

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 402nd
MEETING OF THE**

BOARD OF COMMISSIONERS December 17, 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 December 17, 2015, pursuant to notice, at the Rhode Island Convention Center, One LaSalle Square, Providence, Rhode Island.

Board members present were Chairman Bernie Buonanno, Dale Venturini, Patrick Butler, Stan Israel, Paul MacDonald, Joe DeLorenzo, John Hooper and Jeff Hirsh.

Tony Mendez and Letitia Carter were unable to attend.

Also present were James P. McCarvill, Executive Director and Donald Nadeau, Rhode Island Convention Center Authority; Larry Lepore, John McGinn, Kathy Masino, Amanda Wilmouth, Rachel Martelly, Pamela Bacon, Danielle Pestana and Cheryl Cohen from the complex; Lynn Singleton, PFM; Michael Gravison and Dan Schwartz, the VETS; Martha Sheridan, PWCVB; Robert Bromley, Senate Fiscal Office Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary

Mr. Buonanno called the meeting to order at the meeting at 9:08 AM. Mr. Buonanno asked for a motion to approve the minutes of the November Board Meeting. Upon a motion duly made by Mr. Hooper

and seconded by Mr. Butler it was unanimously

VOTED: to approve the minutes of the November Board meeting.

Mr. Buonanno asked Mr. McCarvill to present the financial information for the month of November.

Mr. McCarvill reported that a new format for the financial statements has not been completed. He stated that we have been working with auditors on the state's required performance audit and the finance department is short staffed. Mr. McCarvill said that he hopes that the new format will be available in January. Mr. McCarvill began the financial statement review. Mr. McCarvill stated that the Convention Center's net income for the month of November was \$91,999 to budget and \$232,983 to the prior year. Mr. McCarvill stated that year to date the Convention Center's net income was \$669,567 to budget and \$1,700,008 to the previous year. Mr. Buonanno asked why the Convention Center is so far ahead. Mr. McCarvill said that to be blunt last year was not good. Mr. McCarvill continued with the Income Statement for the Dunk. He said that for the month of November the Dunkin' Donuts Center's net income variance was (\$35,744) to budget and \$2,522 to the prior year. Mr. McCarvill reported that year to date net income for the Dunk was \$267,372 to budget and (\$295,162) to the prior year. Mr. McCarvill again stated that the Disney Show Frozen that was very successful last year is negatively affecting the variance to prior year. Mr. McCarvill said that he thinks the prior year variance

will go away. Mr. Butler asked about Comic Con and what impact it had on the Dunk. Mr. McCarvill said that we basically gave the Dunk away to keep the event. He also said that we are down one hockey game and one basketball game but they will take place. Mr. McCarvill reported that for the month of November the VETS net income variance was (\$86,169) to budget and (\$116,860) to the prior year. Mr. McCarvill said that year to date net income for the VETS was (\$88,774) to budget and \$2,314 to the previous year. Mr. McCarvill reported that the VETS staff was also doing a good job controlling costs. Mr. McCarvill reported that the Convention Center Authority's net income variance for the month of November was (\$17,934) to budget and \$96,815 to the prior year. Year to date net income for the Authority was \$104,080 to budget and a variance of \$94,125 to the prior year. Mr. McCarvill noted that most of the Authority's revenue is derived from Room Tax which is going away. He asked Mr. Bromley if December will be the last check. Mr. Bromley said that the Room Tax is about two months in arrears therefore the last payment will be in February. Mr. McCarvill said that consolidated net income variance for the month of November was (\$47,847) to budget and \$215,461 to the prior year. Consolidated net income for the year was \$952,245 to budget and a variance of \$1,501,280 to the prior year. Mr. MacDonald asked when the mortgage is done. Mr. McCarvill said that in 2036. Mr. Hooper asked where will we be at year end. Mr. McCarvill said that most likely down \$600,000 or \$700,000. Mr. Buonanno noted that would mean we would be up \$1 million. Mr. Buonanno asked for a motion to accept the financial report as presented. Upon a motion

duly made by Mr. MacDonald and seconded by Mr. Butler it was unanimously

VOTED: to accept the financial report as presented.

