

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

**July 28, 2009**

**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 July 28, 2009, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.**

**Board members present were Board Chairman David Duffy, Commissioners Dale Venturini, Patrick Butler, Letitia Carter and Jason Fowler.**

**Also in attendance were Jim McCarvill, Kim Keough and Betty Sullivan, RICCA; Tim Muldoon, and Nancy Beauchamp, RICC; Larry Lepore, Robert Cappalli, Jodi Duclos, Lisa Coelho and Lisa D'Ercole, DDC; Tom Crocker, Sportservice; Bruce Leach, Legal Council and Eileen Smith, recording secretary.**

**Mr. Duffy called the meeting to order at 2:05 pm.**

**Mr. Duffy asked for a motion to approve the minutes of the April meeting. Upon a motion duly made by Mr. Butler and seconded by Mr. Fowler it was unanimously**

**VOTED: to approve the minutes of the April meeting.**

**Mr. Duffy reported that Tom Crocker had would be addressing the Committee to highlight the achievements of Sportservice. Mr. Crocker noted that he would be presenting the state of the season report for food service at the Board meeting on Thursday. Mr. Crocker reported that there has been an 18% increase in total revenue and a 40% increase in the restaurant. Mr. Crocker stated that this is a great accomplishment considering the economy. Mr. Fowler asked how this compares to what was forecast. Mr. Crocker said that it is lower than forecast but additional points of sale are being considered. Mr. Crocker noted that he has spoken with Dunkin' Donuts to see if it is possible to set up more carts, etc. Ms. Venturini asked about the increase in restaurant revenue. Mr. Crocker reported that the Dunk staff has done a fantastic job in creating private or party areas within the restaurant space. He thanked Betty Sullivan for the dividers and Jodi and Cheryl for their innovative use of the space. He said that dividing the restaurant has been a great success. Mr. Crocker noted that Sportservice will be having a pre-season orientation for concession stand workers. He said that the staff will be educated in ID review to move the lines faster. Mr. Duffy thanked Mr. Crocker and stated that food service at the Dunk has come a long way.**

**Mr. Duffy asked Mr. Lepore to address the committee. Mr. Lepore reported that the Dunkin' Donuts Center had some events that did**

extremely well but others that did not do as well as expected. Mr. Lepore stated that the concert business is struggling. He said that some acts are deciding that this is not the right time to tour. Mr. Lepore noted that the Dunk had passed on some events that were co-promotes that he didn't think would be profitable. Mr. Lepore noted that some of our competition is struggling to put people in seats even for major acts.

Mr. Lepore stated that he is looking at every possible opportunity to cut costs. He said that utility costs appear to be out of whack. He said that he is aware that the building's footprint is larger but energy costs are higher than they should be. Mr. Lepore stated that he is looking at every way possible to reduce costs.

Mr. Lepore reported that Hank Abate and Mike Evans would not be in attendance on Thursday as planned but Bob McClintock will be here. Mr. Duffy said that he was not at all happy that they declined our invitation. He said that SMG is sending the wrong people. Mr. Duffy said that he expected more of SMG. He said that they should be doing more to put events in the Dunk. Mr. Butler said that he had spoken with a promoter who said that we could lose a significant amount with co-promotes and/or guarantees. Mr. Duffy asked how much has to do with the economy or is the issue with the artists themselves. Mr. Lepore said that it is both. He noted that the artists feel that they should demand the same payout or they will delay their tour until things improve. Mr. McCarvill noted that Mr. Lepore is out

there every day looking for acts for the building. He asked why we are not getting anything from SMG. Discussions ensued regarding SMG and their lack of assistance in booking events.

Mr. McCarvill reported that the concrete in the lobby will be ground down and re-glazed to make the surface a more uniform color. Mr. McCarvill reported that Track Seating is here to address the seating problems. He said that credit goes to Betty Sullivan for keeping the people on their toes and getting the job done right. He said that there were some great deal to do more not thinks there may be are present the financial report.

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

**VOTED: to adjourn at 2:45 p.m.**