

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

**April 27, 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 April 27, 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, Bernie Buonanno 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; Bruce Leach, Legal Counsel and Eileen Smith, recording secretary.**

**Mr. Hirsh called the meeting to order at 2:10 pm. Mr. Hirsh sought a motion to approve the minutes of the March meeting. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Butler it was unanimously**

**VOTED: to approve the minutes of the March meeting.**

**Mr. Hirsh recognized Mr. Muldoon. Mr. Muldoon reported that decreased event and food and beverage revenue contributed to an unfavorable Net Income variance to budget for the month of March. Mr. Muldoon said that the Convention Center hosted Sysco Boston Tradeshow that was a good short term booking. Mr. Hirsh asked about attendance at the Home Show. Mr. Muldoon responded that attendance was down slightly. Mr. MacDonald said that we should consider the Home Show a success because of the economy. He said that the construction industry has been severely hurt. Mr. Muldoon said that JLC Live would be a better indicator and he was pleased to note that there is reason for optimism with that trade show. Mr. Muldoon reported that transient and event parking was up for the month most likely due to the NCAA Tournament. He noted that monthly parking continues to lag. Mr. Muldoon reported that a new three year contract has been signed with the Department of Administration to park an additional 172 cars. Mr. Muldoon said that he negotiated a discounted rate of \$100.00 per car.**

**Mr. Muldoon reported that an RFP had been issued for the lighting replacement project. He said that there were only two bidders for the original RFP and therefore the RFP was advertised again. Four responses were received to the re-issue of the RFP and after careful consideration he would like R.F. Audet to be selected for Project 1 and Ryan Electric for Project 2. He noted that the RFP allowed for separate bids for each project and that these were the lowest qualified bidders for each project. Mr. Muldoon distributed a matrix of**

**the evaluation process. Mr. Butler asked if both firms would be in the building at the same time and bringing their own equipment. After some discussion Mr. Buonanno made a motion that was seconded by Mr. MacDonald and unanimously**

**VOTED: to recommend to the Board awarding the Lighting Replacement project to R.F. Audit for Project 1 and Ryan Electric for Project 2.**

**Mr. Muldoon asked that the Committee consider a rent waiver for GovEnergy for an event to be held in the Summer of 2012. Mr. Muldoon said that GovEnergy was one of the largest revenue producing single events in the history of the Convention Center. He also stated that this event will use the Convention Center and the Dunkin' Donuts Center. Upon a motion duly made by Mr. Duffy and seconded by Mr. MacDonald it was unanimously**

**VOTED: to recommend approval of a rent waiver for GovEnergy.**

**Mr. Fowler asked Mr. Muldoon to explain which clients are afforded rent waivers. Mr. Muldoon responded that rent waivers are used mostly to attract conventions and corporate meetings. Mr. Fowler said that he thought Tim was doing a great job. Mr. Hirsh asked the percentage of customers that ask for waivers. Mr. Muldoon answered that almost all. Mr. MacDonald stated that he had noticed that the State holds many events at the Crowne Plaza. Mr. Muldoon said that**

there was a date issue with the Tourism Luncheon and that Mr. Brodner had looked at the Convention Center first.

Mr. Hirsh asked Mr. Mancuso to address the Committee to discuss the City's proposal to make Sabin Street a two way street. Mr. Mancuso described the changes and stated that he would not be in favor of the proposal. Discussions ensued regarding patrons exiting the garage and turning left. Mr. Mancuso said that a traffic light would be installed. Mr. Hirsh noted that we try very hard to get cars out of the garage as quickly as possible and that this would certainly hamper our efforts. Ms. Venturini stated that having Sabin Street two way would be a public safety issue because of the number of patrons that cross the street. Mr. Mancuso said that short term parking for the Box Office will be eliminated. Mr. Duffy noted that Mr. Butler, the City Council's appointment, should be very helpful in this situation. Mr. Mancuso noted that Police and Fire are not in favor of the plan. Mr. Butler said that if Police and Fire are against the change it would be very difficult for the City to get this done. Mr. Fowler suggested that the Authority send a letter to the City Council expressing our concerns. Mr. McCarvill said that pictures will be taken during the Circus to illustrate the problems that making the street two ways would cause.

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 2:35 p.m.**