

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 289th
MEETING OF THE BOARD OF COMMISSIONERS January 26, 2006**

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 January 26, 2006, 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, and Bernie Buonanno.

Ms. Venturini and Ms. Gavitt were unable to attend

Also present were James P. McCarvill, Executive Director, Kerrie Bennett and Betty Sullivan Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Robert Bromley, Senate Fiscal Office; Neil Schriever and Brian Whiting, PWCVB; Tim Muldoon and Debbie Tuton, SMG; Larry Lepore, Cheryl Schadone, Crissy Diluglio and Bob Cappalli, Dunkin' Donuts Center; Juan Alvarez and Jaren Alvarez, Local 217 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 288th meeting, December, 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 informed the Board that there would be a Treasurer's Report at the beginning of each meeting to keep the Commissioners informed of our financial health. Mr. Duffy asked Mr. Judge to report. Mr. Judge stated that Committee meetings were held on Tuesday, January 24th and the financial statements were reviewed for both the Dunkin' Donuts Center and the Convention Center. Mr. Judge stated that both operators reported positive variances for December and Year to date. As such, the consolidated operations reflected a positive variance for both December and Year to Date. The Convention Center operator advised the Board that management remained optimistic that the Convention Center would be able to meet its budget expectations. The Dunkin' Donuts Center operator noted that the December positive results were, in part, attributed to moving the Disney on Ice show from January to December. Going forward, the Dunkin' Donuts Center operator noted that management would continue to work diligently to maintain and improve the Dunkin' Donuts Center's operating results.

DUNKIN' DONUTS COMMITTEE

Mr. Duffy recognized Mr. Buonanno. Mr. Buonanno asked Mr. McCarvill to update the Board on the status of the renovations. Mr. McCarvill stated that the Architects are working with both the operator and Construction Manager on the schematic design and a broad array of other issues. Mr. McCarvill asked Kerrie Bennett to report on some of the issues. Ms. Bennett noted several projects that she has been working on. She said that plans to move the war memorial and many ADA issues have taken a great deal of time and effort. Ms. Bennett reported that she has been working with Veterans organizations in the redesign of the memorial and State agencies and ADA groups to assure that their issues are addressed. Mr. MacDonald noted the importance of getting Veterans involved in the design of the war memorial. Mr. Massa asked if any thought has been given to a re-dedication of the memorial. Mr. MacDonald said that this is a very important issue.

Mr. McCarvill reported that he has been working with Gilbane on a cost estimate and that the Construction Manager has been responsive and cooperative. Mr. Duffy asked about on owner's rep and Mr. McCarvill said that right now we are using IFG but that an RFP for an owner's rep would be advertised next month.

Mr. Lepore addressed the Board and stated that the Dunkin' Donuts Center staff is getting better at public shows. He noted that after three years of the Boat Show there was a marked improvement at the

facility. Mr. Massa asked what caused the improvement. Mr. Lepore noted that his staff has witnessed the good work habits of the Convention Center staff and the improvements in working conditions. He noted an improvement in the moral of the employees. Mr. Lepore reported that SMG staff and management training has been completed.

Mr. Lepore reported that the rented chiller has been installed. Mr. Duffy asked if there is an option to buy the chiller. Mr. Lepore said that there is. Mr. Massa noted that SMG has offered to provide assistance with equipment and fixture purchases. Mr. McCarvill said that we would keep SMG in the loop and noted that they have extensive knowledge of arena supplies. Mr. McCarvill informed the Board that because of the fire in Cranston's ice rink they were looking for a place to store their zamboni. He continued that our back up zamboni had mechanical problems. Mr. McCarvill said that Mr. Lepore had arranged for us to use and store Cranston's machine for the remainder of the season and return it when the Cranston arena is functional. Mr. Duffy noted the spirit of cooperation within the community. Mr. Judge stated that he was in attendance at some hockey games that had been moved to the Dunkin' Donuts Center following the Cranston fire. He noted that the players were excited to be playing in that venue. Mr. Lepore said that they had never talked about holding any State hockey tournaments but they were very disappointed to lose high school basketball. He said that an effort would be made to attract high school athletics to the venue where

appropriate.

Mr. Lepore noted that the “Contender” boxing event should look very good on national television and will generate a great deal of exposure for the State.

CONVENTION CENTER COMMITTEE

Mr. Massa congratulated the Convention Center staff and the CVB for a great December. Mr. Massa reported that two projects for the Convention Center had been discussed at the meeting on Tuesday; improved lighting in the South Garage and the creation of a junior ballroom. Mr. Massa said that we are very proud of our garages and that they are the cleanest and safest in the City. Mr. Muldoon explained the project for the South Garage. He said that he had gotten pricing for the project and Narragansett Electric had estimated approximately \$14,000 per year in energy savings. Mr. Muldoon said that he thought this was an important project and asked that it be approved. Upon a motion duly made by Mr. Massa and seconded by Mr. Buonanno it was unanimously

VOTED: to approve the renovations to the lighting in the South Garage for a price not to exceed \$168,000.

Mr. Muldoon noted that there have been several occasions where the Convention Center has not been able to accommodate potential

groups because of the configuration of the exhibit halls and meeting rooms and ballroom. He suggested that a junior ballroom be created by removing the wall between rooms 556 and 557 and replacing it with a movable partition wall. He stated that this would give the Convention Center staff more flexibility and provide a better package.

Mr. Muldoon reported that the price for the renovation would be \$62,000.

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

VOTED: to approve the construction of a junior ballroom using rooms 556 and 557.

Mr. Muldoon noted that Verizon and Fidelity had held events recently in the facility. He stated that they are good corporate accounts and that he is optimistic about the third quarter.

Mr. Duffy congratulated the Convention Center staff on the Celebrate Rhode Island Ball and noted that the proceeds would go to the Good Neighbor Energy Fund.

MARKETING COMMITTEE

Ms. Venturini was unable to attend today's meeting.

Mr. McCarvill reported that Ms. Venturini had invited a guest speaker to address the Committee. Mr. Gerald Fernandez, President of the Multicultural Foodservice & Hospitality Alliance spoke on the topic of marketing strategies for attracting minority and multicultural groups and leisure travelers to the City and State.

Mr. Whiting and Mr. Schriever reported on marketing activities at the PWCVB. Mr. Whiting noted that Tour Rhode Island has been rescheduled to Saturday, May 6th. A press conference announcing the event is scheduled for February 15th at 2 p.m. Flower Show Getaway packages have been posted on the PWCVB Web Site. Mr. Schriever reported on definite bookings, tentative bookings and recent lost business. Mr. Whiting reported on travel and trade shows attended as well as site inspections for potential groups. Mr. Duffy asked about the impact that Hartford is having on our business. Mr. Whiting said that competition is good. Mr. Whiting discussed the improvements at the train station welcome area.

Ms. Schadone reported on events at the Dunkin' Donuts Center. She noted that Disney on Ice was the best ever. Mr. Duffy asked why. Ms. Schadone said that the timing was better. Ms. Schadone also noted the synergy with the Convention Center staff has been very helpful. Ms. Schadone stated that aerial photos of the Dunkin' Donuts Center and the City will be seen on ESPN during the Pro Bowl. She said that ticket sales have not been going as well as anticipated but boxing is not attracting the attention that it did in the past. The promoters are

hoping for a good walk up crowd for the event. Mr. Lepore said that this match is a made for television event and there will be celebrities in the audience.

Upon a motion duly made by Mr. Nee and seconded by Mr. Judge it was unanimously

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