

SPORTS AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE & DAVIDSON COUNTY
Minutes of April 21, 2016 Meeting of the Board of Directors
First Tennessee Ballpark
10:30 a.m.

Board Members: Kim Adkins, Margaret Behm, Cathy Bender, Bob Obrohta, Ralph Perrey, Rip Ryman, Dudley West, Emmett Wynn, Khalat Hama, Lisa Howe

Staff: Monica Fawknotson, Ilesha Montesrin (Sports Authority temp), Margaret Darby (Legal)

Titans/ Nissan Stadium: Jenneen Kaufman, Bob Flynn, Tina Tuggle, Steve Underwood

Predators: Sean Henry, Danny Butler, David Kells, Kyle Clayton

First Tennessee Park: Doug Scopel (Senior Vice President)

Visitors: Butch Spyridon (NCVC), Anita Elliott, Bo Roberts, Scott Perry (Memorial Foundation), Howard Gentry (Ed Temple Statue Committee)

Chairwoman Kim Adkins called the meeting of the Sports Authority to order at 10:30 a.m. and welcomed all in attendance. Ms. Adkins reminded everyone that the appeals process for decisions by the Authority could be found on the top of the agenda. **Upon a motion duly made and seconded, the Sports Authority unanimously voted to approve the minutes of the March 17, 2016 meeting.**

Executive Director's Report

Chairwoman Adkins recognized Ms. Monica Fawknotson to give the Executive Director's Report. Ms. Fawknotson began by giving recognition to Ms. Rachel Hamby, a junior at Lipscomb University who is currently pursuing a degree in Sports Management and thanked her for her interest in the Board Meeting. She then stated that there are two items on the agenda, other than facility updates, which includes an Ed Temple Statue Presentation and the Nashville Convention and Visitors Corporation's proposed improvements. Ms. Fawknotson gave a brief update on the Nissan Stadium Refurbishment Project. She stated that the seat replacement is almost completed in the entire upper bowl and the facility will be ready in time for the Beyoncé concert in May. Concrete repairs are continuing to be made, roughly 60% of the restrooms and concession stands have received a waterproof coating as well. Furthermore, the expansion joints have arrived at the stadium and are being installed. Overall, the project is on schedule and the budget is on track. Ms. Fawknotson also announced that a Finance Committee meeting has been scheduled for May 10th at 9:00am and encouraged all Board members to attend. In conclusion, she stated that there is also a budget hearing on May 11th at 4:15pm.

Ed Temple Statue Presentation

Chairwoman Adkins began by stating that Mr. J.D. Elliott had played an important role in the Ed Temple Statue Committee and also on the Sports Authority's Board of Directors as well. Personally and professionally, he made it possible for the Ed Temple statue to be created and placed at First Tennessee Park. Ms. Adkins then recognized Mr. Bo Roberts to continue the presentation of the Ed Temple statue. Mr. Roberts and Mr. Howard Gentry, both members of the Ed Temple Statue Committee, helped raise the funds to commemorate Coach Ed Temple's hard work, by means of a

statue. The creation of this statue was supported by the Memorial Fund, Sports Authority's Board Members, the Nashville Predators (who hosted a fund raising event), ex-Mayor Mr. Karl Dean, the Tennessee Titans, the Nashville Sounds, Mr. J.D. Elliott, and also the Sports Council. Due to Mr. Elliott's extensive involvement with this project, the Ed Temple Statue Committee wanted to present a resolution to his wife, Ms. Anita Elliott, thanking his family for his dedication. Mr. Roberts stated that Mr. Elliott personally contributed to this fund, he found other organizations to donate, and combined he helped raise roughly one third of the total contributions. **Upon a motion duly made and seconded, the Sports Authority unanimously voted to approve the Ed Temple Statue resolution.** Mr. Roberts then presented the resolution to Mr. J.D. Elliott's wife, Anita Elliott, along with a miniature Ed Temple statue.

