

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY
390th MEETING OF THE
BOARD OF COMMISSIONERS December 18, 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 December 18, 2014 pursuant to notice, at the Rhode Island Convention Center, One LaSalle Square, Providence, Rhode Island.

Board members present were Jim Bennett, Paul MacDonald, Patrick Butler, John Hooper, George Nee, Dale Venturini and Jeff Hirsh.

Stan Israel, Joe DeLorenzo, Letitia Carter and Tony Mendez 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, Amanda Wilmouth, Rachel Martelly, Bob Cappalli, Pamela Bacon and Cheryl Cohen from the complex; Dan Schwartz, The VETS; Martha Sheridan, PWCVB; Stephen Maceroni, PFM; Amber Ilcisko, Assistant to Jim Bennett; Robert Bromley, Senate Fiscal Office, Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

Mr. Bennett called the meeting to order at 9:12 AM. Mr. Bennett asked for a motion to approve the minutes of the November meeting. Upon a motion duly made by Mr. Butler and seconded by Mr. MacDonald it

was unanimously

VOTED: to approve the minutes of the November 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 November was (\$217,194) to budget and (\$120,184) to the prior year. Year to date net income for the Convention Center was (\$1,113,276) to budget and (\$2,101,821) to the prior year. Mr. McCarvill stated that less revenue during the first quarter continues its impact. Mr. McCarvill noted that the Convention Center is no longer recognizing rent waivers. McCarvill stated that he is confident that the year will improve. Mr. McCarvill reported that for the month of November the Dunkin' Donuts Center's net income variance was (\$89,719) to budget and (\$67,239) to the prior year. Mr. McCarvill noted that year to date net income for the Dunkin' Donuts Center was \$291,377 to budget and \$201,656 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 results. He noted that there are more concerts on sale at this time than any time he can remember. Mr. McCarvill noted that the Dunk's future looks better and may even show a profit. Mr. McCarvill reported that for the month of November the VETS net income variance was \$28,625 to budget and (\$35,199) to the prior year. Year to date net income for the VETS was (\$28,671) to budget and (\$72,085) 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. Mr. Bennett commented that we appear to have a revenue issue that should improve as the year progresses. Mr. Butler asked about sales of PC merchandise. Mr. McCarvill reported that we do not participate in any sales of PC Merchandise. Mr. Butler asked if we can reach our goals. Mr. McCarvill noted that we are down approximately \$1.9 but hope to make up some of the loss in the next few months.

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. Nee it was unanimously

VOTED: to accept the financial report as presented.

Mr. McCarvill reported that we are moving ahead with refinancing our 2005 Series Bonds. Mr. McCarvill introduced our financial advisor and asked that he address the Board. Mr. Maceroni explained that process and noted that an RFP for an underwriter was advertised and we have received several responses. Mr. Maceroni noted that we can qualify the firms and the same can be used for the Garrahy Courthouse Garage Project. He stated that there should be one senior and two co-managers. Mr. Macaroni said that all that we recommend have a local presence. Mr. Hooper noted that his firm represents a good number of the firms that responded and therefore he would recuse himself from the discussion. Mr. Nee asked if it is more expensive for us to use co-managers. Mr. Maceroni said that it

is good to have more and does not cost any more. Mr. MacDonald asked what the advantage is to using the minor leagues. Mr. Maceroni said that it could lower the rate. Mr. McCarvill said that he thought that the Board would approve five firms and have the Authority and Mr. Maceroni vet. Mr. Maceroni stated that we would like to price in February and close in March. Mr. Nee suggested that we allow the staff to approve three and come back at the next meeting with their recommendation. Mr. Leach stated that it appeared that it was the pleasure of the Board to wait. Ms. Venturini asked if there should be a special meeting. Lengthy discussion ensued. Mr. McCarvill noted that this is not the way this has worked in the past. Ms. Venturini said that she feels that she needs more information. Mr. McCarvill said that he would provide additional information and someone would call a special meeting if they think it is necessary.

Ms. Keough reported that all information required by the Transparency Act has been put on our web-site. She also noted that a draft of the Economic Impact Study has been received and is being reviewed. Mr. McCarvill stated that Ms. Keough spotted some inconsistencies that are being corrected and we will schedule a presentation soon. Ms. Venturini said that it might be best to hold off on the Economic Impact rollout until after the Holidays. Ms. Venturini suggested that we include our partners in the roll out. Mr. Nee said that we should make sure that we do a thorough review prior to the Economic Impact Study's release. Ms. Keough reported that a press conference was held on December 2nd at 11:00 AM to celebrate the

conclusion of renovations at the VETS. The Governor and as well as other State and City dignitaries will be in attendance. Please feel free to attend. Ms. Keough also noted that a reception was be held on December 13th at which time cocktails and hors d'oeuvres were served before the Linda Eder and post show coffee and dessert in the VETS Gallery.

Ms. Keough reported that Feed 1000 received a great deal of media coverage. Ms. Keough thanked all that participated in this wonderful event.

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 and that we continue to explore a partnership with Twin River. Mr. Lepore stated that next year's Comic Con will use both buildings and he hopes that the expanded venue will eliminate the congestion that we found this year.

Discussion ensued regarding Ice Kingdom. Mr. Lepore said that he is working with the State to figure out ways that this can be funded. Mr. Hooper asked what Live Nation is contributing to the venture. Mr. Lepore said that they are promoting their product. He said that he and Mr. McCarvill will meet with interested parties during the week. Mr. Butler asked if a meeting has taken place with the Capitol Center Commission. Mr. Lepore said that he has only had conversations

with the State but they have met with the Commission and they have the same issues. Mr. Lepore reported that Hasbro is very interested in the project. Mr. Hirsh said if this works out could it help the Dunk with Live Nation. Mr. Lepore said that it can't hurt and perhaps they would move their Newport Summer Concert to the Dunk. Mr. Lepore stated that they have run into a road block in Newport.

Mr. Lepore reported that a long time employee at the Dunkin' Donuts Center passed away this week. He said that many of the Commissioners would remember Mr. Vecchio as the operator of the Zamboni. Mr. Lepore stated that Arthur was a dedicated father and employee and he will be missed.

Mr. MacDonald noted that he had recently attended a P Bruins Game and was very impressed with a server in the restaurant. He said that Sarah was attentive and courteous throughout the evening.

Mr. Butler wished Kathy Masino a Happy Birthday saying that Ms. Masino is a great employee.

Mr. Butler continued. He stated that he was very disturbed that someone released information heard in Executive Session to the media. Mr. Butler said that it is disheartening to know that our closed meetings are not secure. Mr. Hooper wondered if there were issues that would have been discussed today that weren't because of leaks.

Mr. McCarvill stated that he would be meeting with the Garrahy Garage stakeholders. He noted that an RFQ has been issued and that we continue to refine the scope of the project.

Ms. Venturini asked if a Master Binder of all Authority regulations and Director's Liability Insurance could be available at every meeting.

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. Hooper it was unanimously

VOTED: to adjourn at 10:30 AM