

Minutes: Meeting of the Metropolitan Government Board of Fair Commissioners

Date: February 6th, 2024 4:00 p.m.

On the above referenced date, the February meeting for the Board of Fair Commissioners was held at the Fairgrounds in Expo 2. Those in attendance were Chair Jasper Hendricks, Vice-Chair Todd Hartley, Commissioner Anthony Owens and Commissioner Diego Eguiarte. Also, in attendance from the Fairgrounds were Executive Director Laura Womack and Finance and Administrative Manager Satrice Allen. Metro Attorneys Terri Costonis and Erica Haber were also present. David Hickinbotham from GHP was in attendance as well as Ed Henley with Pillars Development. Lindsey Paola with the Nashville Soccer Club was present. And Catherine Sarrett with Strategic Venue Studies was also in attendance via Webex.

Chair Hendricks called the meeting to order and read the legal notice. He then moved to the approval of the January meeting minutes. Vice-Chair Hartley made a motion to approve, and Commissioner Eguiarte seconded the motion. All were in favor and the minutes were passed. There was one public comment. Chair Hendricks then moved to the Financial Update.

Ms. Allen gave an update and there were a few questions and comments about the aging report, the new budget coming up, the fee study, the capital 4% fund, and the subsidy. Chair Hendricks then moved to the Events Update to include campus partners item on the agenda.

Ms. Paola gave a brief report on the soccer club and stated there was not much to report since they were still in preseason. Chair Hendricks then moved to the Update on capital projects including infrastructure, Fair Park, and mixed-use development item on the agenda.

Mr. Henley gave his report on the financials of each project at the Fairgrounds. Mr. Hickinbotham gave an update on the construction and projects at the Fairgrounds. There were a couple of questions and comments. Chair Hendricks then moved to the Executive Director's Report.

Director Womack first gave a quick update about the Mixed-Use Project since Mr. Dirk Melton could not attend. She then introduced Jason Lord, the new General Manager at the speedway. She also introduced two new employees at the Fairgrounds-Accountant, Kenya Woodard, and Buyer and AP Specialist, Judy Caron, and welcomed them all on board. She then gave a quick update on the Food & Beverage RFP, the Flea Market's 55th anniversary coming up, and the Public Art Project. Chair Hendricks then moved to Old Business and the Consideration of Fee Study recommendations item on the agenda.

Director Womack gave a quick summary of the fee study and recommendations. Vice-Chair Hartley then made a motion stating, *"I move that we are directing the Fairgrounds staff to take steps to implement the recommendations of the fee study including the following: 1) an 80% increase of all of the rental rates at the expo center 2) an increase of the fee for move-in/move-out days 50% of the daily rate 3) that we are directing the Fairgrounds staff to set a goal for the additional event services revenues as a percentage of rent revenue and create an amount of money for ancillary services"* Director Womack recommended that they add to the motion that the changes be phased in on numbers one and two. Vice-Chair Hartley then amended the motion stating, *"I move to accept the fee study as a whole as presented last month"*. Commissioner Eguiarte seconded the motion. There was a lengthy discussion and many questions. Chair Hendricks then called the question. Vice-Chair Hartley then restated the motion. All were in favor and the motion passed. Chair Hendricks then moved to New Business and the Consideration of legislation authorizing acceptance of sponsorships with a total net value not to exceed \$25,000 item on the agenda.

Chair Hendricks explained the reasoning behind this new legislation and then went over the details. Commissioner Owens made a motion stating, *"I make a motion that we move this forward."* Vice-Chair Hartley seconded the motion. There was a brief discussion and some questions on this. Director Womack added that they were working on a strategy/plan and would give that to the Board soon. Chair Hendricks thanked Metro Legal for all of their work on this. Chair Hendricks then asked for a vote. All were in favor and the motion was passed.

Vice-Chair Hartley requested that they discuss the tax revenue money at the next meeting and the Board had a few questions concerning this. Chair Hendricks also asked for regular reports with vendor information-especially the ones that were receiving the subsidy (rent relief) and whether they were minority owned businesses and were Davidson County residents or not. And Commissioner Eguiarte suggested they reach out to Economic Development to start formalizing a program/structure of what was already being done concerning economic development and partnering with businesses and the city.

Chair Hendricks then asked for a motion to adjourn, and Vice-Chair Hartley stated, “*So moved*”. Commissioner Owens seconded the motion. All were in favor and the meeting was dismissed.

Respectfully Submitted,

Chair, Jasper Hendricks

Executive Director, Laura Womack