

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY**  
**439th MEETING OF THE**  
**BOARD OF COMMISSIONERS**  
**February 28, 2019**

---

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 28, 2019 pursuant to notice, at the Rhode Island Convention Center, One Sabin Street, Providence, Rhode Island.

Board members present were Bernard Buonanno, Catherine Parente, Stan Israel, Peri Ann Aptaker, Jeff Hirsh, Paul MacDonald, Dale Venturini, George Nee, John Hooper and Patrick Butler.

Tony Mendez was unable to attend.

Also present were James P. McCarvill, Executive Director, Rhode Island Convention Center Authority; Larry Lepore, Beth Johnson, Amanda Wilmouth, and Kristin Murphy the Convention Center and DDC; Bob McClintock and Harry Cann, SMG; Tom Riel, PWCVB; Dan Schwartz and Michael Gravison, the VETS; Lynn Singleton, PPAC/PFM; Rick Hall, Keough Construction; Michael Crawley, Consultant CFO, Citrin Cooperman; Bernie Lane, DOA – OMB; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

**Mr. Buonanno** called the meeting to order at 9:05 AM. **Mr. Buonanno** asked for a motion to approve the minutes of the December Board Meeting. Upon a motion duly made by **Mr. Butler** and seconded by **Mr. MacDonald** it was unanimously

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

**Mr. Buonanno** asked Mr. Hall to update the Board on the construction of the Courthouse Garage. Mr. Hall presented pictures of the construction site showing progress with the concrete. Mr. Hall reported that foundation work continues. Working through winter conditions and precast should begin in May. We will attempt to make up days lost due to weather as it turns warmer. **Mr. Buonanno** asked the expected completion date. Mr. Hall said that he expects the job to be finished in January.

**Ms. Venturini** asked Mr. Riel to present the Marketing Report for the PWCVB. Mr. Riel reported on sales production for January. He noted that the City was packed with cheerleaders over the weekend. Mr. Riel said that State wide revenue was up. Mr. Riel stated that January was a successful month. He said that Volleyball has become an important sport for us and continues to grow.

Mr. Riel referenced the Smith Travel Report and stated that demand is an important detail to look at because of the number of rooms that have been added to our inventory or will come on

line in the near future. Mr. Riel reported that definite bookings and room nights for the destination are down for the month compared to 2018. Mr. Riel said that tentative bookings for the destination are up. Tentative bookings related to the Complex are also up. Mr. Riel reported that the direct spend number connected to Convention Center bookings was \$2,087,553.57. Mr. Riel highlighted the booking activity for the month.

Mr. Riel presented a new tool being used by the CVB called cvent. Cvent shows year over year performance in responses to RFPs. **Mr. Hirsh** had questions concerning cvent and Mr. Riel stated that it is a lead distribution platform and he explained how the data is being used. Discussion ensued regarding overlapping cities. Mr. Riel noted that he thinks that 2021 will be an awesome year. He said that demand is through the roof. **Mr. MacDonald** asked if there is a schedule of events of what is going on in the City. Mr. Riel stated that it is on the CVB Website.

**Ms. Venturini** took the opportunity to suggest that we have a need for a sports complex that has fields and courts and space for volleyball, gymnastics and dance competitions. She said that such a facility would free up some space in the Convention Center and allow for the Sports Council to promote Rhode Island for competition that draws a large family following. **Ms. Venturini** noted that she was just planting a seed and looking for every opportunity to promote the State.

Mr. McCarvill brought to the Board's attention the Sports Service Contract that the only changes are in Section 4 Terms of Agreement. Mr. McCarvill noted that PSE is urging us to extend the agreement to assist them in their negotiations with the Boston Bruins. **Mr. Hooper** asked for an explanation saying that he fully supports the initiative but why is it necessary. **Mr. Nee** said that we need to protect the Providence Bruins and ensure that they stay in this arena. **Mr. Nee** noted that there are several facilities that would like to have the team. **Mr. Butler** asked why the contract still reads Civic Center. Mr. Cann expressed his thoughts on our hockey situation with the Bruins affiliation and stated that Manchester is only getting 500 or 600 fans per game. Mr. Leach agreed with **Mr. Butler** and assured him that he would re-write the contract. **Mr. Butler** commented that if the P. Bruins were to leave it would have a devastating impact on the City. Upon a motion duly made by **Mr. Hooper** and seconded by **Mr. Israel** it was unanimously

**VOTED:** to approve the amendment to the Sports Service Contract.

**Mr. Buonanno** asked Mr. Schwartz to give an update the Board on activity at the VETS. Mr. Schwartz reported that the VETS hosted several successful Christmas shows. Mr. Schwartz said that January was a very slow month. Mr. Schwartz reported that the contract for metal detectors has been signed and installation should take place in March. He said that the demo units have arrived and we are looking for the right fit for the theater. He said that because Cats was at PPAC they thought shows would move to the VETS. Mr. Schwartz said that events did not cancel they just did not book during the month of January. Mr. Schwartz stated that he expects to make up the number of shows in the coming months. Mr. Schwartz reported that for the month of January net income for the VETS was (\$51,114) to budget and (\$63,007) to the prior year. Mr. Schwartz stated that year to date the VETS net income was (\$23,178) to budget and (\$30,279) to the previous year

