**THE RHODE ISLAND CONVENTION CENTER AUTHORITY418th MEETING OF THE**

**BOARD OF COMMISSIONERSApril 27, 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 April 27, 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, Catherine Parente, Patrick Butler, Jeff Hirsh and Dale Venturini.

Mr. Hooper and Mr. Mendez were 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; Samantha Robitaille, Citrin Cooperman; Chantale Sarrasin, House Fiscal Office, 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 9:08 AM and asked for a motion to approve the minutes of the March Board Meeting. Upon a motion duly made by **Mr. Hirsh** and seconded by **Mr. MacDonald** itwas unanimously

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

**Mr. Buonanno** stated that the next meeting would be held on Thursday, May 25th at 9:00 AM.

**Mr. Buonanno** asked Mr. Schwartz to present the financial information for the VETS. Mr. Schwartz reported that March was a good month and that the gap is closing. He said that for the month of March Net Income was ($26,064) to budget and $2,273 to the previous year. Mr. Schwartz stated that year to date net income was ($1,689) to budget and $53,647 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. Schwartz noted that there were several profitable events during the month of March. **Mr. MacDonald** asked how parking was working out now that the legislature is in session. Mr. Schwartz noted that the events are mostly on weekends and the session has not had any effect.

**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 March was ($286,821) to budget and ($163,558) to the prior year. Year to date net income is ($427,313) to budget and ($1,238,933 to the prior year. Mr. Lepore noted that food and beverage net income was lower than budget in March. He noted that Kathy is looking at pricing but large public catered events are not very popular. Mr. Lepore noted that we have had trade shows that are using more space and therefore taking up room that would, in the past be occupied by catering stations. He also noted that seating is limited in the area and show patrons are more likely to go to the Mall. Mr. McCarvill said shows are using pre-function areas and there is no room for food and beverage.

Mr. Lepore continued with the income statement for the Dunk. He said that for the month of March the Dunkin’ Donuts Center’s net income was ($36,029) to budget and $53,005 to the prior year. Mr. Lepore reported that year to date net income for the Dunk was ($363,334) to budget and ($42,892) 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, therefore the financial statements reflect those events. 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 on the Live Nation negotiations. He said that the old deal was a 50/50 split and the new deal will be no rent and we keep all food and beverage. Mr. McCarvill stated that we have no Live Nation shows scheduled.

Mr. Lepore stated that he has a signed agreement with Peter Pan and Greyhound Bus Lines to locate their ticket sales to the Convention Center. Mr. Lepore noted that he they will be renting the box office at the Convention Center for $3,000 per month. Mr. Lepore reported that he is looking at a parking package to go along with the bus ticket.

Mr. Lepore reported that we are seeing increased costs in repairs and maintenance. He noted that equipment is getting old and in need of replacement.

Mr. Lepore stated that and RFP for Net Metering was included in the handout for the meeting. **Mr. MacDonald** asked why we are looking at both wind and solar. Mr. Lepore stated that we want to know what are options are before we make a decision and it might be better to have access to both options. **Mr. MacDonald** noted that wind is constant and the sun only shines so many hours a day.

Mr. McCarvill presented the financial statements for the Authority and all facilities combined. Mr. McCarvill stated that for the month of March net income for the Authority was $21,980 to budget and $1,373 to the prior year. Mr. McCarvill said that year to date the Authority’s net income was $212,038 to budget and $13,236 to the prior year. Mr. McCarvill reported that consolidated net income for March was ($326,934) to budget and ($106,907) to the prior year. Year to date consolidated net income was ($580,293) to budget and ($1,214,317) to the previous year.

Mr. McCarvill stated that there has been some interest in naming rights for the Convention Center. Mr. McCarvill cautioned that any naming rights could interfere with competing businesses renting the facility. Discussion ensued.

**Ms. Venturini** reported that we interviewed two candidates that showed interest in helping us with public relations. **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. She stated that we interviewed David Preston of New Harbor and Jon Duffy from Duffy and Shanley. **Ms. Venturini** commented that both were excellent interviews and following Mr. Preston’s presentation we thought we had our person. **Ms. Venturini** said we then heard from Jon Duffy and he made a great impression. Mr. Duffy said that he had stopped all State Government contract but would make an exception because of this building. It was noted that any amount over $20,000 would need to be put out for bid but we would carefully monitor spending for this fiscal year. Upon a motion duly made by **Mr. MacDonald** and seconded by **Mr. Israel** it was unanimously

**VOTED:** to select Duffy and Shanley to represent the Convention Center Authority as there Public Relations Firm for a fee not to exceed $20,000 this fiscal year.

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.

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

**VOTED:**  to adjourn at 10:48 AM