

**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 23, 2016 at 1:30 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, Renata Soto, and Mona Lisa Warren

**DBE & DEVELOPMENT COMMITTEE MEMBERS NOT PRESENT:** Randy Goodman

**OTHERS PRESENT:** Charles Starks, Jasmine Quattlebaum, Joseph Steele, Mary Brette Clippard, and Melissa Corban

The meeting was opened for business at 1:39 p.m. by Chair Vonda McDaniel who stated there was a quorum present.

**ACTION:** Renata Soto made a motion to approve the DBE & Development Committee minutes of May 12, 2015. The motion was seconded by Mona Lisa Warren and approved unanimously by the committee.

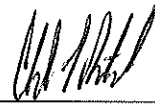
Charles Starks and Jasmine Quattlebaum presented an overview of the DBE Program 4<sup>th</sup> Quarter and FY 2016 Results (Attachment #1). There was discussion.

Jasmine Quattlebaum reported that Music City Center will host a DBE & Small Business Symposium on October 7, 2016.

Charles Starks reported that a Request for Qualification for Construction Management was issued on August 11, 2016.

With no additional business a motion was made to adjourn and with no objection the DBE & Development Committee of the CCA adjourned at 2:11 p.m.

Respectfully submitted,



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Charles L. Starks  
President & CEO  
Convention Center Authority


Approved:



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Vonda McDaniel, Chair  
CCA DBE & Development Committee  
Meeting Minutes of August 23, 2016

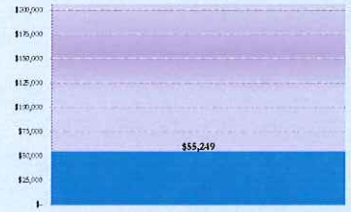
**DBE & Development Committee**



August 23, 2016

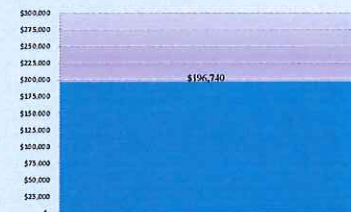
**FY16 4<sup>th</sup> Quarter Reports**

**LMG FY16 4th Quarter DBE Participation**



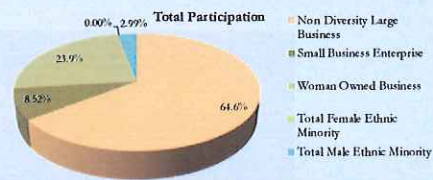
DBE Participation Summary			
			# OF COMPANIES
LMG DBE FY16 Goal	\$206,000	MINORITY OWNED BUSINESSES	0
4th Qtr DBE Dollars Spent	\$55,249	WOMEN OWNED BUSINESSES	0
% of DBE Goal 4th Qtr	27%	SMALL BUSINESS ENTERPRISE	2

**LMG FY16 YTD DBE Participation**



DBE Participation Summary			
			# OF COMPANIES
LMG DBE FY16 Goal	\$206,000	MINORITY OWNED BUSINESSES	0
YTD DBE Dollars Spent	\$196,740	WOMEN OWNED BUSINESSES	0
% of DBE Goal Reached	96%	SMALL BUSINESS ENTERPRISE	2

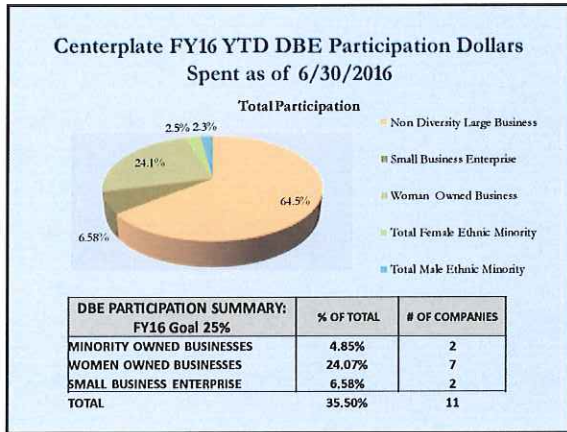
**Centerplate FY16 4<sup>th</sup> Quarter DBE Participation Summary**



DBE PARTICIPATION SUMMARY:		
	% OF TOTAL	# OF COMPANIES
MINORITY OWNED BUSINESSES	2.99%	2
WOMEN OWNED BUSINESSES	23.87%	7
SMALL BUSINESS ENTERPRISE	8.52%	2
<b>TOTAL</b>	<b>35.38%</b>	<b>11</b>

