

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 416th  
MEETING OF THE  
BOARD OF COMMISSIONERS February 16, 2017**

**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 February 16, 2017 pursuant to notice, at the Rhode Island Convention Center, One LaSalle Square, Providence, Rhode Island.**

**Board members present were Chairman Bernie Buonanno, Patrick Butler, George Nee, Paul MacDonald, Catherine Parente, John Hooper and Tony Mendez, Jeff Hirsh and Dale Venturini were delayed until 9:23 AM.**

**Mr. Israel was unable to attend.**

**Also present were James P. McCarvill, Executive Director and Donald Nadeau, Rhode Island Convention Center Authority; Larry Lepore, Amanda Wilmouth and Pamela Bacon, the Convention Center and the Dunkin' Donuts Center; Martha Sheridan, PWCVB; Dan Schwartz and Michael Gravison, the VETS; Michael Crawley, Citron Cooperman; Alan Chille, PPAC/PFM; Greg Stack, Budget Office; Roy Columbe, Local 37; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary**

**Mr. Buonanno called the meeting to order at the meeting at 9:02 AM**

and asked for a motion to approve the minutes of the January Board Meeting. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Mendez it was unanimously

**VOTED:** to approve the minutes of the January Board meeting.

Mr. Buonanno stated that the next meeting would be held on Thursday, March 30th at 9:00 AM.

Mr. Buonanno asked Mr. Schwartz to report on the VETS financial statements. Mr. Schwartz was very pleased to report a profit for January. Mr. Schwartz stated that the variance to budget for the month was \$51,900. Mr. Buonanno asked what February looks like and Mr. Schwartz said that it looks positive. Mr. Schwartz noted that Paw Patrol was a huge success. Mr. Buonanno asked about Paw Patrol. Mr. Butler and Mr. Nee answered by naming some of the characters in the show. Mr. Buonanno noted that the Commissioners that spent time with young people were familiar with Paw Patrol.

Mr. Lepore reported that the loss at the Convention Center was due mostly to an event that was scheduled for January that will not happen until February. Mr. Lepore stated that Food & Beverage revenue was over budgeted because we had an expectation that changes would have taken place with more concession stands moved to the front. Ms. Parente asked why this year's budget was lower. Mr. Lepore stated that last year was an exceptional year. He said that

**we have more flat shows and fewer food and beverage events this year. Mr. Lepore reported that net income for the month of January was (\$170191) to budget and (\$24,487) to the prior year. Year to date net income is (\$164,242) to budget and (\$1,043,978) to the prior year. Mr. Lepore reported that he is looking into moving some Enterprise vehicles into the surface lot that we recently took over. He said that would free up some spaces and allow us to look at our waiting list.**

**Mr. Lepore reported that we are at the point now where we need to spend significant dollars to get the facilities back in shape. Mr. McCarvill said that we should investigate the cost of renovations that would allow for some expansion without major construction over the garage. He said that we do not have any data that indicates that the business we could attract warrants this kind of investment. Mr. Lepore stated that we have an aging power plant that will need repairs and upgrades. Mr. MacDonald stated that the roof is 25 years old and leaking and the Dunk roof is 45 years old. Mr. Hooper asked if any of the problems that we are dealing with are safety issues. Mr. Lepore said that they are not at this time although water penetrating could cause severe problems. He also said that we don't know how much water is in the ceiling and where it is going in the walls.**

**Mr. Lepore reported that he has met with Peter Pan and Greyhound Bus Lines to investigate the possibility of a pick-up and drop-off area in front of the building. Mr. Lepore noted that that they are leaving Kennedy Plaza and are looking for a place to go.**

Mr. Lepore continued with the income statement for the Dunk. He said that for the month of January the Dunkin' Donuts Center's net income was (\$195,195) to budget and \$(79,534) to the prior year. Mr. Lepore reported that year to date net income for the Dunk was (\$297,032) to budget and (\$70,849) to last year. Mr. Lepore noted that the timing of events makes a great deal of difference in our budget. He noted that TSO was in November this year when other years it may be in December. Mr. Lepore guaranteed that the Dunk will finish this year better than budget. He said that Luke Bryan has sold out. Mr. Lepore stated that we have Jason Aldean on sale and Miranda Lambert is doing well. Mr. Mendez asked why we are seeing an increase in the number of concerts. Mr. Lepore said that he thinks that Live Nation is trying to prove that they can still support us as well as open an amphitheater in East Providence. Ms. Parente said that she was under the impression that the P. Bruins did not make a profit. Mr. Lepore explained that during football season the team does not draw a big crowd. He said that later in the season fans interest in hockey grows. Mr. Lepore stated that individual games may be profitable but when you consider the upkeep for ice, etc. there is little money made. Questions were asked concerning indirect expenses and the reasons that they are high. Ms. Bacon noted that some indirect expenses cannot be allocated to an event such as locker room upkeep. Discussion ensued regarding concession stands. Mr. Buonanno asked how many concession stands Delaware North has in the Convention Center. Mr. Lepore responded that they

