

THE RHODE ISLAND CONVENTION CENTER AUTHORITY

294th MEETING OF THE BOARD OF COMMISSIONERS June 22, 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 June 22, 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, Jerry Massa, Dave Gavitt, George Nee, Jeff Hirsh, Dale Venturini and Bernie Buonanno.

Mr. Judge was unable to attend

Also present were James P. McCarvill, Executive Director, Ken Mancuso, Kerrie Bennett, Betty Sullivan, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Neil Schriever, PWCVB; Tim Muldoon and Debbie Tuton, SMG; Larry Lepore, Eleanor SanAntonio, Cheryl Schadone and Bob Cappalli, Dunkin' Donuts Center; Larry Bacher, Kake Phelan and Steve Duvel, Gilbane; Andrea Stape, Providence Journal; Maureen Gurghigian and Steve Maceroni, First Southwest; Cristy Healey, Budget Office; Steve MacDonald, O. Ahlborg & Sons; Luis Torrado, L.T. Architects and Eileen Smith, Recording Secretary. CALL TO ORDER

Recognizing a quorum, Chairman Duffy called the meeting to order at 9:04 a.m.

APPROVAL OF MINUTES Chairman Duffy entertained a motion to accept the minutes of the 293rd meeting, May, 2006. Upon a motion duly made by Mr. Gavitt 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 instructed the Authority office to prepare a letter of condolence for the family of Carl Anderson.

Chairman Duffy noted the inclusion of the minutes of the Audit Committee and asked for a motion to approve. Upon a motion duly made by Mr. Hirsh and seconded by Mr. Buonanno it was unanimously

VOTED: to approve the minutes as distributed

In the absence of Mr. Judge, Mr. Duffy asked Mr. McCarvill to report on the consolidated financial results. Mr. McCarvill reported that the Convention Center is anticipating a very good month of June. Mr. McCarvill also noted that by the end of June both facilities will be in the black. Mr. McCarvill stated that Ms. Gurghigian and Mr. Maceroni would address the Board on the sale of the bonds.

Mr. Maceroni informed the Board that the closing for the \$92,500,000 Rhode Island Convention Center Authority – Civic Center Revenue Bonds had taken place on June 8, 2006 and at that time the existing note was paid off and the remainder invested so that the Authority will have the funds available for the renovations. Mr. Maceroni distributed a transaction summary to the Commissioners.

Ms. Gurghigian stated that the bonds were sold at a very good rate for taxable bonds.

DUNKIN' DONUTS COMMITTEE

Mr. Duffy reported that the War Memorial ceremony had gone very well and that the Veterans groups were truly moved. Mr. Gavitt said that he had become aware of the sensitivity for the preservation of the memorial when we went to the Legislature for financing. He congratulated Jim McCarvill and Kerrie Bennett for a job well done.

Mr. Cappalli was asked to address the Board. Mr. Capalli reported that meetings with Providence College and the Providence Bruins are on going. Mr. Duffy asked about staffing now that there are no events in the building. Mr. Cappalli said that the staff has been removing seats and doing other labor intensive tasks in an effort to reduce construction costs.

Mr. Duffy recognized Mr. Duvel and asked him to update the Board on the renovations. Mr. Duvel reported that construction had begun on

Tuesday. He noted that phase I bids had been opened on June 7th. Mr. Duvel said that approximately 75 workers will be on site during the summer. Mr. Duvel explained the construction schedule. Mr. Gavitt asked Mr. Duvel if he were comfortable that the summer's scheduled renovations can be completed. Mr. Duvel responded yes. He said that there will be a flurry of activity. The scoreboard will be installed and the ceiling painted which will be a significant improvement. Luis Torrado of Torrado Architects displayed drawings showing the bar area and seating as well as the entrance lobby that will serve the bar and offices..

