

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 288th
MEETING OF THE BOARD OF COMMISSIONERS December 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 December 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, Dave Gavitt and Bernie Buonanno.

Also present were James P. McCarvill, Executive Director, Ken Mancuso and Betty Sullivan Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Robert Bromley, Senate Fiscal Office; Neil Schriever, PWCVB; Tim Muldoon and Debbie Tuton, SMG; Larry Lepore and Bob Cappalli, Dunkin' Donuts Center; Andrea Stape, Providence Journal; J. Michael Kennedy and Paul Choquette, Gilbane; Armand Lusi, Lusi Construction; Brad Dimeo and Anthony Dematteo, Dimeo Construction; Charles Newton, RI Minority Business Enterprises and Eileen Smith, Recording Secretary. **CALL TO ORDER Recognizing a quorum, Chairman Duffy called the meeting to order at 9:00 a.m.**

APPROVAL OF MINUTES Chairman Duffy entertained a motion to accept the minutes of the 286th meeting, November, 2005. Upon a

motion duly made by Mr. Massa and seconded by Mr. MacDonald 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 reported that noted that he and Mr. Buonanno would be recusing themselves from the Dunkin' Donuts Center portion of the meeting because of their relationship with both Dimeo and Gilbane Construction. Mr. Duffy asked Mr. Nee to chair that portion of the meeting.

Mr. Duffy recognized Mr. Judge who presented a report from the Finance Committee. Mr. Judge noted that December 20th was the last official meeting of the Finance Committee. In the future a report will be presented at each entity meeting. Mr. Judge reported a bottom line positive variance on a year to date basis. He noted that the Convention Center has done a great job in controlling expenses. Mr. Judge asked Mr. Muldoon if the numbers were available for the Festival of Trees. Mr. Muldoon reported that although the final figures were not yet available he estimated that the approximately \$25,000 went to the zoo. He noted that the event took in approximately \$90,000. He said that he is very proud of what was accomplished. Ms. Venturini said that Citizens Bank had done a wonderful job. Mr. Judge commented that Citizens is a great community partner. Ms. Bennett reported that a press release recognizing the corporate

sponsors is being prepared. Mr. Gavitt inquired if Sister Ann and City Arts are satisfied. Mr. Muldoon reported that they had decided not to participate this year.

OPERATIONS AND FACILITIES COMMITTEE

Mr. Massa reported that the December meeting was also the final Operations & Facilities Committee meeting. Mr. Massa stated that a garage rate increase was discussed. Mr. Muldoon noted that a survey had been conducted to compare current parking rates in the city. Mr. Muldoon said that based on the information gathered and taking into consideration that the Rhode Island Convention Center parking garage is the safest and cleanest enclosed parking structure in the City, he would recommend increasing rates. (Memo with suggested rate changes attached) meeting

Mr. MacDonald noted his concern for families parking in the garage for events at the Dunkin' Donuts Center. Mr. Massa stated that the new rates would not affect employees or the special event rate for family shows. Mr. Judge asked how this would affect future hires and was informed that all employees would pay the existing rate. Mr. Gavitt noted that the Governor had requested a feasibility study for building a garage. Mr. McCarvill said that we are in the preliminary stage of a traffic study and the streets are an issue. He also noted that space will be needed for the construction workers. Mr. McCarvill said that there have been discussions with GTECH and Fidelity to provide for their parking.

Upon a motion duly made by Mr. Massa and seconded by Mr. Hirsh it was unanimously

VOTED: to increase parking rates per the attached memo commencing February 1st.

MARKETING COMMITTEE

Ms. Venturini reported that the Marketing Committee did not meet in December because of the presentations by the construction managers. Ms. Venturini asked Mr. Schriever to address Board. Mr. Schriever highlighted trade shows that the PWCVB has attended as well as public relations and marketing activity. Mr. Schriever reported that definite bookings are up and there are several tentative bookings that are in the final stages negotiations. Mr. Schriever said that the PWCVB has been working with a nursing group for 2009 that would utilize both the Convention Center and the Dunkin' Donuts Center and all of the hotels in the area. Ms. Venturini reported that there are 5 or 6 pieces of business that will be presented to the Commodores. Mr. Schriever said that they will be presented in January. Ms. Venturini noted that the Commodores can be a great help utilizing their contacts. Mr. MacDonald reported that he had received a nice letter from the Schriners and thanked Mr. Schriever for all his hard work. Ms. Venturini recognized Mr. Muldoon and asked that he address the Board. Mr. Muldoon stated that the Convention Center had been

utilized for several holiday parties including Brown Athletic Department, thanks to Mr. Massa and Fidelity Investments. Ms. Venturini announced that the next Marketing Committee meeting would be held on January 19th featuring a guest speaker, Gerry Fernandes, President of the Multi Cultural Foodservice and Hospitality Alliance. Ms. Venturini thanked Cheryl Schadone who brought Dunkin' Donuts and Coke to the table as sponsors for the Festival of Trees.

DUNKIN' DONUTS CENTER – George Nee Chair

Mr. Nee asked Mr. Lepore to report on the transition. Mr. Lepore stated that Dunkin' Donuts Center employees were transferred to SMG payroll last week. He reported a positive change in attitude among the staff. Mr. Lepore stated that SMG would be holding training in customer service in the near future. Mr. Lepore reported that approximately 400 seats have been replaced and that customers have noticed the difference. Mr. Lepore highlighted events for the near future. He said that there will be a Latino concert in February and "The Contender" will be promoted on national television during the pro-bowl. This is great exposure for the facility and the State. Mr. Lepore reported that Barry Liff, a promoter, will be coming back to the facility after a ten year absence. Mr. Liff is very excited about the renovations. Mr. Lepore reported that "Disney on Ice" will be a challenge switching from PC Basketball to Disney. Mr. Buonanno stated the he has great confidence that Mr. Lepore will be able to

promote the facility. Mr. MacDonald noted that Peter Manfredo is the real deal and he hopes that we will do everything we can to promote the event. Mr. Lepore said that Mr. Manfredo's tag is the Pride of Providence and it fits. He said that the casinos wanted this event.

Conversations ensued regarding the Construction Manager. Mr. Gavitt noted the good and thorough discussions held on Tuesday. Mr. Gavitt said that we have two outstanding companies and our choice will be a difficult decision. Mr. Judge referenced an e-mail from Phil Couture and asked Mr. McCarvill to explain Mr. Couture's comparison. Mr. McCarvill stated that Mr. Couture felt that following the discussions on Tuesday he might have left the Board thinking that he had favored one company over the other and wanted to assure the Commissioners that his analysis was designed to highlight the strong points in each proposal for the Board's deliberations.

Mr. McCarvill said that according to legal counsel we have the authority to proceed with this vote but not to sign a contract at this time.

Upon a motion duly made by Mr. MacDonald to and seconded by Mr. Massa and by roll call vote it was

VOTED: to accept the resolution, prepared by Mr. Leach, (attached) authorizing the Chairman in consultation with the

Authority's Executive Director and consultants to negotiate a contract with Gilbane Construction for Construction Manager Services leading to a Guaranteed Maximum Price.

VOTE

Jerry Massa yes

Paul MacDonald yes

Dale Venturini no

Jeff Hirsh yes

Joe Judge commented that there is no wrong decision but he would vote for the firm with the greater experience Gilbane yes

Dave Gavitt no

George Nee yes

Dave Duffy abstained

Bernard Buonanno abstained

Mr. Nee announced that the motion prevails on a vote of 5 – 2

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

VOTED: to adjourn at 9:50 a.m.