

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 349th
MEETING OF THE BOARD OF COMMISSIONERS April 28, 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 April 28, 2011 at 9:00 am at the Rhode Island Convention Center, 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, Dale Venturini, Patrick Butler, George Nee, Bill Daugherty Letitia Carter and Jason Fowler.

Mr. Gavitt, Mr. Butler 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, Deb Tuton and Kathy Masino, Convention Center; Larry Lepore and Bob Cappalli, Dunkin' Donuts Center; Steve Habl and Doreen Vitale, VMA; Lynn Singleton, PFM/PPAC; Hank Abate, SMG; John Gibbons and Kristen Adamo, PWCVB; Bruce Leach, Legal Counsel; Robert Bromley, Senate Fiscal Office and Eileen Smith, Recording Secretary.

Mr. Duffy called the meeting to order at 9:02 AM. Mr. Duffy asked for a motion to approve the minutes of the March meetings as presented.

Upon a motion duly made by Mr. Fowler and seconded by Mr.

MacDonald it was unanimously

VOTED: to approve the minutes of the March meeting as presented.

Mr. Duffy asked Mr. McCarvill to present the financial information. Mr. McCarvill reported that the VETS ended the month of March \$10,590 to budget and \$46,637 to the prior year. Year to date net income variance was \$60,928 to budget and \$129,673 to the prior year. Mr. McCarvill said that the VETS is finally coming into its own and following the renovations will do even better. Mr. McCarvill reported the Convention Center net income for March was (\$252,276) to budget and (\$109,125) to the prior year. Mr. McCarvill reported that the Convention Center year to date net income was (\$353,233) to budget and (\$530,133) to the prior year. Mr. McCarvill reported that the negative net income variance for March was due to a reduction in event revenue and increases in indirect expenses. Mr. McCarvill stated that the Dunkin' Donuts Center net income for the month of March was (\$95,919) to budget and (\$86,274) to the prior year. Year to date net income was (\$735,162) to budget and (\$681,272) to the prior year. Mr. McCarvill noted that decreased rental income and conversion costs for Lil Wayne contributed to the loss for the month. Year to date loss is due primarily to the lack of touring events and the non occurrence of anticipated shows. Mr. McCarvill reported that the Authority net income for March was \$59,154 to budget and \$4,566 to the prior year. For the year, net income for the Authority was \$268,804 to budget and (\$1,518,194) to last year. Mr. McCarvill stated

that consolidated net income for the month of March was (\$278,451) to budget and (\$144,196) to the prior year. Year to date consolidated net income was (\$758,663) to budget and (\$2,597,517) to the prior year.

Mr. McCarvill said that he does not expect much improvement the remainder of the fiscal year.

DUNKIN' DONUTS CENTER

Mr. Lepore noted that lower attendance at events plus the costs of snow removal contributed to the loss at the Dunk. Mr. Lepore reported that the Lil Wayne Concert did well and Circus tickets are selling. Mr. Lepore said that he is anticipating a good walkup crowd for the Circus. Mr. Lepore stated that Usher is being advertized everywhere in the region. Mr. Duffy asked the exposure to SMG and the Authority with this concert. Mr. Lepore answered \$500,000 which will require a big push. Mr. Lepore said that between parking and concession revenue we should be fine. Mr. Lepore said that we can't back away from doing this again because Dunkin' Donuts Presents has generated concern from Live Nation and we are being noticed as a venue that is willing to compete for acts. Mr. Fowler asked if there had been any newspaper advertising for Usher. Mr. Lepore stated that advertising has been placed in the Providence Journal. Mr. Lepore reported that Cheryl was not here today because she is involved with the elephant bath in front of the Dunk.

Mr. Lepore stated that major cleaning would take place over the

Summer. Mr. Lepore noted that Ellerbe Beckett and Gilbane will be in the building with a group from Portland, Maine. Mr. Lepore said that he will take the opportunity to bring to their attention issues that should be resolved by either Gilbane or Ellerbe. He noted that leaks on the suite level that Ellerbe Becket designed on the joints were not designed well. Mr. Lepore stated that Gilbane has agreed to repair the generator that has water issues. Mr. Nee asked if we should have them sign a Letter of Agreement that they will take care of the problems. He said that he is a little uneasy taking their word that the issues will be resolved. Mr. Lepore said that we should have a conversation with them prior to the walkthrough with the group from Maine. Mr. Lepore said that Mr. Abate has some leverage with Ellerbe Beckett.