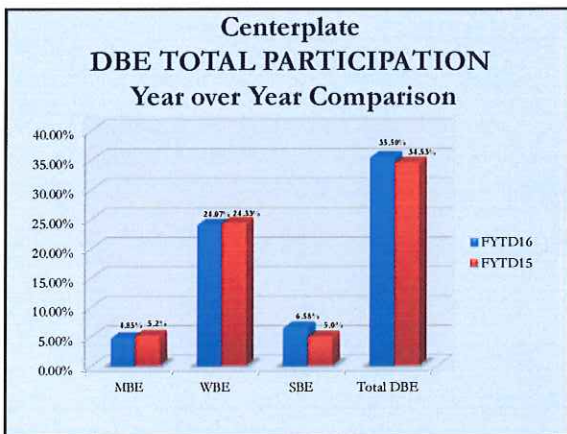
**Centerplate FY16 4th Quarter DBE Participation Dollars Spent**

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$31,663 (2.99%)
<b>Total Minority Business Enterprise</b>	<b>\$31,663 (2.99%)</b>
<b>Total Woman Owned</b>	<b>\$253,059 (23.87%)</b>
<b>Total Small Business</b>	<b>\$90,299 (8.52%)</b>
<b>Total DBE Participation</b>	<b>\$375,021 (35.38%)</b>
<b>Total Non Diversity Business</b>	<b>\$689,561 (66.3%)</b>



### Centerplate FY16 YTD DBE Participation Dollars Spent as of 6/30/2016

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$89,352 (2.3%)
<b>Ethnic Minority Female</b>	
African American Owned	\$98,722 (2.5%)
<b>Total Minority Business Enterprise</b>	<b>\$188,075 (4.85%)</b>
<b>Total Woman Owned</b>	<b>\$932,840 (24.07%)</b>
<b>Total Small Business</b>	<b>\$254,827 (6.58%)</b>
<b>Total DBE Participation</b>	<b>\$1,375,741 (35.5%)</b>
<b>Total Non Diversity Business</b>	<b>\$2,499,757 (64.5%)</b>

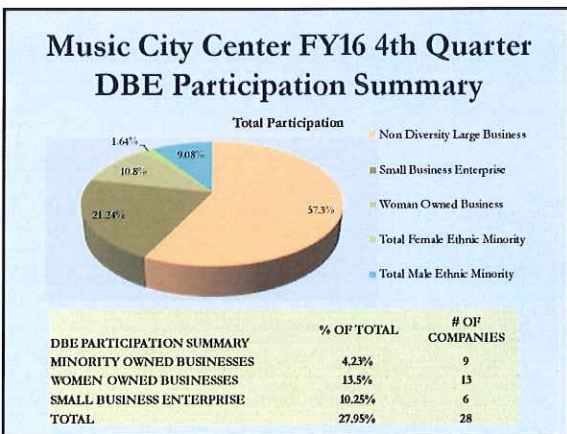


### CENTERPLATE DBE VENDOR SNAPSHOT

DBE VENDOR PARTICIPATION SUMMARY	FY16 # OF COMPANIES	FY15 # OF COMPANIES
MINORITY OWNED BUSINESSES	2	4
WOMEN OWNED BUSINESSES	7	6
SMALL BUSINESS ENTERPRISE	2	4
<b>TOTAL</b>	<b>11</b>	<b>14</b>

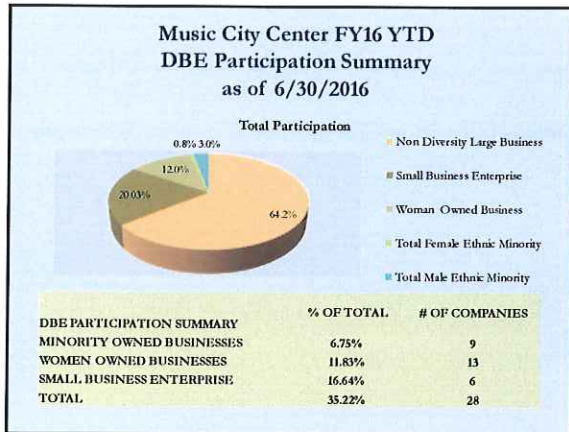
CENTERPLATE YEAR END 2016 VENDORS:

BANQUET STAFFING (AAFBE)	NICK'S FAMOUS BBQ (SBE)
COLT'S 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 COMPANY (WBE)	TROPICAL NUT AND FRUIT (WBE)
	XCLUSIVE STAFFING OF TENNESSEE (WBE)



