

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

October 24, 2006

A meeting of the Convention Center Committee of the Rhode Island Convention Center Authority (hereinafter referred to as “Authority”, the “CCA” or the “Board”) was held on October 24, 2006, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were, Chairman Jerry Massa, Commissioners, David A. Duffy, Marianne Corr, Dave Gavitt, Jeff Hirsh, Paul MacDonald and Patrick Butler.

Also in attendance, Jim McCarvill, Betty Sullivan and Kerrie Bennett, Convention Center Authority; Larry Lepore, SMG/DDC; Tim Muldoon, Deb Tuton, John McGinn and Julian Raveneau, SMG/RICC; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

Chairman Massa called the meeting to order at 3:30 p.m. (at the rise of the Dunkin’ Donuts Committee) and announced that the next meeting would be held on November 27, 2006 at the rise of the Dunkin’ Donuts Committee meeting.

Noting that the minutes of the September meeting had been distributed Mr. Massa entertained a motion to approve. Upon a

motion duly made by Mr. Hirsh and seconded by Mr. Duffy, it was unanimously

VOTED: to approve the minutes of the September meeting.

Mr. Muldoon presented the financial highlights for the month of September. He reported that combined revenue for the month of September was \$168,609 over budget. Mr. Muldoon stated that combined revenues for the period were higher than budget expectations due mostly to the continued strength of Food & Beverage revenues. Mr. Muldoon also noted that Year to Date combined revenues were higher than last year by \$381,000 the result of increased direct event, food and beverage and parking revenue increases.

Mr. Massa asked Mr. Muldoon to discuss the return on investment for the Junior Ballroom. Mr. Muldoon stated that the sales staff was able to attract the Women and Infants event because of the new ballroom. He continued that the facility can now accommodate more simultaneous events. Mr. Duffy said that the Little Sisters of the Poor anniversary event went very well and the Sisters were very pleased. Mr. Hirsh said that the Bradley Hospital event was also a great success. Mr. Massa asked Mr. Muldoon to keep track and report on our investment.

Discussion ensued regarding the West Lobby project. A presentation

highlighting the need for additional meeting and ballroom space because of the additional hotel rooms and corporate meeting needs was part of the discussion. (presentation attached). Mr. Gavitt voiced his concern about moving forward on the project until the Casino is voted on. Mr. Duffy concurred and said that we would take up the matter at a future meeting.

Mr. Massa asked Debbie Tuton to report on combined purchasing efforts. Ms. Tuton stated that she anticipates utility savings to exceed \$100,000 in the first year. She said that other savings will come from telephone services, waste management and custodial products. Ms. Tuton noted that office supplies, postage and preventative maintenance are also being combined for an additional savings of \$50,000. Mr. Massa asked that Ms. Tuton present a summary of anticipated savings at the Board meeting on Thursday. Mr. MacDonald stated that the bottom line should not be the only criteria. He said that we should be aware of local companies and jobs. Mr. Gavitt said that he was very impressed with the savings. Mr. Massa asked if food service should be combined in the future. Mr. McCarvill stated that the Dunkin' Donuts Center uses Sports Services for the food outlets. Mr. Massa suggested that we meet with Sports Services to discuss food service for the suites.

Mr. Hirsh announced that the CVB Annual Meeting was being held at the VMA. Mr. Duffy asked how well the new leadership of the PWCVB was working with the facilities. Mr. Muldoon said that it is a good

partnership. Mr. McGinn said that the relationship has never been better.

Noting no further business, Mr. Massa entertained a motion to adjourn. Upon a motion duly made by Mr. Duffy and seconded by Mr. MacDonald it was unanimously

VOTED: to adjourn at 4:25 p.m.