First Tennessee Park Report

Chairwoman Adkins recognized Mr. Doug Scopel to give the First Tennessee Park Report and thanked him for hosting the meeting. Mr. Scopel stated that the Nashville Sounds begun their second season at First Tennessee Park on April 7th. They invited over 100 soldiers from Fort Campbell to opening day for the national anthem, where the soldiers help unfurl a large American flag across the outfield. On April 9th the Nashville Sounds Foundation awarded its first four scholarships in the Foundation's history, during the pregame ceremony. With eight home games played, the Sounds had the second highest attendance amongst other teams. Additionally, the Sounds have been hosting games that start at noon on Wednesdays to encourage different demographics to attend. They also hosted the Vanderbilt vs. Belmont NCAA basketball game on March 29th and had almost 4,000 in attendance. As a new addition, First Tennessee Park has become part of St. Jude's Rock N' Roll Marathon's course, as runners will have the ability to run a lap around the field, and on the concourse. Additionally, a new 9-hole Put-Put golf course will be added to contribute to the different activities at the ballpark. In response to a question asked by Mr. Ralph Perrey, Mr. Scopel stated that they are working in conjunction with the Nashville Sports Council to obtain the privilege of hosting the SEC Baseball Tournament next year.

Nissan Stadium Report

Chairwoman Adkins recognized Mr. Bob Flynn, the Vice President of Facilities at Nissan Stadium, to begin the Nissan Stadium Report. Mr. Flynn stated that some upcoming events to be held at the stadium include:

- Titans Draft Party- April 28th
- St. Jude's Rock N' Roll Marathon- April 29th- May 1st
- Beyoncé- May 5th
- CMA Music Festival- June 9th- 12th
- Monster Jam- June 18th
- Music City 4th of July Celebration- July 2nd- 5th
- Guns N' Roses- July 9th
- Beachbody- July 28th- 30th

Mr. Flynn also noted that the Titans' football schedule has also been released. Some continuing improvements include ramp painting on the East side, pressure washing the entire stadium, painting of the light rakers, and painting of the fencing as well.

Ms. Tina Tuggle, Community Relations Director, continued the report with the Titans' involvement in the community. The Titans recently hosted the Regional Spelling Bee because the event was scheduled for cancellation, due to lack of funding. The Titans Foundation awarded a \$10,000 scholarship to the Boys & Girls Club Youth of the Year on March 30th. They also held a NFL Pre-Draft Alumni Party on April 19th where fans were able to meet Titans alumni and also receive a behind the scenes look at the upcoming draft. The Titans Caravan will be touring April 30th through May 7th and they will visit Kentucky, Alabama, Mississippi, and different areas of Tennessee. Lastly, the Titans 5K will be held on May 21st and the proceeds will benefit an organization known as "Girls on the Run," which helps promote healthy living among young women.

Chairwoman Adkins then recognized Ms. Jenneen Kaufman, Chief Financial Officer, to report on the Titans' financials. Ms. Kaufman reminded the board that the \$3.00 ticket tax is divided into two separate categories (\$2.00 ticket tax and the \$1.00 ticket tax for 2015 Stadium Improvement Bonds). The \$2.00 ticket tax is currently holding \$348,417.62 and has been pledged to pay the bonds for previous improvements in 2012. The Stadium Improvement Bonds have been broken down into three separate funds.

- 2015 Stadium Revenue Fund Reserve (\$489,215.82)
- 2015 Stadium Prior Bond Reserve (\$1,900,000.00)
- 2015 Stadium Construction Fund Summary (\$1,100,000.00)

Ms. Kaufman stated that the ticket tax paid to date (from inception) totals \$14,308,048.00. Contributions thus far, for FY16, total \$1,746,282.00. Ms. Kaufman discussed the User Fee Recap which was initiated last season at the request of the Board. The Titans estimate they will pay \$1.6 million into the ticket tax during the season and have divided this amount into installments to be paid over 10 months. After each game the box office will provide a true up of actual tickets sold and pay the difference. Thus far, the Titans have paid three installments, each in the amount of \$162,000.00. Ms. Kaufman additionally reported that the Capital Stadium Fund has a balance of \$158,360.57. Additionally, the next \$1 million contribution from Metro will be disbursed in July. The Unfiled Reimbursement Receivable is at \$3,387,804.75 and the Casualty Receivable is \$22,352.03. In regards the Cap Ex Communication Tool, the only change is that two projects (ticket office renovations and the purchase of a Manitou) have moved from being anticipated projects to current ones. Ms. Fawknorton added that she is currently in the process of scheduling a meeting to begin the discussion with Metro Finance, in regards to the options of repayment to the Titans for the large number of reimbursements.

