

# **MINUTES OF THE 103<sup>rd</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY**

The 103<sup>rd</sup> meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on August 10, 2021 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, Norah Buikstra, Robert Davidson, Alfred Degrafinreid II, Barrett Hobbs, Vonda McDaniel, and Seema Prasad

**AUTHORITY MEMBERS NOT PRESENT:** Austin Brown and Irwin Fisher

**OTHERS PRESENT:** Charles Starks, Charles Robert Bone, Jasmine Quattlebaum, Heidi Runion, Elisa Putman, Brian Ivey, Donna Gray, Heather Jensen, Wallace Dietz, and Justin Wilson

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.

**ACTION:** Vonda McDaniel made a motion to approve the 102<sup>nd</sup> Meeting Minutes of July 13, 2021. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

The next regularly scheduled meeting is scheduled for September 2, 2021 at 9:00 am.

Robert Davidson gave a report on the Finance and Audit Committee (Attachment #1) and there was discussion.

Charles Starks and Charles Robert Bone provided information on the Fifth+Broadway Amendment to Parking Garage Lease (Attachment #1) and there was discussion.

**ACTION:** Robert Davidson made a motion deferring the amendment to the Parking Garage Lease with OliverMcMillan Spectrum Emery, LLC for the parking garage at the Fifth+Broadway development, but clarifying the amount of rent owed and dates for such.

The motion was seconded by Barrett Hobbs and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum provided information on the RFP Carpet, Tile, and Fabric Panel Cleaning Services (Attachments #1 and #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 Premium Floors Care & Services for carpet, tile, and fabric panel cleaning services on substantially the same terms as set forth in the RFP and considered this day. The motion was seconded by Alfred Degrafinreid II and approved unanimously by the Authority.

Charles Starks provided an update on STR, LLC Statistics for Davidson County and downtown hotels (Attachment #1) and there was discussion.

Charles Starks provided an update on Tax Collections (Attachment #1) and there was discussion.

Charles Starks and Brian Ivey provided an update on COVID-19 and its potential impact on the Music City Center and there was discussion.

With no additional business, the Authority unanimously moved to adjourn at 10:22 a.m.

Respectfully submitted,



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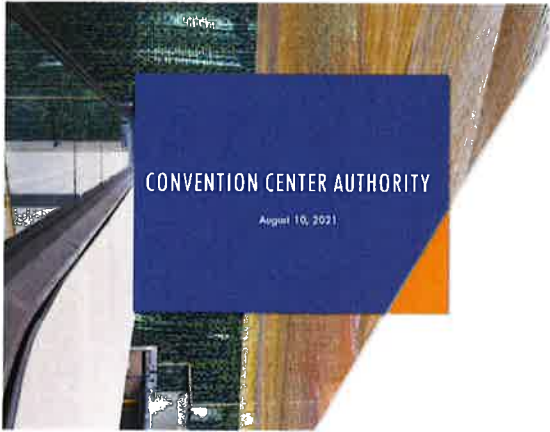
Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:



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Marty Dickens, Chair  
CCA 103<sup>rd</sup> Meeting Minutes  
of August 10, 2021



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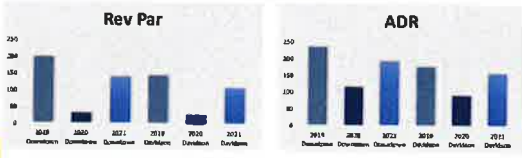
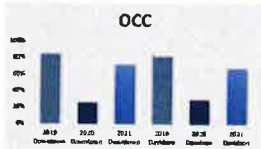


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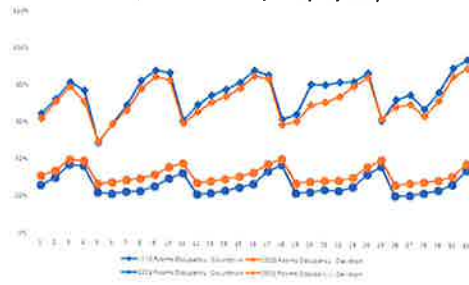
Comparison – June 2021, 2020, 2019



