

MINUTES OF THE MEETING

METROPOLITAN AUDITORIUM COMMISSION

WEDNESDAY, FEBRUARY 21, 2018

9:00 A.M. ROOM A-31

PRESENT: Blake McDaniel, John Landers, Leeanne Lisk, Perri duGard Owens, and Christy Watkins.

ABSENT: Alice Chapman.

GUESTS: Theresa Costonis, Attorney, Metro Legal Department; Jay McDowell, Musicians Hall of Fame and Museum, and Peter Heidenreich, Hall Strategies,

Mr. McDaniel called for the approval of the minutes for the meeting held on December 7, 2017. The motion to approve the minutes was made by Mr. Landers and seconded by Ms. Watkins. Vote – Unanimous.

Mr. McDaniel invited Mr. McDowell to present the Musicians Hall of Fame and Museum (MHFM) report.

Mr. McDowell reported that the MHFM is preparing for the big announcement about the Rolling Stones exhibit.

Mr. Heidenreich addressed the Commission with additional information about the Stones exhibit. He said that the opening day is March 29th with a grand opening festival on April 4th.

Mr. McDaniel asked Mr. Heidenreich if any bundled tickets, which will give patrons access to both the Rolling Stones exhibit and the MHFM, have been sold yet.

Mr. Heidenreich stated that price of the bundled ticket is still being negotiated. He said they have sold 400 tickets to the Stones exhibit only.

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Mr. McDaniel called for staff reports.

Ms. Hill presented the sales and marketing reports. She noted that Live Nation is still booking many events at the NMA. She stated there has been some contraction in the cheerleading market due to many of the companies being bought out by Varsity Brands.

Mr. Skoney presented the manager's report. He reviewed the events that we have had recently hosted, including the Delta Sigma Theta Party, PCMA concert, Old Dominion rehearsal, and Ring of Honor wrestling. He said that with regard to cheerleading, there has been some consolidation in the market that has been going on for the past five years, and it has finally caught up to us. He stated that we are now starting to book dance competitions that will replace the loss of cheerleading conventions. He said that we are getting a lot of calls for rehearsals.

Mr. Skoney reviewed the upcoming events, which include the 90's Block Party, Katt Williams, and the 50th Anniversary of the TN Baptist Convention Youth Evangelism Conference. He noted that Live Nation events are Post Malone, Halestorm, Primus, and Jeff Beck.

Mr. Skoney stated that Mr. McDaniel represented the NMA at a budget meeting where we were awarded \$500,000 for two forklifts, improvements to the restrooms, and address some issues with the MHFM.

Mr. Skoney reported that we are holding dates for the OVC through 2020. He said he sent them a letter stating that we are holding the dates as a first hold and that we are making some improvements to the NMA.

Mr. Skoney reported that we have been asked by the Finance Department to present a flat-line budget with no increases this year.

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Mr. Skoney stated that our food and beverage contract expires in July and that we will be seeking bids for that service.

Mr. Skoney reported that the Live Nation improvements came in under budget. He said our financial picture is looking good. He said that we have a shot at hosting the CMT Awards show if the Predators keep winning. Mr. Skoney stated that CMT will use the MHFM for dressing room space if we host the event.

Mr. McDaniel asked Mr. McDowell if the museum has spoken directly with CMT about the use of the museum.

Mr. McDowell stated that he could not speak to that, but that he would check with other staff members.

Ms. Armstrong inquired about the Stones exhibit grand opening.

Mr. McDowell stated that he would keep the Commissioners informed.

Mr. McDaniel asked Mr. McDowell to present to the Commission a monthly report generated from the MHFM ticketing system.

Mr. McDowell stated that he would look into that.

There being no further business, the meeting adjourned at 9:30 a.m.

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APPROVED:
