

SPORTS AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE &  
DAVIDSON COUNTY

Minutes of January 16, 2020 Meeting of the Board of Directors  
Nissan Stadium  
10:30 a.m.

**Board Members:** Kim Adkins, Margaret Behm, Cathy Bender, Jad Duncan, Jon Glassmeyer, Frank Harrison, Dan Hogan, Aaron McGee, Dudley West, Emmett Wynn

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

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

**Predators/ Ford Ice Center:** Sean Henry, Kyle Clayton, Keith Hegger, Danny Butler, Michelle Kennedy, David Kells; Gerry Helper, Emily Polanowicz

**Sounds/ First Tennessee Park:** Adam Nuse

Nashville SC: Will Alexander

**Visitors:** Ron Gobbell (Gobbell Hays Projects), Michelle Scopel (Gobbell Hays Projects), Dan Werly (Nashville SC), Kristina Kirby (Kraft CPAs), Vicki Gray (Kraft CPAs), Tom Turner (Nashville Downtown Partnership)

Chairwoman Adkins called the meeting of the Sports Authority Board of Directors to order at 10:30 a.m. and welcomed all in attendance. She thanked the Titans for hosting at Nissan Stadium and wished them luck in the upcoming AFC Championship game against the Kansas City Chiefs on January 19<sup>th</sup>. **Upon a motion duly made and seconded, the Authority unanimously voted to approve the minutes of the November 21, 2019 Board of Directors meeting.**

***Executive Director's Report***

Chairwoman Adkins recognized Ms. Monica Fawknorton to give the Executive Director's Report. Ms. Fawknorton reviewed the agenda and welcomed Mr. Frank Harrison to the Board. Ms. Margaret Behm requested an update on contract negotiations with CAAICON, the firm the board approved as consultant for the Authority's Women's Sports Initiative in November 2019. Sports Authority counsel, Ms. Margaret Darby reported that negotiations are ongoing, and progress has been made, but that as a government entity, the Authority cannot agree to all of the terms set forth in the proposal. Ms. Fawknorton continued her report, noting that the Authority will not hold officer elections in January, but will wait for the Mayor's Office to announce its nominees for appointment and/or reappointment since there are several members with expiring terms. Ms. Fawknorton concluded her report by stating that a list of preferred candidates for the Finance Manager position has been sent to Human Resources and staff will schedule interviews soon.

***Finance Committee Report – Consideration of Sports Authority’s FY21 Operating Budget***

Chairwoman Adkins recognized Finance Committee Chair, Jon Glassmeyer to discuss the Finance Committee’s recommendation for the Sports Authority’s FY21 operating budget. The Sports Authority FY21 projected budget is \$858,100 which includes the Budget Savings Reduction of \$22,300. Staff projects finishing FY20 at or under budget. Mr. Glassmeyer reported that the Finance Committee voted to recommend approval and, **upon a motion duly made and seconded, the Board voted to approve the Sports Authority’s FY21 Operating Budget.**

***Finance Committee Report – Consideration of FY19 Bridgestone Arena Audit and Agreed-Upon Procedures***

Mr. Glassmeyer continued by reporting that an auditor from Kraft CPAs presented the FY19 Bridgestone Arena Audit and Agreed-Upon Procedures (AUP) to the Finance Committee. Staff, along with Metro Legal and Metro Finance, has reviewed the audit. Attached as *Exhibit 2* is a breakdown of the Statement of Activities (revenue & expenses), Assets, Liabilities & Fund Balance, and the Working Capital Advances. Mr. Glassmeyer stated that the Finance Committee recommends approval and, **upon a motion duly made and seconded, the Board voted to approve the FY19 Bridgestone Arena Audit and Agreed-Upon Procedures.**

***Finance Committee Report – Consideration of FY18 and FY19 Stewart Logistics, Inc. (Parking Management Company) Audit***

Mr. Glassmeyer additionally reported that Kraft CPAs auditors had presented the FY18 and FY19 Stewart Logistics, Inc.’s Audit to the Finance Committee. Attached as *Exhibit 3* are the schedule of revenues for both FY18 and FY19. Again, Mr. Glassmeyer stated that the Finance Committee voted to recommend approval to the full Board. **Upon a motion duly made and seconded, the Board voted to approve the FY18 and FY19 Stewart Logistics, Inc. (Parking Management Company) Audit.**

***Finance Committee Report – Consideration of a Resolution approving expenditure of Sports Authority funds to complete build-out and furnishings of its Bellevue Ice Center***

Mr. Glassmeyer concluded his report by noting that the Finance Committee had a lengthy discussion in which they considered whether to authorize an expenditure from the Arena Revenue Fund to cover approximately \$865,000 that is needed to close out the Bellevue Community Center/Ford Ice Center project. The building is owned by Metro Parks and Metro General Services was tasked with construction of the facility. The Finance Committee voted to defer action until more information on the project was provided.

