



Tennessee Sports Hall of Fame
501 Broadway
Nashville, TN 37203
(615) 242-4750

**Minutes
Tennessee Sports Hall of Fame Meeting
July 23, 2022**

The Tennessee Sports Hall of Fame (“TNSHOF”) met this day at 9:30 AM CT for a meeting with a physical location at the TNSHOF Museum, 501 Broadway, Nashville, TN 37203 and hosted via WebEx with available call-in numbers. Notice being given seven (7) days prior on the TNSHOF website and Facebook page. The meeting was called to order at 9:40 AM CT by Fulmer. Roll was called and a quorum was established, with the following members present.

MEMBERS PRESENT¹

Julie Bennett
[REDACTED]
Marianne Dunavant
Phillip Fulmer
Brad Lampley*
Art Sparks
[REDACTED]

Keith Boring
Lisa Campbell
Mark Ezell
Harold Graeter
Missy Marshall*
[REDACTED]

Dane Bradshaw*
Scott Carter
Shan Foster
Kenny Hawkins
Chris Massaro
Candice Storey Lee

MEMBERS ABSENT

Harold Byrd

Jack Sammons

Chris Wampler

GUESTS PRESENT

Kevin Mahoney, Department of Tourist Development, Assistant Commissioner of Administration
Mary Katelyn Price, Department of Tourist Development, Communications Specialist
Rob Sherrill, Department of Tourist Development, Special Projects Coordinator
Alicia C. B. Widrig, Department of Tourist Development, General Counsel & Board Atty.
Brad Willis, TNSHoF, Executive Director

AGENDA

Welcome, Fulmer

Welcome and Call to Order. Welcome and call to order for a meeting of the TN Sports Hall of Fame.

Housekeeping

¹ Members with an asterisk by their name denotes that they were present electronically.

- Widrig, asked if any guests were on the call that may wish to be recognized. Hearing none, the meeting proceeded.
- Approved the May 5, 2022, Minutes of the TNSHOF without a reading, as the Minutes were provided to members in advance of the meeting. Motion, by Fulmer with second by Graeter. No further discussion, move to a voice vote. All in favor with none opposed. Motion carries.

Financials, Mahoney, Financials are as of July 15, 2022, Willis will move through the golf tournament in more depth. The only addition that is not included and known is \$50,000 that is in process for the banquet, most of which will be returned. Any questions, discussion:

- Ezell, Big thank you to Kevin and Rob for the dozens of purely volunteer hours they put into the Hall, both are putting more in than the letter of the law requires that the TNSHOF be administratively attached.
- Fulmer, Regarding the Golf Tournament, Willis did a great job and could have tremendous opportunities. Had a chance to play with the Pred and hear about their Foundation, that information will be great to model.

New Business, Willis

1. Schedule of the Day

11AM – 1PM, Come and Go Reception, Light refreshments, Levy catering
 2:30P, Walkthrough at Omni, Will go through the run of show with inductees. Have a great team of volunteers and will know how to handle.
 4P, Media Red Carpet, Open 4 – 5:30P, as inductees and special guests arrive then they can go to the VIP reception. The VIP reception is adjacent to the Broadway Ballroom, just check-in when you arrive. Pipe and drape used to separate.
 5P, VIP Reception
 6P, Banquet Hall Opens, Banquet Hall will open and a band will be playing. The tables are pre-set with salad and dessert. Mike Keith will do a soft welcome at 6:30P, then an invocation will be given with the program starting at 7P.
 7P, Program Begins

2. Run of Show Explanation, Willis, Will have around eleven (11) inductees from the classes of 20' and 21', a number were unable to travel. Will bring both groups together and introduce. Then will have group photos with Honoree Awards to follow. Title IX salute will then occur with the class of 22' to follow. The prior TV specials were two (2) hours long with bio videos of four (4) minutes each. The bio videos this year will be used as a spotlight since they did not appear in this year's shortened TV special. After each inductee receives their award, they will then sit on stage until all inductees are recognized and will get a group photo. Finally, the Tennessean of the Year, John Ingram, will be recognized with photo slides and a short speech. Believe the Banquet will conclude between 9:00 – 9:15P. Any questions/discussion?

