

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 373rd  
MEETING OF THE BOARD OF COMMISSIONERS May 30, 2013**

**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 30, 2013 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 Jim Bennett, Patrick Butler, George Nee, Joseph DeLorenzo, Letitia Carter, Jeffrey Hirsh, Scott Gunn, Stan Israel, Dale Venturini, Paul MacDonald and Tony Mendez.**

**Also present were James P. McCarvill, Executive Director, Kim Keough and Betty Sullivan, Rhode Island Convention Center Authority; Tim Muldoon, John McGinn, Kathy Masino, Jim Demers and Nancy Beauchamp, Convention Center; Larry Lepore, Cheryl Cohen, Bob Cappalli and Beth Johnson, Dunkin' Donuts Center; Dan Schwartz, The VETS; Lynn Singleton, PFM: Martha Sheridan and Kriston McGrath, PWCVB; Bruce Leach, Legal Counsel; Bob Eaton, State Budget Office; Joe Solomon, House Policy Office; Loretta Connors, Senate Fiscal Office: Amber Ilcisko, Assistant to Jim Bennett and Eileen Smith, Recording Secretary.**

**Mr. Bennett called the meeting to order at 9:05 am and asked for a motion to approve the minutes of the April Board Meeting. Upon a motion duly made by Mr. DeLorenzo and seconded by Ms. Venturini it**

**was unanimously**

**VOTED: to approve the minutes of the April meeting.**

**Mr. Bennett asked about the possibility of moving a future meeting to someplace off site. Discussion ensued regarding an available destination and venue that would be willing to host our meeting.**

**Mr. Bennett asked Mr. McCarvill to present the financial information. Mr. McCarvill reported that for the month of April the Convention Center's net income variance was (\$146,298) to budget and \$32,171 to the prior year. Year to date net income variance at the Convention Center was (\$660,141) to budget and (\$232,841) to the prior year. Mr. McCarvill stated that the unfavorable variance is due to a lower number of revenue producing events in January, February and April as well as lower than expected parking revenue. At the VETS, April's net income variance was \$19,129 to budget and (\$3,888) to the previous year. Mr. McCarvill stated that year to date net income variance was (\$93,229) to budget but \$26,633 to the prior year. Mr. McCarvill stated that the number of events and attendance has improved over last year. He noted that all revenue line items are exceeding last year. Mr. McCarvill reported that for the month of April the Dunkin' Donuts Center's net income variance was (\$203,163) to budget and (\$70,257) to the prior year. Year to date net income variance at the Dunk was (\$435,915) to budget and \$651,009 to the prior year. Mr. McCarvill said that the Dunkin' Donuts Center's**

unfavorable variance for the month was due to an adjustment for the budgeted Rick Ross Concert and the increased number of floor conversions for Providence Bruins Hockey. Mr. McCarvill stated that he remains hopeful that with robust ticket sales by Providence Sports and Entertainment and the exploration of possible new events the Dunkin' Donuts Center will see improvements. The RI Convention Authority's net income variance for the month of April was (\$76,383) to budget and (\$74,646) to the prior year. Year to date net income variance is (\$815,754) to budget and \$1,279,045 to the prior year. McCarvill stated that consolidated net income variance for the month of April was (\$406,715) to budget and (\$116,620) to the prior year. Consolidated Year to date net income variance is (\$1,119,379) to budget and \$1,348,854 to the prior year.

Ms. Venturini asked when the budget will be presented to the Board. Mr. McCarvill stated that the 2014 Budget is in the process of being revised but we will have a preliminary report for the next meeting. Mr. Bennett asked if the information could be sent to the Board in advance of the meeting.

Mr. Bennett stated that at the April meeting questions were asked about safety and security at the facilities. Mr. Bennett introduced Jim Demers, head of security for the buildings. Mr. Demers presented the Emergency Response Plan for both the Convention Center and the Dunkin' Donuts Center. (available at the Authority Office) He also presented a video that was required viewing for all employees called

**Run, Hide, Fight in the case of an attack by a gunman. Mr. Demers also noted that all employees of the Convention Center and the Dunk are required to attend safety training days every year.**

**Ms. Carter asked why an emergency response plan was not created for the VETS. Mr. McCarvill responded that there is a plan for the VETS but because the building is under renovation the plan will need to be updated when construction is complete. Mr. Schwartz noted that cameras have been installed and that security staff is present when there is a need.**

**Mr. MacDonald stated that he thinks it is a great idea integrating security staff for the buildings. He noted that all security should be familiar with both facilities. Mr. DeLorenzo asked if the security staff is armed. Mr. Demers said that they are not but there is a police presence outside at some events and we have a good relationship with the Providence Police. Mr. DeLorenzo noted that there are former police officers on staff and he asked if the Board thought they should be armed. Mr. McCarvill stated that it is against SMG policy. Mr. DeLorenzo reported that on occasion the back doors of the Dunk are not secure and he was able to access the building. Mr. Demers said that he would investigate.**

**Mr. Mendez asked if the VETS works with hotel security. Mr. Schwartz stated that they do. Ms. Carter asked if police detains are used. Mr. Schwartz said that police are hired based on the type of**

event.

Mr. Butler reported that he was present at an event and witnessed a “Code Adam” which is the code for a missing child in the building. Mr. Butler said that it is reassuring to see our staff in action. Ms. Venturini asked to be informed of the date of the next safety training day. Mr. Bennett suggested that we coordinate our emergency plan with other SMG facilities. Ms. Venturini noted that all Commissioners have badges and asked if they should be worn when on the premises. Mr. Demers said that it would be helpful if the badges were worn.