CONVENTION CENTER COMMITTEE

Mr. Massa brought the Board up to date on the projects that are underway at the Convention Center. Mr. Massa stated that the committee had interviewed RGB and William Kite Architects and had voted to recommend that RGB complete a feasibility study for additional meeting rooms within the Convention Center. Mr. Massa asked for a motion to proceed. Upon a motion duly made by Ms. Venturini and seconded by Mr. Nee it was unanimously

VOTED: to retain the services of RGB to complete a feasibility study for additional meeting rooms within the Convention Center.

Mr. Massa asked Mr. Muldoon when we could expect results from the study. Mr. Muldoon responded that he would have more information

at the next meeting. A discussion was held on other summer projects.

Mr. Muldoon reported on the Convention Center operations. He noted that the Convention Center expects to end on a very strong note. June should prove to be a good month and they have several agreements for the fall. Mr. Muldoon said that GTECH parking is great news. Mr. Duffy noted that transient parking remains down and asked if a reason was known. Mr. Muldoon said that CCRI parking revenue is no longer being classified as transient parking, the Health Club parkers now use the hotel valet service and the \$1.00 rate at the Providence Place Mall, without validation, contributes to the loss in transient parking. Mr. Buonanno said that other lots in the City are also looking for parkers and maybe the high gas prices are an issue. Mr. Muldoon noted that RIPTA rider-ship was up. Mr. MacDonald commented that he has noticed that the parking attendants' attitude and demeanor are very positive.

Mr. Duffy noted the significant savings being achieved using in-house labor on some projects. Mr. Muldoon thanked Mr. Duffy for his comments and said that many other buildings do not have the talent of the Convention Center staff.

MARKETING COMMITTEE

Ms. Venturini introduced Martha Sheridan, the newly appointed

President of the PWCVB. The Board congratulated Ms. Sheridan. Ms. Venturini asked Ms. Sheridan to address the Board. Ms. Sheridan said that she commends Neil Schriever for keeping the momentum going during the absence of a President. Mr. Schriever presented the year to date booking report and stated that it has been a great year. He said that June has been a record setting time for the CVB. The Congress for New Urbanism attendance is way up and the American Institute for Conservation of Historic and Artistic Works had record attendance. Ms. Venturini asked Mr. Muldoon where the business is coming from, he said that the Convention Center is having success with small events from Brown University and getting a significant number of leads from the Westin. He said that the Westin sales team is doing a great job and a good rapport has been established. Mr. Schriever said that Westin Corporate has also become more aware of our facilities due to the expansion of the hotel. Mr. Duffy said that is great to see such cooperation. Ms. Schadone reported on the wrap up of events at the Dunkin' Donuts Center. She said that Professional Bull Riding is growing and will be a good family event for the future. Ms. Schadone noted that the Festival of Trees has received some sponsorship money from Citizens Bank and she has been looking to other sponsorships for the event. Ms. Schadone informed the Board that she would be submitting a proposal to host the 2010 Arena Marketing Conference. Mr. Lepore explained the internship program for audio and video production. The program would partner New England Tech, Hope High School and the Dunkin' Donuts Center and would be an accredited class for the students and possibly a

scholarship opportunity. Mr. MacDonald noted that the program should be open to other schools. Mr. Lepore said that if this is successful we will expand it in the future.

Ms. Venturini asked if there could be some discussion on the casino issue. Mr. Duffy noted that we have been allowed to borrow \$350 million and the Legislature would protect that investment. He said that as a public body we should not take a position at this time but make people aware during negotiations of the impact on us. Mr. Buonanno said that if the casino gets on the ballot we need to address the issue. Mr. Gavitt said that in his opinion a casino will have a negative impact on the State. Mr. Nee said that this is a debate that has to take place. Mr. MacDonald noted that gambling is not the issue. Mr. Massa commented that his concern was more for the ancillary businesses in the area surrounding our facilities. Mr. Duffy stated that we should remain vigilant. We have concerns on the impact on our facilities.

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

VOTED: to adjourn at 10:13 a.m.