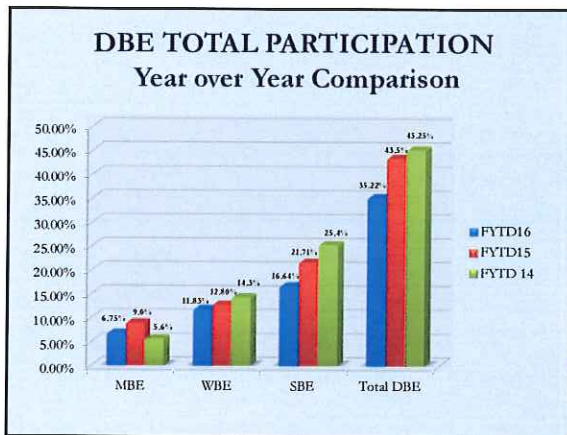
### Music City Center FY16 4th Quarter DBE Participation Dollars Spent

DBE Classification	DBE Dollars Spent:
<b>Ethnic Minority Male</b>	
African American Owned	\$82,853 (3.34%)
<b>Ethnic Minority Female</b>	
African American Owned	\$20,785 (0.84%)
<b>Total Minority Business Enterprise</b>	<b>\$103,638 (4.23%)</b>
<b>Total Woman Owned</b>	<b>\$330,549 (13.5%)</b>
<b>Total Small Business</b>	<b>\$251,306 (10.25%)</b>
<b>Total DBE Participation</b>	<b>\$675,041 (27.95%)</b>
<b>Total Non Diversity Business</b>	<b>\$1,766,679 (72.0%)</b>



### Music City Center FY16 YE DBE Participation Summary as of 6/30/2016

DBE Classification	DBE Dollars Spent:
Ethnic Minority Male	
African American Owned	\$328,740 (5.29%)
Ethnic Minority Female	
African American Owned	\$88,739 (1.43%)
Hispanic Female Owned	\$789
Total Minority Business Enterprise	\$417,479 (6.72%)
Total Woman Owned	\$731,824 (11.8%)
Total Small Business	\$1,029,609 (16.56%)
Total DBE Participation	\$2,178,912 (35.22%)
Total Non Diversity Business	\$4,007,224 (64.8%)



### DBE TOTAL PARTICIPATION Year over Year Comparison

FY15	FY16
Plants Alive- Total spend of \$160,638 which includes purchase of Christmas Décor.	Plants Alive- Total Spend of \$25,772 which includes maintenance of interior plants, install and tear down of Christmas décor.
Premiere Building Maintenance Corp- Total spend of \$195,391 for exterior window washing.	Premiere Building Maintenance Corp- Total spend of \$170,070 for exterior window washing.
CPR Rigging- Total Commissions of \$1,233,371	CPR Rigging- Total Commissions of \$901,580. Commissions made in the last six months of FY15, is equivalent to total commissions for FY16
Industrial Staffing- Total spend of \$309,879 for supplemental set-up staff.	Industrial Staffing- Total Spend of \$249,718 for supplemental set-up staff
Med-Star- Total Spend of \$131,888	Med-Star- Total spend of \$123,267
Bestway Services- Total spend of \$241,571	Bestway Services- Total spend of \$131,815. No longer a Vendor with the MCC in FY17

### DBE VENDOR SNAPSHOT

DBE VENDOR PARTICIPATION SUMMARY	FY16 # OF COMPANIES	FY15 # OF COMPANIES
MINORITY OWNED BUSINESSES	9	9
WOMEN OWNED BUSINESSES	13	14
SMALL BUSINESS ENTERPRISE	6	4
TOTAL	28	27

**FY16 High Performing DBE Vendors (over \$100,000):**

- Convention Production Rigging (SBE) – Rigging Services
- Industrial Staffing (WBE) – Supplemental Labor
- Med-star Medical (WBE) – EMT Services
- Premiere Building & Maintenance (AAMBE) – Window Cleaning
- SMS Partnership with Bestway Janitorial Services (AAMBE) – Housekeeping Labor

### OMNI 2016 Local Participation

COMMITMENT TO LOCAL HIRING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Total FTEs GOAL: 300	742	711	724	712	707	713						
# FTEs (40 hours) Residents of Nashville Metropolitan Statistical Area Goal: 250	649	700	712	699	694	702						
# FTEs (40 hours) Residents of Davidson County Goal: 200	601	573	583	573	570	569						

### OMNI 2016 DBE Participation

SUPPLY AND SERVICE EXPENDITURE COMMITMENT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	2016 TOTAL
Nashville Metropolitan Statistical Area Business Goal: \$100,000/yr.	\$135,764	\$160,049	\$134,367	\$146,093	\$135,460	\$137,355							\$1,410,114
Small, minority and women owned business enterprises Goal: \$50,000/yr.	\$23,243	\$28,800	\$22,434	\$10,046	\$28,831	\$28,816							\$192,194

