

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

March 24, 2009

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 March 24, 2009, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Committee Chairman, Jeff Hirsh, Commissioners, Dale Venturini, Paul MacDonald, Jason Fowler and Dave Duffy.

Also in attendance were Jim McCarvill, Kim Keough and Betty Sullivan, RICCA; Tim Muldoon, Debbie Tuton, Amanda Marzullo and Nancy Beauchamp, RICC; Larry Lepore, Cheryl Cohen, Lisa Coelho, Jodi Duclos, Lisa D’Ercole and Eleanor SanAntonio, Dunkin’ Donuts Center; Steve Habl, VMA; Tom Crocker, Sportservice; Normand Benoit and Gene Bernardo, Partridge, Snow & Hahn; Mark Liff, Merrill Lynch; Antonio Afonso, Moses & Afonso; Susan Calise, Bank of NY Mellon; Bruce Leach, Legal Counsel and Eileen Smith, recording secretary.

Mr. Hirsh called the meeting to order at 2:45 pm. Mr. Hirsh sought a motion to approve the minutes of the February meeting. Upon a

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

VOTED: to approve the minutes of the February meeting.

Mr. Hirsh asked Mr. Muldoon to present the financial information. Mr. Muldoon reported that February was a good month and the building made up a lot of ground. He said that the Boat Show fell in February this year. Mr. Muldoon also stated that attendance at the Flower Show was the best that it has been in seven years. He noted that the promoter had done a very good job in promoting the show to the Boston market. Mr. Muldoon reported that food and beverage and event parking were also up for the month of February. Mr. Hirsh noted that at some events a candy vendor is set up on the event level. He asked if they pay rent for the space. Mr. Muldoon stated that we receive a percentage of sales.

Mr. Muldoon stated that Ms. Tuton is taking every opportunity to cut costs without affecting the patron experience. Mr. Muldoon reported that there are no major projects being done at the present time. He said that a list of Summer projects is being prepared. Mr. MacDonald wanted it noted that Mr. Muldoon and his staff do a great job. Mr. Hirsh commented that our venue is very convenient for older patrons and said that was noticeable at the Flower Show. He said that the Boston show was much more difficult for older people.

Mr. McCarvill asked if the Boat Show will be using both buildings next year. Mr. Muldoon responded that he has not had any conversations about that yet. Mr. Duffy noted that the boat business is hurting right now. Mr. Muldoon said that all other public shows are doing well. Mr. Duffy encouraged Mr. Muldoon and his staff to keep fighting.

Mr. Hirsh asked Mr. Habi to address the Committee. Mr. Habi reported that net income for the month of February was (\$15,780) to budget. He stated that year to date net income is \$9,189 positive to budget. Mr. Habi noted that the attendance for the Ballet is better but that they paper the house. He noted that people expect to be given tickets and are reluctant to purchase them if they might get them for free. Mr. Habi stated that the Ballet produces a great product. Discussions ensued regarding the Mother/Daughter Tea. Mr. Habi said that Kim Keough had come up with the idea to hold a tea at the Temple followed by a performance of the Ballet. He said that the restaurant has been cooperative in coming up with a menu that will keep the event affordable. Mr. Habi reported that flyers will be placed at all the dance studios and schools. Mr. Duffy again told Mr. Habi that we appreciate the great job that he is doing without a very small budget.

Mr. McCarvill reported that he had met with representatives of PFM to come up with a capital plan for the theater. Mr. McCarvill stated that he had been invited to the State House to meet with Representative Costantino and Mr. O'Keefe. He said that he also expects to meet

with Senate Finance. Mr. Duffy stated that the State wants us to do this. Mr. McCarvill noted that the venue will not be able to pay the debt service on money borrowed to renovate the facility. Discussions ensued on initiatives to broaden the audience by bringing in popular entertainment and family events. Mr. MacDonald asked what the seating capacity of the building is compared to PPAC. Mr. McCarvill answered that the theater holds 1,900 compared to PPAC at 3,000. Mr. Hahl noted that PPAC will be going off line next year for a long run of Wicked. He said that during that time the VMA will benefit by booking some of the events that would normally be at PPAC.

Mr. Hirsh asked if there were any new business. Hearing none he 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 3:20 p.m.