

**MINUTES OF THE
DBE & DEVELOPMENT COMMITTEE MEETING OF THE
CONVENTION CENTER AUTHORITY OF THE
METROPOLITAN GOVERNMENT OF NASHVILLE &
DAVIDSON COUNTY**

The DBE & Development Committee Meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on August 4, 2017 at 2:00 p.m. in the Administrative Conference Room of the Administrative Offices at the Music City Center, Nashville, Tennessee.

DBE & DEVELOPMENT COMMITTEE MEMBERS PRESENT: Vonda McDaniel, David McMurry, and Leigh Walton

DBE & DEVELOPMENT COMMITTEE MEMBERS NOT PRESENT: Randy Goodman and Renata Soto

OTHERS PRESENT: Charles Starks, Jasmine Quattlebaum, Mary Brette Wylly, Donna Gray, Larry Atema, Patrick Holcombe, Roxanne Bethune, Nancy Amons and Jim Garby

The meeting was opened for business at 2:00 p.m. by Chair Vonda McDaniel who stated there was a quorum present.

ACTION: Leigh Walton made a motion to approve the DBE & Development Committee minutes of August 23, 2016. The motion was seconded by David McMurry and approved unanimously by the committee.

Charles Starks and Jasmine Quattlebaum presented an overview of the DBE Program 4th Quarter and FY 2017 Results (Attachment #1). There was discussion.

Charles Starks and Larry Atema gave a Construction and DBE update on the MCC Market, Exhibit Hall Concourse and Davidson Ballroom Prefunction (Attachment #1). There was discussion.

With no additional business a motion was made to adjourn and with no objection the DBE & Development Committee of the CCA adjourned at 2:57 p.m.

Respectfully submitted,



Charles L. Starks
President & CEO
Convention Center Authority

Approved:



Vonda McDaniel, Chair
CCA DBE & Development Committee
Meeting Minutes of August 4, 2017



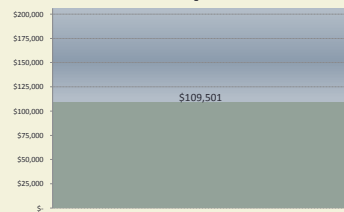
Appeal of Decisions

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.



FY17 4th Quarter Reports

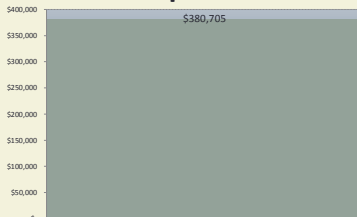
LMG FY17 4th Quarter DBE Participation



DBE Participation Summary			
			# OF COMPANIES
LMG DBE FY17 Goal	\$206,000	MINORITY OWNED BUSINESSES	0
4th Qtr DBE Dollars Spent	\$109,501	WOMEN OWNED BUSINESSES	0
% of DBE Goal 4th Qtr	53%	SMALL BUSINESS ENTERPRISE	2
			TOTAL
			2



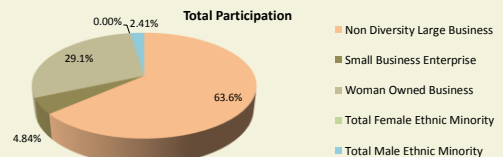
LMG FY17 YE DBE Participation



DBE Participation Summary			
			# OF COMPANIES
LMG DBE FY17 Goal	\$206,000	MINORITY OWNED BUSINESSES	0
YTD DBE Dollars Spent	\$380,705	WOMEN OWNED BUSINESSES	0
% of DBE Goal Reached	185%	SMALL BUSINESS ENTERPRISE	2
			TOTAL
			2



Centerplate FY17 4th Quarter DBE Participation Summary



DBE PARTICIPATION SUMMARY: FY17 Goal 25%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	2.41%	3
WOMEN OWNED BUSINESSES	29.13%	7
SMALL BUSINESS ENTERPRISE	4.84%	2
TOTAL	36.39%	12

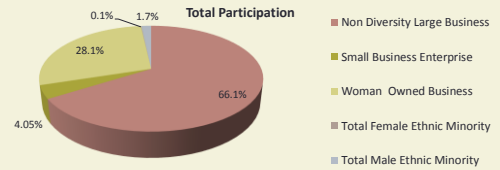


Centerplate FY17 4th Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$27,569 (2.41%)
Total Minority Business Enterprise	\$27,569 (2.41%)
Total Woman Owned	\$332,788 (29.13%)
Total Small Business	\$55,339 (4.84%)
Total DBE Participation	\$415,696 (36.39%)
Total Non Diversity Business	\$726,760 (63.61%)



Centerplate FY17 YE DBE Participation Dollars Spent as of 6/30/2017



DBE PARTICIPATION SUMMARY: FY17 Goal 25%	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	1.76%	3
WOMEN OWNED BUSINESSES	28.13%	7
SMALL BUSINESS ENTERPRISE	4.05%	2
TOTAL	33.94%	12

