

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

January 25, 2011

A meeting of the Dunkin' Donuts Center Committee of the Rhode Island Convention Center Authority Board of Commissioners was held on January 25, 2011, pursuant to notice at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Jeff Hirsh, Dale Venturini, Jason Fowler, Patrick Butler and Letitia Carter.

Also in attendance were Jim McCarvill, Betty Sullivan and Kim Keough, RICCA; Tim Muldoon, Arleen Oliva, Deb Tuton, Nancy Beauchamp, Amanda Marzullo and Melissa Masunic, RICC; Cheryl Cohen, and Jodi Duclos, DDC; Steve Habl, VMA; Michael Nugent, House of Representatives; Bruce Leach, Legal Council and Eileen Smith, recording secretary.

Mr. Duffy joined the meeting via conference call.

Mr. Hirsh called the meeting to order at 2:21 PM.

Mr. Hirsh asked for a motion to approve the minutes of the January Dunkin' Donuts Center Committee meeting.

Upon a motion duly made by Mr. Fowler and seconded by Mr. Butler it was unanimously

VOTED: to approve the minutes of the January meeting

Mr. Lepore reported that January was not a good month for the Dunk. He said that PC Basketball attendance and food & beverage associated with those games are also down. Mr. Lepore said that on a good note P. Bruins are doing very well because they do a great job of marketing and promotion. Mr. Lepore stated that conversations have taken place with PC in an effort to assist them increase interest in their program. Mr. Lepore stated that it is all about marketing. Ms. Venturini asked if PC thinks that they have a problem. Mr. Lepore said that he is not sure if they realize that they have a problem but it is a great concern to the Dunk. Mr. Lepore said that he is unaware of anything that has been done to attract a younger crowd. Mr. McCarvill noted that we have provided a state of the art facility that they are not using to recruit or promote their program. Mr. Hirsh said that the message that he is hearing is that they don't think there is a problem. Mr. Butler asked if they are current with their rent. Mr. Lepore said that the rent is not an issue. Mr. Hirsh inquired if the issue is worth a conversation with the Athletic Director. Mr. McCarvill answered that we will get together with the AD before next season. Mr. Butler asked if we could prohibit PC from charging their season ticket holders a license fee. Mr. Lepore said that we cannot. He said

that PC pays to rent the arena which includes the seats. Therefore they are PC's property during the game. Ms. Cohen reported that the marketing team continually provides PC with ideas for increasing attendance. Mr. McCarvill stated that he thinks PC is aware that the atmosphere is not what it should be.

Mr. Lepore reported that a great deal of money has been spent on snow removal. He congratulated the team for keeping the sidewalks and stairs free of snow and ice. Mr. Lepore noted that finding a place to put the snow was a problem.

Mr. Lepore presented a list of the upcoming shows. He stated that Lil Wayne and Usher should do well in these demographics. Mr. Lepore reported that Usher is a Dunkin' Donuts Presents venture. Mr. Lepore was pleased to announce a Michael Buble concert. Mr. Lepore noted that we had looked into a Bon Jovi concert but he wanted a \$1.2 million guarantee. Mr. Lepore said that the good news is that 2012 looks like it will be better. He said that the American Idol rehearsal is a possibility as well as several other opportunities that make him more optimistic for the near future.

Mr. Duffy stated that he will speak with Father Shanley regarding our issues with PC.

Mr. Hirsh asked if there was any new business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. Butler

and seconded by Mr. Fowler it was unanimously

VOTED: to adjourn at 2:43 PM