

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 362nd
MEETING OF THE BOARD OF COMMISSIONERS May 31, 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 May 31, 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 Commissioners, Dale Venturini, Scott Gunn, Bernie Buonanno, Letitia Carter, Patrick Butler, Jeff Hirsh, George Nee, Paul MacDonald and Stan Israel.

Also present were James P. McCarvill, Executive Director, Kim Keough and Betty Sullivan, Rhode Island Convention Center Authority; Tim Muldoon, Deb Tuton, Kathy Masino and Nancy Beauchamp, Convention Center; Bob McClintock, SMG; Larry Lepore, Cheryl Cohen and Kate Bizier and Bob Cappalli, Dunkin' Donuts Center; Steve Habl and Doreen Vitale, VMA; Lynn Singleton, PFM; Martha Sheridan and Kristin McGrath, PWCVB; Bruce Leach, Legal Counsel; Victoria Sheridan, Guest and Eileen Smith, Recording Secretary.

Mr. Bennett was unable to attend the start of the meeting. Mr. Hirsh was acting Chairman. Mr. Hirsh recognized a quorum and called the meeting to order at 9:00 AM. Mr. Hirsh asked for a motion to approve the minutes of the April Board Meeting. Upon a motion duly made by

Mr. Nee and seconded by Ms. Venturini it was unanimously

VOTED: to approve the minutes of the April meeting.

Mr. Hirsh asked Mr. McCarvill to present the financial information. Mr. McCarvill said that for the month of April, net income for the VETS was 64,209 to budget and \$48,416 to the previous year. Mr. McCarvill stated that year to date net income was \$30,645 to budget and (\$87,329) to the prior year. Mr. McCarvill stated that the VETS continues to improve and the future appears to be a little brighter. Mr. McCarvill reported the Convention Center net income for April was (\$209,531) to budget and (\$35,129) to the prior year. Year to date net income was (\$555,257) to budget and (\$328,524) to the prior year. Lower performance in November and December continues to impact the year to date performance. Mr. McCarvill said that parking revenue cost and savings in electricity and heating has offset the loss. Mr. McCarvill reported that the Dunkin' Donuts Center net income variance for the month of April was (\$12,208) to budget and \$64,947 to the prior year. Year to date net income for the Dunk was (\$1,216,813) to budget and (\$388,037) to the prior year. Mr. McCarvill reported that the timing of the Harlem Globetrotters and increased costs for labor contributed to the variance. Mr. McCarvill reported that net income for the Authority income was \$4,969 to budget and \$27,109 to the prior year. Year to date net income is \$369,507 to budget and \$147,677 to the prior year. McCarvill stated that consolidated net income for the month of April was (\$152,561) to budget and \$51,125 to

the prior year. Year to date consolidated net income is (\$1,366,322) to budget and (\$650,626) to the prior year. Mr. Buonanno questioned the room tax revenue. Mr. McCarvill reported that we receive room tax revenue from the Westin Hotel as part of our legislation. Mr. Butler asked if parking revenue is being allocated to the Dunk. Mr. McCarvill said that a portion was being allocated.

Mr. Lepore informed the Board that the staff will be conducting a comprehensive review of all aspects of business to identify and savings in labor costs and opportunities to increase revenue. He said that he will be prepared to present the possibilities and opportunities that are available to us. Mr. Lepore noted that he has spoken with area colleges about the possibility of conducting an economic impact study. He said that our purpose is to provide an economic stimulus to the City and in that capacity we are doing our job. Mr. McCarvill said that he had hoped that loses would be less. Mr. Lepore said that our numbers are awful but we do have 3 shows that are selling fairly well. Mr. Lepore said that he is looking forward to the challenges of X Factor and American Idol. Mr. Lepore reported that the reconfiguring of the stage is waiting for approval from the Fire Marshall. Mr. Hirsh stated that he looks forward to viewing a plan for the future. Mr. MacDonald thanked Larry and his staff for all their efforts. Mr. Gunn questioned how ticket sales are tracked. Mr. Lepore said that tickets are sold through Ticketmaster and that we are given a report. Mr. McCarvill asked how we compare with other venues. Mr. Lepore said that he has some concern with our venue not doing as well as our

competition. Mr. Gunn asked if we are at break even yet. Mr. McCarvill said that we are not and explained that the budget numbers don't reflect individual losses on shows. He said that if a concert is budgeted it is not clear if it is a half house or full house show. Mr. McClintock noted that these facilities are not alone and that SMG is trying to meet everyone's expectations. He said that the Dunk has 2 major tenants and does very well with family shows. Mr. McClintock said that we need to take a look at what we are trying to attract. Ms. Venturini said that she is very concerned with what she is hearing and that perhaps we should have a meeting dedicated to a strategic plan for the facilities. Mr. Hirsh agreed and suggested that everyone come prepared with questions and suggestions. Mr. McCarvill asked what we want to do about Committee meetings. It was decided that Convention Center and Dunk Committee meetings would not be held but the Marketing Committee would meet.

Ms. Keough stated that her team has been in contact with Carbon House to get their suggestions on an upgrade to our web-site. Ms. Keough indicated that Providence Sports and Entertainment is also thinking of an upgrade. Ms. Keough reported that the re-dedication of the plaque honoring those Rhode Islanders killed in the Beirut Bombing was well attended. She noted that Senator Whitehouse, Congressmen Cicilline and Reed as well as military representation and family members of those killed spoke at the service. Mr. MacDonald said that he was proud to be a part of the ceremony and thanked Ms. Keough for a fine job.

Mr. Hahl reported that May was a very good month. He noted that the first phase of construction at the VETS is wrapping up and that there have been some remarkable improvements to the building. Mr. Hahl said that the new LED lighting will be a valuable enhancement to the theater. Mr. Hahl noted that the facility will be busy for the month of June with graduations. He said that the Amy Grant show is on sale and is doing fairly well. Other happenings at the theater include ICON7, an illustrator's show. Mr. Hahl noted that the RI Film Festival will be back, Camp Broadway will be held again and hopefully the second phase of construction will begin. Mr. Hahl reported that he has had an inquiry from a Russian Ballet Company that is interested in performing Cinderella during the Winter.

Mr. Bennett asked for a motion to convene in executive session pursuant to Section 42-46-5(a) (7) of the Rhode Island General laws in connection with consideration of the proposed bids for the VETS renovation. Upon a motion duly made by Mr. Nee and seconded by Mr. Israel and by a roll call vote it was unanimously

VOTED: to convene in executive closed session pursuant to Section 42-46-5(a)(7) of the Rhode Island General laws to consider the proposed bids for the renovations of the VETS.

Vote:

Paul MacDonald, yes

Jeff Hirsh, yes

Bernie Buonanno, yes

Patrick Butler, yes

George Nee, yes

Stan Israel, yes

Jeff Hirsh, yes

Dale Venturini, yes

Letitia Carter, yes

Open session resumed at 10:10 am. Mr. Hirsh announced that no votes were taken in Executive Session. Upon a motion duly made by Mr. Nee and seconded by Mr. MacDonald it was unanimously

VOTED: to seal the minutes of Executive Session

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

VOTED: to adjourn at 10:30 am