Ms. Venturini stated that in regards to the taxi situation that was discussed at the last Marketing Committee Meeting she had reached out to her contact who assured her that the issue would be addressed. Mr. Venturini was pleased to report that a training program is being put together for all taxi drivers. She noted that the PUC cannot mandate training but Airport Taxi has agreed to send their drivers.

Ms. Venturini reported that there have been recent conversations regarding the amount of business lost due to the size due of our facilities. Ms. Venturini said that we will have a report on some expansion ideas by the end of January. Ms. Venturini noted that we are in a great place but Martha's planners are looking for more meeting and breakout space. She said that we need to listen to what the public wants and then do it.

Mr. Sheridan distributed the CVB's report. Ms. Sheridan said that because the Board Meeting is early in the month the Smith Travel information is not available. She reported that the CVB is having some success in attracting religious and fraternal groups to the

complex.

Ms. Sheridan reported that the CVB launched a new web site “goprovidence.com”. Ms. Sheridan thanked Alisa Bateman for all her hard work in getting the site ready. Ms. Sheridan reported that the CVB would be holding a retreat in January. Mr. Buonanno said that perhaps some of our board members would like to attend the retreat. Ms. Sheridan agreed that the board members would find it interesting and informative and said that she would forward an invitation after the meeting.

Mr. MacDonald left at 9:50

Ms. Venturini asked Mr. McGinn to begin his presentation. Mr. McGinn reported that the year is looking to be very good. He noted that at this time we are already over \$10 million and we will probably reach \$10.5 million. Mr. McGinn stated that we turn down approximately \$200,000 per month in business because we don't have the space necessary for certain groups. He noted that there is no guarantee that we would contract that business but it means that we were not able to bid because of our size and configuration.

Mr. Schwartz distributed the VET's report. Mr. Schwartz noted that there are events scheduled for the gallery. Mr. Schwartz reported that things at the VETS are good. He said that this is the best November

they have ever had. Mr. Schwartz reported that an RFP for heating and cooling of the room where the piano is stored was posted to the State Purchasing web-site and a walkthrough is scheduled for next week. Mr. Nee asked what is going on with the parking next to the theater. Mr. Schwartz stated that the lot has been cleared and construction has begun. He said that state employees used the lot during the day and we will be allowed access at night and charge for parking. Mr. Schwartz reported that with the assistance of Mr. Nee an agreement was reached with the Stage Hands.

Mr. McCarvill reported on the Garrahy Courthouse Parking Garage project. He said that Walker Parking Consultants is doing a traffic study that they will be available to report on at the next committee meeting. Mr. McCarvill reported that Bruce Leach and Ray Keough are working on a contract for the work that we think is necessary before moving forward.

Conversations regarding ComicCon ensued. Mr. Lepore reported that the staff did an excellent job and that everyone worked very hard to make this event safe, fun and successful. Mr. MacDonald noted that the conference room was set up like a war room with cameras and security all over the building and watching for any incidents. He said that everyone did a great job.

Discussion ensued regarding security and the measures that we are being asked to take to keep the buildings and patrons safe. Mr.

DeLorenzo stated that he had an opportunity to visit the facilities and reported that the back door was not secured and there was no security present. Mr. Nee asked how many police officers are present during an event. Mr. Lepore said that it depends on the event. There are more for a concert than a Disney Show. Discussion ensued regarding guns and a license to carry. Mr. Lepore said that our security guards are not armed, fire arms are not allowed in the buildings unless brought in by an off duty police officer. Mr. Hooper suggested that we look into the cost of metal detection equipment because sadly that is the way of the future. Mr. Hirsh said that an e-blast should be sent to ticket holders making them aware of new security procedures.

Mr. Buonanno 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 10:55 AM