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

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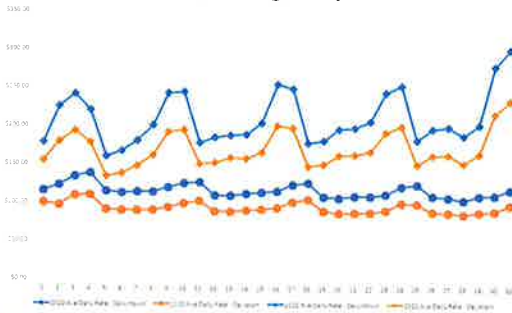
July Rooms Occupancy by Day



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

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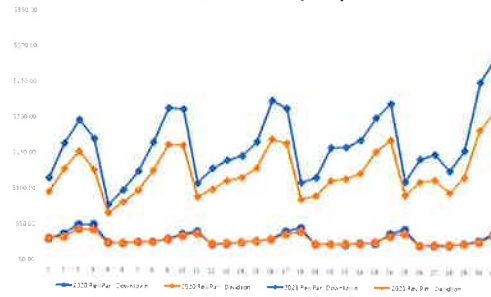
July Average Daily Rate



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

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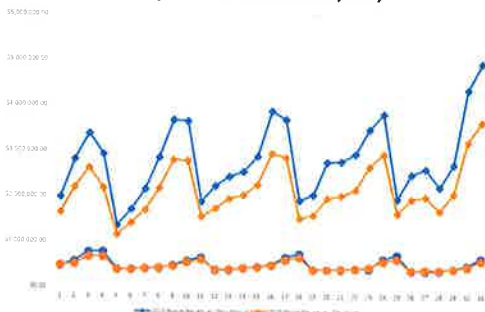
July Rev Par by Day



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

10

July Rooms Revenue by Day



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

11

TAX COLLECTIONS

12

### MCC/Hotel Tax Collection

Collections Thru May 2021  
(Continued)

	2/5 of 5% Occupancy Tax	Net 3% Occupancy Tax	\$2 Room Tax	Contractor Vehicle Tax	Rental Vehicle Tax	Campus Sales Tax	Total	Variance to FY 20-21
July	\$719,223	\$354,894	\$635,470	\$60,418	\$86,888	\$74,312	\$1,899,910	-74.53%
August	\$654,850	\$329,564	\$636,398	\$96,684	\$86,697	\$87,193	\$1,850,308	-75.60%
September	\$689,536	\$320,516	\$649,484	\$67,166	\$85,482	\$143,181	\$1,956,566	-74.97%
October	\$793,051	\$364,500	\$694,505	\$80,034	\$84,738	\$231,025	\$2,248,893	-71.98%
November	\$833,177	\$277,163	\$636,885	\$28,864	\$85,855	\$182,694	\$1,726,309	-78.61%
December	\$837,357	\$341,702	\$738,492	\$107,382	\$122,091	\$141,737	\$2,282,651	-56.78%
January	\$518,706	\$233,389	\$535,285	\$43,709	\$67,287	\$120,325	\$1,606,777	-74.95%
February	\$556,737	\$401,192	\$717,804	\$39,906	\$73,428	\$129,420	\$2,228,487	-61.01%
March	\$1,304,609	\$607,789	\$1,043,874	\$94,004	\$68,051	\$269,235	\$3,488,033	6.88%
April	\$1,685,310	\$796,610	\$1,192,056	\$109,822	\$192,827	\$406,802	\$4,382,428	876.66%
May	\$2,092,382	\$884,078	\$1,285,539	\$145,134	\$104,908	\$971,190	\$5,284,359	832.47%
June								0%
YTD Total	\$10,788,136	\$4,969,035	\$8,634,873	\$822,889	\$1,171,918	\$2,486,414	\$28,803,364	-52.33%

