

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 301st
MEETING OF THE BOARD OF COMMISSIONERS January 18, 2007**

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 18, 2007 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, Jerry Massa, Jeff Hirsh, Paul MacDonald, George Nee, Marianne Corr, Jason Fowler, Patrick Butler, Dale Venturini and Bernie Buonanno.

Mr. Gavitt was unable to attend

Also present were James P. McCarvill, Executive Director, Betty Sullivan, Ken Mancuso and Kerrie Bennett, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Martha Sheridan and Neil Schriever, PWCVB; Tim Muldoon, Debbie Tuton and Nancy Beauchamp SMG/RICC; Larry Lepore, Robert Cappalli, Cheryl Schadone and Eleanor SanAntonio, SMG/DDC; Steve MacDonald, O. Ahlborg & Sons; Steve Duvel, Gilbane; Robert Bromley, Senate Fiscal Office, and Eileen Smith, Recording Secretary. CALL TO ORDER

Recognizing a quorum, Chairman Duffy called the 301st meeting to order at 9:05 a.m.

APPROVAL OF MINUTES

Chairman Duffy entertained a motion to accept the minutes of the 300th meeting, December, 2006. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Fowler 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 asked Mr. McCarvill to present the consolidated financial review. He noted the new format being distributed at the meeting. Mr. McCarvill reported that the Convention Center is positive \$166,000 to budget and positive \$197,000 to the prior year for the Year to date. The Dunkin' Donuts Center is positive \$336,000 to budget and negative \$378,000 to prior year. The negative variance to prior year is attributable to the shutdown for construction activities and was anticipated in the budget. The Authority overall is negative \$1.1 million to prior year due to operating losses and debt service requirements attributable to the Dunkin' Donuts Center acquisition but remains positive \$337,000 to budget. Mr. MacDonald questioned the Dunk variance in light of favorable reports on event activity. Mr. McCarvill noted that the building had been closed for three months but has been performing very well vs budget projections.

Chairman Duffy noted the inclusion of the Audit Committee minutes

and asked for a motion to approve. Upon a motion duly made by Ms. Venturini and seconded by Mr. Nee it was unanimously

VOYED: To approve the minutes of the Audit Committee meeting of December 14, 2006.

MARKETING COMMITTEE

Ms. Venturini asked Martha Sheridan to address the Board. Ms. Sheridan reported that the CVB had leased office space at 144 Westminster Street. She said that the second floor build out should be completed in time for the move at the end of April. Ms. Sheridan stated that the CVB is reviewing their marketing materials and trying to target markets such as sports and religious groups to fill the need periods. Mr. Schriever reported that nine different meeting planners were in Providence and being entertained by the sales staff this week.

Mr. Duffy asked if the Renaissance Hotel would be open in April. Mr. Schriever answered yes and the Westin expansion is ahead of schedule. Mr. Schriever also noted that the Hilton flag is now flying on the former Holiday Inn. Ms. Venturini said that it might be nice to take a hard hat tour of the Renaissance Hotel. Mr. Schriever said that he could probably arrange a tour. Mr. MacDonald asked how rooms for a meeting or convention are booked so far out. He asked if there was an inflation factor in the pricing. Mr. Schriever explained the process and stated that normally today's rates are used plus a percentage for inflation. Mr. Massa noting that The Procaccianti

Group now owned several properties in Providence and Warwick asked if a single owner is having any affect on group rates. Ms. Sheridan answered that The Procaccianti Group runs each of their properties separately and they have been very good partners.

Ms. Venturini asked Mr. Muldoon to present the Convention Center marketing report. Mr. Muldoon stated that the Convention Center had contracted for several events for 2010. American Orthopedic Society for Sports Medicine, The Conference for Food Protection Biennial Meeting and the American Fire Sprinkler Association are all new events for the Convention Center and Providence. Mr. Muldoon also noted that Celebrate Rhode Island, a fund raiser for the Good Neighbor Energy Fund, chaired by Governor and Mrs. Carcieri, will be held on February 10th. Mr. Muldoon reported on several tentative events that the sales staff is working on. He noted that the Southern New England Bridal Expo had taken place in the building on January 7th and several prospects were generated as a result of the Convention Center booth.

Cheryl Schadone reported on the luxury suite sales marketing plan. Ms. Schadone distributed the sales materials. She noted that a press conference had been held announcing the kick off of the suite sales. Ms. Schadone was pleased to report that deposits had been received for four suites. She said that over the next several months there will be special promotions such as taste testing, etc. for those who are interested in owning a suite. Ms. Schadone reported on upcoming

events including an Elton John concert. Ms. Schadone noted that Providence is a very strong family show market and events like the Ringling Brothers Circus and Disney on Ice do extremely well here.

