

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 287th
MEETING OF THE BOARD OF COMMISSIONERS November 22, 2005**

A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on November 22, 2005, at 9:00 a.m. pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Chairman, David A. Duffy, Commissioners, Paul MacDonald, Joe Judge, Jerry Massa, George Nee, Jeff Hirsh, Dale Venturini and Bernie Buonanno.

Mr. Gavitt and Mr. Hirsh were unable to attend.

**Also present were James P. McCarvill, Executive Director and Betty Sullivan Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Brian Whiting and Neil Schriever PWCVB; Bob McClintock, Tim Muldoon and Debbie Tuton, SMG; John Simmons, City of Providence; Andrea Stape, Providence Journal; Steve Maceroni, First Southwest; Normand Benoit; Partridge Snow & Hahn and Eileen Smith, Recording Secretary. CALL TO ORDER
Recognizing a quorum, Chairman Duffy called the meeting to order at 9:05 a.m.**

APPROVAL OF MINUTES Chairman Duffy entertained a motion to accept the minutes of the 285th meeting, October, 2005. Upon a

motion duly made by Mr. MacDonald and seconded by Mr. Massa it was unanimously VOTED: to approve the minutes as distributed

Chairman Duffy instructed the Authority office to send the approved minutes to the Secretary of State's office via electronic mail.

Chairman Duffy noted that the order of the agenda had changed. He said that Operations & Facilities would be first on the agenda.

OPERATIONS AND FACILITIES COMMITTEE

Mr. Masssa reported that the Convention Center had another Mystery Shopper visit the building. Mr. Muldoon said that they were again given high marks and ranked third of thirty sites visited.

Mr. McCarvill reported on ongoing contract negotiations with SMG for the management of both facilities. Mr. McCarvill noted that the Convention Center and the Dunkin' Donuts Center finance cannot be mixed because of the taxable and non-taxable bonds. Mr. McCarvill said that he hoped to complete negotiations with Mr. McClintock this afternoon. Mr. Duffy asked if a special meeting would be necessary to approve the contract. Mr. Leach said that the Chairman and the Executive Director have the authority to finalize the contract.

Mr. MacDonald welcomed Mr. Buonanno to the Authority. Mr. Duffy

said that Mr. Buonanno had done an extraordinary job with the Civic Center Authority. Mr. Buonanno thanked the Board and said that it was nice to be here.

DUNKIN' DONUTS CENTER

Mr. Duffy reported that Mr. Gavitt is in Hawaii and asked Mr. McCarvill to report on the Dunkin' Donuts Center. Mr. McCarvill noted the steps that needed to be taken. Mr. McCarvill reported that the closing for the purchase of the Dunkin' Donuts Center would be December 5th. He said that at that time money would be needed. He said that Mr. Benoit is appearing before State Properties Committee following his appearance at this meeting. Mr. McCarvill brought to the Boards attention the Synopsis of the Purchase and Sale Agreement. Mr. Nee noted the Concession Agreement with Sports Services and asked when that contract expires. Mr. McCarvill reported that the contract would not expire until 2011. Mr. Duffy noted that that does not mean that we can't try to renegotiate. Mr. Nee asked if there was a provision for renewal and replacement. Mr. Benoit said that it is part of the bond resolution. Mr. Leach explained the resolution that the Board and stated that by voting for the Purchase and Sale Agreement they would be committing themselves to this project. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Nee and by roll call, it was unanimously

VOTED: to approve the Purchase and Sales Agreement for the

acquisition of the Dunkin' Donuts Center.

Dave Duffy – yes

Paul MacDonald – yes

George Nee – yes

Dale Venturini – yes

Jerry Massa – yes

Joe Judge – yes

Because of his association with the Civic Center Authority, Mr. Buonanno recused himself from the vote.