All numbers subject to change by CCA Auditors

13

### MCC/Hotel Tax Collection

#### MCC Portion of May 2021 Tourism Tax Collections

	FY 2019	FY 2020	FY 2021	Variance
2/5 of 5% Occupancy Tax	\$4,099,459	\$289,390	\$2,092,352	623.02%
Net 3% Occupancy Tax	\$1,411,376	\$144,695	\$884,078	160.10%
\$2 Room Tax	\$1,589,111	\$333,918	\$1,285,539	227.18%
Contracted Vehicle	\$85,004	\$25,572	\$145,134	467.55%
Rental Vehicle	\$381,626	\$49,641	\$204,908	488.19%
Campus Sales Tax	\$3,837,493	\$11,297	\$571,390	493.72%
TD2 Sales Tax Increment	\$0	\$0	\$0	0.00%
Total Tax Collections	\$6,402,472	\$835,513	\$5,284,399	532.47%

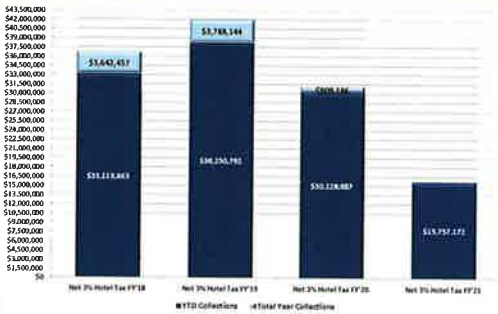
#### MCC Portion of Year-to-Date Tourism Tax Collections

	FY 2019	FY 2020	FY 2021	Variance
2/5 of 5% Occupancy Tax	\$76,436,570	\$20,498,284	\$10,788,136	-48.37%
Net 3% Occupancy Tax	\$11,814,222	\$9,370,766	\$4,969,036	-46.75%
\$2 Room Tax	\$14,889,838	\$2,365,297	\$8,634,873	-30.05%
Contracted Vehicle	\$2,257,751	\$2,608,117	\$871,190	67.06%
Rental Vehicle	\$1,739,819	\$1,404,235	\$1,121,918	-23.38%
Campus Sales Tax	\$17,948,453	\$13,987,824	\$2,486,414	-82.34%
TD2 Sales Tax Increment	\$44,760,918	\$56,863,491	\$36,416,230	-35.59%
Total YTD Tax Collections	\$139,446,786	\$116,966,014	\$65,219,597	-44.24%

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14

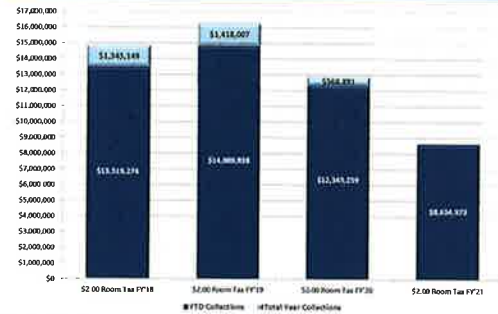
### Net 3% Hotel Tax



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15

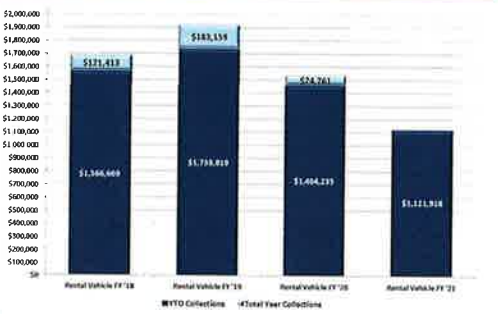
### \$2 Room Tax



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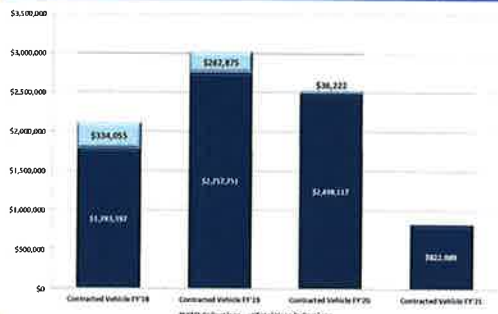
### Rental Vehicle