Mr. Duffy commented to Mr. Lepore that generally speaking, you like what you see as far as concerts going forward. Mr. lepore said that he does and that there is some good stuff out there. Mr. Lepore stated that he continues to pursue the three week rehearsal prior to the tour opening of How to Train a Dragon.

CONVENTION CENTER COMMITTEE

Mr. Duffy asked Mr. Muldoon to address the Board. Mr. Hirsh stated that Mr. Muldoon and Ms. Masino would introduce the concession stand upgrades. Mr. Muldoon said that he and Kathy are looking forward to the new look and efficiency of the concession stands. Mr.

Muldoon stated that SMG is sharing in the cost for part of the renovation. Mr. Hirsh distributed the brochures. Mr. Muldoon highlighted the improvements. Mr. Hirsh asked Mr. Muldoon to explain how the staff works now and how things will improve with the new equipment. Ms. Masino reported that now all cooking has been done upstairs and then put in hot boxes to be brought to the stands. She said that when complete the product can be prepared on the spot. Ms. Masino said that food will be displayed so that the customer can view sandwiches and other goodies. Mr. Daugherty asked if there was any concern about theft. Ms. Masino answered that there is not. Mr. Daugherty expressed his concern about the thoughts that the food is not as fresh as it should be if it is on display. Some will wonder when it was made. He asked if there could be signage stating when the food was prepared. Ms. Masino said that it could be done. Mr. Muldoon said he will be happy when there are no more hot boxes. Ms. Masino said that there is a lot of waste with hot boxes because the food does not hold up well. Mr. Nee asked what our policy is about leftover food. Ms. Masino stated that anything that is allowed is sent to Amos House. Mr. Duffy said the plans are very impressive. The Board encouraged Mr. Muldoon to proceed as soon as possible

Mr. Muldoon reported that 38 Studios would be using 100 parking spaces. Mr. Muldoon said that as the business grows more employees will be added. Mr. Duffy noted that Mr. Muldoon has contacted Hasbro. Mr. Muldoon stated that he had sent an e-mail and

the response was that they will be in touch as soon as there plans are definite.

PWCVB

Mr. Gibbons reported that the Cox Road Race would be held over the weekend and the Convention Center will be involved. Mr. Gibbons also reported that he continues to work with Providence College on the 2014 NCAA Basketball Tournament. Mr. Nee asked about Net Roots. Mr. Gibbons said that we are in the running. Mr. Nee also asked if anyone had been in touch with Sheldon Whitehouse. Mr. Gibbons noted that Kristen McGrath has been dealing with the challenges and that we appear to be favored. Mr. Duffy asked if Mr. Nee's organization could be of any help. Mr. Nee said that they are all over it.

Ms. Adamo and Ms. Keough reported that they are working together to review where our advertising dollars are being spent. Ms. Keough said that we are looking at changes that will increase our exposure and not duplicate efforts. Ms. Keough also noted that she is working on stationary for the VETS. Ms. Keough noted that we are researching a new media tracking company.

VETS

Steve Habl updated that Board on preparations for the renovation. He

said that he and his assistant will be moving their office space for the duration of the job. Mr. Habl noted that the VETS hosted a reception for the Diversity Festival that went very well. Ms. Carter asked Mr. Habl if he thought that following repairs the VETS would be able to attract more Actors Equity talent. Mr. Habl said that the VETS would meet Actors Equity standards.

Mr. Singleton announced that there would be a Press Conference on Tuesday to unveil the new name (VETS) and logo. Ms. Carter said that Ms. Masino and the Convention Center would cater the event and that VMAF would be doing some fundraising.

Mr. Duffy asked Mr. McCarvill to update the Board on the progress of the Dunkin' Donuts Center naming rights. Mr. McCarvill noted that there have been some issues that we are working through. He said that some of the things that were in the original agreement are not contractually possible. Mr. McCarvill said that a conference call will take place at 2:00 PM and that Bruce Leach will be on the call with representatives from Dunkin' Brands. Mr. Fowler inquired if we face any risk exposure. Mr. McCarvill said no and gave examples of some of the issues. Mr. Duffy said that we do not want to go out for bid due to the limited market. Mr. Daugherty asked if the 1st right of refusal would be included in the next contract. Mr. McCarvill replied yes.

Mr. Duffy asked that status of the Medal of Honor Wall in Exeter. Mr. McCarvill noted that bids are due today.

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. Nee and seconded by Mr. Fowler it was unanimously

VOTED: to adjourn at 10:40 am