CONVENTION CENTER COMMITTEE

Mr. Massa reported that the Convention Center Committee had met on Tuesday and asked Mr. Muldoon to update the Board on that meeting. Mr. Muldoon reported that a meeting would take place next week to review and update the 5 year capital plan. He said that they are working diligently to identify areas that will need attention in the future. Mr. Muldoon said that Debbie Tuton had been working with the Dunkin' Donuts people to design a plan that would be comparable to the one at the Convention Center. Mr. Muldoon noted that he would have more information on the West Lobby project in March and a September completion date is still anticipated. Mr. Duffy noted that he had met with Mr. Muldoon regarding some inconsistencies in food service. Mr. Muldoon said that he was working on a comprehensive service plan to address any issues with food service. He said that he was looking for a sous chef, some new equipment, upgrades to the hot boxes and replacement of the convection oven. Ms. Venturini said that after the upgrades and the hiring of a new sous chef it might be important for us to have lunch in the kitchen and meet the staff. Mr. Muldoon said that it could be arranged.

DUNKIN' DONUTS COMMITTEE

Mr. Duffy asked for Mr. Lepore's report on Dunkin' Donuts Center events. Mr. Lepore stated that the Providence College, Dave Gavitt floor naming event went extremely well. He thanked those commissioners that were able to attend. Mr. Lepore said that PC has been playing well and therefore attendance was up. Mr. Lepore reported that the new ice dam and sub floor had allowed the Boat Show to be over the ice. He said that it made for a much faster move out and transition from the Boat Show to hockey. Mr. Lepore also reported that Elton John tickets would go on sale January 29th and the show is expected to sell out quickly. Mr. Lepore noted that Synchronized Skating competitions would be in the building next week and the staff would be spending the next couple of nights cleaning to get the building back to where it was in September. Mr. MacDonald asked how you attract acts like Elton John. Mr. Lepore explained the process which entails frequent communication with agents and artist's representatives. He also mentioned SMG's corporate relationships.. Mr. Buonanno noted that Mr. Lepore had a great many contacts in the industry.

Mr. Duvel was asked to update the Board on the renovations. Mr. Duvel reported a problem with the bids for some mechanical components of the project. He said that the bidding firms did not all interpret the specifications in the same way and therefore it would be re-bid causing a few weeks delay in the award. Mr. Duvel was

questioned about the bids and the need to re-bid. Mr. Duvel said that to avoid any conflicts with the process clarity was more important than speed. Ms. Bennett reported that the suite announcement press conference had gone very well. She also reported that we had responded to the Op-ed piece that appeared in the Providence Journal. Ms. Bennett invited the commissioners to the public art selection meeting on January 30th although they will not be able to participate in the final selection portion of the meeting. Ms. Bennett noted that some chairs had been replaced at the Dunkin' Donuts Center and the old ones that were still in good shape were donated to the City of Providence recreation department. Ms. Bennett reported that the Olneyville art school students will be painting a mural on a temporary wall in the Dunk in the near future.

Chairman Duffy asked Mr. McCarvill to update the Guaranteed Maximum Price for the Dunkin' Donuts Center. He said that meetings are on-going to establish a GMP that preserves the core program. Mr. Duffy said that he had hoped to have the GMP before the State of the State address and the budget submission at the end of January. Mr. McCarvill said that everyone is working diligently to complete it but it will not be done by the end of January.

NEW BUSINESS

Mr. McCarvill brought to the Board's attention the desire to change the Authority's Retirement Plan to allow for borrowing and hardship

distributions as is customary in similar savings type plans. Discussions ensued regarding the adoption of an Amendment and Plan Participation Loan Program under the Rhode Island Convention Center Authority Retirement Plan (the "Plan"), a qualified retirement plan maintained for the benefit of the Authority's employees. An explanation of the Amendment, Plan Participation Loan Program was presented at the meeting. Upon successive motions duly made by Ms. Venturini and seconded by Mr. Massa it was unanimously

VOTED: That the Authority adopt the Amendment to the Rhode Island Convention Center Authority Retirement Plan, in the form presented at the meeting, effective as of February 1, 2007.

VOTED: That the Authority adopt the Plan Participation Loan Program under the Rhode Island Convention Center Authority Retirement Plan, in the form presented at the meeting, effective as of February 1, 2007.

VOTED: That the appropriate officers of this Authority are hereby authorized and directed to execute the Amendment and Plan Participation Loan Program and to take any and all actions necessary or appropriate to effectuate the foregoing votes, including the making and execution of any subsequent changes or amendments to said Plan.

Hearing no further business Mr. Duffy entertained a motion to adjourn. Upon a motion duly made by Mr. Nee and seconded by Mr.

Massa it was unanimously

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