

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 333rd
MEETING OF THE BOARD OF COMMISSIONERS October 29, 2009**

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 October 29, 2009 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 Duffy, Commissioners, Jeff Hirsh, William Daugherty, Bernie Buonanno, Letitia Carter, Dale Venturini, George Nee, Paul MacDonald and Jason Fowler.

Mr. Gavitt and Butler were unable to attend.

Also present were James P. McCarvill, Executive Director, Betty Sullivan, Ken Mancuso and Kim Keough, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Tim Muldoon, Deb Tuton, Kathy Masino, Danielle Pistana and Nancy Beauchamp, SMG/RICC; Larry Lepore, Bob Cappalli and Cheryl Cohen, SMG/DDC; Steve Habl, VMA; Lyn Singleton, PPAC; Richard Beretta and Robert Brooks, AP&S; John Valez, Sportservice; Martha Sheridan, PWCVB; Joseph Solomon, House Policy Office; Robert Bromley, Senate Fiscal and Eileen Smith, Recording Secretary.

CALL TO ORDER

Chairman Duffy called the meeting to order at 9:00 a.m.

APPROVAL OF MINUTES

Mr. Duffy entertained a motion to accept and approve the minutes of the 332nd meeting, September, 2009. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Daugherty it was unanimously VOTED: to approve the minutes as distributed

Mr. Duffy instructed the Authority office to send the approved minutes to the Secretary of State's Office via electronic mail. Mr. Duffy announced that the next meeting would be held on Thursday, November 19, 2009 at 9:00 AM. Ms. Venturini noted that she would not be available for the November Marketing Committee meeting and said that she would reschedule or cancel.

Mr. Duffy asked Mr. McCarvill to present the consolidated financial review. Mr. McCarvill noted that the VMA net income for the month of September was \$15,286 to budget. Mr. McCarvill reported the Year to Date net income was \$22,658 better than expectations. VMA continues to benefit from PPAC's long term Broadway commitments. Mr. McCarvill noted that because of modest and efficient staffing there have been significant savings in indirect expenses. Mr. McCarvill reported that the Convention Center net income for the month of September was \$116,390 to budget and (\$94,332) to the prior year. Year to date net income was \$490,890 to budget and \$888,179 to the previous year. Mr. McCarvill stated that the Dunkin'

Donuts Center net income for September \$84,523 to budget and \$317,284 for the prior year. Year to date net income was \$391,196 to budget and \$474,623 to the prior year. Mr. Duffy commented that rent for Spirit of America appears higher than normal. Mr. Lepore stated that they pay a standard rate for every building where they perform. Mr. Duffy was pleased that Spirit of America utilized both buildings. Mr. Muldoon noted that Kathy Masino and the Food & Beverage staff fed more than 200 people three meals a day for six days. Mr. McCarvill reported that for the month of September the Convention Center Authority net income was \$(8,207) to budget and (\$108,558) to the previous year. Year to date the Authority is (\$46,759) to budget and \$1,335,477 to the prior year and includes \$1,500,000 from the State in annual start up funds. Mr. McCarvill reported that consolidated net income for September was \$192,706 to budget and \$114,394 to the prior year. Year to date consolidated net income is \$835,323 to budget and \$2,698,270 to the prior year.

Mr. Duffy noted the inclusion of the Audit Committee minutes from the September meeting. Mr. Hirsh asked for a motion to approve the minutes of the Audit Committee meeting. Upon a motion duly made by Mr. Fowler and seconded by Ms. Carter it was unanimously

VOTED: To approve the minutes of the September Audit Committee meeting.

