

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 304th
MEETING OF THE BOARD OF COMMISSIONERS April 26, 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 March 29, 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, Jeff Hirsh, Paul MacDonald, George Nee, Dave Gavitt, Patrick Butler, Dale Venturini and Jason Fowler.

Mr. Buonanno and Ms. Corr were unable to attend.

Also present were James P. McCarvill, Executive Director, Betty Sullivan and Kerrie Bennett and Emily Moschet, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Neil Schriever and Martha Sheridan, PWCVB; Tim Muldoon, Debbie Tuton and Nancy Beauchamp SMG/RICC; Larry Lepore, Cheryl Schadone, Eleanor SanAntonio and Kym Chevian, SMG/DDC; Steve Duvel and Larry Bacher, Gilbane; Bill Guglietti, House of Representatives; Christy Healey, Budget Office; Steve Klamkin, WPRO; Ben Gedan, Projo 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 303rd meeting, March, 2007. Upon a motion duly made by Mr. Gavitt and seconded by Mr. Hirsh 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. Mr. McCarvill reported that combined total revenue for the period was \$701,379 positive to budget and \$371,907 to the prior year. Mr. McCarvill reported that the unfavorable variance of \$(448,399) to budgeted expenses was the result of increased event activities.

The consolidated year to date financial statements show that net income of \$692,427 is \$1,278,513 to budget and \$(304,431) to prior year.

CONVENTION CENTER COMMITTEE

Noting that Mr. Hirsh needed to leave for Jury Duty and the Convention Center required a vote on parking issues, Mr. Duffy asked that the Convention Center Committee be moved up on the agenda.

Mr. Duffy reported that the Convention Center Committee had a lengthy discussion regarding parking rates. He asked Mr. Muldoon to address the Board. Mr. Muldoon distributed a schedule (attached) of the rate increases that were carefully vetted at the committee meeting. Mr. Nee asked when the event rate was increased in the past. Mr. Muldoon responded that we raised that rate in 2004. Mr. Muldoon said that we want to remain competitive and research of other parking facilities in the area indicate that our rates would be in the low to median range. He continued that we have the cleanest and safest garage in the City. He also indicated that the early bird rate would remain the same. Mr. Muldoon said that he thinks the 5% increase in the monthly rate is warranted. Mr. Nee complimented Mr. Muldoon on his careful research.

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

VOTED: to approve the parking rate increases proposed by Mr. Muldoon and recommended by the Convention Center Committee.

Mr. Muldoon noted that the increases would go into effect on June 1st and notices to that effect would be posted in the garage and sent to our monthly parkers.

Mr. Muldoon also reported that the west lobby ballroom redesign proposal is still in the development stage.

Mr. Hirsh departed.

DUNKIN' DONUTS CENTER

Mr. Gavitt reported that when the Authority purchased the Dunkin' Donuts Center he had a certain degree of nervousness. He said that he was very pleased with the degree of cooperation between the Dunk and the Convention Center. Mr. Lepore reported on events at the Dunkin' Donuts Center. He said that the Ice Show has not sold out, typically these shows do better with high profile American skaters and in Winter Olympic years. Mr. Lepore noted that the Ringling Brothers Circus is expected to do very well. Mr. Lepore stated that the administrative offices at the Dunk are almost packed up in anticipation of the move to the Westin. Mr. Lepore continued that he has been working with Mr. Leach on the Providence Bruins and Providence College contracts and would be spending time over the next few months with Sports Services. Mr. Lepore reported that he had a conversation with the General Manager of Shula's who informed him of the large crowds frequenting the restaurant prior to events at the Dunkin' Donuts Center.

Mr. Duvel updated the Board on the progress of renovations. Mr. Duvel reported that the north suites are back on track and the scaffolding has been erected to remove the ceiling in the bowl. Mr. Duvel said that everyone is gearing up to have the building turned

over to us in May. Mr. Duffy asked if we were having any issues with steel. Mr. Duvel said that we were not because all steel was ordered prior to the start of construction and that steel erection is 80% complete.

Ms. Bennett reported the Ellerbe Beckett team was in the City this week and will soon begin twice monthly visits. Ms. Bennett noted that she has been working to resolve the location of the War Memorial. She noted that Representative Jacquard has some concerns regarding the placement of the memorial. Ms. Bennett reported that the P Bruins schedule could be extended because of playoffs. She wished them luck and stated that the renovation schedule would be delayed as necessary.

MARKETING COMMITTEE

Ms. Venturini asked Ms. Sheridan to begin the CVB report. Ms. Sheridan again thanked Kerrie Bennett for arranging the Athletic Directors Luncheon. Ms. Sheridan noted that John Gibbons has been negotiating with the National Junior College Athletic Association to bring their Cross Country Championships to Rhode Island in 2009. She said that this event would not be held in the facilities but would be a great event for the City. Ms. Sheridan reported that the CVB is moving on Tuesday. She thanked Mr. McCarvill and the Authority staff for being good neighbors. Ms. Sheridan noted that due to all the construction in the City their skyline photos are obsolete and they are

looking for a photographer to take updated shots. Ms. Venturini asked Ms. Sheridan to do some research on the impact of tourism in Rhode Island including employment numbers and the economic impact on the state. Ms. Sheridan said that the CVB will begin work on it shortly.

Mr. Schriever reported that Meetings East publication had a great article on Providence hotels. Mr. Schriever updated the Board on Convention Center and Dunkin' Donuts Center bookings. Mr. Schriever noted that American Power Conversion was a very short term booking that we were able to accommodate by moving other groups into different space within the building and the cooperation of the Westin Hotel. He said that this high profile event would fall between Providence College and Brown Graduation and we expect a large influx of international travelers. Mr. McCarvill noted that this event would not have been possible without the hard work of the Convention Center staff in arranging the move of smaller groups.

Mr. Muldoon noted that the American Power Conversion meeting is a great piece of business. Mr. Muldoon also noted that this should be a fun week at the Convention Center. He reported that Roller Derby would be in the building and the crowd is expected to be double that of last year. Mr. Muldoon stated that his staff is working on a Stop & Shop meeting for May which could become a nice piece of corporate business. Mr. Duffy asked Mr. Muldoon if the Convention Center was feeling any pressure from Twin River. Mr. Muldoon responded that

we have not up to this time.

Ms. Schadone reported that the Christina Aguilera concert was a great success. She said that the promoter was very impressed. Ms. Schadone noted that Christina arrived with more trucks than the Circus or Elton John. Ms. Schadone reported that the Ringling Brothers Circus is coming to town and invited the Commissioners to walk with the animals on Tuesday. Ms. Schadone thanked Mr. Fowler and Enterprise Rent a Car for sponsoring Professional Bull Riding. Mr. Fowler noted that Kym Cheviaan has been working with Enterprise on this event. He commented that if all sponsors receive the same attention the facility should be very successful. Ms. Schadone reported that Francis Farm would be sponsoring a mechanical bull at the event. Ms. Schadone noted that Francis Farm is a suite holder and has been very involved in this event. Ms. Schadone said that all suites are sold and that there is now a waiting list.

Ms. Venturini noted that Thom Deller would be at the Marketing Committee meeting on May 24th to discuss signage in the City.

Mr. Duffy introduced Emily Moschet, the Authority's intern for the summer.

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

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