

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 340th
MEETING OF THE BOARD OF COMMISSIONERS May 27, 2010**

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 27, 2010 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, Paul MacDonald, Jeff Hirsh, Bernie Buonanno, Patrick Butler, Letitia Carter, Jason Fowler, George Nee, Bill Daugherty and Dale Venturini.

Mr. Gavitt was unable to attend.

Also present were James P. McCarvill, Executive Director, Betty Sullivan, Ken Mancuso and Kim Keough, Rhode Island Convention Center Authority; Tim Muldoon, Debbie Tuton, Nancy Beauchamp, Kathy Masino and Carinda Ferrini, Convention Center; Larry Lepore, Robert Cappalli, and Cheryl Cohen, Dunkin' Donuts Center; Steve Habl, VMA; Martha Sheridan, PWCVB; Bruce Leach, Legal Counsel; Joseph Solomon, House Policy Office and Eileen Smith, Recording Secretary.

Mr. Duffy called the meeting to order at 9:05 AM.

APPROVAL OF MINUTES

Mr. Duffy entertained a motion to accept and approve the minutes of the 339th meeting, April, 2010. Upon a motion duly made by Mr. Fowler and seconded by Mr. MacDonald 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, June 24, 2010 at 9:00 AM.

Mr. Duffy asked Mr. McCarvill to present the financial information. Mr. McCarvill noted that the VMA net income for the month of April was (\$637) to budget. Mr. McCarvill reported the Year to Date net income was (\$170,928) to budget but \$17,399 to the prior year. Mr. McCarvill noted that the VMA is projecting increased activity for May and June. Mr. McCarvill reported that the Convention Center net income for the month of April was (\$116,557) to budget and (\$132,050) to the prior year. Year to date net income was \$209,752 to budget and \$754,145 to the previous year. Mr. McCarvill stated that decreased event parking and food & beverage revenues were the main reasons for the unfavorable variance for the month. Mr. McCarvill noted that cost saving methods implemented by management continue to produce good results. Mr. McCarvill stated that the Dunkin' Donuts Center net income for March was \$30,983 to budget and (\$16,383) to the prior year. Year to date net income was \$327,688 to budget and \$686,475 to the prior year. Mr. McCarvill noted that April net income

was significantly better than the prior year and was a direct result of savings in direct and indirect expenses. Year to date net income was better than budget by 102.6%, a direct result of cost reductions, seasonal layoffs, and measures taken to reduce utilities throughout the facility. Mr. McCarvill reported that for the month of April the Authority was \$10,173 to budget and \$4,669 to the prior year. Year to date net income for the Authority is \$52,767 to budget and \$2,759,113 to last year. Mr. McCarvill reported that consolidated net income for April was (\$75,401) to budget and (\$143,764) to the prior year. Year to date consolidated net income was \$590,210 to budget and \$4,199,794 to the prior year. Mr. McCarvill said that the consolidated income statement indicates that we are enjoying a better year than last year. Mr. McCarvill stated that we need to get money into renewal and replacement. He said that in the past, our bond issuances required the State to provide renewal and replacement funds but since the bonds have been reissued the requirement is not specified. Mr. McCarvill said that he would like to propose a new funding schedule with the State.

DUNKIN' DONUTS CENTER

Mr. Buonanno noted that the Dunkin' Donuts Committee had met on Tuesday. He asked Mr. Lepore to summarize that meeting. Mr. Lepore reported that he has been aggressive with SMG and they have responded by placing Aventura in our building. Mr. Lepore stated that the Mayor contacted the Dominican Group that promoting the

event. Mr. Lepore noted that we need to do more in the ethnic market to bring these shows to Providence. Mr. Lepore stated that the Portuguese Heritage Society brought us Tony Carreira. He said that the show was a lot of work because the promoter did not have sound equipment, etc. and it had to be rented. Mr. Lepore noted that Walking with Dinosaurs is doing well and should be a spectacular event for the building. He reported that advertising for the show will happen a week prior to the event. Mr. Lepore reported that Cirque is working on a new show that will be touring in 2011 and 2012. Mr. Lepore also reported that he has been in contact with Providence College and has offered our assistance with a bid for NCAA play in games.

Mr. Lepore stated that Daktronics had been awarded the contract for the marquee. He noted that we are awaiting approval for the City Planning Board before the marquee can be installed. Mr. Leach stated that he is waiting information and plans from Daktronics.

CONVENTION CENTER COMMITTEE

Mr. Muldoon reported that transient and event parking was down for the month. He noted the shortened P. Bruins season affected parking. Mr. Muldoon also noted that a Harley Davidson Show and the Fish Expo that were budgeted events did not take place. Mr. Muldoon said that the Convention Center should beat budgeted expectations in May and June.

Mr. Muldoon reported that in an effort to manage electrical usage the staff is monitoring the times of highest usage and are putting some systems on timers. Mr. Muldoon noted that preventative maintenance is a complex effort. He said that the staff of both buildings are working together to keep the facilities and the equipment in good working order.

Mr. Nee reported that the Institute for Research and Labor Studies held an event in the building. He thanked Kathy and her staff saying the room looked elegant and the food was exceptional. Mr. Nee noted that the staff made the evening very special for these people.

Mr. Mancuso reported that there is an effort to make Sabin Street two ways. He distributed a report (attached) outlining the reasons that we do not want that to happen. Discussions ensued regarding the City's reasoning behind the proposal and how the change would affect the buildings. Mr. Duffy asked Mr. Mancuso to keep on top of the issue. Mr. Butler said that nothing has been presented to the City Council yet. Mr. Allen commented that it would cost the Complex more for police details and security.

