

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 347th  
MEETING OF THE BOARD OF COMMISSIONERS February 24, 2011**

**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 February 24, 2011 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 Commissioners, Paul MacDonald, Jeff Hirsh, Dale Venturini, Patrick Butler, George Nee, Patrick Butler, Letitia Carter and Jason Fowler.**

**Mr. Gavitt, Mr. Duffy, Mr. Daugherty and Mr. Buonanno were unable to attend.**

**Also present were James P. McCarvill, Executive Director, Betty Sullivan and Kim Keough, Rhode Island Convention Center Authority; Tim Muldoon, and Nancy Beauchamp, Convention Center; Larry Lepore, Robert Cappalli and Cheryl Cohen, Dunkin' Donuts Center; Steve Habl, VMA; Alan Chille, PFM; Kosta Bitsis, Dimeo Construction; Hank Abate, SMG; Sullybeth Ruiz, VMAF; Bruce Leach, Legal Counsel; Bob Bromley, Senate Fiscal Office and Eileen Smith, Recording Secretary.**

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

**Mr. Hirsh noted that the January meeting was cancelled due to**

**inclement weather; therefore there are no minutes to approve.**

**Mr. Hirsh asked Mr. McCarvill to present the financial information. Mr. McCarvill reported that the VMA was our shining star for the month of January. He said that net income for the VMA for the month of January was (\$3,732) to budget and \$568 to the prior January. Year to date net income variance was \$21,728 to budget and \$36,977 to the prior year. Mr. McCarvill reported the Convention Center net income for January was \$22,053 to budget and (\$48,189) to the prior year. Mr. McCarvill reported that the Convention Center year to date net income was (\$80,226) to budget and (\$321,340) to the prior year. Mr. McCarvill reported that the positive net income variance for January is due to better than expected savings in utilities and labor. Mr. McCarvill stated that the Dunkin' Donuts Center net income for the month of January was (\$50,243) to budget and (\$14,900) to the prior year. Year to date net income was (\$392,372) to budget and (\$495,392) to the prior year. Mr. McCarvill noted that lower luxury suite revenue and ticket rebates as well as increased labor associated with snow removal contributed to the negative variance for the month. Mr. McCarvill reported that the Authority net income for January was \$19,803 to budget and (\$21,755) to the prior year. For the year, net income for the Authority was \$149,228 to budget and (\$1,527,120) to last year. Mr. McCarvill stated that consolidated net income for the month of January was (\$12,119) to budget and (\$84,276) to the prior year. Year to date consolidated net income was (\$301,642) to budget and (\$2,304,466) to the prior year. Mr. McCarvill said that he is not**

overly optimistic that the remainder of the fiscal year will be any better.

Mr. Nee reported that a letter is being sent from the Department of Administration to all outside legal counsel for the State and Quasi State entities asking for a reduction of 15% in their fees. Mr. McCarvill stated that we had received an e-mail notification of the request and that we will inform all legal counsel that we intend to comply with the Governor's directive.

## **DUNKIN' DONUTS CENTER**

Mr. Lepore thanked Mr. Duffy, who had joined the committee meetings via speaker phone, for volunteering to speak with Father Shanley and the PC Athletic Department about ways to increase attendance at the games. Mr. Lepore said that Ms. Cohen and Ms. Keough have had discussions with PC in an attempt to increase ticket sales. Mr. McCarvill noted that we have provided a state of the art facility and have indicated a willingness to assist with marketing. He stated that getting more fans involved could also help in recruiting. Mr. McCarvill reported that Marshon Brooks' 52 point game was the lead story on ESPN.

Mr. Lepore reported that Dunkin' Donuts Presents has gotten the attention of our competitors. Mr. Lepore said that it has been worth the risk of SMG and the Authority's money to get the attention of the

**Live Nations of the business. Mr. Lepore stated that we are having some difficulty in booking shows and that Live Nation has not been bringing us anything. Dunkin' Donuts Presents has enabled us to bring a few events to our building. Mr. Lepore reported that many entertainers are getting ready to tour. Mr. Lepore reported that Disco Night is selling fairly well. Mr. Fowler asked what Disco Night was all about. Mr. Lepore said that there will be disco artists and no seats on the floor allowing people to dance. Mr. Lepore stated that our relationship with local radio stations has helped to determine which shows will be more successful in this market. Mr. Lepore said that Cirque will be here in July and that he thinks things will start to open up.**

**Mr. Abate said that we will see more activity. He reported that SMG was at Polstar and that there is a thaw in the concert industry. Mr. Abate reported that last year we were victims of the economy but the future is encouraging. Mr. Abate noted that Dunkin' Donuts Presents is working.**

## **CONVENTION CENTER COMMITTEE**

**Mr. Hirsh asked Mr. Muldoon to address the Board. Mr. Muldoon reported that January was a good month although down to last year because Emery Waterhouse was in January last year. Mr. Muldoon reported that the new Motorcycle Show was successful and attendance at the Boat Show was up to last year. Mr. Muldoon said**

that the Auto Show's attendance was flat to last although there was more exhibitor participation. Mr. Hirsh said that hopefully we will have a good weekend with the Flower Show. Mr. Muldoon noted that pre-sale tickets are trending upward. Mr. MacDonald stated that he had heard some complaints about the Pet Show. He said that there were a lot of families and that they did not like the way it was set up. Mr. Muldoon noted that the show works best in Halls A & B but this year it was held in Halls C & D which was to tight.

## **VMA**

Ms. Carter introduced Sullybeth Ruiz who is putting together the Diversity Festival for the VETS. Ms. Ruis described the festival and the work that has gone into preparing for the event and attracting a diverse selection of talented people. Mr. Hirsh asked what groups have been signed. Ms. Carter reported that the festival will be a multi-cultural event with talent representing the population of the State. Ms. Ruis said that the festival will be fun and educational.

Mr. Hahl reported that almost all of the equipment has been received at the VMA. He noted that the concession equipment has already been put to good use. Ms. Carter said that she saw a black truck at the theater and wondered what it was doing there. Mr. Hahl said that they were delivering a special organ for the Philharmonic.

Mr. McCarvill introduced Kosta Bitsis of Dimeo Construction and

asked him to report on the progress of renovations. Mr. Bitsis explained the process and where things stand at the present. Mr. Bitsis said that work continues on the schematic design. Mr. Bitsis said that the scope of the project as it stands now is to make changes to the loading dock, the addition of bathrooms and a hazmat study. Mr. Bitsis reported that borings are being done of the sidewalk. Mr. Bitsis said that Mr. Hahl is being very considerate of the Hotel. Mr. Chille noted that the equipment has been put to use and that the theater will no longer need to rent sound and lighting equipment. Ms. Carter asked about access to the hotel. Mr. Hahl stated that he has had some discussion with the hotel management but that nothing has been settled yet. Ms. Carter said that she understood that a Starbucks would be opening in the hotel.

Mr. McCarvill informed the Board of an incident regarding snowplowing of an employee's driveway by another employee with our truck. Mr. McCarvill stated that the incident had been brought to the attention of Chanel 6 and that it would appear on a segment of You Paid For It. Mr. McCarvill and Mr. Muldoon noted that disciplinary action of the employees had been taken.

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

**VOTED:** to adjourn at 10:20 a.m.