All numbers subject to change by CCA Auditors

17

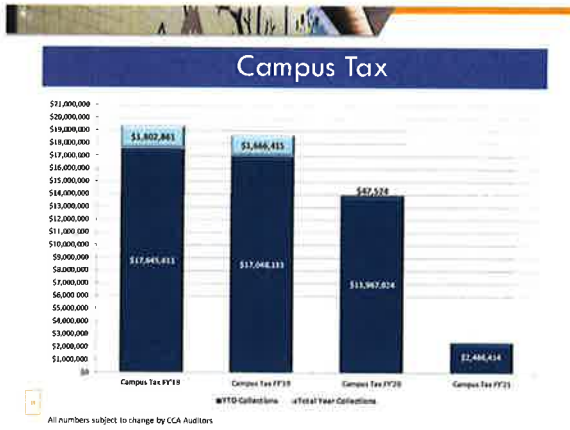
### Contracted Vehicle



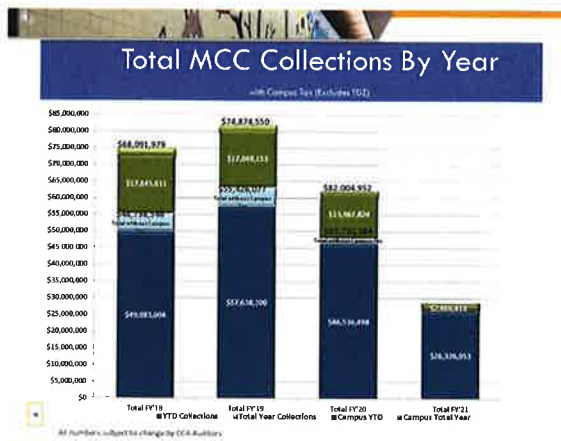
All numbers subject to change by CCA Auditors

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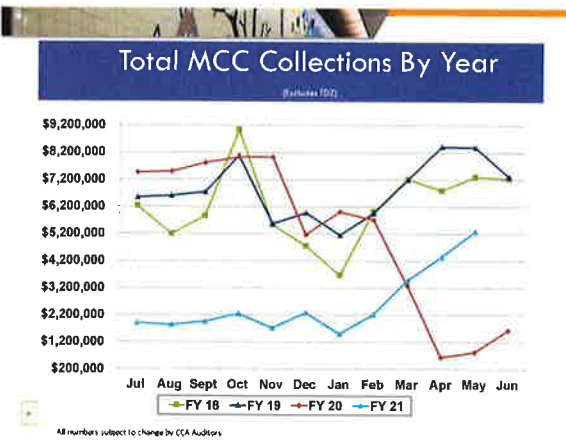




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**RFP Intent to Award Summary Sheet for the Music City Center**

**RFP:** *Carpet, Tile, and Fabric Panel Cleaning Services*

**Selected Vendor:**

*Premium Floors Care & Services*

**Compensation and Cost:**

	<b>Cost per 100 sq ft</b>	
<b>Carpet Cleaning</b>	\$	7.50
<b>Tile Cleaning</b>	\$	8.50

<b>Nova Fabric Walls Panel</b>	<b>Total Charge per Panel</b>	
<b>1-40</b>	\$	12.00
<b>41-100</b>	\$	11.00
<b>Over 100</b>	\$	10.00

**Monthly Flat Fee**                      \$                      3,362.00

**Term:**

*Three (3) year term  
 With two (2) one year options to renew*

**DBE participation:**

*Premium Floors Care and Services has committed to meet or exceed 15% DBE participation*

**Other Vendors that Submitted Bids:**

Kings Building Maintenance  
 Music City Supreme Services