

**MINUTES OF THE  
FINANCE & AUDIT COMMITTEE MEETING OF THE  
CONVENTION CENTER AUTHORITY OF THE  
METROPOLITAN GOVERNMENT OF NASHVILLE &  
DAVIDSON COUNTY**

The Finance & Audit Committee Meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on March 4, 2015 at 9:08 a.m. in the Administrative Board Room of the Administrative Offices at the Music City Center, Nashville, Tennessee.

**FINANCE & AUDIT COMMITTEE MEMBERS PRESENT:** Randy Goodman, Francis Guess, Vonda McDaniel and Willie McDonald

**FINANCE & AUDIT COMMITTEE MEMBERS NOT PRESENT:** Irwin Fisher

**OTHERS PRESENT:** Charles Starks, Heidi Runion, Natasha Blackshear, Mary Brette Clippard and Beverly Bennett

The meeting was opened for business by Committee Chair Francis Guess.

**ACTION:** Vonda McDaniel made a motion to approve the Finance & Audit Committee minutes of April 3, 2014. The motion was seconded by Willie McDonald and approved unanimously by the committee.

Charles Starks was asked to discuss the proposed Music City Center budget for FY 2016 and there was discussion. (Attachment #1)

**ACTION:** Willie McDonald made a motion that the Finance & Audit Committee recommend to the Authority the approval of the 2016 Fiscal Year Operating and Capital Budget to fund the activities and operations of the Music City Center. The motion was seconded by Vonda McDaniel and approved unanimously by the committee.

With no additional business a motion was made to adjourn, with no objection the Finance & Audit committee of the CCA adjourned at 9:38 a.m.

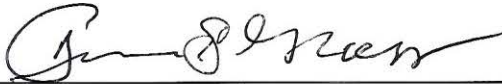
Respectfully submitted,



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Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:



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Francis Guess, Committee Chair  
CCA Finance & Audit Committee  
Meeting Minutes of March 4, 2015



**CCA FINANCE & AUDIT COMMITTEE**

Music City Center  
FY2016 Operating Budget

**MCC FY15 Business**

- **FY 2015 Year-End Estimates**
  - 256 Events
  - 551,740 Attendees
  - 363,939 Room Nights
  - \$368,270,276 Economic Impact

**MCC FY15 Business**

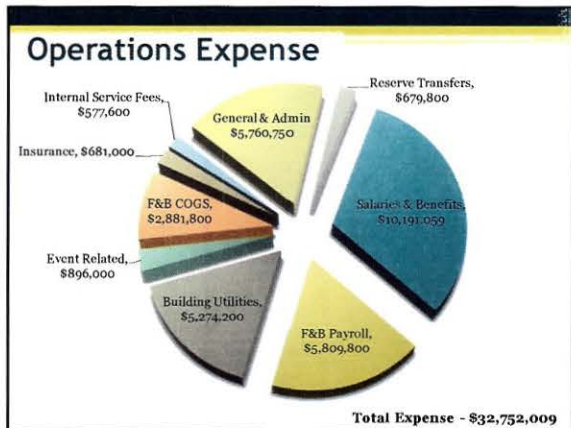
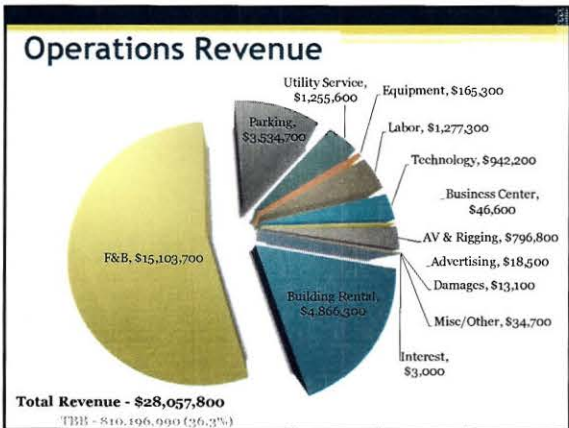
- **Events:**
  - Mary Kay
  - Southern Association of Colleges and Schools
  - MacDon Industries
  - Emergency Medical Services
- **Fiscal YTD we have hosted 24 local/non-profit events with over 12,751 attendees**
- **Tours: 53 with 983 attendees**

As of January 31, 2015

**MCC Future Bookings**

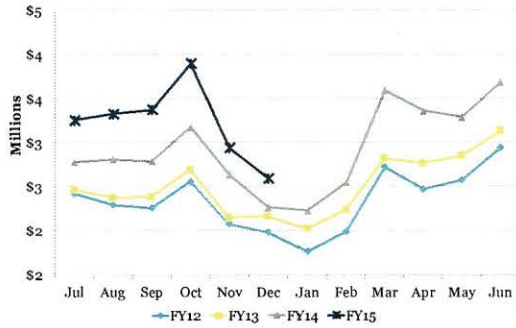
- **Events booked thru 2026:**
  - 424 events
  - 1,898,153 attendees
  - 2,221,537 total room nights
- **Future Bookings Include:**
  - National Science Teachers
  - National League of Cities
  - National Association of Music Merchants
  - Beachbody
  - Global Awakening

As of January 31, 2015



### MCC Tax Collections by Year

Excludes Campus Sales Tax & TDZ



### FY16 Total Revenue & Expenses

Operating Revenues	\$28,057,800
Hotel Taxes	\$40,264,900
Rental Car	\$1,517,200
Airport Departure	\$803,800
Campus Tax	\$16,556,200
TDZ	\$12,588,300
<b>TOTAL REVENUE</b>	<b>\$99,788,200</b>
Operating Expenses	\$32,752,009
MCC Bond Payment	\$36,175,332
Omni Hotel Payment	\$9,000,000
Bond Administrative Cost	\$145,200
Capital Expenses Anticipated	\$130,600
<b>TOTAL EXPENSES</b>	<b>\$78,203,141</b>



## CCA FINANCE & AUDIT COMMITTEE

Music City Center  
FY2016 Operating Budget