

## **AMENDED**

### **THE RHODE ISLAND CONVENTION CENTER AUTHORITY 388th MEETING OF THE BOARD OF COMMISSIONERS October 30, 2014**

**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 October 30, 2014 pursuant to notice, at the Rhode Island Convention Center, One LaSalle Square, Providence, Rhode Island.**

**Board members present were Jim Bennett, Paul MacDonald, Letitia Carter, Dale Venturini, John Hooper, Joe DeLorenzo, George Nee, Tony Mendez and Jeff Hirsh.**

**Stan Israel and Patrick Butler were unable to attend.**

**Also present were James P. McCarvill, Executive Director, Kim Keough and Betty Sullivan, Rhode Island Convention Center Authority; Larry Lepore, John McGinn, Kathy Masino, Danielle Pastana, William DeSantis, Amanda Wilmouth, Diane Richards, Katrina Delicato, Arleen Oliva, Melissa Avedesian, Bob Cappalli, Rachel Martelly, Cheryl Cohen, John Ciolfi, Robert Lauro, Jim Demers and Beth Johnson, Complex; Dan Schwartz, The VETS; Martha Sheridan and Tom Reil, CVB; Alan Chille, PFM; Amber Ilcisko, Assistant to Jim Bennett; Patrick Rogers, Hinckley Allen; Robert**

**Bromley, Senate Fiscal Office, Chantale Sarassin, House Fiscal Office; Rob Eaton, State Budget Office; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.**

**Mr. Bennett called the meeting to order at 9:08 AM. Mr. Bennett asked for a motion to approve the minutes of the September 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 September Board Meeting.**

**Mr. Bennett asked Mr. McCarvill to present the financial information. Mr. McCarvill reported that the Convention Center's net income for the month of September was (\$284,932) to budget and (\$353,902) to the prior year. Year to date net income for the Convention Center was (\$708,756) to budget and (\$1,490,600) to the prior year. Mr. McCarvill stated that higher than anticipated salaries, benefits and operational labor continue to impact net income. Mr. McCarvill reported that lower than expected parking revenue has contributed to the negative variance. Mr. McCarvill stated that the Convention Center hosted some big events during the first quarter last year that affects the comparison to the prior year. Mr. McCarvill reported that for the month of September the Dunkin' Donuts Center's net income variance was \$498,064 to budget and \$579,311 to the prior year. Mr. McCarvill noted that year to date net income for the Dunkin' Donuts Center was \$377,739 to budget and \$388,582 to the prior year. Mr.**

**McCarvill reported that the Disney Show Frozen was a huge success and is the reason for the Dunk's impressive month. Mr. McCarvill noted that the Dunk's future looks better and may even show a profit. Mr. McCarvill reported that for the month of September the VETS net income variance was (\$4,641) to budget and (\$11,246) to the prior year. Year to date net income for the VETS was \$14,599 to budget and (\$27,994) to the prior year. Mr. McCarvill said that the VETS is on the right track and should be able to absorb more of their expenses. He also noted that as the building gets older upkeep is more costly. Mr. McCarvill reported that the Convention Center Authority's net income variance for the month of September was \$50,277 to budget and \$29,511 to the prior year. Year to date net income for the Authority was \$123,683 to budget and \$132,119 to the prior year. Mr. McCarvill stated that consolidated net income variance for the month of September was \$258,768 to budget and \$243,674 to the prior year. Year to date consolidated net income was (\$192,734) to budget and (\$997,891) to the prior year. Mr. McCarvill stated that the Authority's variance to the prior year is due to higher insurance payments in November. Mr. McCarvill stated that we will most likely lose \$800,000 this year.**

**Mr. Bennett asked for a motion to accept the financial report as presented. Upon a motion duly made by Mr. Butler and seconded by Mr. MacDonald it was unanimously**

**VOTED: to accept the financial report as presented.**

**Ms. Sheridan reported that Providence and Rhode Island had been the recipient of some great press despite what the politicians are saying. Ms. Sheridan distributed three publications that feature complimentary and positive articles on Providence. She said that Providence is a great place to live and visit. Ms. Sheridan introduced Tom Reil who has replaced Kristin McGrath at the CVB. Ms. Sheridan noted that Mr. Reil was with the CVB earlier in his career. The Board welcomed Mr. Reil and said that they were pleased that he decided to return. Ms. Venturini commended Ms. Sheridan for the team's effort in locating and vetting the candidates for the position. Ms. Sheridan reported that the future is looking good. She noted that tentative bookings are very strong and that although occupancy was flat the room rate continues to rise. Mr. Nee asked Ms. Sheridan to forward the articles to the Board.**

