

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY
MEETING OF THE
DUNKIN' DONUTS CENTER COMMITTEE**

April 24, 2007

A meeting of the Dunkin' Donuts Center Committee of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on April 24, 2007, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Commissioners Bernie Buonanno, Dave Duffy, Dale Venturini, Dave Gavitt, Jason Fowler and Patrick Butler.

Also in attendance were Jim McCarvill, Kerrie Bennett and Betty Sullivan, RICCA; Tim Muldoon and Nancy Beauchamp, RICC; Larry Lepore, Dunkin' Donuts Center; Steve Duvel, Gilbane Co.; Mark Hashway, O. Ahlborg; Steve Duethman, Ellerbe Beckett; Bruce Leach, Legal Counsel; Kevin Madigan, Senate Fiscal and Eileen Smith, recording secretary.

Mr. Buonanno called the meeting to order at 3:05 pm and announced that the next meeting would be held on May 29th at 3:00 p.m.

Noting that the minutes of the March meeting had been distributed, Mr. Buonanno sought a motion to approve. Upon a motion duly made

by Ms. Venturini and seconded by Mr. Gavitt it was unanimously

VOTED: to approve the minutes of the March meeting.

Mr. Buonanno asked Mr. Lepore to update the Committee on the financial statements. Mr. Lepore reported that the favorable variance in rental income of \$25,400 for the period was attributed to two additional Bruins games and an additional concert. Mr. Lepore noted that service income exceeded budget expectations by \$196,000 directly tied to the Elton John Rehearsal, the additional concert and Providence Bruins games. Ancillary and Other Income also exceeded budget due to increased concession sales and facility fees related to the concerts, Monster Jam and Smuckers Stars on Ice. Mr. Buonanno commented that the facility receives 40% of the food and beverage sales. Ms. Beauchamp stated that several high profile events in March resulted in a \$422,400 favorable variance for the month. Ms. Beauchamp noted that expenses were also higher than budgeted due to costs associated with these events.

Mr. Lepore said that two Providence Bruins Playoff games, the Christina Aguleria and The Pussycat Dolls and the Elton John concerts made for a very busy March and April. Mr. Lepore noted that May events sales are going well for Professional Bull Riding, sponsored by Enterprise Rent A Car and the Ringling Brother's Circus. He noted that we are waiting to see how the P Bruins do in the playoffs. Mr. Lepore said that an event will be held during

Professional Bull Riding to coincide with Guatemalan Independence Day. He said that we are trying to attract the different and diverse ethnic population of the area. Guatemalan foods will be offered at some of the food courts and a mechanical bull sponsored by Francis Farm will be on site and used in pre-event promotional activities.

Mr. Lepore said that he had asked Sports Services to become more involved in construction for the concessions and food and beverage. Mr. Lepore said that we would see a different array of food available at the concessions in the future.

Mr. Lepore reported that the finance department had moved to office space in the Convention Center, Operations would be moving into the warehouse space and the remainder of the staff to the CVB space in the Westin within the first two weeks in May.

Mr. Duffy asked about the marquee on the back of the building and if any thought has been given to an LED sign. Ms. Bennett reminded the Committee that there has been a hold put on LED signage facing interstate highways until a study is done on their effect on highway safety. Mr. Duffy suggested an upcoming events schedule for the lobby of the Dunkin' Donuts Center. Mr. Lepore stated that any advertising posters or materials have to be approved by the promoters. Mr. Gavitt said that something should be done to capture people that are in the lobby. Mr. Lepore said that recent emphasis is with Ticketmaster and principally directed towards the internet.

Mr. Gavitt noted that the Year to Date highlights made reference to rental income being down to budget because of PC Basketball. Ms. Beauchamp responded that the budget was prepared using last year's agreement with Providence College. She said that now we are working on a lower rent and a higher surcharge therefore they are different revenue streams. Mr. Gavitt asked if we were close to an agreement. Mr. McCarvill said that there are some small operational issues remaining. Mr. Gavitt asked where we are with the Providence Bruins. Jim said that right now we are working on the old agreement but the Bruins are willing to amend that agreement. He said that they realize that they need to be part of the future success of the facility. Mr. Lepore said that we still have some work to do to negotiate a new agreement. Ms. Bennett noted that she had spoken with the new Bruins owner who assured her that he would be more involved in the future.

Mr. Buonanno asked Ms. Bennett and Mr. Duvel to update the Committee on the progress of renovations. Mr. Duvel stated that April was a huge month. He reported that during the Circus the crew would be working in the Convention Center on the bridge. Mr. Duvel explained some of the unforeseen conditions that have been encountered. One instance that Mr. Duvel highlighted was the elevator shaft. When they started digging they encountered wiring in the hole that was not anticipated. Mr. Duethman noted that when the building renovations were originally designed the elevators were

closer to Sabin Street. He continued that they were moved to save costs and that even the current conditions were better than other alternative locations. Mr. Butler asked what the issue cost to relocate the wiring. Mr. Duvel responded approximately \$100,000. He noted that when renovations are complete the Authority would be provided as built drawings but unfortunately as builts were not issued in the 70's when the facility was constructed. Ms. Bennett noted that the building looks like a construction site. She also noted that Ellerbe Beckett will be in town twice monthly during the major construction this summer.

Ms. Bennett reported that she is still meeting with the Veterans about moving the war memorial across the street to LaSalle square. Ms. Bennett noted that Representative Jacquard has some concerns regarding the placement of the memorial. Mr. McCarvill reported that Representative Jacquard had made his general concerns known in 2005. Ms. Bennett said that the veterans had chosen LaSalle Square. Ms. Bennett noted that the City has plans for the area that include the memorial. She continued that we have preserved a spot on our property to re-install it if the LaSalle Square plan does not go forward. Mr. Butler asked how much of a setback it would be if LaSalle Square was not the site. He noted that Representative Jacquard is a member of the House Finance Committee and that our relationship with both House and Senate Finance is very important. Ms. Bennett said that the memorial would stay in storage until an agreement was reached for a site.

Mr. Gavitt stated that he thinks that we have come light years with the building in a relatively short time period. He commented that the staff has been working very hard under adverse conditions. Mr. Gavitt congratulated everyone involved.

Mr. Buonanno asked if there was any other business. Hearing none he sought a motion to adjourn. Upon a motion duly made by Ms. Venturini and seconded by Mr. Duffy it was unanimously

VOTED: to adjourn at 3:50 p.m.