

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 367th
MEETING OF THE BOARD OF COMMISSIONERS November 29, 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 November 29, 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 James Bennett, Commissioners, Patrick Butler, Joseph DeLorenzo, Letitia Carter, Dale Venturini, Jeffery Hirsh and Stan Israel.

Mr. Gunn, Mr. Nee, Mr. MacDonald and Mr. Buonanno were unable to attend.

Also present were James P. McCarvill, Executive Director, Kim Keough and Betty Sullivan, Rhode Island Convention Center Authority; Tim Muldoon, Debbie Tuton, Kathy Masino and Nancy Beauchamp, Convention Center; Larry Lepore, Cheryl Cohen and Eleanor SanAntonio and Beth Johnson, Dunkin' Donuts Center; Dan Schwartz, VETS; Kristin McGrath, PWCVB; Bob Bromley, Senate Fiscal Office; Michael Nugent, House Fiscal Office; Bruce Leach, Legal Counsel; Paul Grimaldi, Providence Journal; Jenna Karlin, Edwin Rodas, Jason Greene, Yocquilu Perez and B Ayorinde, Local 217 and Eileen Smith, Recording Secretary.

Chairmen Bennett called the meeting to order at 9:10 AM. Chairman Bennett asked for a motion to approve the minutes of the October Board Meeting. Upon a motion duly made by Mr. Hirsh and seconded by Ms. Carter it was unanimously

VOTED: to approve the minutes of the October meeting.

Mr. Bennett asked Mr. McCarvill to present the financial information. Mr. McCarvill reported that for the month of October the Convention Center's net income was (\$38,302) to budget and (\$5,478) to the prior year. Year to date net income at the Convention Center was \$155,088 to budget and \$161,582 to the prior year. Mr. McCarvill stated that year to date attendance and events are up to budget and the prior year. At the VETS, October net income for was \$1,392 to budget and (\$18,834) to the previous year. Mr. McCarvill stated that year to date net income was \$27,412 to budget but (\$18,834) to the prior year. Mr. McCarvill stated that although the market is soft the program mix is getting better and the balance of the year looks promising.

Mr. McCarvill reported that for the month of October the Dunkin' Donuts Center's net income was (\$26,037) to budget but \$54,849 to the prior year. Year to date net income at the Dunk was \$220,177 to budget and \$270,285 to the prior year. Mr. McCarvill said that the Dunkin' Donuts Center is obviously trending better than last year and we see positive results in the same soft concert market. The RI Convention Authority's net income for the month of October was \$80,039 to budget and \$19,149 to the prior year. Year to date net

income is \$100,808 to budget and \$223,275 to the prior year. Mr. McCarvill said that the overhead variance is insignificant. McCarvill stated that consolidated net income for the month of October was \$69,166 to budget and \$49,686 to the prior year. Consolidated Year to date net income is \$503,494 to budget and \$633,362 to the prior year. Mr. McCarvill noted operational improvements and other cost savings led to a positive variance across the board for the month and positive variances to prior year in all venues except the VETS.

Mr. Israel welcomed members of Unite HERE Local 217 that were in attendance. Mr. Israel said that they were here to make it known that the Local is in contract negotiations with the Convention Center. Mr. Bennett said that our food workers do a great job and that we are fortunate to have such a hardworking staff.

MARKETING

Ms. Venturini noted that the Marketing Committee had met on Tuesday. She reported that Mr. David Beauchesne, Executive Director of the RI Philharmonic was a guest at the meeting. Ms. Venturini said that Mr. Beauchesne learned that we have the expertise that our partners bring to the table to market events and that we are more than willing to provide assistance. Ms. Venturini stated that Ms. Carter and Mr. Beauchesne had some ideas that would make the patron experience less confusing during the construction. Ms. Carter said that the new LED screens showing the drawings will be a big

step forward.

Ms. Venturini asked Ms. McGrath to update the Board on the latest from the PWCVB. Ms. McGrath was pleased to report that for the month of October the Providence hotel occupancy rate surpassed 80%. Ms. McGrath noted that the Convention Center was home to several large groups, the Society of Naval Architects & Marine Engineers, IBC Life Sciences and the American Physical Society Division of Plasma Physics. Ms. McGrath noted that Hurricane Sandy occurred during that time and although she did not have the impact here that was felt in New York or New Jersey we were well prepared and our guests were safe and secure at all times. Mr. McCarvill said that State officials did a great job in keeping everyone informed and did not overreact. Mr. Bennett asked if there were any new hotels being considered. Ms. Venturini said that there is always talk. Ms. McGrath said that the size of the Convention Center fits the number of hotel rooms that we have now. Ms. Venturini said that what we need is more meeting space.