NCVC- Visitors Center Improvements

Chairwoman Adkins recognized Ms. Fawknorton to give a brief overview of the Nashville Convention & Visitors Corporation. Ms. Fawknorton stated that according to the Lease agreement, this particular area of Bridgestone Arena as well as the Tennessee Sports Hall of Fame and Sirius XM Studios, are defined as reserved areas. Furthermore, it was stated that any renovations or changes to the area are the sole expense of the NCVC and require written consent from the Sports Authority Board. Ms. Fawknorton then recognized Mr. Butch Spyridon, President of Digital marketing & Visitors Services, to begin the discussion on the proposed improvements. Mr. Spyridon began by stating that over the past few years, they have been faced with various areas in the glass tower that leak. Recently, they have spent \$76,500 to recaulk various windows after receiving approval from Ms. Fawknorton and the Mayor's office. The various proposed improvements include:

- Replacement of Visitor Center Signage/promotional wrap on arena tower
- Repair/Replacement of soffits around inside perimeter of the arena/Visitor Center retail store
- Addition of active electricity outlets to handle higher voltage
- Replacement of air returns in area near elevator/behind curtain
- Restroom Remodel
- Removal of non-working pay telephone
- Replacement of air curtain on plaza door
- Addition of security cameras for retail space

Ms. Fawknorton added that after talks with Ms. Margaret Darby (Legal) they believe that the area that is between the Visitors Center, the Sports Hall of Fame, and the Arena's Box Office, is considered to be the Arena's responsibility. **Upon a motion duly made and seconded, the Sports Authority unanimously voted to approve the list of NCVC's improvements.**

Bridgestone Arena/Ford Ice Center Report

Chairwoman Adkins then recognized Mr. Kyle Clayton, Director of Financial Report, to give the Bridgestone Arena/Ford Ice Center Report. Mr. Clayton began by stating that the Predators recently traveled to Anaheim and won the first two games in the series that could potentially lead to the Playoffs. In the month of February, Bridgestone Arena hosted 12 events that include 8 hockey games, Winter Jam, 2 Disney Live Shows, and WWE Raw. Current revenues are at \$8.1 million and that is 14% ahead of last year. Bridgestone is tracking about 9% ahead of last year with expenses and are currently 11% ahead of the budget. In the community, the Nashville Predators Foundation generated \$140,000 at their annual GnashVegas Casino Night held on February 16th. The Foundation provides over \$1 million in grants annually to more than 700 organizations. Additionally, the Predators and Bridgestone Arena hosted 24 hours of hockey which represented the NHL, college, high school, youth, military, women's, and sled hockey. This was kicked off by a 5-0 win for the Predators against the St. Louis Blues.

Also in February, Ford Ice Center hosted the SEC Hockey Tournament and was awarded the privilege of hosting the tournament through 2019. The event hosted 8 of the 10 best teams and with them, came their huge fan bases as well. The following weekend, A-Game Sportsplex in Franklin,

unexpectedly closed their doors even though they had plans to host a tournament. Ford Ice Center stepped up and created a 'friendly' tournament for the 16 teams involved, to participate in. Furthermore, they hosted two championships, such as the G-Nash Championship and the Junior Predators Cup, both won by Ravenwood High School. Finally, two of the Junior Predators teams are now bound for Nationals.

Mr. David Kells continued the report by stating that Bridgestone Arena has also hosted a number of events through March and April that include:

- Blake Shelton
- Men's SEC Basketball
- Martin Lawrence
- Rihanna
- Kris Kristofferson
- All for the Hall
- Mumford & Sons

Additionally, some new shows that have been announced consist of Carrie Underwood, G-Eazy, Hillsong United, and Cirque du Soleil. NHL reporting ranked the Predators 4th in overall revenue growth and 2nd in average ticket price growth.

Chair Remarks

Chairwoman Adkins concluded by stating that at the last meeting, there was discussion about having different board members serve as a facility liaison. This is intended to help streamline new information to the Board. Ms. Adkins announced that the new liaisons would include:

- Lisa Howe (Nissan Stadium)
- Emmett Wynn (Bridgestone Arena/Ford Ice Center)
- Bob Obrohta (First Tennessee Park)

There being no other business, the meeting was adjourned.