

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 358th
MEETING OF THE BOARD OF COMMISSIONERS January 26, 2012**

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 January 26, 2012 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, Jim Bennett, Commissioners, Bernie Buonanno, Letitia Carter, Patrick Butler, Jeff Hirsh, George Nee and Stan Israel.

Mr. Gunn and Ms. Venturini were unable to attend.

Also present were James P. McCarvill, Executive Director, Kim Keough, Ken Mancuso and Betty Sullivan, Rhode Island Convention Center Authority; Tim Muldoon, Deb Tuton, Kathy Masino and Nancy Beauchamp, Convention Center; Larry Lepore, Cheryl Cohen, Kate Bizier and Bob Cappalli, Dunkin' Donuts Center; Steve Habl, VMA; Alan Chille, VMA/PFM; Martha Sheridan, PWCVB; Bob Bromley, Senate Fiscal; Bruce Leach, Legal Counsel; and Eileen Smith, Recording Secretary.

Recognizing a quorum Mr. Bennett called the meeting to order at 9:06 AM. Mr. Bennett asked for a motion to approve the minutes of the December Board Meeting. Upon a motion duly made by Mr. Butler

and seconded by Mr. Israel it was unanimously

VOTED: to approve the minutes of the December meeting.

Mr. Bennett asked Mr. McCarvill to present the financial information. Mr. McCarvill said that for the month of December Net Income for the VETS was (\$34,344) to budget and (\$16,290) to the previous year. Mr. McCarvill stated that year to date net income was \$3,085 to budget and (\$80,839) to the prior year. Mr. McCarvill stated that costs for operations and cleaning during construction led to a greater loss than anticipated. Mr. McCarvill reported the Convention Center net income for December was (\$105,201) to budget and (\$173,171) to the prior year. Year to date net income was (\$221,529) to budget and (\$496,651) to the prior year. Mr. McCarvill said that the non occurrence of Fidelity events and reduced rent for the Dog Show contributed to the December variance. Mr. McCarvill said that parking revenue is showing continued improvement. Mr. McCarvill reported that the Dunkin' Donuts Center net income variance for the month of December was (\$439,741) to budget and (\$173,004) to the prior year. Year to date net income for the Dunk was (\$847,550) to budget and (\$331,616) to the prior year. Mr. McCarvill reported that the non occurrence of Motorcross and the timing of Disney on Ice were the cause of the variance. Mr. McCarvill reported that net income for the Authority income was \$32,648 to budget and \$33,529 to the prior year. Year to date net income is \$595,235 to budget and \$533,431 to the prior year. McCarvill stated that consolidated net income for the

month of December was (\$546,637) to budget and (\$328,936) to the prior year. Year to date consolidated net income is (\$465,168) to budget and (\$370,088) to the prior year. Mr. McCarvill reported that the good news is that parking is improving but the bad news is that we are having difficulty attracting concerts. Mr. McCarvill said that everyone is working hard to find the right fit for our facilities

MARKETING

Ms. Venturini reported that the Marketing Committee had met on Tuesday. Ms. Sheridan distributed that December booking report. Ms. Sheridan reported that the Convention Center related bookings increased over the same month last year as well as the room nights associated with those bookings. Ms. Sheridan noted that tentative bookings and room nights were lower than the same period last year. Ms. Sheridan stated that definite bookings include the American Orthopaedic Association, the North American Association of State and Provincial Lotteries, the Northeast Roller Derby Convention and Irish Dance Teachers Association of New England. Ms. Sheridan reported that groups looking at Providence are the Environmental Design Research Association, the Massachusetts Association of Realtors, the Society of Research Administrators International and the Society for Foodservice Management. Ms. Sheridan noted that the CVB had attended IAEE Expo Expo, the National Tour Association Show and Holiday Showcase as well as making sales calls in New York and New Jersey. Ms. Sheridan described the steps that have been taken to

attract sports fans to our City for the football playoff games in Foxborough. She said that promoting Providence as the most convenient and economical choice to the visiting cities begins as soon as we know who will be playing. Noting the importance of T.F. Green Airport, Mr. Bennett asked if the CVB would provide him the Smith Travel Report's 12 month numbers.

