

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

March 17, 2010

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 17, 2010, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Committee Chairman, Jeffrey Hirsh, Dave Duffy, Dale Venturini, Paul MacDonald, Patrick Butler and Jason Fowler.

Also in attendance were Jim McCarvill, Betty Sullivan and Kim Keough, RICCA; Tim Muldoon and Deb Tuton, SMG/RICC; Larry Lepore and Nancy Beauchamp, DDC; Steve Hahl, VMA; Bruce Leach, Legal Counsel and Eileen Smith, recording secretary.

Mr. Hirsh called the meeting to order at 1:42 pm. Mr. Hirsh sought a motion to approve the minutes of the February meeting. Upon a motion duly made by Mr. Fowler and seconded by Ms. Venturini it was unanimously

VOTED: to approve the minutes of the February meeting.

Mr. Hirsh recognized Mr. Muldoon. Mr. Muldoon reported that Food & Beverage continues to exceed budget expectations. Mr. Muldoon noted that parking, with the exception of hotel parking continues to be below budget although March should show a significant improvement. Ms. Venturini thanked the Convention Center staff for their efforts with a high profile and high maintenance group. She said that travel writers are very important to the City. Mr. Muldoon said that he and his crew were flexible with travel writers and that everything went well. Mr. Muldoon reported that the sales team is negotiating with Salt Water Fishing and trying to find dates that work in future years. He said that the show is looking forward to a continued relationship. Mr. Muldoon presented the Committee with a request for a rent waiver for the Institute of Electrical & Electronics Engineers (IEEE). He stated that the PWCVB has been working to secure this piece of business that is considering Providence for their conference. Mr. Muldoon said that anticipated food & beverage revenue will more than compensate for the rent waiver. Mr. Fowler asked why charge any rent if we risk losing the conference. Mr. Muldoon noted that we don't want to be known as a facility where the rent is free. He said that the CVB thinks that this discounted rent will be enough to attract the group. Mr. Fowler said that he would like the CVB to have some leeway to reduce the rent even further if it is necessary. Upon a motion duly made by Mr. Duffy and seconded by Mr. Hirsh is was unanimously

VOTED: to recommend approval of a rent waiver for IEEE in the

amount of \$18,424.00 and authorize further discounts if the CVB considers them to be necessary.

Mr. Muldoon thanked the Committee and said that the leeway was greatly appreciated.

Mr. Duffy noted that he had spoken to Jim Hagen who was questioning the cost of internet and electrical service during the Golf Show. Mr. Muldoon said that he would contact Mr. Hagan to see if there are any adjustments that should be made to our contracts. Mr. Muldoon stated that internet costs have been a complaint for some time now. Ms. Venturini said that internet charges are huge issues with the hotels. Mr. Muldoon said that it is time to look at those costs. He said that Winter Sports Reps also had a problem with them. Discussions ensued regarding charging for internet connections.

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. Fowler it was unanimously

VOTED: to adjourn at 2:05 p.m.