

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

September 26, 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 September 26, 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, Jeff Hirsh, Jerry Massa and Jason Fowler

Also in attendance, Jim McCarvill, Betty Sullivan and Ken Mancuso, Convention Center Authority; Larry Lepore, SMG/DDC; Tim Muldoon, Deb Tuton, John McGinn and Julian Raveneau, SMG/RICC; Bruce Leach, Legal Counsel; Kip McMahan, RGB; Josh Nathanson, MND; Susan Johnson, Frank Champi and Michael Crawley, LGC&D and Eileen Smith, Recording Secretary.

Chairman Massa called the meeting to order at 3:22 p.m. (at the rise of the Dunkin’ Donuts Committee) and announced that the next meeting would be held on November 28, 2006 at the rise of the Dunkin’ Donuts Committee meeting.

Noting that the minutes of the August meeting had been distributed Mr. Massa entertained a motion to approve. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Hirsh, it was unanimously

VOTED: to approve the minutes of the August meeting.

Mr. Muldoon presented the financial highlights for the month of August. He reported that combined revenue for the month of August was \$(59,740) under budget. Mr. Muldoon stated that combined revenues were lower than budget expectations because some projected events did not occur. Mr. Muldoon also noted that parking revenue was down to budget and down slightly to the same period last year. Discussions ensued regarding parking rates and Mr. Muldoon noted that we have the lowest rates in the area. Mr. Fowler asked why event parking revenue is down. Mr. Muldoon responded that there were no events at the Dunkin' Donuts Center in August. Mr. Duffy asked when the GTECH parking contract starts. Mr. Muldoon said that 170 parkers would be using our garage beginning November 1st. Mr. Muldoon stated that the relationship with GTECH could result in several meetings because there is very little meeting space in their new headquarters. Mr. Muldoon noted that we are at capacity for monthly parkers. Mr. Fowler stated that he would like to look at previous years' financial statements to get up to speed on how projections are made. Mr. Massa asked Mr. Muldoon if he expects the future to be more in line with budget. Mr. Muldoon said

that the facility should be back on track in September. Mr. Duffy asked if Mr. Muldoon thought that the budget projections were realistic. Mr. Fowler said that perhaps more sales people are needed. Mr. McCarvill stated that the 2008 budget would be presented on Thursday. He also explained the role of the PWCVB in the selling process. Mr. Fowler said that he was trying to figure out how the whole thing works. Mr. Massa said that we should give Mr. Fowler the financial history of the facility.

Mr. Massa noted that the Authority had authorized the Convention Center to explore the possibility of creating meeting space in the west lobby. Mr. Massa stated that there is an opportunity to establish an elegant ballroom in an under utilized space. Mr. Muldoon introduced Kip McMahan and Josh Nathanson and asked that they present their ideas on the Sabin Street Ballroom. A power point presentation followed. (attached) Ms. Corr asked if anyone had looked into comparable space in other hotels. Mr. McCarvill answered yes. He said that the Holiday Inn and the Westin are adding nothing and the Renaissance will have very little space. Mr. Hirsh asked how this would tie in from the Dunkin' Donuts Center. Mr. Muldoon said that the Dunk will come in on the third level and will not be a factor. Mr. Duffy said that more information is needed on the feasibility of the project. He suggested that Mr. Muldoon prepare a cost analysis for discussion at the next meeting.

Mr. Massa also noted that the RGB and MND had prepared a design

board for new lighting to enhance the Junior Ballroom. Mr. Duffy asked the cost for the upgrade. Mr. Muldoon reported that he estimates that the project would cost approximately \$150,000 including these enhancements and work already completed. Mr. Massa informed Mr. Muldoon that the committee requires a formal proposal for pricing on the project. He asked that the proposal be presented at the next meeting.

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

VOTED: to adjourn at 4:38 p.m.