Ms. Keough reported that the street naming and reception for Dave Gavitt went well. She said that State and City and Providence College dignitaries, family, former players and friends participated in honoring Dave. Ms. Keough also said that the event received media coverage across the country. Ms. Keough noted that Providence College is now working with us and Providence Sports & Entertainment on cross promotions and marketing. Ms. Keough stated that she has been working with a design team on the banners for the VETS. Ms. Keough reported that she has spoken to Carbon House regarding making some minor updates to our web site. Conversations ensued regarding the web site and the reasons for not choosing the original designer. Mr. Israel asked if we have an in-house IT person. Mr. Muldoon noted that we do have someone in-house that keeps the computers up and running. Ms. Keough said that as far as web design we avail ourselves of the person at the CVB but we should have a contract with someone like Carbon House to keep us up to date. Mr. McCarvill said that we first need to know what we expect our site to do and what will be the return on investment. Mr. Bennett said that we will consider moving forward after we have

had an opportunity to look at all the information. Discussion also ensued regarding banners. Mr. Leach said that he would check with the Capitol Center Commission as well as City Ordinance.

Mr. Lepore reported that the Dunk was off in December but January should be much better with Jeff Dunham and Rascal Flatts. Mr. Lepore noted that PC did very well with the Marquette attendance and that things look better for the future. Mr. Lepore also noted that attendance for the P. Bruins is getting better and will improve following football. Mr. Lepore reported that the Sportscaster, Chris Burman, a Brown graduate, had written a piece on the Dunk or the Civic Center. Mr. Lepore, said that regarding our web site more and more people are using Smart Phones and have a difficult time accessing our site. Mr. Lepore noted that the Rascal Flatts show now has only limited view seats available.

Mr. Muldoon reported that December was down slightly mostly due to the loss of the Fidelity Holiday Party. Mr. Muldoon said that the New Years' event is growing from year to year and is already on board for next year. Mr. Muldoon noted that attendance at public shows is improving and he is looking at a positive turn. Mr. Muldoon was pleased to report that we will host the CVB Charity Classic after much negotiation and searching for suitable space for the event. Mr. Muldoon stated that Enterprise Rent-a-Car will be renting space in the garage and moving their operations to the Convention Center. Mr. Bennett asked if Net Roots is a done deal. Mr. Muldoon said that it is

and will be here in June. He said that they will utilize the entire building. He also noted that this is a big deal considering that this is an election year. Mr. Muldoon thanked everyone involved in promoting Providence for this event.

Ms. Carter and Mr. Habl reported on VETS activity. Mr. Habl said that attendance was down slightly in December. Ms. Carter asked Mr. Habl what he thought was the reason for lower attendance and Mr. Habl said that the economy in the region does not leave much in the way of entertainment dollars. Ms. Keough noted that the promoter didn't spend much money on public relations or marketing. Mr. Butler asked if there shouldn't be some responsibility on their part to promote the event. Mr. Habl said that we can't force them to do anything. Ms. Carter reported that Rene Fleming was very impressed with the facility and mentioned that she would like to record there because of the acoustics. Mr. Habl noted that Ms. Fleming was very easy to work with and it would be a pleasure to have her use the theater at any time. Mr. Habl thanked everyone involved in making the Rene Fleming Concert such a huge success. Parking for the VETS was discussed. Mr. McCarvill said that we are looking at all possibilities. Mr. Bennett said that he would like to hold a future Board meeting at the VETS.

Mr. McCarvill reported that the LED project at the VETS is underway. Ms. Sullivan explained the project and the funding from stimulus funds.

Mr. Bennett noted that Providence is becoming a young persons' start up place. He also stated that the Biltmore is doing slightly better and will be coming out of Chapter 11. Mr. Bennett reported that the Airport Corporation is still in negotiations with Jet Blue. Mr. Butler noted that during the PC Game that he attended recently PC ran a 50/50 raffle. He asked if we had decided not to participate. Mr. Bennett said that we might look at doing it some time in the future.

Mr. Bennett asked if there was any new business. Hearing none Mr. Bennett asked for a motion to adjourn. Upon a motion duly made by Mr. Buonanno and seconded by Ms. Carter it was unanimously

VOTED: to adjourn at 10:20 AM