***Nashville Downtown Partnership Update***

Chairwoman Adkins recognized Mr. Tom Turner, the Partnership's CEO, to give an update. Mr. Turner reported that the Best Ever Event Parking (BEEP), has provided free parking for Bridgestone Arena events since 2010. In 2019 the BEEP program provided service for:

- 140 events
- 13,041 cars
- 12,295 walkers
- 12,040 shuttle riders
- 24,335 total patrons

Since inception, the BEEP program has serviced:

- 1,118 events
- 119,177 cars
- 143,206 walkers
- 122,761 shuttle riders
- 235,967 total patrons

Another program the Partnership offers is the Daytime Shuttle Program, which provides free parking at Nissan Stadium for downtown workers. Shuttles operate from Nissan Stadium providing weekday parking and shuttle service from lots A, B, D, F, R, and T. Free parking with walking access is provided via Lot E. This program allows activation of valuable community asset to offer economic parking solutions to support commercial activity and viability. It is nearing its 18<sup>th</sup> year of service and has

approximately 4,400 users monthly. There are thirty-one shuttles that run 7 routes to various businesses downtown, and Mr. Turner reported that stadium parkers grew from 2,039 in 2015, to 4,393 in 2019. The number of downtown employees in 2015 was 57,230 and 75,000 in 2019. Mr. Turner stated that in 2019, there were 1,985,500 passenger trips in the shuttle program. Each stadium parker saves about \$1,800 per year on parking, about \$7.9M in total. Mr. Turner projects potential growth of 525 riders by the end of August 2020.

### ***Parking & Special Event Mid-Year Report***

Chairwoman Adkins recognized Mr. Brasher Burbank, Vice President of Parking Management Company (PMC), to give a parking and special event mid-year report. Mr. Burbank stated that he began working for Stewart Logistics, Inc. in 2010 and in April of 2019, the company was bought by PMC which retained 100% of Stewart's employees were retained during the acquisition. Currently, PMC has 3,000 associates in 16 states. PMC's executive team is located in Nashville with roughly 600 associates in the city. Mr. Burbank stated that PMC's main focus is on their employees and the training experience. PMC offers an expedited hiring process that takes an average of four days. Mr. Burbank stated that since 2012 parking revenues have reached \$3.2M. Revenues for FY20 are currently tracking \$12,000 ahead of last year.

Mr. Burbank recognized Mr. Quinton Herring, Sports Authority Special Event Coordinator, to continue the report. Mr. Herring stated that the Sports Authority controls most Nissan Stadium's lots on non-event days. Year to date, the Authority has overseen 150 events, tracking ahead of the 250 at the end of last year. Mr. Herring provided a list of notable events in 2019, including but not limited to: Nashville Christmas Parade, Music City Triathlon, Light the Night Walk, Music City Polar Plunge, and Rock N' Roll Marathon

### ***Facility Questions***

Chairwoman Adkins asked if there were any questions for the Tennessee Titans, the Nashville Predators or the Nashville Sound. In response to a question regarding Titans' Watch Parties, Mr. Burke Nihill stated that the Nashville Sports Council will host one along Broadway on Sunday, starting at 1pm.

### ***Nashville SC Update***

Chairwoman Adkins recognized Mr. Will Alexander, Nashville SC's Chief Revenue Officer, to give an update. Mr. Alexander began by sharing the team's core values, which include: Ambition, Authenticity, Community, Creativity, Inclusivity, and Integrity. Mr. Alexander additionally reported that there are currently seventy-three front office staff members, fifteen technical staff, four coaches and thirty players from twelve countries. The Nashville SC Academy is a fully funded, elite youth soccer program and is playing at the highest level of youth soccer in the United States. Mr. Alexander stated that field installations are complete, building construction continues, and interim facilities were completed in 2020. The first U12 Academy team competed in November 2019. Nashville SC's home opener will be on February 29<sup>th</sup> at Nissan Stadium. Mr. Alexander concluded the update with a video of the Super Draft and a video of the "Roadies" welcoming their newest player.

***There being no other business, the meeting was adjourned.***