FINANCE COMMITTEE

Mr. Judge presented a report from the Finance Committee. Mr. Judge was pleased to report a favorable variance to budget for the month of October and was confident that the trend would continue for the remainder of the fiscal year. He noted that although revenue was down the corresponding expenses were also down. Mr. Judge thanked Mr. Muldoon for his efforts. Mr. Judge noted that the committee had voted to recommend the issuance of bonds in the principal amount of up to \$33 million as presented by Bond Council, Mr. Benoit. Upon a motion duly made by Mr. Nee and seconded by Mr. Massa it was unanimously

VOTED: to accept the recommendation of the Finance Committee to issue bonds in the principal amount of up to \$33 million for the purchase of the Dunkin' Donuts Center from the City of Providence for a purchase price of \$28.5 million and \$4.5 million in costs associated with preliminary renovations.

MARKETING COMMITTEE

Ms. Venturini reported that the Marketing Committee had met on Thursday. She noted that Cheryl Schadone from the Dunkin' Donuts Center had participated and would be attending all future meetings. Ms. Venturini said that everyone is enthusiastic about the collaboration and sharing of ideas. Ms. Venturini stated that she is very pleased that we have been able to gather so many different people to gather ideas that will promote the State as a whole and our facilities. Mr. MacDonald said that he has known Cheryl for some time and she has her stuff together. Mr. Buonanno concurred with Mr. MacDonald.

Mr. Whiting reported on Destination 2010. He noted that we will have a great many more rooms to fill by that time and now is the time to strategize on the best course of action to keep our hotels full. Mr. Whiting stated that a DVD had been created and Spirit Airlines will be showing it just before landing in Providence. He said that the marketing team is working with other airlines that service Providence

to show the DVD. Mr. Whiting said that Warwick had received a high ranking as one of the safest cities. This is great news because Warwick is the gateway to Providence.

Ms. Venturini stated that with the help of Dave DePetrillo the Commodores are getting involved. She said that they all belong to several groups and could be influential in attracting business to our facilities.

Mr. Muldoon reported that with Dale's help the National Guard's Military Ball was held in the Convention Center. He said that he had received a letter following the ball congratulating the staff on an excellent job. Mr. Duffy asked that the Board be provided copies of letters and said that he hoped that the people mentioned were notified. Mr. Muldoon assured him that they had been.

Mr. MacDonald suggested that Mr. Schriever contact someone involved in the Rodeo. He said that the bull riding was well received and that a rodeo could attract a fairly large crowd. Mr. Schriever said that they have been contacted and are looking for a Northeast location.

CHAIRMAN/EXECUTIVE DIRECTOR

Mr. Duffy said that the committees would be restructured after the

purchase. He said we will have Convention Center, Dunkin' Donuts Center, Marketing and Audit committees. Mr. Duffy said that he would have the assignments at the next meeting.

Mr. McCarvill presented the schedule for the selection of a Construction Manager. Ms. Venturini asked if all the Commissioners would be invited to the presentations. Mr. McCarvill said that Commissioner attendance is encouraged.

Mr. McCarvill reported a new member of the Authority staff. He said that Kerry Bennett would be joining the team as projects manager replacing our agency affiliation with an in-house person. Some of Ms. Bennet's projects will be doing community outreach, our annual report, monitor and report on the Dunkin' Donuts Center. Mr. Duffy said that the commissioners would be better informed with the addition of Ms. Bennett. Mr. MacDonald said that he has always been informed and that Jim and his staff have done a fine job.

Mr. Nee asked if any thought has been given to a economic impact study. Mr. McCarvill said that there has to be a good way to demonstrate the impact but he doesn't know of one that clearly and dependably can provide good, comprehensive analysis. He said that we might have to develop our own model. He said that we numbers that are defensible and accurate.

Mr. MacDonald wished everyone a Happy Thanksgiving.

Upon a motion duly made by Ms. Venturini and seconded by Mr. MacDonald it was unanimously

VOTED: to adjourn at 10:05 a.m.