

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

October 22, 2013

A meeting of the Convention Center Committee of the Rhode Island Convention Center Authority Board of Commissioners was held on October 22, 2013, pursuant to notice at the Rhode Island Convention Center, One Sabin Street, Providence, Rhode Island.

Board members present were Jeff Hirsh, Joe DeLorenzo, Stan Israel, Scott Gunn and Paul MacDonald.

Also in attendance were Jim McCarvill, Kim Keough and Betty Sullivan, RICCA; Tim Muldoon, RICC; Daniel Schwartz, VETS; Larry Lepore, Bob Cappalli and Beth Johnson, DDC; Nancy Beauchamp, DDC/RICC; Bruce Leach, Legal Counsel and Eileen Smith, recording secretary.

Mr. Hirsh called the meeting to order at 9:31 AM and asked for approval of the minutes of the September meeting. Upon a motion duly made by Mr. MacDonald and seconded by Mr. DeLorenzo it was unanimously

VOTED: to approve the minutes of the September meeting.

Mr. Hirsh asked Mr. Muldoon to update the committee on Convention

Center financial position. Mr. Muldoon stated September's unfavorable variance was due to higher operational and security labor as well as needed repairs and maintenance. He stated that moving forward the outlook is good.

Discussion ensued regarding events that took place in September. It was noted that a wedding was held in the building that was profitable.

Mr. Hirsh asked if we get many weddings. Mr. DeLorenzo asked if we market weddings. Mr. Muldoon said that we participate in bridal shows and advertise in publications but we did more in the past. Mr. Muldoon continued that the wedding market is tricky because we do not like to commit the space more than a year out. He said that if there is a possibility of a trade show or corporate meeting that would require multiple days we would rather pass on a wedding. Mr. Muldoon said that weddings are considered a filler business to the Convention Center.

Mr. Muldoon reported that Comic Con will be here in early November. He stated that the Box Office at the Dunk will be used because a large walkup crowd is expected and can be dealt with easier at the Dunk. Mr. Muldoon noted that this show has grown and could possibly end up using the entire complex in the near future. Mr. MacDonald said that is a good problem to have. Mr. McCarvill brought to the Committee's attention the National Society of Histotechnology show that was held in September. He noted that is the reason that we are excited about Lumber show. Mr. McCarvill stated that this type of

trade show spends money on electricity and other service needs. Mr. Gunn asked if there was a way to look at attendance at shows and calculate the percentage by type of show that is more profitable. Mr. McCarvill noted that everything is tracked. Mr. Muldoon offered to put some numbers together.

Mr. Schwartz addressed the Committee and presented the financial information for the VETS. Mr. Schwartz noted that two events that were budgeted for September did not occur and is the reason for the unfavorable variance. Mr. Schwartz reported that facility fees have increased for Philharmonic events from \$2.00 to \$3.00. He presented highlights of upcoming events and reported that a couple of receptions have been booked for the new space. Mr. McCarvill noted that the VETS is now showing on their books indirect expenses for PFM management fees. Mr. Gunn asked if there is a corresponding reduction in that expense elsewhere. Mr. McCarvill said yes. He stated that the fee has been deducted from the Convention Center Authority statement.

Mr. Schwartz distributed the newly created trifold brochure that highlights upcoming events at the theater. Discussions ensued regarding cross promotion and including the brochure in promotional materials that are sent to incoming groups. Mr. Schwartz said that a budget is being prepared for next year to be used to attract talent to the venue. Mr. MacDonald noted that Chazz Palminteri is included in the new brochure. He stated that he attended a performance at PPAC

of the Bronx Tail that was a phenomenal show. Mr. Schwartz said that he expects a sell out.

Mr. MacDonald asked the status of the land adjacent to the theater and asked if it can be used by the theater. Mr. Schwartz said that we can. Mr. McCarvill noted that the Capitol Center Commission has jurisdiction over the area and they do not approve of making the land a parking lot. Mr. McCarvill said that the State is working on getting approval from the Commission.

Mr. Hirsh commented that the Philharmonic is the biggest client at the VETS. He asked if they had contacted the Convention Center regarding holding their event here. Mr. Hirsh said that they are holding it at Rhodes. Mr. Muldoon stated that the Ball has been held at the Convention Center in the past and that we are trying to get them to return.

Mr. McCarvill reported that an RFP for Phase III of the VETS renovation had been advertised and bids had been received. Ms. Sullivan had prepared a handout indicating the bids and due diligence that has been done for each bidder. Mr. McCarvill noted that the low bidder was Ahlborg Construction. Discussion ensued regarding some of the wide variances in line items for each bid. Mr. McCarvill noted that we do not know if each contractor includes the same items per category. Mr. MacDonald asked if we were looking for a recommendation to the Board to award the contract to Ahlborg

Construction. Mr. McCarvill answered that we were. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Israel it was unanimously

VOTED: to recommend to the Board the selection of Ahlborg Construction for Phase III of the VETS renovation.

Mr. Hirsh inquired that if a contract is signed with any of these contractors and their bid is incorrect can they come back to us. Mr. Leach stated that the contractors are required to have a payment and performance bond that protects us.

Mr. Hirsh asked if there was any further business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. DeLorenzo and seconded by Mr. Israel it was unanimously

VOTED: to adjourn at 10:30 AM