

**SPORTS AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE  
& DAVIDSON COUNTY**

Minutes of the September 15, 2011 Meeting of the Board of Directors  
LP Field- Media Room  
8:00 a.m.

**Board Members:** Kim Adkins, Alfonzo Alexander, Margaret Behm, Cathy Bender, J.D. Elliott, Forrest Harris, Rusty Lawrence, Steve North, Edward Temple, Nancy Vincent

**Staff:** Emmett Edwards (Sports Authority), Theresa Costonis (Metro Legal), Tom Cross (Metro Legal)

**Predators/Powers Management:** Jeff Cogen, Sean Henry, Brock Jones, Michelle Kennedy, David Poile

**Titans/ LP Field:** Jenneen Kaufmam, Don MacLachlan, Walter Overton, Scott Rayson

**Visitors:** Tomas, de Paulis, Candace Price, Cerez Przbylinski

Mr. J.D. Elliott called the meeting to order at 8:00 a.m. and recognized Ms. Terri Costonis to read the Metro Code of Laws (Ordinance No. BL2006-1050). **Upon a motion duly made and seconded, the Sports Authority unanimously voted to approve the minutes of the May meeting. Upon a motion made and duly seconded, the Sports Authority unanimously voted to approve the minutes of the June Special Called Meeting.**

Mr. Elliott acknowledged the retirement of Metro Law Director Sue Cain and read a proposed resolution commending her years of service to Metro Government and the State of TN. **Upon a motion duly made and seconded, the Sports Authority unanimously voted to approve the resolution.**

***Executive Director's Report***

Mr. Elliott recognized Mr. Emmett Edwards to give the Executive Director's Report. Mr. Edwards began by recognizing Mr. Jeff Cogen who introduced Nashville Predators General Manager David Poile. Mr. Poile thanked the Sports Authority for the opportunity to address them and stated that the past year was very exciting for the Predators. Both Sean Henry and Jeff Cogen joined the leadership team, and the Predators had an exciting run in the playoffs. Mr. Poile reported that this year's theme is Good to Great, and that while the team is proud of its accomplishments, the best is yet to come.

Mr. Edwards continued his report by acknowledging that Civic Event applications were received from Hands on Nashville (Wine on the River) and the Frostbite Running Club (Music City Half-Marathon), and that all required documentation had been provided. **Upon a motion duly made and seconded the Sports Authority voted to approve parking for both events.**

Mr. Edwards further reported that the Request for Proposal (RFP) #11.255 for parking management at LP Field is now out and that guiding principles used in the development of the RFP include: innovation, customer satisfaction, safety and security, and audit procedures. It was noted that the old RFP was used as a template with the Sports Authority and Metro Procurement providing additional detail specific to the current service needs.

Mr. Edwards recognized Ms. Terri Costonis to discuss Solar Assisted Car Charging Stations at LP Field. Ms. Costonis reported that agreement has been reached on almost every term of the contract. The car charging station will cover 8 spots but that the total number of net available spaces will not change. Ms. Costonis reported that the proposal is for UT Battelle to be licensed space to install the charging stations. Data will be collected until 2012 at which time UT Battelle will transfer the charging stations to the Sports Authority. The stations will then be operated by the Sports Authority after the first successful field test. The LP Field parking

manager would also manage that space as part of the parking contractor's responsibility. Ms. Costonis noted that there is a secondary parking agreement between the Sports Authority and Cumberland Stadium, Inc. **After much discussion and questions regarding termination provisions, maintenance costs, and financial viability, the Sports Authority, upon a motion duly made and seconded, voted to approve the agreement in full, delegating authority to the Chair to give final approval after the details have been finalized given the time sensitivity of the project.**

Finally, Mr. Edwards reported that discussions are continuing with Bridgestone Arena with regards to Shared Employee Allocation. Mr. Alfonzo Alexander is the Sports Authority's appointee for these discussions. A robust plan is in the works and will be brought before the board at the next meeting.