DUNKIN' DONUTS CENTER

Mr. Buonanno reported that the Dunkin' Donuts Center had a wonderful month of September. Mr. Lepore stated that American Idol and Spirit of America had been very good events for the venue. Discussions ensued regarding the over capacity crowd that caused some school groups to be turned away for Spirit of America. Mr. Lepore noted that the Army had put together a hasty performance at the Convention Center for some of the overflow people and approximately 50 soldiers had stayed behind and visited others that were shut out. Mr. Lepore stated that every available space in the building was utilized including the restaurant, suites and press box to fit as many groups as we did. Mr. Lepore noted that the Jay Z concert was a success and that Bionce had been in the building. He noted that Hip Hop is here to stay. Upcoming events include a Demi Lavato concert that had been rescheduled from an earlier date. Mr. Lepore said that 2,000 additional tickets have been sold for that concert. Also doing well are Star Wars, TSO and WWE. Mr. Lepore reported that tickets are on sale for Jeff Dunham and that we are close to signing a contract for Carrie Underwood. Mr. Lepore said that the year is shaping up to be a success. Mr. Duffy asked if SMG involvement has helped. Mr. Lepore said that SMG has really stepped up. He said that he is in contact with Jon Petrunak daily. Mr. Lepore said that SMG feels that Mohegan will no longer have a radius clause in their contracts which could lead to artists performing both at Mohegan and at the Dunk. Mr. Lepore also noted that artists would go on tour to promote record sales. He stated that today there are no

record sales.

Mr. Lepore discussed the Dunkin' Donuts Center's new recycling efforts. He said that there is an incentive for people to place their bottles into the machine for the chance to win tickets or other prizes. Mr. Lepore reported that there are some cracks in the cement stairs at the front of the building. He said that an engineer is coming today to view the stairs today to determine if the cracks are a structural problem. Mr. Duffy requested that Mr. Lepore give high priority to addressing the issue.

Mr. McCarvill reported that the contract with Providence College is nearly complete. He said that Mr. Leach is in the process of reviewing it. Mr. McCarvill said that he thinks that it is a good contract for both the college and the building.

CONVENTION CENTER COMMITTEE

Mr. Hirsh reported that the Convention Center Committee had met on October 27th and that the Convention Center continues to do well. Mr. Muldoon reported that September was another good month. He said that Ameriprise performed well. Mr. Muldoon thanked Mr. Mancuso for holding Cranston High School's 50th reunion at the Convention Center. Mr. Mancuso reported that everything went very well and that the guests were impressed with the food and the facility. Mr. Muldoon reported that parking, especially early bird and transient

parking continue to be down to last year. Mr. Muldoon was pleased to announce that Blue Cross had signed a contract, similar to GETCH, for 100 parkers. He also stated that the Westin has been renting space on P3 for special events and busy weekends at the Hotel.

Mr. Muldoon reported that the lighting in the tunnel is in the process of being replaced. Mr. McCarvill noted that there is a big difference in the brightness of the new lighting. Mr. Muldoon stated that there will be a utility rebate associated with the new lighting that will amount to a 3 year return on the investment. Mr. Muldoon reported that the work on the rotunda plaza is complete. Mr. Muldoon noted that a safety training day is being planned for the facilities.

VMA

Mr. Hahl reported that September at the VMA was not extremely busy but that October is going well. He reported that the handrails suggested by Ms. Carter are being installed and look great. Mr. Hahl noted that he has been working with the hotel on the possibility of opening the connecting door between the hotel and the theater that was sealed during hotel renovation. Mr. Hahl noted that the DOA is in the bidding process to repair or replace the rooftop air conditioning. He said that it is a good thing that the weather has cooled. Mr. Hahl said that the VMA has a good schedule going and hopes that more people will take advantage of the performances. Mr. Hahl stated that the VMA is picking up some events because PPAC is going off line

with their Broadway series. Mr. Hahl said that the theater will be hosting dance competitions mostly in the Spring. Mr. Hahl reported that Randy Rosenbaum and the Arts Council are bringing in members from all of the arts community to view the theater. Ms. Carter thanked Mr. Hahl for all his hard work and congratulated him on the numbers.

Mr. Singleton addressed the Board and noted that there were some problems for patrons getting into the theater for the Hal Holbrook event. Mr. Singleton stated that the Gloria Gemma breast cancer awareness Waterfire event was held on the same evening and the City was very crowded. Mr. Nee stated that he was at the show and was very impressed with the condition of the building. He said that it was spotless. Mr. Nee said that he and his wife had a very enjoyable evening and that they were seated next to Ms. Venturini. Ms. Venturini thanked Mr. Singleton for offering tickets to another performance for patrons that were not able to get to the theater on time.

