

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 305th
MEETING OF THE BOARD OF COMMISSIONERS May 31, 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 May 31, 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, Patrick Butler, Dale Venturini, Bernie Buonanno, Marianne Corr and Jason Fowler.

Mr. Fowler and Mr. Gavitt were 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, PWCVB; Tim Muldoon, Debbie Tuton and Nancy Beauchamp SMG/RICC; Larry Lepore, Cheryl Schadone and Kym Chevian, SMG/DDC; Bob McClintock, SMG Corporate; Steve Duvel, Gilbane; Donna Prout and Eric Ahlborg, O Ahlborg; Bob Bromley, Senate Fiscal and Senate Oversight; 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 304th meeting, April, 2007. Upon a motion duly made by Mr. Buonanno and seconded by Ms. Venturini 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 \$1,636,565 compared with the same period last year of \$1,597,535 for a positive variance of \$39, 030. Mr. McCarvill noted that the Convention Center had a record March although there was a slow down in April. He continued that the May numbers should be great primarily due to American Power Conversion's Global Sales meeting.

DUNKIN' DONUTS CENTER

Mr. Buonanno reported that the Dunkin' Donuts Committee had met on Tuesday. He asked Mr. Lepore to bring the Board up to date on the move-out. Mr. Lepore stated that all the equipment has been moved to the warehouse. He also stated that the move was done with in-house labor. He noted that everything was inventoried and stored.

Mr. Lepore reported that some management had been re-assigned by SMG to other facilities whenever possible. He also noted that the staff had been temporarily down sized while the facility is closed. Mr. Lepore reported that an exciting opening weekend is being planned for 2008. Mr. MacDonald thanked Larry and Cheryl and the promoters involved for giving the underprivileged an opportunity to attend family events. Mr. Lepore said that under Mr. MacDonald's direction the staff has identified groups that will use the tickets.

Mr. Duvel updated the Board on the progress of renovations. Mr. Duvel reported that manpower on the job has tripled. He said there is demolition going on in some areas and renovation in others. Mr. Duvel stated that some of the crew is working 60 hrs per week. Mr. Duffy asked if that would impact the budget. Mr. Duvel responded that it would not.

Ms. Bennett reported that there have been media requests concerning the need for increased funding to complete the project. She noted that Jim McCarvill had done several interviews. Ms. Venturini suggested that the Commissioners take a tour of the facility. Mr. Duvel stated that the building is not a safe environment at the moment. He said that he and Ms. Bennett would arrange for a walkthrough in a few weeks. Mr. Buonanno stated that is very difficult for us to go the State House for more money. Mr. Nee made a motion that in light of the situation we have our legal counsel investigate the potential for taking legal action against Ellerbe

Beckett on behalf of the citizens of Rhode Island. Mr. Buonanno seconded the motion saying that we should rely on legal counsel. It was unanimously

VOTED: To instruct legal counsel to investigate the possibility of taking legal action against Ellerbe Beckett for flaws in their feasibility study.

Mr. Buonanno asked Eric Ahlborg to address the Board. Mr. Ahlborg noted that one role of an owner's rep was to review change orders and determine if the change is a cost or a contingency. Mr. Buonanno asked if Mr. Ahlborg could give some instances where they have saved us money. Mr. Ahlborg said that there have been several areas where there were savings. Mr. Ahlborg said that he would provide a detailed report for the next meeting. Mr. McCarvill noted that O Ahlborg has had some alternative ideas for methods, materials and scope and that they have provided support for Gilbane with National Grid and other operational issues. Mr. McCarvill said that the relationship has not been adversarial in reviewing change orders. Mr. Duvel noted that Mr. Ahlborg has been supporting and representing the Authority very well.

CONVENTION CENTER COMMITTEE

Ms. Corr reported that the Convention Center Committee had also met on Tuesday. She asked Mr. Muldoon to address the Board. Mr.

Muldoon reported that the American Power Conversion Global meeting was a big booking for the Convention Center and the group was very happy with the facility. Mr. Muldoon said that if APC continues with a May schedule for the meeting we have a good chance of hosting the event in the future. Mr. Muldoon said that the entire destination put their best foot forward.

Ms. Corr reported that she had met with Mr. Muldoon to discuss the status of the lobby project. Ms. Corr asked Mr. Muldoon to update the Commissioners on the project. Mr. Muldoon reported that RGB had tried to whittle the cost of the Sabin Street Ballroom and they managed to find approximately \$250,000 in savings. He said that that would still be substantially more than the \$825,000 originally estimated. Mr. Muldoon said that he still thinks the project is a good idea but more information is needed before we proceed. Mr. Muldoon said that he would like to put this project on the back burner for six months. Ms. Corr concurred.

Mr. McClintock addressed that Board and stated that Rhode Island has a strong package to offer to meeting and event planners. He said that customer service has been the reason that Providence has been so successful. Mr. MacDonald noted that there are three simple rules for success, keep the process simple offer a great product and focus on customer service. He said that our buildings are the very best in the business. Mr. McClintock said that SMG looks at Providence as a success story.

MARKETING COMMITTEE

Ms. Venturini reported that the City Planning Department and the CVB are working towards City Wayfinding signage for the facilities. She noted that the State acted very quickly to put signs on the highway and the City has agreed to act as soon as the sites are identified.

Ms. Venturini reported that she had a very productive meeting with all hotel general managers and/or their director of sales for a brainstorming session. She also reported that customer service training for all hospitality employees would take place in June.

Mr. Muldoon stated that the Society for Imaging Informatics in Medicine Annual Meeting would take place next week. He said that this group would have an impact on the entire destination. Ms. Venturini noted that most people don't understand the tentacles that reach other businesses from this one piece of business. Mr. Muldoon said that move-in, set up and move-out of 250 tons of equipment on the exhibit floor will be a challenge. Mr. Muldoon noted that the RISD student exhibit was in the building. He said that the artists and instructors enjoyed that additional space and could return next year. Ms. Bennett noted that the RI State Council for the Arts was also considering the space for future exhibits.

Ms. Schadone reported that there was a 12.5% increase in Circus

revenue. She noted the amazing run for the Circus and stated that this is a great market for family shows. Mr. Schadone reported that Commissioner Butler and his daughter had taken part in the animal walk. Ms. Schadone again thanked Mr. Fowler for Enterprise Rent a Car's participation in Professional Bull Riding. Mr. Fowler said that it was a win win for both parties. Ms. Schadone distributed a list of suite holders and partnerships for the suites. Mr. MacDonald said that he had attended Professional Bull Riding and an intern in the video program had gotten a great shot of a charging bull. Ms. Schadone noted that the student's name was announced at the event and the organization has asked for the footage.

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

VOTED: to adjourn at 10:00 a.m.