

SPORTS AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE &
DAVIDSON COUNTY

Minutes of September 20, 2018 Meeting of the Board of Directors

Bridgestone Arena

10:30 a.m.

Board Members: Kim Adkins, Cathy Bender, Emmett Wynn, Margaret Behm, Bob Obrohta, Jad Duncan, Dudley West, Chuck Meriwether, Jon Glassmeyer, Leslie Fram

Staff: Monica Fawknorton, Ilesha Montesrin, Quinton Herring, Margaret Darby (Legal)

Titans/Nissan Stadium: Steve Underwood, Walter Overton, Bob Flynn, Jenneen Kaufman

Predators: Sean Henry, Kyle Clayton, Keith Hegger, David Kells, Nat Harden, Danny Butler, David Chadwell, Rebecca King, Chris Mason

Visitors: Laura Womack (Nashville Fairgrounds), Ed Henley (Pillars Development), Roxianne Bethune (Alliance Synergy Group), Brasher Burbank (Stewart Logistics), Mary Cavarra (MLS2Nashville), Ron Gobbell (Gobbell Hays Partners), Michelle Scopel (Gobbell Hays Partners), Michelle Lane (Metro Purchasing), Terri Troup (Metro Purchasing), Sandra Walker (Metro Purchasing), Tom Lampe (Mortenson/Messer), Lyna Littlejohn (Mortenson/Messer), Susan Andrews (Mortenson/Messer), Logan Gerken (Mortenson/Messer), Jonathan Holmes (Mortenson/Messer), Michael Carter (Pinnacle), Ethan Link (Stand-Up Nashville), Garrett Stark (Stand-Up Nashville), Rosa Ponce (Stand-Up Nashville), Julio Fernandez (Stand-Up Nashville), Mario Cespela (Stand-Up Nashville), Alfredo Pena (Stand-Up Nashville), Matt Crews (Music City Grand Prix), Jason Rittenberry (Music City Grand Prix), Nancy Amons (WSMV), Joey Garrison (Tennessean), Eleanor Kennedy (Nashville Business Journal)

Chairwoman Kim Adkins called the meeting of the Sports Authority to order at 10:30 a.m. and welcomed all in attendance. She welcomed Mr. Jon Glassmeyer to the board. Mr. Glassmeyer is a native Nashvillian and a graduate of The University of the South. Currently, he is the IT Project Management for Cigna Healthspring. Mr. Glassmeyer has served on many boards including the Nashville Arts Commission, the Nashville Children's Theater, and the Nashville Shakespeare Festival. He currently serves on the board of Friends of Shelby Park Board. He played rugby with the Nashville Grizzlies and led the bid against Chicago for Nashville to host the 2016 Mark Bingham Cup. Chairwoman Adkins extended condolences to Dr. Catana Starks for the death of her son, Alfred Donnie Starks IV, and held a moment of silence in his honor. He was 53 years old. Chairwoman Adkins reminded everyone that the appeals process for decisions by the Authority could be found at the top of the agenda. **Upon a motion duly made and seconded, the Sports Authority unanimously voted to approve the minutes of the August 16, 2018 Board of Directors meeting.**

Executive Director's Report

Chairwoman Adkins recognized Ms. Monica Fawknotson to give the Executive Director's Report. After briefly reviewing the meeting agenda, Ms. Fawknotson reported that the Authority would be asked to consider two resolutions authorizing:

1. The engagement of Mortenson Messer Construction Co. as construction manager for the MLS Stadium
2. The engagement of Stewart Parking Solutions as parking manager for Sports Authority controlled lots at Nissan Stadium

Once the engagement(s) are approved, contract negotiations will begin. Ms. Fawknotson noted that on September 4th the Metro Council gave the final approvals required to authorize the issue the revenue and G.O. bonds. She thanked everyone involved in project including, but not limited to: the Authority, the Fair Board, Nashville Soccer Holdings, Inc., the Metro Council, the Mayor's Office, Metro Legal, Finance and Purchasing, and MLS2Nashville. Ms. Fawknotson concluded by announcing that the Sounds recently ended their affiliation with the Oakland As and are now an affiliate of the Texas Rangers.

Consideration of a Resolution approving Engagement of Mortenson/Messer Construction Co. to Perform Construction Management Services for the Construction of a Soccer Stadium

Chairwoman Adkins recognized Ms. Fawknotson to discuss the resolution approving the engagement of Mortenson/Messer Construction Co. to perform construction management services for the proposed MLS soccer stadium. Ms. Fawknotson reminded the Authority that last month it voted to defer action on a resolution engaging the construction manager until after Barton Mallow's protest hearing and the rendering of a decision by Metro Purchasing Agent, Michelle Lane. The protest hearing was held on August 29th and Ms. Lane upheld the evaluation committee's selection of Mortenson/Messer Construction Co. as Construction Manager for the project. The protestor was given seven business days to appeal the decision but no appeal was made. The Intent to Award letter from Metro Purchasing is contingent upon the Authority's approval and successful contract negotiations. **Upon a motion duly made and seconded, the Authority voted to approve the resolution approving engagement of Mortenson/Messer**

Construction Co. to perform construction management services for the construction of a soccer stadium.