- Fulmer, Thinking about the length – will attendees be told that this is a unique situation? Willis, there will be jokes that they will not be here until midnight.
- Massaro, Is there somewhere in the program, that existing Hall of Famers will be recognized? Willis, Yes.

3. Recognize Banquet Committee, Willis, Want to thank the Banquet Committee and Dunavant who has been a fantastic Chair. Fulmer, took the lead role in tables, and Graeter helped as always and even had to add pages to the Program this year.

Program looks sharp and was designed by TDTD with special place for the Classes of 20' and 21'. There are plenty of Programs and they are placed at each table. Sherrill, looked at Willis before the Golf Tournament and saw the need for help and Sherrill has been his right hand for several weeks. Finally, thank you to Mahoney and other members of TDTD that you will see today that have stepped in to help.

4. Golf Tournament Recap, Willis, After bringing back the Tournament from dormancy, Lee was fantastic to assist in growing the relationship with Legends Golf Course. Sammons send a thoughtful email after the fact with items to consider, how to grow it, etc. The profit was \$33,000 with part of it being \$13,000-\$17,000 in expenses. Part of the profit is a Lottery sponsorship that the TNSHOF received in 21' for an August – July sponsorship. Once deduce the different buckets money has come into, believe the revenue will be \$33,000. A big thank you to all, but especially to Fulmer, who played, Dunavant and Marshall helped sign people in. The event came off well and was a good reintroduction.
5. Banquet Revenue Recap, Willis, Will have roughly 780 guests in attendance this evening with roughly \$240,000 on the whole. Plan for the final expenses to be worked out over the next couple of weeks but currently the budgeted revenue goal has been exceeded. A net guess will be around 85-90K, Omni has a \$45,000 contingency pre-charge that should come off. Thank you to Campbell for securing the alcohol donation from Lipman.
6. Tennessee Lottery/FedEx Sponsorship, Willis, The Tennessee Lottery has been the Hall's namesake since last August. Several Board members have gone to bat curating relationships. Fulmer assisted with outreach to Rebecca Paul and now they agreed to double their contribution arriving at \$50,000 that will run through next year. Sammons was integral to bring FedEx back in for the first time they have been involved in many years with a \$10,000 sponsorship.
7. Lead Update/New Location Search, Willis, Ezell and Willis met with Predators CEO Sean Henry a few weeks ago and the status of the museum space remains unchanged. The challenge will be to find a home for the museum and will Ezell's assistance have made inroads with several sports facilities in the area and are encouraged by the number of options.

There is a chance the museum could go dark for a while, but Willis received a call a few weeks ago from the Adventure Science Center regarding an exhibit they are opening on Sports and the Human Performance in Summer 2024. Willis provided information about the museum's interactive kiosks and will meet with Adventure Science Center personnel on Wednesday (July 27, 2022). Wanted to learn any feedback on a concept like that, while an outside the box idea it could provide an opportunity to bridge the gap between spaces. Any questions/discussion:

- Fulmer, The Hall needs to consider a rebranding effort and this falls to the Board need to start being intentional about discussing the TNSHOF when in your community. The TNSHOF has had an identity problem, that many do not know there is a hall of fame/museum. Tonight will be the best billboard in the last three (3) years for people to see and hopefully go back to their communities with a positive experience. For example, Collierville really stepped up to recognize one of their own and how that impacted the community.