Mr. Lepore reported that the P Bruins came out of the box very strong. He said that people assume that if there is no big league play it helps the minor league but that is not the case. He said that with no major league media coverage people don't pay a great deal of attention to the minor league. Mr. Lepore said that the P Bruins staff is on the phone all day every day selling tickets. Mr. Lepore said that PC team is in for a long season. Mr. Lepore said that they need a

grass roots effort to increase their fan base. Mr. Israel said that they need to convince the public that future years will be better. Mr. McCarvill noted that the games should be sold as family events and as entertainment which will increase the fan base. Mr. Butler stated that they should look at the success of the P. Bruins. Mr. Lepore reported that we did not win the bid for the NCAA 1st and 2nd round basketball tournament but we will go after the tournament in future years. Mr. Lepore noted that right now the concert business is just not happening. Mr. Lepore reported that the marquee has been installed at the rear of the building but has not yet been lit. Mr. Lepore announced that Hank Abate has resigned from SMG. Mr. Lepore noted that Hank was good for us because he started here. Mr. Butler was concerned that our new representative at SMG would not be as aware of our issues as Mr. Abate. Mr. Butler suggested that our new representative attend the next Board meeting.

Mr. Bennett asked Mr. Muldoon to update the Board on projects at the Convention Center. Mr. Muldoon stated that the façade restoration is nearing completion. Mr. Muldoon also stated that work continues in the North Garage. Mr. Muldoon noted that as previously reported there was a sound system failure that needed to be addressed by hooking up a portable system. He reported that Ambient Sound has been helping us out and that we are limping along. He commented that our system is 20 years old and has served us well but with new technology it is time for an upgrade. Mr. Muldoon said that an RFP has been issued. Mr. Muldoon reported that Enterprise Rent a Car

will begin business here on Monday.

Mr. Bennett called upon Dan Schwartz to address the board. Mr. Schwartz reported that concession revenue is up. He noted that in the past food was not allowed in the theater but that is no longer the case. Mr. Schwartz said that the construction is moving forward. The piles have been put in place and the concrete will be poured soon. Mr. Butler asked how long it would be before we could open the street. He said that he is that area often and the street being closed is an inconvenience. Mr. McCarvill said that we will open the street as soon as possible but not until after the 1st of the year. Mr. Hirsh asked if we could get the hotel valets to assist on the evenings when we have events. Mr. Schwartz said that we have tried that in the past but without much success. Ms. Carter reported that decorations have been put up outside and in the lobby and the building looks great. Mr. Bennett suggested that we hold a future meeting at the VETS.

Mr. McCarvill took the opportunity to thank the entire staff on their performance during the hurricane. He stated that the building sustained no damage and we did not lose a very important piece of business.

Ms. Carter reported that the VMAF is partnering with 1st Works to bring Winton Marsalles to the VETS. Ms. Carter said that a champagne reception and a meet and greet are being planned as a fundraiser to support education initiatives at the VETS. Ms. Carter

asked that the Board members consider purchasing tickets to this very entertaining event.

Mr. Butler reported that Feed 1,000 looks like we will be feeding more like 2,000. He said the event is being held on December 15th at the Convention Center and that volunteers are needed to set tables on December 13th and to serve our guests on the 15th. Mr. Muldoon noted that a coat drive has begun and people are encouraged to drop off gently used coats for both children and adults at either the Convention Center or the Dunk. He said that the coats will be available for those being served on the 15th. Mr. Muldoon reported that Providence Police and Fire have volunteered their services. Blue Cross and United Health will be in attendance to offer flu shots and blood pressure monitoring. Mr. Muldoon said that this event came about because a small company wanted to do something other than have a Christmas party for their employees. Mr. Muldoon said that the company's employees all participate. Mr. Muldoon said that we could not do this without our employees who volunteer their time to make this happen.

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

VOTED: to adjourn at 10:05 am