Consideration of a Resolution Approving Engagement of Stewart Logistics, Inc. to Perform Management Services for Sports Authority Controlled Parking Lots at Nissan Stadium

Chairwoman Adkins recognized Ms. Fawknorton to discuss the resolution approving the engagement of Stewart Logistics, Inc. to perform management services for Sports Authority controlled parking lots at Nissan Stadium. Ms. Fawknorton noted that the Sports Authority controls parking lots A, B, D, E, F, N, P, R, S and T, on a daily basis. A solicitation (RFP) was issued and Metro Purchasing facilitated the evaluation committee's review of the five (5) proposals submitted. On August 15th, Metro Purchasing issued an Intent to Award letter to the firm with the highest score, Stewart Logistics, Inc. The 10-day wait period passed without protest. Upon approval of the engagement, contract negotiations will begin. Ms. Fawknorton noted that the Intent to Award from Metro Purchasing is contingent upon successful contract negotiations. Ms. Fawknorton concluded by stating that the final contract will come before the Authority for review and approval. **Upon a motion duly made and seconded, the Authority voted to approve the resolution approving the engagement of Stewart Logistics, Inc. to perform management services for Sports Authority Controlled Parking Lots at Nissan Stadium. Ms. Margaret Behm abstained.**

Facility Questions

Chairwoman Adkins called for questions/ comments regarding Nissan Stadium and First Tennessee Park. Mr. Steve Underwood, President & CEO of the Titans, reported that Tennessee State University (TSU) contacted the Titans Community Affairs Manager with a request for interior signage at Nissan Stadium. Section 2.2 of the lease agreement between the Sports Authority, Cumberland Stadium, Inc., and the Tennessee Board of Regents provides the university with interior signage that is both "permanent" and "prominent" and easily readable from most points inside the stadium. Under the lease signage is a lessor obligation. The proposed location for the signage is the upper deck, on both sides of the field. Representatives from Nissan Stadium received a quote for two 20ft by 5ft signs, in the amount of \$9,800. TSU provided the

information to be included on the sign and requested they be installed by their Homecoming game on October 20th. Ms. Fawknorton stated that staff will communicate with Metro Finance to determine the funding source for this request. Mr. Underwood noted that the Titans are willing to pay for the cost of the signage and wait for reimbursement from Metro.

Bridgestone Arena/Nashville Predators Report

Chairwoman Adkins recognized Mr. Kyle Clayton to begin the Bridgestone Arena/Nashville Predators Report. Mr. Clayton reported that the Arena ended FY18 approximately \$1 million under budget. Revenues reached \$17.3 million- \$2 million more than FY17. He noted that recent renovations included:

- Control Room
- LED Ribbon Boards
- Sound System
- Hockey Dasher Boards
- Lexus Lounge Expansion
- Restroom Renovations
- Spotlight Replacements
- Predators Locker Room Upgrades

Delaware North Concessions also invested money into a Grab 'N' Go store, 19 Crimes Bar, Jersey Roller Coaster, Point of Sale Systems and renovation of the Pro Shop. Ms. Margaret Behm requested that a monthly status update be given on negotiations for the extension of the Capital Improvements Fee agreement.

Mr. Clayton recognized Mr. Chris Mason, color analyst for the Predators, to continue the report. Mr. Mason stated that the Nashville Predators won their first ever Central Division Title and the Presidential Trophy. Pekka Rinne was named the Best Goalie of the Year. General Manager David Poile became the Winningest General Manager in the NHL, with 1,320 victories.

Mr. Mason recognized Ms. Rebecca King to give an update on community relations. Ms. King reported on recent events including a fishing tournament, a Make- A-Wish clinic, Petey's Party and a golf tournament. These four events raised \$270,000 for the Nashville Predators Foundation. The 365 Pediatric Cancer Fund is in full swing and will soon receive a \$300,000 check. At each game the team continues to recognize military veterans, first responders, and

various charities in attendance. Kyle Turris purchased a suite that will be utilized by mentally handicapped children at every game. The Predators, additionally, have encouraged other sports teams to implement a program similar to Blueline Buddies, where children attend a game with a Metro Police Officer. The San Francisco 49ers tried it at their first home game and reported that it was a great success. In partnership with the Nashville Zoo, players posed with various animals in order to create a calendar.

Ms. King then recognized Mr. David Kells, Senior V.P. of Booking, to continue the report. Mr. Kells stated that in FY16 the arena hosted 56 non-hockey events, in FY17 there were 62 and in FY18 there were 68. Since July 1, 2018 Bridgestone Arena has hosted 28 events.

Upcoming events include:

- Chris Young – 9/22/18
- Maroon 5 – 9/23/18
- PredsFest – 9/28/18
- Bad Bunny – 9/30/18
- Florence & The Machine – 10/2/18
- Kevin Hart – 10/6/18
- Bruno Mars – 10/7/18 & 10/8/18
- Childish Gambino – 10/12/18
- Twenty One Pilots – 10/16/18
- Josh Groban – 10/19/18
- Elton John – 10/24/18
- So So Def – 10/25/18
- Lynyrd Skynyrd – 10/26/18
- A Perfect Circle – 11/2/18
- Scott Hamilton & Friends – 11/18/18
- Banda MS – 11/24/18

Mr. Kells noted that there are currently 30 events on sale, 222,000 tickets sold for FY19 and more than \$23 million in revenue from those ticket sales. Mr. Sean Henry concluded the report by recognizing various partners and thanking them for the continued success of the arena. A video recap of playoff highlights was shown.

There being no other business, the meeting adjourned.

<https://youtu.be/FdqjUTzvEwM>