

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 391st
MEETING OF THE
BOARD OF COMMISSIONERS January 29, 2015**

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 January 29, 2015 pursuant to notice, at the Rhode Island Convention Center, One LaSalle Square, Providence, Rhode Island.

Board members present were Paul MacDonald, Patrick Butler, Joseph DeLorenzo, George Nee, Tony Mendez and Jeff Hirsh.

Stan Israel, Jim Bennett, Letitia Carter, John Hooper and Dale Venturini 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; J.T. Knadler, Morgan Stanley; Paul Giamdi, Projo; Stephen Maceroni and Peter Scoliard, PFM; Robert Bromley, Senate Fiscal Office, Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

Mr. Nee acted as Chair and called the meeting to order at the meeting at 9:12 AM. Mr. McCarvill stated that several commissioners have

been delayed because of traffic issues. Mr. McCarvill announced that Mr. Bennett had sent a letter of resignation from the Board to the Governor. He stated that Mr. Bennett wanted to give the new Governor an opportunity to put her choices in place. The Commissioners recognized the significant time and effort given by Mr. Bennett and wished him well in the future. Mr. DeLorenzo suggested that we have a plaque made that could be presented to Mr. Bennett honoring his service to the State and the Authority. Mr. Nee asked for a motion to approve the minutes of the December meeting. Upon a motion duly made by Mr. Butler and seconded by Mr. MacDonald it was unanimously

VOTED: to approve the minutes of the December 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 December was (\$100,341) to budget and \$78,395 to the prior year. Year to date net income for the Convention Center was (\$1,213,617) to budget and (\$2,023,426) 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 December the Dunkin' Donuts Center's net income variance was \$19,336 to budget and \$191,333 to the prior year. Mr. McCarvill noted that year to date net income for the Dunkin' Donuts Center was

\$310,716 to budget and \$392,994 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 December the VETS net income variance was (\$60,584) to budget and (\$4,330) to the prior year. Year to date net income for the VETS was (\$89,255) to budget and (\$76415) 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. McCarvill noted that the recent weather has taken a toll on the facilities.

Quorum at 9:34

Mr. Nee 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.

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. Macaroni 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. Macaroni 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. Macaroni vet. Mr. Macaroni stated that we would like to price in February and close in March. Discussion ensued regarding the importance of national distribution as well as local. Mr. MacDonald stated that this facility has cost the State a lot of money and we need to save whenever possible. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Butler it was unanimously

VOTED: to approve the recommendation of our Financial Advisors and use Morgan Stanley as the lead with Janney and Fidelity as co-managers.

Mr. Nee asked if by acting today did we put this in motion? Mr. Macaroni said yes.

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

Mr. Lepore reported that Turf Grass Trade Show moved into the building during the snow storm as the Boat Show was moving out. Mr. Lepore thanked the employees for their efforts in making both the in and the out go smoothly.

Mr. Nee asked Mr. Sheridan if the State could be provided with the hotel contributions to the State revenue. Ms. Sheridan said that they could be made aware of the room tax, sales tax, meal tax collected.

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.

Mr. Schwartz presented a report on upcoming events that includes some shows with artists that will perform with the Philharmonic. Mr. Mendez asked if ticket prices are the same as they would be at PPAC. Mr. Schwartz answered that they are not. He said that we look for artists that can be combined with the Philharmonic and try to keep ticket prices lower than PPAC.

Discussion ensued regarding Ice Kingdom. Mr. Lepore said that he is working with the State to figure out ways that this can be funded. 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. Nee 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 10:10 AM