- Dunavant, Want to point out that this Board has such strong support from TDTD. It is beautiful and had first-hand experience to witness what the Department does for Willis and Willis already do so much. There is the potential that at some point, the Board may become free-standing and will need to stand on its own. Love and appreciate all the help receiving but need to begin weening away.
- Sparks, Consider a five (5) minute presentation that could be provided when local counties have induction ceremonies into their local hall of fames.
 - Hawkins, Could put together a promotional package/video to showcase when go around to Chambers, shots of the Hall, what they are investing in.
 - Willis, the Production company has already shot footage, so would likely be a straightforward fee to receive a reel that covers those points.
- Ezell, Heading into the need for a capital campaign, even if hit a unicorn moment and get a box build that takes \$5 million off needs, do not believe could outfit for under \$2 million. The Board has been very quiet with interaction toward the General Assembly, may be time for us to start making sure to do goodwill calls. Do not want to ask for money yet as trying to get time behind us to prove this is not the old group.
- Foster, Thinking specifically to speak with leadership groups, such as Leadership TN, Nashville and Middle TN to talk to their groups about what the organization is doing and it would not cost anything.
 - Fulmer, If you get invited to your Rotary Club to speak be sure to discuss the TNSHOF.
- Carter, Want to bring an out of the box idea, will take money and being a big state, could the future hold having a beautiful big-rig with a digital display and exhibits to take across the State. Artifacts are getting bigger, but could take physical pieces to games, HS National Championships, etc.
- Willis, Agree, can't show up and do the same thing over-and-over. Fell into that trap and was trying to lean on history and asked questions, why are we doing it this way? Could be totally different and that's a great idea. Certainly should discuss in relocation committee.
- Willis, Want to share a story now and also this evening about one of the youths that came through. When youth groups come in, Willis asks to do a scavenger hunt and when come back tell him someone they found and why they were important. A group came and a young girl said her favorite is Rick Byrd, because she has the same last name. The kids then color a picture of the Hall of Fame logo and she asked for Willis to give it to Coach Byrd. Willis indicated that she should keep it, but could he take her photo and text it to Coach Byrd. Coach Byrd then replied before the girl left from the tour and that changed her entire experience. That is the connection that we hope to share tonight to celebrate a great group and then tomorrow tell their stories.
- Graeter, With legislators, should we consider a Day on the Hill event?
 - Ezell, May be time to consider. Think it's time to start communicating what the group is doing to honor Tennesseans.
 - Bennett, Need some talking points, that way we can all give the same message.
- Campbell, Tonight there are so many that may have not written a check to the TNSHOF, will there be donation cards on tables? Willis, No, but when guests check-in will ask for cell phone number and will receive a link . Willis and Mike

Keith will reference the link and talk about how to support the Hall through the link within the website.

Closing Remarks, Fulmer, Pleasure to work with you all and so much opportunity. Will reiterate that Willis is very appreciated. Motion, by Graeter with second by Fulmer. No further discussion, move to a voice vote. All in favor with none opposed. Motion carries. Meeting adjourned at 10:34 AM CT.

Approved:

11/3/2022

Date

Alicia C. B. Widrig

Alicia C. B. Widrig
Attorney for the TNSHOF, acting Secretary
Department of Tourist Development

TENNESSEE SPORTS HALL OF FAME
STATEMENTS OF NET POSITION
JULY 15, 2022, AND DECEMBER 31, 2021

	2022	2021
<u>ASSETS</u>		
Current assets		
Cash (Note 2)	\$ 222,854	\$ 237,173
Investments (Note 2)	-	-
Receivables	2,001	7,309
Interest Income Receivable	-	-
Inventory	-	-
Prepaid expenses	45,000	-
Total current assets	269,855	244,482
Noncurrent assets		
Capital assets, Net (Note 3)	290,666	303,331
Total noncurrent assets	290,666	303,331
Total assets	560,521	547,813
<u>LIABILITIES</u>		
Current liabilities		
Accounts payable	5,984	6,000
Unearned revenue	65,354	65,354
Total liabilities	71,338	71,354
<u>NET POSITION</u>		
Investment in capital assets	290,666	303,331
Restricted for:		
Expendable:		
Scholarships		
Museum Exhibits	-	-
Unrestricted	198,517	173,129
Total net position	\$ 489,183	\$ 476,459

