

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

August 24, 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 August 24, 2010, pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Dave Duffy, Jeffrey Hirsh, Dale Venturini, Letitia Carter and Paul MacDonald.

Also in attendance were Jim McCarvill, Betty Sullivan and Kim Keough, RICCA; Tim Muldoon, Debbie Tuton, Nancy Beauchamp, Arlene Oliva and Amanda Marzullo, RICC; Larry Lepore, Bob Cappalli, Cheryl Cohen and Jodi Duclos, DDC; Bruce Leach, Legal Counsel and Eileen Smith, recording secretary

Mr. Hirsh called the meeting to order at 2:15 pm. Mr. Hirsh sought a motion to approve the minutes of the June meeting. Upon a motion duly made by Mr. Duffy and seconded by Mr. MacDonald it was unanimously

VOTED: to approve the minutes of the June meeting.

Mr. Hirsh asked Mr. Muldoon to update the Committee on the financial statement. Mr. Muldoon reported that fiscal year 2010 was the best year in the history of the Convention Center. He said that for the month of June net income was up 20% to budget. For the month of July the Convention Center Net Income of \$263,104 was 149% better than anticipated. Mr. Muldoon stated that food & beverage and ancillary income have far exceeded budget expectations. Mr. Muldoon reported that the Emery Waterhouse meeting had to be moved for another event and although that caused a lot more work the Convention Center and the Client had a successful event. Mr. Muldoon said that Citizens continues to use the facility for meetings.

Mr. Muldoon noted that food and beverage is a great story. He noted that SMG likes to see a 25% flow through in F&B and Kathy and her team has consistently reached 35%. Mr. Duffy asked if there is any ill will between us and the unions considering the problem at the Westin. Mr. Muldoon responded that he hasn't seen or heard of any. He noted that we have workers here that also work at the Westin.

Mr. Muldoon reported that transient parking improved in July. He stated that transient parking is economy driven and attendance at local events is also weak. Mr. Muldoon reported that the Department of Administration has signed a contract for 162 parking spaces. He noted that this is an important contract for us and that we are looking for other opportunities. Mr. MacDonald noted that at the former Blue Cross building they have a sign advertising \$5.00 parking. Mr. Duffy

said that he understands that the building will have a new occupant soon and the \$5.00 parking will go away. Mr. Muldoon said that he expects to see a few political events in the next few weeks. Mr. Duffy stated that NCAA Football Seminar, sponsored by the Big East Conference reported having a successful meeting at the Convention Center. Mr. Muldoon said that he can't remember a better July. He thanked our partners at the CVB.

Mr. Hirsh asked if there was any news regarding the use of solar energy. Mr. McCarvill said that he and Betty had met with Larry Kunkle of the Governor's Office to discuss issuing an RFP for a feasibility study. Mr. McCarvill noted that the roof of the Convention Center is past warranty and would need to be replaced soon. He also noted that we did not replace the Dunk roof as part of the recent renovations. He stated that this would be the time to investigate the use of solar. Mr. MacDonald suggested issuing an RFQ. He said there are a lot of companies out there that would love to install solar on our roof. Mr. McCarvill said that we want know what our options are before issuing an RFQ. Mr. MacDonald asked about a wind turbine. Mr. McCarvill stated that we may not have enough room for a turbine, but we will research locations.

Mr. Muldoon reported that the operations department is negotiating for our natural gas and there is potential for some savings. Mr. Muldoon reported that the energy efficient lighting project is 80% complete. Mr. Muldoon stated that they are close to a decision on the

furniture in the pre-function areas.

Mr. McCarvill reported on the VMA. He said that the theater had some significant progress at the end of the fiscal year. He said that they finished the year positive to budget. Mr. McCarvill explained the funding of the renovations. He stated that we have been authorized to spend \$3.5 million this year and a total of \$14 million over 6 years in RICAP funds have been proposed for future budgets. Mr. McCarvill noted that we had nine responses to an RFQ for Architecture/Engineer. We will narrow the field and invite three or four firms to meet with us. Mr. McCarvill said that we are most interested in improving the loading dock and dressing rooms during the first year.

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 2:45 p.m.