#### ***Opryland Attractions (General Jackson) contract renewal***

Mr. Elliott recognized Ms. Costonis to discuss the Opryland Attractions contract renewal. Ms. Costonis reported that Opryland Attractions has requested a one-year extension of its current agreement with the Sports Authority which allows the use of LP Field Lot R for patron parking for the General Jackson when needed. This will extend the terms of the contract to December 31, 2012. **Upon a motion duly made and seconded the Sports Authority voted to approve the contract extension.**

#### ***LP Field Report***

Mr. Elliott recognized Mr. Walter Overton to give the LP Field Report. Mr. Overton introduced Ms. Jenneen Kaufman, Vice-President/CFO of the Titans Organization. Mr. Overton addressed the LP Field calendar, noting that Tennessee State University's John Merritt Classic was held on September 3<sup>rd</sup> and the Western Kentucky/ UK game two days before on September 1. Mr. Overton further reported that LP Field casualty loss claims have been submitted to Metro Claims and are waiting to be reimbursed. After noting that seat user fee collections have reached \$2.9 million and the Stadium Capital Fund currently totals \$1.6 million, Mr. Overton announced that the Titans were continuing their efforts to remediate the soil displacement that occurred following the flood.

Ms. Terri Costonis reported that after discussions between Emmett Edwards, Bob Lackey, Walter Overton, and herself, and after continued review of the invoices, they have determined that all capital expenditure requests are reasonably reimbursable. **Upon a motion duly made and seconded, the Sport Authority voted to approve the capital reimbursement requests in the amount as set out and approved by the Metro Legal and Finance Departments.**

#### ***Bridgestone Arena Report***

Mr. Elliott recognized Mr. Sean Henry to give the Bridgestone Arena Report. Mr. Henry began by announcing that Bridgestone Arena was named the 3<sup>rd</sup> busiest building in America from June to July and the 5<sup>th</sup> busiest building from July to August. He additionally announced that the Journey/Foreigner show was a sell-out, and that a deal for a 3-year extension of the CMA Awards show (to include the Christmas show) has been reached.

With regards to building improvements, Mr. Henry reminded the board that enhancements are coming to the arena that will add color, energy, and life to the building. In addition to the creation of a fan zone, they will highlight not only the Predators, but the SEC and NCAA Tournaments. They will also bring attention to other tenants in the building- especially the TN Sports Hall of Fame.

Mr. Henry continued by reporting that in the past 4-5 months he has spoken with the Arena Football League (AFL) which is looking to grow and expand. The return of the AFL to

Nashville would likely involve a partnership between the team owner and the arena, and games would be treated like shows with regards to food/beverage, tickets and entertainment.

***Catering and Concessions Agreement***

Mr. Henry turned his attention to the sub-contractor proposal to amend the concessions agreement. Mr. Henry stated that the proposal is an opportunity to improve the current deal, shift the burden of capital investments from Metro and the Sports Authority to a third party, and to clean up old language from the 1996 contract. Additionally, Mr. Henry acknowledged the following alterations to the deal:

- The deal is now an extension, not a new agreement.
- The deal increases rent on Club seating from 20% to 25%.
- Language in regards to the liquor license has been tightened up.
- The deal gives increases oversight and gives the opportunity to direct investments instead of only approving them.
- If for any reason the Predators leave Nashville, both Delaware North and Metro can walk away from the contract. Investments made would stay in the building with the Predators assuming any financial burden.
- The contract clause that allows perpetual extensions without the rebidding of the contract will terminate when the deal terminates in 2023.

After acknowledging the above alterations, Mr. Henry noted that Metro Finance has “blessed” the deal. After several questions were raised and a motion was made to approve the extension to the agreement, Ms. Behm inquired about the possibility of meeting in an executive session in order that questions might be specifically directed to the Sports Authority attorney. Ms. Costonis advised that an executive session is not permitted in this case as the issue before the Authority is one of negotiation not dispute. After much discussion, the Sports Authority determined to meet at a later date in order to give the board time to ask questions and have further discussion prior to voting on the motion.

The meeting adjourned at 10:27.