**don't have any. The concession stands in the Convention Center are staffed and stocked by the building food & beverage department.**

**Mr. McCarvill reminded the Committee that the Authority is all overhead. He presented the financial statements for the Authority and all facilities combined. Mr. McCarvill stated that for the month of January net income for the Authority was \$12,736 to budget and (\$5,205) to the prior year. Mr. McCarvill said that year to date the Authority's net income was \$176,453 to budget and \$6,224 to the prior year. Mr. McCarvill reported that consolidated net income for January was (\$300,750) to budget and (\$26,716) to the prior year. Year to date consolidated net income was (\$277,554) to budget and (\$1,066,107) to the previous year.**

**Ms. Sheridan distributed the CVB report and a schedule indicating where the spending come from. She said that we have to remind the people in power that our main focus is bringing people into the City and State and the impact that those dollars have on our economy. She also noted the number of well-paid individuals employed by the facilities who are able to spend their earnings here. Ms. Sheridan highlighted the impact that the New England Lumber Show had on the surrounding area. She stated that busses transported attendees all over the City to places like the Hot Club, Milk Money and Federal Hill. Ms. Sheridan reported that the CVB is doing an economic impact study to determine how much is spent in the City by attendees. She said that we have to make sure that the Governor and Legislature are**

aware of how much we bring into the economy. Ms. Sheridan reported that we are doing well with scientific groups and her team is working closely with Cheryl on the Hasbro event. She noted that this could be a great opportunity to show what can be done in Rhode Island. Mr. Nee asked if we are getting any Congressional help for NetRoots. Ms. Sheridan said that she would have Kristin Adamo touch base with him and let him know what is being done

Ms. Venturini updated the Board on the discussion that took place at the Marketing Committee on Tuesday. Mr. Hirsh said that we also can't forget what our competitors are doing so we are not falling behind. Ms. Venturini noted that we are not supposed to make money. Mr. Nee said that we should focus on individuals that have rational opinions and that look at what it is that we bring to the quality of life in the State. Ms. Parente cautioned that we do this with diligence. Ms. Venturini said that we must present our message. Mr. Hooper that he travels often and that he considers this to be a first tier City and we have to continue to improve. Mr. McCarvill said that we must be aware of the practical limits. We need to know what we can do and what it will bring to the City.

Mr. Schwartz presented a list of upcoming events for the Vets. He noted that February events are The Naked Magic Show, Aaron Tveit, the Philharmonic, Festival Ballet will present Romeo and Juliet and First Works will present Paul Taylor and Rennie Harris. Mr. Schwartz was pleased to report that Wild Kratts Live will be back in April and

**Festival Ballet will present Cinderella in May.**

**Mr. Lepore reported that the Convention Center is getting ready for Terror-Con. He said that we expect it to do well but not like Comic-Con. Mr. Lepore noted that the Home Show will be here in March and will have some Flower Show gardens. He stated that we will not have a dedicated Flower Show this year.**

**Mr. Lepore reported that the Dunk staff is in contact with CVS to hold a different event at the arena. He said that the CVS Gala is not happening at the Convention Center this year because those involved changed the date and we do not have their date available. Mr. Lepore reported that the Circus is close to being sold out for every performance.**

**Ms. Parente asked what the status is of the PC Contract. Mr. Lepore said that he had sent a contract to them several weeks ago but has not heard back. Mr. McCarvill said that we can negotiate a better deal for both of us. He said that we should encourage PC to bring in at least one big game early in the season other than URI.**

**Mr. McCarvill reported that we have responded to Peter Keenan's inquiries regarding Debt Service Fund Requirements, Operating Reserve Fund and Renewal and Replacement Fund. A letter has been sent to Mr. Keenan from our Bond Counsel, Eugene Bernardo, with an explanation of the defaults. (Attached Letter)**

**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. MacDonald and seconded by Ms. Parente it was unanimously**

**VOTED: to adjourn at 11:00 AM**