

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 417th
MEETING OF THE
BOARD OF COMMISSIONERS March 30, 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 March 30, 2017 pursuant to notice, at the Rhode Island Convention Center, One Sabin Street, Providence, Rhode Island.

Board members present were Chairman Bernie Buonanno, George Nee, Paul MacDonald, Stan Israel, John Hooper and Tony Mendez, Jeff Hirsh and Dale Venturini.

Due to an accident Patrick Butler was unable to attend and Ms. Parente was out of town.

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; Robert Bromley, Senate Fiscal, Chantale Sarrasin, House Fiscal Office, Socrates Ramirez, Hilton Providence and Burnell Goldman, Omni Providence; Rick Hall and Ray Keough, Keough Construction; 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 February Board Meeting. Upon a motion duly made by Mr. MacDonald and seconded by Ms. Venturini it was unanimously

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

Mr. Buonanno stated that the next meeting would be held on Thursday, April 27th at 9:00 AM.

Mr. Buonanno recognized Consultant, Michael Crawley and asked him to update the Board on conversations that took place with Citizens Bank and Webster Bank since the Finance Committee meeting on Tuesday. Mr. Crawley reported that the Finance Committee had some questions for the two front runners in our search for new banking partners. Mr. Crawley noted that Webster made some of the concessions that we were hoping for and decreased their fees and Citizen's held to their original bid. Mr. Crawley stated that we could award all of the banking services to Webster or split the business between them and Citizen's. He noted that Webster has been much more responsive during this entire process. Mr. McCarvill stated that both had delivered good proposals. Mr. Buonanno voiced his disappointment that Citizen's had not offered to rebate some of the fees that we have been paying but noted that Citizen's has had a great presence in Rhode Island for

many years. Mr. MacDonald noted that Citizen's has had its roots in Rhode Island is building a large structure in Johnston where they will continue as a Rhode Island Company. Mr. Lepore noted that Citizen's has not been as good for the facilities as they were in the past. Mr. McCarvill stated that the Authority could move their accounts from Santander to Webster and keep Convention Center and Dunk accounts at Citizens. Mr. Buonanno asked for a motion to split our banking needs between Citizen's Bank and Webster Bank. Upon a motion duly made by Mr. Mendez and seconded by Mr. Israel it was

VOTED : to award banking contracts to Citizen's Bank for accounts for the Convention Center and Dunkin' Donuts Center and move RICCA accounts from Santander to Webster.

Mr. Hooper abstained because he was unsure if his firm represented either entity.

Mr. Buonanno asked Mr. Schwartz to present the financial information for the VETS. Mr. Schwartz reported that February was a good month and that the gap is closing. He said that for the month of February Net Income was \$17,115 to budget and \$9,511 to the previous year. Mr. Schwartz stated that year to date net income was \$24,375 to budget and \$51,374 to the prior year. Mr. Schwartz noted that we are closer to break even and we are not looking at any loses in upcoming events. Mr. Hooper asked who Aaron Tveit is. Mr. Schwartz stated that he is a Broadway singer that decided to go on tour.

Mr. Hirsh recognized Mr. Lepore and asked that he update the Committee regarding the Convention Center and the Dunk. Mr. Lepore reported that the Convention Center net income for the month of February was \$23,761 to budget and (\$31,394) to the prior year. Year to date net income is (\$140,487) to budget and (\$1,075,373) to the prior year. Mr. Lepore noted that February was a good month with catering up significantly. He stated that Kathy Masino is very good at up selling catering.

Mr. Lepore continued with the income statement for the Dunk. He said that for the month of February the Dunkin' Donuts Center's net income was (\$30,286) to budget and \$(25,059) to the prior year. Mr. Lepore reported that year to date net income for the Dunk was (\$351,899) to budget and (\$95,906) to last year. Mr. Lepore noted that the timing of events makes a great deal of difference in our budget. He noted that some events budgeted to occur in February did not happen until March. Mr. Lepore stated that we have more concerts on sale or about to go on sale than we have had in several years. Mr. Lepore reported that the religious group that will occupy the Dunk on Easter Sunday is looking to expand into the Convention Center with an Easter Egg Hunt and other activities. Mr. Hooper asked what is going on with Live Nation. Mr. Lepore stated that the old deal was a 50/50 split. He said that the new deal will be no rent and we keep all food and beverage. Mr. McCarvill stated that we have no shows scheduled. Mr. Lepore reported that the Circus is close to being sold

out for every performance. Mr. Buonanno noted that Circus prices are very high. He noted that some are as high as \$189.00 per ticket. Mr. Hooper asked the revenue share for the Circus and Mr. Lepore answered 65/35.

Mr. Lepore stated that he continues to negotiate with Peter Pan and Greyhound Bus Lines to locate their ticket sales to the Convention Center. Mr. Lepore noted that he is having some difficulty in getting them to work together. Mr. Lepore reported that we could put together a parking package to go along with the bus ticket.

Mr. McCarvill presented the financial statements for the Authority and all facilities combined. Mr. McCarvill stated that for the month of February net income for the Authority was \$13,605 to budget and (\$5,639) to the prior year. Mr. McCarvill said that year to date the Authority's net income was \$190,058 to budget and \$11,863 to the prior year. Mr. McCarvill reported that consolidated net income for February was (\$24,195) to budget and (\$41,303) to the prior year. Year to date consolidated net income was (\$253,359) to budget and (\$1,107,410) to the previous year.

Mr. McCarvill reminded the Board that taxable forward refunding is still an option. He noted that at today's rate we could save \$4.5 – \$5 million. Mr. McCarvill said that maybe we should set a number. The Commissioners discussed the options but failed to come up with a number. Mr. McCarvill said that we should look to making at least \$5

million. He said that we should not leave any money on the table.

Ms. Venturini reported that she will be meeting with Mr. McCarvill on Friday to discuss where we stand with a Public Relations person. Ms. Venturini noted that we need a spokesperson to present our case that if we don't make some changes we could lose a few of our largest tradeshows and competitions. Mr. Hooper asked for an analysis of other facilities. He noted that Hartford lost \$4.2 million last year. Mr. Hooper said that this is good stuff and we should be telling our story.

Mr. Lepore reported that the New Life Ministry will hold their Easter service at the Dunk on Easter Sunday. He said that they will also use the Convention Center for an Easter Egg Hunt. Mr. Lepore stated that the Church is becoming a very important client.

Discussion ensued regarding our participation in bidding with Gillette Stadium for the Army vs Navy Game. Mr. Lepore said that we are aggressively trying to secure the game. Mr. Lepore noted that if Gillette is successful in their bid we would house the cadets at the Convention Center. He noted that with Gillette and help from Senator Reed this would be a fantastic opportunity for the State.

Mr. Hirsh 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.

Rick Hall of Keough Construction updated the Commissioners on progress for the Garrahy Garage. Timeline attached

Mr. Buonanno asked if there was any other business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Ms. Venturini and seconded by Mr. Mendez it was unanimously

VOTED: to adjourn at 10:48 AM