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TENNESSEE SPORTS HALL OF FAME
STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
FOR THE PERIODS ENDED JULY 15, 2022, AND DECEMBER 31, 2021

	2022	2021
<u>OPERATING REVENUES</u>		
Membership dues	\$ 50	\$ 810
Banquet revenue	164,718	99,500
Golf tournament	17,780	-
Knoxville Fundraiser	-	-
Contributions	49,898	65,423
Museum ticket sales	54	4,578
Total operating revenues	<u>232,500</u>	<u>170,311</u>
<u>OPERATING EXPENSES</u>		
Banquet	118,613	3,098
General and administrative	78,941	143,213
Golf tournament	13,085	-
Legislative Event	-	-
Knoxville Fundraiser	-	-
Hall of fame museum	14,366	29,187
Total operating expenses	<u>225,005</u>	<u>175,498</u>
Operating gain/(loss)	<u>7,495</u>	<u>(5,188)</u>
<u>NONOPERATING REVENUES</u>		
Gifts received for scholarship fund	5,000	5,000
Interest income	229	91
Grant revenue	-	-
Net nonoperating revenues	<u>5,229</u>	<u>5,091</u>
<u>NONOPERATING EXPENSES</u>		
Transfer of scholarship account	-	-
Gifts to scholarship fund	-	5,000
Gain/(loss) before other revenues	<u>12,724</u>	<u>(5,097)</u>
Additions to permanent endowment	-	-
Increase/(Decrease) in net position	12,724	(5,097)
Total net position, January 1	<u>476,459</u>	<u>481,556</u>
Total net position, December 31	<u>\$ 489,183</u>	<u>\$ 476,459</u>

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TENNESSEE SPORTS HALL OF FAME
STATEMENTS OF CASH FLOWS
FOR THE PERIODS ENDED JULY 15, 2022, AND DECEMBER 31, 2021

	2022	2021
<u>CASH FLOWS FROM OPERATING ACTIVITIES</u>		
Receipts from customers	\$ 242,808	\$ 169,301
Payments to suppliers	(98,379)	(44,959)
Payments to employee and contractor	(68,978)	(116,252)
Net cash provided by (used for) operating activities	<u>75,451</u>	<u>8,090</u>
<u>CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES</u>		
Gifts received for scholarship fund	5,000	5,000
Gifts paid to scholarship fund	-	(5,000)
Net cash provided by (used for) noncapital financing activities	5,000	-
<u>CASH FLOWS FROM CAPITAL AND RELATED ACTIVITIES</u>		
Purchases of capital assets	-	-
Net cash used by capital and related activities	-	-
<u>CASH FLOWS FROM INVESTING ACTIVITIES</u>		
Interest received	229	91
Investment purchases	-	-
Proceeds from maturities of investments	-	-
Net cash provided by investing activities	<u>229</u>	<u>91</u>
Net increase (decrease) in cash and cash equivalents	<u>80,680</u>	<u>8,181</u>
Cash and cash equivalents, January 1	<u>237,173</u>	<u>223,992</u>
Cash and cash equivalents, December 31	<u>\$ 222,854</u>	<u>\$ 237,173</u>
<u>RECONCILIATION OF OPERATING GAIN(LOSS) TO NET</u>		
<u>CASH PROVIDED BY (USED FOR) OPERATING ACTIVITIES</u>		
Operating gain (loss)	7,495	(5,188)
Adjustments to reconcile operating gain (loss) to net cash provided by (used for) operating activities		
Depreciation expense	12,665	25,330
Decrease (increase) in accounts receivable	5,308	(1,009)
Decrease in inventory	-	-
Decrease in prepaid expenses	45,000	-
Increase (decrease) in accounts payable	16	6,042
Increase (decrease) in unearned revenue	-	-
Net cash provided by (used for) operating activities:	<u>\$ 70,484</u>	<u>\$ 25,175</u>

DRAFT