VMA

Mr. Habl reported that April was a fairly busy month for the VMA. He said that they had a nice mix of talent. Mr. Habl was pleased to report

that ballet sales were up 75% over last season. Mr. Hahl noted that Bryan Adams tickets are selling well and that six graduations are scheduled. Mr. Hahl thanked Ms. Carter for her efforts in getting the VMAF back and engaged. Mr. Duffy said that he understood that Mr. Hahl had lost his assistant and asked if she would be replaced soon. Mr. Hahl stated that he would hold off for a short time on finding a replacement.

Ms. Carter discussed co-promoting shows and events at the theater. Mr. Duffy suggested that co-promotes would be a wonderful role for the VMAF. Ms. Carter reported that, at a recent stakeholders meeting, the topic of changing the name of the theater was discussed. Mr. Duffy urged caution and said that we do not want to offend the veterans. Ms. Carter noted that the name that was selected was The Vets. Ms. Carter said that it will be the job of the VMAF to produce collateral and to get the name out. Mr. Duffy asked that Ms. Keough be kept informed because any name or logo change could cause issues with the Complex web-site as well as with the PWCVB collateral.

MARKETING

Ms. Sheridan reported that the room tax for the month should be up because of the NCAA tournament. She said that the meals tax increased by 10% for the month. Ms. Sheridan noted that there has been a significant increase in room nights related to the Complex.

Ms. Sheridan reported that CVB will be overhauling their web site in the near future. She announced that Yahoo had rated Providence in the top most underrated cities. Ms. Sheridan reported that the chef from Chez Pascal will be making an appearance on the Today Show.

Mr. Duffy asked if the labor dispute at the Westin is being a problem for the CVB. Ms. Sheridan said that it is. She said that the Westin was having problems even before the labor issue. Ms. Sheridan said that the new General Manager is doing a good job and is attempting to overcome many obstacles. Mr. Duffy asked Mr. Nee if he had any insight on when this would be resolved. Mr. Nee stated that he was disappointed with the Procaccianti's. He said that they created this mess. Mr. Duffy stated that the Westin is our headquarter hotel. Mr. Nee noted that this will hurt more down the road. He said that the hotel staff has a great deal of anger and disappointment.

Mr. Fowler thanked the PWCVB for their efforts in the Strategic Roundtable. Ms. Carter asked if there was any collaboration at the roundtable with the arts. Ms. Sheridan said that several representatives from the arts community participated.

Ms. Cohen distributed a summary of the report that she presented to the Marketing Committee. Ms. Cohen discussed interactive events that will take place to promote Walking with Dinosaurs. She said that Clearchannel will sponsor a family area at the Newport Chowder

Cook-off, there will be a Baby T-Rex Dinosaur Dig at Scarborough State Beach with ABC 6, and a Baby T-Rex Father's Day event at Roger Williams Park with WCTK Radio. Ms. Cohen said that PBS will air "The Making of Walking with Dinosaurs and there will be an electronic sign doing a 10 day countdown to the show sponsored by Cox Communications. Ms. Cohen stated that NBC is offering a \$10.00 discount on all opening night tickets. Ms. Cohen also reported that there are RIPTA buses that have been wrapped and are seen all over the State. Mr. Fowler asked if there will be anything in collaboration with the schools. Ms. Cohen said that many after school programs have been contacted such as the Boy Scouts and Boys and Girls Clubs. Ms. Cohen noted that schools will not be in session at the time of the Dinosaurs.

Mr. Muldoon reported that Machine Quilters Show was successful and that they are looking to repeat. Mr. Muldoon noted that the sales staff is working on several prospective conventions and trade shows and negotiating with our current clients to return and possibly expand their product.

Ms. Keough reported that she had received feedback on the web site and made some adjustments. She said that she was looking for an estimate to include all events at the VMA not just those that are ticketed. Ms. Keough stated that Constance Brown had been engaged to take photographs of the staff of all the facilities. She said that she would like to have Ms. Brown photograph the Board and she

would arrange for her to be at a future Board meeting to take the pictures. Ms. Keough stated that she had hired a media monitoring service to track media activity for the Complex.

Mr. McCarvill reported that several firms were in attendance at the mandatory pre-bid meeting for management services. He said that Mr. Mancuso escorted the group on a tour of the facilities. Mr. McCarvill noted that we had received a detailed request for more information and we will comply and distribute the information to all potential bidders by June 4th. Mr. McCarvill said that the bids will be reviewed and two or three of the most responsive will be invited to address the Commissioners. Mr. McCarvill noted that there will be presentations on June 15th. Mr. Duffy reported that he had received many SMG endorsement letters.

Mr. McCarvill reported that Representative Steven Costantino was present at the VMAF meeting and encouraged us to continue with our plans for the VMA.

Mr. McCarvill reported that there have been select elements of the City Council that wish to expand the Ordinance. Ms. Venturini stated that she has sent a letter signed by interested parties including Dave Duffy and Jim McCarvill expressing displeasure in the Ordinance. Discussion ensued regarding the Ordinance. Mr. Duffy asked that a copy of the letter be sent to the Commissioners.

Discussions ensued regarding a DAS (Distributed Antenna System) that has been proposed for the facility. Mr. McCarvill stated that we will take the advice of counsel and issue an RFP for the system. He said that we do not know enough about the technology and it would be helpful to have more time to investigate and to see what other opportunities are available as long as the process is not protracted. Ms. Venturini said that the technology is state of the art and that we should be out in front. Mr. Fowler suggested that we look into whether there could be health concerns for the employees. Mr. Butler said that he does not want to miss the bus on this.

Mr. Duffy asked if there was any new business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. Daugherty and seconded by Mr. Fowler it was unanimously

VOTED: to adjourn at 10:40 a.m.