competitive July 2023



(Source: STR, LLC. Replication or other re-use of this data without the express written permission of STR is strictly prohibited.)

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TOURISM TAX COLLECTIONS

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MCC/Tourism Tax Collections

Collections Thru May 2023
(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 21-22
July	\$3,626,674	\$1,640,157	\$1,749,712	\$292,102	\$230,244	\$1,919,048	\$9,457,937	19.02%
August	\$3,348,972	\$1,639,886	\$1,627,891	\$289,222	\$228,297	\$1,736,424	\$8,768,691	37.86%
September	\$3,889,950	\$1,795,233	\$1,792,268	\$335,260	\$215,854	\$1,893,206	\$9,921,771	27.39%
October	\$4,288,241	\$1,986,527	\$1,831,960	\$336,752	\$265,902	\$2,083,653	\$10,793,036	28.70%
November	\$3,559,561	\$1,688,842	\$1,679,761	\$306,810	\$214,004	\$1,432,249	\$8,679,368	17.20%
December	\$2,956,174	\$1,484,864	\$1,440,628	\$218,076	\$192,605	\$1,183,864	\$7,313,220	7.37%
January	\$2,431,748	\$1,098,088	\$1,347,489	\$252,586	\$163,165	\$1,510,222	\$8,793,299	48.68%
February	\$3,457,346	\$1,688,288	\$1,607,309	\$251,598	\$166,618	\$1,984,219	\$9,025,378	31.86%
March	\$4,475,082	\$2,050,228	\$1,919,846	\$321,298	\$206,498	\$2,352,586	\$11,324,536	18.80%
April	\$4,289,245	\$1,993,048	\$1,783,419	\$365,864	\$225,124	\$1,930,087	\$10,586,786	6.02%
May	\$4,456,528	\$2,074,872	\$1,839,655	\$138,664	\$268,536	\$1,561,251	\$10,337,507	4.67%
June							\$0	0%
YTD Total	\$40,778,622	\$18,638,131	\$18,569,938	\$3,056,232	\$2,361,806	\$19,566,799	\$103,001,520	20.46%

All numbers subject to change by CCA Auditors

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MCC/Tourism Tax Collections

MCC Portion of May 2023 Tourism Tax Collections

	FY 2021	FY 2022	FY 2023	Variance
2/5 of 5% Occupancy Tax	\$2,092,352	\$3,966,887	\$4,456,528	12.34%
Net 1% Occupancy Tax	\$984,078	\$1,837,429	\$2,074,872	12.92%
\$2 Room Tax	\$1,286,539	\$1,773,279	\$1,839,655	3.51%
Contracted Vehicle	\$145,134	\$288,858	\$138,664	-52.00%
Rental Vehicle	\$204,906	\$245,662	\$266,536	8.50%
Campus Sales Tax	\$571,390	\$1,760,327	\$1,561,251	-11.30%
TDZ Sales Tax Increment	\$0	\$0	\$0	N/A
Total Tax Collections	\$5,284,399	\$9,876,343	\$10,337,507	4.67%

MCC Portion of Year-to-Date Tourism Tax Collections

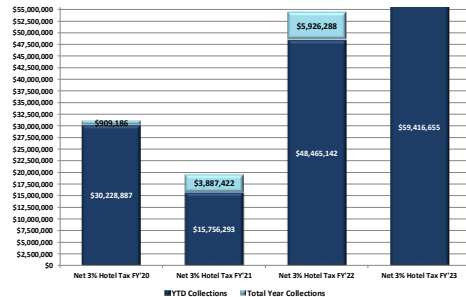
	FY 2021	FY 2022	FY 2023	Variance
2/5 of 5% Occupancy Tax	\$10,789,136	\$33,208,565	\$40,778,522	22.80%
Net 1% Occupancy Tax	\$4,968,010	\$15,236,577	\$18,638,133	22.16%
\$2 Room Tax	\$8,638,973	\$16,503,843	\$18,569,938	12.52%
Contracted Vehicle	\$822,889	\$2,436,834	\$3,096,232	27.06%
Rental Vehicle	\$1,121,918	\$2,175,796	\$2,351,896	8.09%
Campus Sales Tax	\$2,466,414	\$15,925,562	\$19,566,799	22.86%
TDZ Sales Tax Increment	\$36,416,230	\$0	\$54,901,700	N/A
Total YTD Tax Collections	\$65,219,571	\$85,507,177	\$157,903,220	84.67%