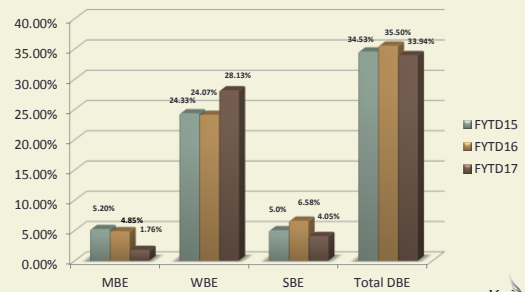


Centerplate FY17 YTD DBE Participation Dollars Spent as of 6/30/2017

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$71,420 (1.7%)
Ethnic Minority Female	
African American Owned	\$3,534 (0.1%)
Total Minority Business Enterprise	\$74,954 (1.76%)
Total Woman Owned	\$1,197,879 (28.13%)
Total Small Business	\$172,508 (4.05%)
Total DBE Participation	\$1,445,341 (33.94%)
Total Non Diversity Business	\$2,813,756 (66.06%)



Centerplate DBE Total Participation Year over Year Comparison



CENTERPLATE DBE VENDOR SNAPSHOT

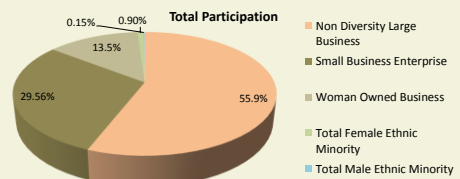
DBE VENDOR PARTICIPATION SUMMARY	FY17 # OF COMPANIES	FY16 # OF COMPANIES
MINORITY OWNED BUSINESSES	3	2
WOMEN OWNED BUSINESSES	7	7
SMALL BUSINESS ENTERPRISE	2	2
TOTAL	12	11

CENTERPLATE YEAR END 2017 DBE VENDORS:

BANQUET STAFFING (AAFBE)	NICKS FAMOUS BBQ (SBE)
COLTS CHOCOLATE (WBE)	TDAAT MOBILE TREATS (SBE)
CREATION GARDENS (WBE)	THE FRENCH CONFECTION (WBE)
KIJIJI COFFEE CONCESSIONS AND KIOSKS (AAMBE)	TROJAN LABOR (WBE)
NASHVILLE CHOCOLATE & NUT CO (WBE)	TROPICAL NUT AND FRUIT (WBE)
GARY CRYDER (AAMBE)	XCLUSIVE STAFFING OF TENNESSEE (WBE)



Music City Center FY17 4th Quarter DBE Participation Summary



DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	1.05%	7
WOMEN OWNED BUSINESSES	13.5%	15
SMALL BUSINESS ENTERPRISE	29.56%	7
TOTAL	44.07%	29

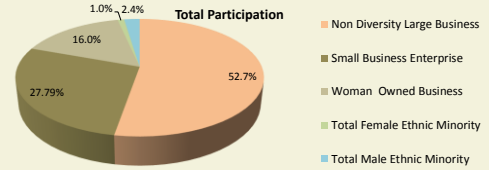


Music City Center FY17 4th Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$4,151 (0.15%)
Ethnic Minority Female	
African American Owned	\$24,150 (0.90%)
Total Minority Business Enterprise	\$28,301 (1.05%)
Total Woman Owned	\$361,052 (13.45%)
Total Small Business	\$793,194 (29.56%)
Total DBE Participation	\$1,182,546 (44.07%)
Total Non Diversity Business	\$1,500,899 (55.93%)



Music City Center FY17 YE DBE Participation Summary as of 6/30/2017



DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	3.44%	7
WOMEN OWNED BUSINESSES	16.04%	15
SMALL BUSINESS ENTERPRISE	27.79%	7
TOTAL	47.27%	29

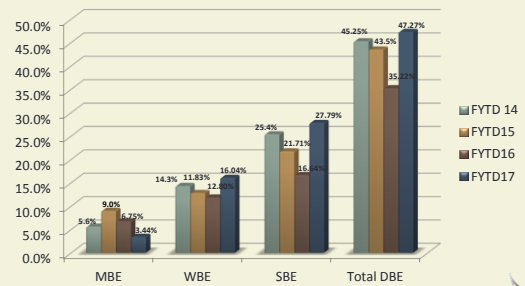


Music City Center FY17 YE DBE Participation Summary as of 6/30/2017

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$168,449 (2.44%)
Ethnic Minority Female	
African American Owned	\$64,886 (.50%)
Hispanic Female Owned	\$6,564 (.50%)
Total Minority Business Enterprise	\$239,899 (3.44%)
Total Woman Owned	\$1,119,834 (16.04%)
Total Small Business	\$1,939,509 (27.79%)
Total DBE Participation	\$3,299,242 (47.27%)
Total Non Diversity Business	\$3,680,851 (52.73%)



DBE Total Participation Year over Year Comparison



DBE VENDOR SNAPSHOT

DBE VENDOR PARTICIPATION SUMMARY	FY17 # OF COMPANIES	FY16 # OF COMPANIES
MINORITY OWNED BUSINESSES	7	9
WOMEN OWNED BUSINESSES	15	13
SMALL BUSINESS ENTERPRISE	7	6
TOTAL	29	28