## **MARKETING**

Ms. Venturini reported that a quorum was not present for the Tuesday meeting. She asked Ms. Keough to update the Board. Ms. Keough reported that an RFP was issued for upgrading our web-site and responses are due on Friday.

Ms. Martha Sheridan of the PWCVB delivered a positive report regarding the current room statistics and the favorable trend upwards. Ms. Sheridan reported that the rest of the year looks good. Mr. Nee asked if there is a comparison done with other comparable cities. Ms. Sheridan said that although we do look at our competition it would be difficult to come up with a comparison because there are so many variables. Ms. Sheridan announced that John Gibbons had been selected as a member of the National Board of Sports

**Commissioners. The Commissioners sent their congratulations to Mr. Gibbons. Mr. Mendez asked if we utilize local connections for upcoming groups. Ms. Sheridan stated that we do and also explained our ambassador program. Mr. MacDonald noted that Bob Kraft is considering a bid to host the Super Bowl in Foxboro with assistance from Rhode Island. He asked if that idea is do-able. Ms. Sheridan said absolutely do-able and noted that we have been the site numerous times for playoff games. She said that most media people as well as many teams choose to stay in Rhode Island because of the easy commute to Gillette. Ms. Sheridan stated that we always make the Patriots a big fish and we will work in tandem with the Kraft team to make it happen. Mr. Bennett noted that the Governor and the Mayor have reached out to offer support. Mr. McCarvill said that if things go well in New York we might have the opportunity to be involved.**

**Ms. Venturini reported that the contract with the CVB is being reviewed and would like to table that discussion until a later date.**

**Mr. MacDonald asked who ordered extra security for the BMM event that will be here at the beginning of July. Mr. Muldoon said that the meeting planners have asked for extra security and we will include it at settlement. Mr. Mendez noting that this group is Indian asked the percentage of attendees that will be traveling from overseas. Ms. Sheridan said that approximately 20% will be from overseas. Mr. MacDonald noted that the group will be in the City over the 4th of July**

and asked about events in the City. He said that we want to make them feel welcome. Ms. Sheridan stated that the City is quiet over the 4th and that people head for the beaches.

Mr. Bennett recognized Mr. Lepore and asked that he address the Board. Mr. Lepore reported that a contract has been sent to an artist to perform for our 40/20 anniversary event and that he has a verbal commitment. Mr. Lepore stated that upcoming events include American Idol, a foam party as well as Day Glow.

Mr. Lepore reported that the new sound system is being installed and that an RFP for a new basketball floor has been issued. Mr. Lepore noted that the floor is twenty years old and is in poor condition. Mr. Hirsh asked if Providence College pays anything for the floor. Mr. Lepore said that our contract call for us to supply the floor. Mr. Nee asked the price of a new floor and Mr. Lepore answered that is approximately \$300,000. Mr. Butler asked if the old floor could be re-sold. Mr. Lepore stated that it is not worth much. Mr. MacDonald questioned the attendance at hockey games and asked the reasons. Mr. Lepore noted that during the regular season the Providence Bruins promote the games to youth hockey teams, school chorus groups and band that parents and grandparents attend. That is not the case for playoff games because no one is sure of the number of games that will be played in the building.

Mr. Muldoon reported that the Convention Center will not reach this

**years' goal. He stated that the sales staff worked very hard but fell short. Mr. Muldoon stated that next year is looking brighter.**

**Mr. Muldoon reported that new carpet has been ordered to replace the existing 11 year old carpet and an RFP for installation has been issued. Mr. Muldoon thanked Betty Sullivan and Jim McCarvill for the efforts in securing the money for the project.**

**Mr. Schwartz was pleased to report that rental income for the VETS has doubled and attendance is up considerably. Mr. Schwartz listed several performances that will take place in the Fall. Spank the Musical, a musical parody of 50 Shades of Grey, and Capitol Steps have been confirmed. Mr. Schwartz explained the children's program with the Philharmonic and noted that plans are being made to expand the program.**

**Mr. Schwartz noted that the progress is finally being made on the renovations. Mr. Butler asked when the street would re-open. Mr. Schwartz said that as soon as the heavy equipment is gone the street will re-open. Mr. Butler asked if the job is on schedule. Mr. Schwartz answered that the project is behind schedule but we expect the street to re-open within the next couple of weeks. Mr. MacDonald asked how far behind is the renovation. Mr. Schwartz said a couple of months. Mr. MacDonald reminded the Board that he was against awarding to this contractor. Mr. MacDonald said that you get what you pay for.**

**Ms. Carter announced that she took a tour of the VETS this week and stated that there is a great deal of glass that will allow patrons to view the highway. She said that it is a whole new face for the building.**

**Mr. Butler asked what is going on with the flat lot. Mr. Bennett said that he thinks the owners want more money than it is worth. Mr. McCarvill noted that they have been paying property taxes on an inflated value. Mr. McCarvill stated that if the State wants to purchase the property we will be willing to pave, stripe and maintain it until such time that the State has another use for the land.**

**Mr. Bennett asked about the progress of the Economic Impact Study. Mr. McCarvill reported that he had received a draft version yesterday and that it needs work. Mr. Gunn stated that he would like to see the study because it would help in decision making. Discussion ensued regarding the study. Mr. McCarvill said the study does not capture the impact that we have on the community. Mr. McCarvill reported that he will meet with the people from Bryant.**

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

**VOTED: to adjourn at 10:40 AM**