

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

May 24, 2011

A meeting of the Dunkin' Donuts Convention Center Committee of the Rhode Island Convention Center Authority Board of Commissioners was held on April 26, 2011, pursuant to notice at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Dale Venturini, Jason Fowler, Paul MacDonald, David Duffy, Bernie Buonanno, George Nee and Letitia Carter.

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

Mr. Buonanno called the meeting to order at 1:45 PM.

Mr. Buonanno entertained a motion to approve the minutes of the April meeting. Upon a motion duly made by Mr. Duffy and seconded by Mr. MacDonald it was unanimously

VOTED: to approve the minutes of the April meeting

Mr. Buonanno recognized Mr. Lepore and asked that he address the Committee. Mr. Lepore noted that for the month of April net income was (\$107,907) to budget. He stated that a WWE event budgeted for March will not happen until June. Mr. Lepore commented that PC ticket sales were down and that for many games that were expected to draw large crowds the weather did not cooperate. Mr. Lepore said that this has been a very slow concert season but that he hopes we can offset the year with Michael Buble and Josh Groban. Mr. Lepore said that Mohegan Sun continues to offer crazy numbers in order to attract talent. Discussion ensued regarding upcoming concerts. He said that concerts are not selling out anywhere. Mr. Lepore distributed a comparison with our competition of current on sale concerts. Mr. Lepore reported that Cirque is selling well. He noted that the last time Cirque was here it was over the 4th of July and they did well. This time it is later in July and should do better. Mr. Lepore said that we are still on the radar screen with Mixed Marshall Arts for a Pay Per View event and that we continue to talk with Hockey East.

Mr. Lepore noted that during the off season the building will get a deep cleaning to bring it back to the state it was in prior to the NCAA Tournament. Mr. Lepore said that Gilbane and Ellerbe are aware of our issues with the leaks in the suite area. He said that they continue to use this building as an example and we have been gracious but the problem needs to have a permanent fix. Mr. Lepore said that some

patching has been done to get us through this season but more substantial work needs to be completed.

Mr. Buonanno asked Mr. McCarvill to update the Committee on the progress of the Dunkin' Donuts Center Naming Rights. Mr. McCarvill was pleased to report that the contract had been sent to Dunkin' Brands for signing. He said that a 10 year deal for \$425,000.00 per year. Mr. Lepore noted that Dunkin' Donuts has been a really good partner. Mr. Lepore said that we are also a great advertising tool for Dunkin' Donuts. He noted that during the Justin Beiber movie the Dunkin' Donuts Center got a great deal of exposure. Mr. Duffy congratulated all that were involved in the negotiations and said that Corporate Sponsorships are difficult to negotiate and even more difficult to retain.

Mr. Duffy asked what Mr. Lepore expected this year's loss to be. Mr. Lepore said \$800,000. Mr. Duffy noted that this is quite a swing from last year's profit. Mr. Lepore noted that we had lost three shows for Disney because of snow and the business just wasn't there. Mr. Lepore said that we expect a much better year this year and that we will turn this around. Mr. Duffy reminded Mr. Lepore that SMG was awarded the contract because of Dunkin' Donuts Presents. He asked if they are doing enough. Mr. Lepore said that Dunkin' Donuts Presents pressured Live Nation to bring us Lil Wayne and Josh Groban. Mr. McCarvill said that we need to be in the touring loop. Mr. Lepore reported that we had turned down a concert because we

thought it would be too dangerous to hold at the Dunk. He said that DayGlo went to Lupo's and there were 40 arrests before the doors opened.

Ms. Sullivan reported that the Architect has been selected for the Medal of Honor Wall at the Veterans Cemetery in Exeter. She said that installation is underway and should be completed in late August. Mr. Duffy asked what the budget is for the installation. Ms. Sullivan said \$250,000. Mr. Duffy said can it be done for that amount and Ms. Sullivan responded that it will be close.

Mr. Buonanno asked if there was any new business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. Fowler and seconded by Mr. MacDonald it was unanimously

VOTED: to adjourn at 2:10 PM