FY17 High Performing DBE Vendors (over \$100,000):

- Convention Production Rigging (SBE) – Rigging Services
- Industrial Staffing (WBE) – Supplemental Labor and Housekeeping Services
- Med-star Medical (WBE) – EMT Services
- Trojan Labor (WBE) – Event Security



MCC YEAR END 2017 DBE VENDORS

- | | |
|---|---|
| AERIAL INNOVATIONS OF TN INC (WBE) | JARVIS SIGNS (WBE) |
| ALEXANDER & ASSOCIATES (AAMBE) | MED-STAR MEDICAL SERVICE (WBE) |
| AJ BUSINESS SUPPLY (SBE) | NATASHA BLACKSHEAR (AAFBE) |
| BLINK MARKETING (WBE) | PLANTS ALIVE (WBE) |
| CONTRACT CARPET SALES (WBE) | PREMIER BUILDING MAINTENANCE CORP (AAMBE) |
| CONVENTION PRODUCTION RIGGING (SBE) | PREMIUM FLOOR CARE (WBE) |
| CRAWFORD DOOR SALES (SBE) | REED LANDSCAPING (WBE) |
| CUSHION EMPLOYER SERVICES (AAMBE) | RESOURCE INFORMATION & CONTROL CO (WBE) |
| CUSTOM WINDOW COVERINGS (HAFBE) | SEGWAY OF NASHVILLE (WBE) |
| ENERGY & LIGHTING SOLUTIONS (ATTIC TEC) (SBE) | SUNSET MARKETING (WBE) |
| GUY BROWN INTERIORS LLC (HAFBE) | TANDEM CONSTRUCTION (SBE) |
| HOSKINS & COMPANY (AAMBE) | THE AWARD CENTER (WBE) |
| HYDRO PRO PRESSURE WASHING (SBE) | TROJAN LABOR (WBE) |
| INDUSTRIAL STAFFING (WBE) | WIRELESS PLUS (SBE) |
| INQUIRIES INC (WBE) | |

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

OMNI 2017 Local Participation

COMMITMENT TO LOCAL HIRING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Total FTEs Goal: 300	719	730	738	741	717	714						
# FTEs (40 hours) Residents of Nashville Metropolitan Statistical Area Goal: 250	708	721	729	732	710	706						
# FTEs (40 hours) Residents of Davidson County Goal: 200	576	584	597	599	576	570						

OMNI 2017 DBE Participation

SUPPLY AND SERVICE EXPENDITURE COMMITMENT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2017 Total
Nashville Metropolitan Statistical Area Business Goal: \$100,000/yr.	\$128,743	\$106,693	\$207,245	\$91,577	\$166,406	\$147,736							\$848,461
Small, minority and women owned business enterprises Goal: \$50,000/yr.	\$19,090	\$24,221	\$28,118	\$22,283	\$2,150	\$23,437							\$120,110

Construction Update



MCC Market & Registration



Market Entrance from Exhibit Hall Concourse



Market Interior



MCC 8th & Demonbreun Marquee



Market Construction Progress



Registration Interior



Market Interior



New Ballroom Glass Curtainwall



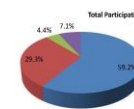
Ballroom Interior



MUSIC CITY CENTER RENOVATION
8th AVENUE MARKET — DBE PARTICIPATION AWARDED

DBE PARTICIPATION					
Minority Owned Business	Women Owned Business	Small Business Enterprise	Total DBE Participation	Minority Owned Business	WOMEN OWNED BUSINESS
\$1,000,000	\$1,000,000	\$1,000,000	\$3,000,000	38.4%	100%
2.4%	0.6%	38.4%	41.4%	38.4%	100%

DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	2.6%	5
WOMEN OWNED BUSINESSES	4.6%	9
SMALL BUSINESS ENTERPRISE	29.5%	23
TOTAL	40.8%	37



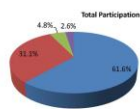
- Non-Diversity Large Business
- Small Business Enterprise
- Women Owned Business
- Minority Business Enterprise

MUSIC CITY CENTER RENOVATION

DAVIDSON BALLROOM — DBE PARTICIPATION AWARDED

DBE PARTICIPATION					
Minority Owned Business	Women Owned Business	Small Business Enterprise	Total DBE Participation	Minority Owned Business	WOMEN OWNED BUSINESS
\$60,000	\$100,000	\$1,000,000	\$1,160,000	31.1%	100%
2.4%	0.6%	38.4%	41.4%	38.4%	100%

DBE PARTICIPATION SUMMARY	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	2.6%	5
WOMEN OWNED BUSINESSES	4.6%	9
SMALL BUSINESS ENTERPRISE	31.1%	9
TOTAL	38.4%	21



- Non-Diversity Large Business
- Small Business Enterprise
- Women Owned Business
- Minority Business Enterprise

DBE & Development Committee

August 4, 2017