All numbers subject to change by CCA Auditors

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Net 3% Hotel Tax

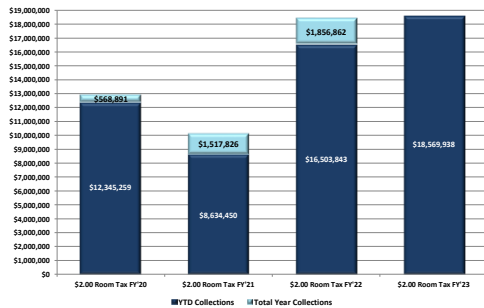


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\$2 Room Tax

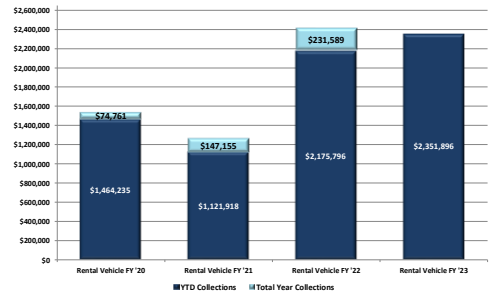


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Rental Vehicle

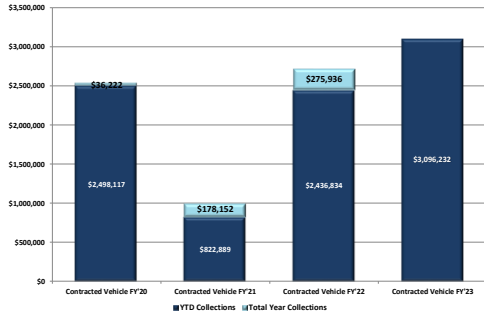


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Contracted Vehicle

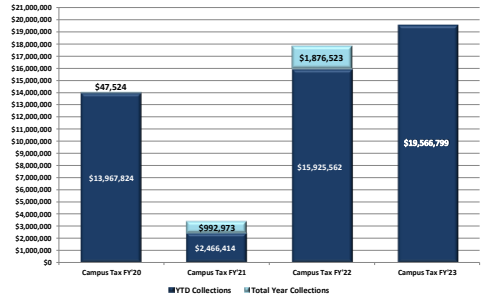


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Campus Tax

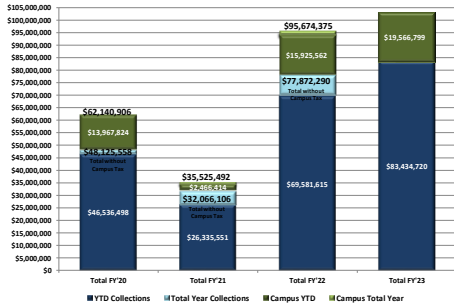


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MCC/Tourism Tax Collections



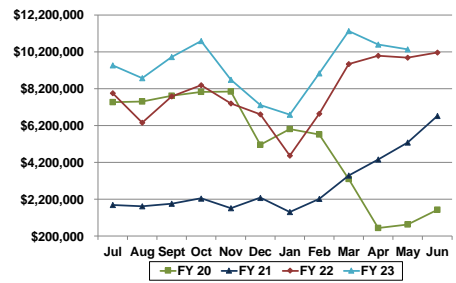
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Total MCC Collections By Year

(excludes TDZ)



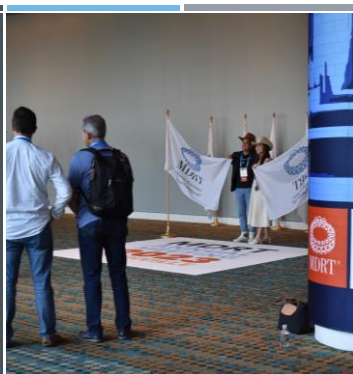
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JUNE EVENTS

- 8 Events
- 69,681 Attendees
- 110,805 Room Nights
- \$107,509,088 Direct Economic Impact



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