MARKETING

Ms. Sheridan presented a brief report on CVB events and prospects. Ms. Sheridan noted that John Gibbons developed a lead with the American Contract Bridge Association by attending a recent trade show. She noted that we are now on the short list of destinations for their event in 2014. Ms. Venturini reported that a pace report was presented at the Rhode Island Tourism Breakfast that was attended

by Mr. McCarvill. Mr. McCarvill noted that the report is a great tool but would like to see it expanded to provide an analysis of spending for groups. Ms. Sheridan reported that the CVB has been working with the transportation committee for the NCAA Tournament. Ms. Sheridan noted that there is a great deal of preparation going on for the event. Mr. Duffy said that he is confident that everyone will do a superb job. Ms. Sheridan thanked Kathy Masino and her staff for their efforts in making the CVB's Annual Meeting such a wonderful affair. Kristen Adamo thanked everyone for their participation in voting Providence one of the top 30 destinations in Travel & Leisure Magazine.

Mr. Duffy explained the distribution of NCAA Tournament tickets. He noted that the Dunkin' Donuts Center does not have any tickets and that if any are available they would be handled through Providence College.

Ms. Keough reported that after a few bumps in the road the web design is progressing. She said that she is confident that we will be able to smooth out any issues. Ms. Keough explained the process and noted that when completed the web site will be great for us. Mr. MacDonald noted that everything appears dark. Ms. Keough assured him that it will not be dark when complete. She also noted that there will be a rotating banner. Ms. Carter asked if the VMA needed Arts & Cultural Center included in their heading. Ms. Keough noted that it is part of the VMA logo.

Mr. Muldoon reported that the Convention Center goal for the fiscal year is \$8 million and the facility is now at \$7 million so they should reach the goal. Mr. Muldoon stated that there is a Yoga group in the building now and that they are having a good experience. Mr. Muldoon reported that Kathy Masino will be catering APC's Holiday Party at the Skating Center again this year. Mr. Duffy asked if the Convention Center is able to cater a dinner on stage at the VMA. Mr. Muldoon said that they could. Mr. Habl stated that he would be happy to work with Food & Beverage for an event at the theater. Mr. Muldoon reported that after a brief absence where meetings were held in-house Fidelity has returned with a few meetings. Mr. Muldoon stated that there may be some parking issues with those showing animals at the dog show. He said that some of the vehicles will not fit in the garage and that car racing is at the Dunk. Mr. Muldoon said that it will be a challenge but that he is confident that a solution will be found.

Ms. Cohen showed a preview of the upcoming Star Wars show. She said that original costumes will be displayed in the lobby and that Star War characters will be wandering the concourse. Ms. Cohen said that it should be a great evening. Ms. Cohen reported that the press box and the restaurant have been a very good resource for the building during sold out performances. Ms. Cohen said that she has been concentrating on where to spend the available marketing dollars and noted that the advertisement for Star Wars has been placed on

the sports page. She said that the demographic for attendees at this show are likely to read the sports page. Mr. Duffy asked if the suites are still sold out. Ms. Cohen said that one is available since Twin River pulled out.

Ms. Venturini noted that RI Hospitality and Tourism has teamed with area restaurants to provide gift cards. She said that the cards can be used at several different establishments.

Mr. McCarvill reported that a plan for the Medal of Honor wall is being put together. He reminded the Board that it will be placed at the Veterans Cemetery in Exeter.

Mr. Duffy stated that the Board would now convene in Executive Session pursuant to RI State Law §42-46-4 and §42-46-5(a)(2) to discuss potential litigation.

Open meeting reconvened at 10:43. Mr. Duffy reported that no votes had been taken in Executive Session. Mr. Duffy asked for a motion to seal the minutes of the Executive Session. Upon a motion duly made by Ms. Venturini and seconded by Mr. Fowler it was unanimously

VOTED: To seal the minutes of the Executive Session

Mr. Duffy asked if there was any new business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Ms.

Venturini and seconded by Mr. Daugherty it was unanimously

VOTED: to adjourn at 10:44 AM