

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

November 20, 2013

A meeting of the Convention Center Committee of the Rhode Island Convention Center Authority Board of Commissioners was held on November 20, 2013, pursuant to notice at the Rhode Island Convention Center, One Sabin Street, Providence, Rhode Island.

Board members present were Jeff Hirsh, Joe DeLorenzo, and Paul MacDonald.

Also in attendance were Jim McCarvill, Kim Keough and Betty Sullivan, RICCA; Tim Muldoon and John McGinn, RICC; Daniel Schwartz, VETS; Larry Lepore, Bob Cappalli and Beth Johnson, DDC; Nancy Beauchamp, DDC/RICC and Eileen Smith, recording secretary.

Mr. MacDonald called the meeting to order at 9:08 AM and asked for approval of the minutes of the October meeting. Upon a motion duly made by Mr. Hirsh and seconded by Mr. DeLorenzo it was unanimously

VOTED: to approve the minutes of the October meeting.

Mr. MacDonald recognized Mr. Lepore and asked that he address the

Committee. Mr. Lepore presented the financial report for the Dunk. Mr. Lepore stated that September's loss was be made up in October and we are trending in the right direction. He noted that the WWE event did well and the Celtics did better than expected. Mr. Lepore noted that the paint ball show was profitable and attendance for the Providence Bruins games is good. Mr. Lepore announced that the Elton John concert was the largest crowd that we have had for a concert here in years. Mr. Hirsh asked Mr. Lepore to talk a little more about the Elton John concert. Mr. Lepore said that the promoter had drastically reduced the ticket prices and also reduced the guarantee. Mr. Lepore stated that for the first time we used the reverse stage that worked very well and allowed us to open more seating. Mr. McCarvill noted that we need to do more of these premiere events is we want to keep suite holders happy. Mr. Lepore reported that the percentage of seats sold at the Dunk was better than Boston. Mr. DeLorenzo asked if Frank J. Russo was back in business. Mr. Lepore said that he has some clients but is no longer representing Andrea Bocelli. Mr. Lepore reported that we are trying to negotiate a Bocelli concert date.

Mr. Lepore reported that a check was delivered to the Tiger Balletto family in the amount of \$130,000. Mr. Lepore thanked all those involved in making the charitable event such a success. Mr. MacDonald reported that all the trades people volunteered their time and he echoed Mr. Lepores thanks. Mr. MacDonald said to Mr. Lepore that to have so many volunteers indicates the kind of respect that the

workers have for you. Mr. MacDonald also noted the hard work done by Andrew Analdo on this event.

Mr. Lepore noted that FOX Broadcasting had complimented the Dunk staff on the upgrades to the building which makes televising the PC Basketball games easier. They noted that the sound system and the new lighting worked well.

Mr. Lepore stated that events that are being pursued include a motorcycle show and Cirque de Soleil would like to return over the 4th of July Holiday. Mr. Lepore said that we are on target to have a good year. Mr. DeLorenzo questioned holding an event in the City over the 4th of July. Mr. Lepore responded that it will be a straight rental agreement and that the last time Cirque was here it was also over the holiday and the show did well.

Discussion ensued regarding the next meeting date and time. Mr. McCarvill said that we are looking at doing a workshop where SMG can present their vision for the complex. Mr. McCarvill asked that some thought be given to ways to improve participation and engagement in committee meetings. He also stated that changing the committees from the Dunk and Convention Center to Operations & Facilities and Finance might make sense since management of the facilities has been combined.

Mr. MacDonald asked if there was any new business. Hearing none

he asked for a motion to adjourn. Upon a motion duly made by Mr. Hirsh and seconded by Mr. DeLorenzo it was unanimously

VOTED: to adjourn at 9:30 AM