

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

October 28, 2008

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 October 28, 2008, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Chairman, Bernie Buonanno and Commissioners Dave Duffy, Jeff Hirsh Dale Venturini and Paul MacDonald.

Also in attendance were Jim McCarvill and Betty Sullivan, RICCA; Tim Muldoon, Deb Tuton, and Nancy Beauchamp, RICC; Larry Lepore, Dunkin' Donuts Center; Larry Bacher, Gilbane; Bruce Leach, Legal Council; Jerry Freed, Delaware North/Sportservice; Tom Crocker and John Velez, Sportservice; Patrick Benasillo, VGS; Bob Bromely, Senate Fiscal Office and Eileen Smith, recording secretary.

Mr. Buonanno called the meeting to order at 2:15 pm and announced that the next meeting would be held on November 18th at the rise of the Marketing Committee meeting, approximately 2:00 pm.

Mr. Buonanno asked for a motion to approve the minutes of the

September meeting. Upon a motion duly made by Mr. Duffy and seconded by Mr. MacDonald it was unanimously

VOTED: to approve the minutes of the September meeting.

Mr. Buonanno asked Mr. Lepore to update the Committee on the Dunkin' Donuts Center operations. Mr. Lepore reported that the numbers are just not there yet. He said that event revenue is down. Mr. Duffy asked Mr. Lepore to add an attendance column to the event revenue schedule attached to the financial statements. Mr. Lepore noted that even when an event is well attended people are not spending for extras. He said that per cap revenue is \$3.00 less per person. Mr. Lepore reported that events are not doing as well as expected, therefore September's net income was (\$131,312) to budget. Mr. Buonanno asked how the facility is doing compared to the rest of the area. Mr. Lepore stated that the industry is doing about the same as the Dunk. Mr. MacDonald noted that Disney tickets were pricey. He said that this economy can't support that. Mr. McCarvill commented that Disney's take is off the top and they are not supportive of the venue concession operations. He said that Feld bought Live Nation Motor Sports and they do a good job of negotiating deals that are unfavorable to arenas. Mr. Lepore stated that the boxing event will take place on Thursday, November 13th the same night that the New England Patriots are playing. He said that he tried to convince the promoter to change the date but was not successful. Mr. Lepore reported that New Kids are doing better here

than they did in other markets. Mr. McCarvill asked if October numbers will look any better the September. Mr. Lepore responded that they will not. Mr. Lepore reported that the P Bruins are doing a great job by bringing in youth hockey. He said that parents and grandparents bring their kids who play prior to and between periods of the P Bruin's games. Mr. Lepore stated that he is looking at tours that are coming out but we need to be very selective in this economy. He noted that TD Bank North was giving tickets away for the Madonna Concert. Mr. Duffy asked what could be done. Mr. Lepore responded that the staff is looking at religious events such as Billy Graham. Mr. Lepore announced that we had lost the State Basketball Championship because the league wanted a three day event combined with cheerleading and we preferred two days. Mr. Lepore said that we would have lost money on the event. He said that high school hockey is available for next year but that hockey is not the draw that it once was. Mr. Buonanno said that this is the most difficult time that we have seen. Ms. Venturini noted that we need a strong brand.

Mr. Bacher reported that construction is basically complete and that all electrical items have been taken care of with the exception of four fixtures that we are waiting for delivery. Mr. Bacher noted that the seating problem is being discussed and that a solution to row LL has been found. Mr. Duffy asked if Providence College has been kept up to date on the seating issue. Mr. McCarvill said that they have. Discussions ensued regarding row LL and who is responsible for the

fix. Mr. Bacher said that they meet code but are uncomfortable. Mr. Lepore informed Mr. Bacher that we continue to have problems with Otis elevator. He said that there have been people trapped at every event and the fire department has been called to get them out. Mr. Bacher said that he would look into it.

Mr. Duffy reported that he had asked Mr. Hirsh, Ms. Venturini and Mr. Buonanno to come up with some ideas on the restaurant. Mr. Hirsh said that a sportsbar seems to make sense for the building and that signage is very important. Ms. Venturini said that from her point of view a buffet does not work. Mr. Duffy noted that the concept of a sportsbar and grill is what we are looking for. Mr. Freed introduced Patrick Benasillo of VGS who distributed Sportservice's ideas for the restaurant. The Committee discussed the proposed changes and informed Mr. Freed that any decision would require the approval of the full Board. Mr. Duffy said that the Committee would look at the proposals and make a decision soon. Mr. Hirsh asked how the food and beverage figures are audited. Mr. Freed said that the numbers are sent to SMG. Mr. Hirsh noted that they are not included in the Dunkin' Donuts Center's financial statement. Mr. McCarvill said that those figures are not related to food or food costs merely gross sales upon which are based the buildings commission. Mr. Freed stated that Sportservice pays rent and that all expenses belong to Sportservice. Ms. Cohen noted that there have been no complaints from suite level patrons regarding food quality or service. Mr. Crocker said that we are speaking to everyone that is sitting at tables

in the restaurant and getting their input. Ms. Cohen noted that people seem to be more comfortable with the pricing and portions in the suites. Ms. Venturini asked how long it would take to produce the graphic designs. Mr. Benasillo said that it would take four to six weeks to produce. Mr. Crocker stated that he has begun working on a new menu. He also noted that the kitchen was designed as a catering kitchen, therefore it will have to be reworked in order to make it a grill. Mr. Hirsh said that there had been numerous complaints regarding service. Mr. Crocker said that staff training has taken place and that service has improved.

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 3:30 p.m.