**Ms. Keough reported that the Economic Impact Study is progressing well. She said that it is her understanding that CSL reached out to all Commissioners for their input. Ms. Keough stated that the report should be ready within the next few weeks.**

**Ms. Keough reported that all five of the web-sites are being worked on and should be up and running soon. Ms. Keough stated that a punch list of items that need addressing has been prepared and will be fixed shortly. Ms. Keough announced that the Chairman is interested in having new head shots of the Board. We are putting**

together an RFP for a photographer. Ms. Keough reported that a press conference will be held on December 2nd at 11:00 AM to celebrate the conclusion of renovations at the VETS. The Governor and possibly the Governor Elect as well as other State and City dignitaries will be in attendance. Please feel free to attend. Ms. Keough also noted that a reception will be held on December 13th at which time cocktails and hors d'oeuvres will be served before the Linda Eder and post show coffee and dessert in the VETS Gallery. Ticket prices are \$60.00. We hope to have a good crowd for the grand reopening.

Mr. Schwartz presented a list of events that the staff is working to procure. Mr. Schwartz distributed the newest VETS brochure. Ms. Venturini asked if Mr. Schwartz could supply her with several more that she could distribute. Mr. MacDonald asked where the brochures were printed. Mr. Schwartz said that they got a great price for printing from a California Co. Mr. MacDonald suggested that the VETS look into local printing companies to see if they could match the California price.

Mr. Lepore reported that the Dunkin' Donuts Center has five concerts on sale at this time and things are looking better. He said that Live Nation is working with us in an effort to gain our support in Newport.

Mr. Lepore presented a video of a project that he would like the

**Authority to support. The Ice Kingdom is a winter carnival type event that would be held at Station Park. Mr. Lepore noted that the project has been discussed with Hasbro and they have shown a great deal of interest. Mr. Lepore noted that a great deal more investigating must be done before we can consider this a viable project but it appears to be an exciting opportunity. Discussion ensued regarding the event. Mr. Mendez asked the radius of other like events. Mr. Lepore said 500 miles. Mr. Mendez asked how the structure looks from the outside. Mr. Lepore stated that it is a tented event but tents have improved greatly. Mr. Lepore also stated that East Bay Ice Company in East Providence is interested in providing the specific ice and will purchase new equipment if the project is a reality. Mr. DeLorenzo asked about finances. Mr. Lepore explained what we are anticipating. Mr. McCarvill explained the funding options and said that we are in negotiations and vetting other locations. He said that we are trying to assess our risk. Ms. Venturini said that it seems that this is still in the research stage but deserves pursuing. Mr. Lepore said that it is. Mr. Hooper said that it seems like a Winter Waterfire.**

**Mr. McGinn announced the selection of Employee of the Month for the month of September. Mr. McGinn introduced Billy DeSantis, Production Manager at the Dunk. Mr. McGinn noted that Mr. DeSantis has been with the Dunk staff since 1984. Mr. McGinn introduced Al Fera of Sportservice at the Dunkin' Donuts Center. Mr. McGinn noted that Mr. Fera works with guests and clients in the suites, restaurant and catering areas to ensure that all food and beverage requests are**

**met.**

**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 at 10:08 AM to discuss facility contracts. Upon a motion duly made by Mr. Butler and seconded by Mr. DeLorenzo and by a roll call vote**

**VOTED: to convene in executive closed session pursuant to Section 42-46-5(a)(7) of the Rhode Island General Laws to discuss facility contracts.**

**VOTE**

**Jim Bennett yes**

**Paul MacDonald yes**

**Tony Mendez yes**

**Patrick Butler yes**

**Letitia Carter yes**

**George Nee yes**

**Jeff Hirsh yes**

**John Hooper yes**

**Open session resumed at 11:00 AM. Mr. Bennett announced that no votes were taken in executive session. Upon a motion duly made by Mr. Mendez and seconded by Mr. MacDonald it was unanimously**

**VOTED: to seal the minutes of executive session**

**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. Butler and seconded by Mr. DeLorenzo it was unanimously**

**VOTED: to adjourn at 11:10 AM**