**Mr. Buonanno** asked Mr. Lepore to address the Committee. Mr. Lepore presented the financial statements for the Convention Center and the Dunkin' Donuts Center. Mr. Lepore reported that the Net Income for the Convention Center for the month of January was (\$322,900) to budget and \$29,946 to the prior year. Year to date Net Income was (\$216,902) to budget and (\$1,175,917) to the prior year. Mr. Lepore stated direct event net income did not meet budget expectations. He stated that some budgeted tentative events did not happen. Food & Beverage and parking net income was also under budget. Mr. Lepore noted that the CVS event although held at the end of January will show up on February financial statements.

Mr. Lepore reported that for the month of January Net Income at the Dunk was (\$45,177) to budget and \$210,708 to the prior year. Year to Date Net Income was \$288,066 to budget and \$817,770 to the previous year. Mr. Lepore reported that timing of events makes it difficult to budget for the month. He said that there were 14 budgeted events but only 12 occurred. Mr. Lepore stated that these events will happen in future months. Mr. Lepore reported that the concert business is picking up. He said that Panic at the Disco did very well. Mr. Lepore said that he expects 12,000 for Mumford & Sons. Mr. Lepore said that successful concerts can change the whole year for us. One sell out attracts other artists. Mr. Lepore stated that we need a year where both the Convention Center and the Dunkin' Donuts Center do well. Mr. McCarvill asked about the PC reported drop count for the PC Games. Ms. Johnson said that she had not analyzed that yet. Mr. Lepore noted that we can get the actual number. **Mr. Butler** asked the reason that parking revenue is not attributed to the Dunk. Mr. Lepore stated that he would rather be cautious when dealing with promoters. He said that if parking was included on the Dunk financials the promoters would want a piece. He said it would be like a cut of the merchandise sales. Mr. Lepore gave Ms. Cohen and Ms. Polselli a great deal of credit for getting new and independent promoters to pay attention to the building. Mr. Lepore noted that an independent promoter, Madison House, met with the Governor. He said that she was impressed.

Mr. McCarvill reported on the Authority and the Consolidated Financial Statements. He stated that the Authority's net income for the month of January was \$7,400 to budget and \$18,094 to the prior year. Year to date net income was \$32,676 to budget and (\$237,277) to last year.

The Consolidated net income results for the month of January were (\$411,791) to budget and \$195,741 to the prior year. Year to date consolidated net income was \$80,662 to budget and (\$625,703) to the prior year. Mr. McCarvill noted that we are busy but we are not seeing big numbers.

**Mr. Nee** departed at 10:25

Mr. Crawley presented his report and stated that there have been no issues, all entries have been reviewed and signed and better use of the accounting software is ensuring more accurate settlements. He noted that accounts receivable is under control. Mr. McCarvill said that we make a serious effort in not letting anyone walk out owing us money. Mr. Crawley said that overtime hours are trending in the right direction.

Mr. McCarvill reported that there have been discussions of expansion of the Hilton with the Procaccianti Group. He said that in order for them to keep the Hilton flag they need to add a ballroom and therefore need our help. They would need to expand over Aborn Street. **Mr. Nee**

asked what Mr. McCarvill was looking for. Mr. McCarvill said that he wanted the consensus of the Board whether to continue talking with them regarding Aborn St. **Mr. Buonanno** said it can't hurt to talk with them.

Lengthy discussion ensued regarding a House Bill #5691 that is being promoted as a consumer protection bill. Mr. Singleton said that it is in actuality a bill that would protect the secondary ticket market. Mr. Singleton said that it is a major concern. Mr. Lepore and Mr. Singleton will testify against the bill tonight at the State House. Mr. Singleton noted that there are already laws in Rhode Island against scalping. Some secondary markets are selling tickets that they do not have and we need to protect our patrons and the market.

**Mr. Hirsh** moved that pursuant to Rhode Island General Laws Section 42-46-5(a) (2) that the Board convene in Executive Session in connection with discussion of potential litigation as to contract matters at 10:43 AM. Upon a motion duly made by **Mr. Israel** and seconded by **Mr. Hooper** and by a roll call vote it was

**VOTED:** to convene in executive closed session pursuant to Section 42-46-5(a)(2) of the Rhode Island General laws to discuss potential litigation.

**Vote:**

John Hooper, yes  
Peri Ann Aptaker, yes  
Stan Israel, yes  
Dale Venturini, yes  
Bernie Buonanno, yes  
Tony Mendez, not in attendance  
George Nee, not in attendance  
Paul MacDonald, yes  
Ms. Venturini, yes  
Jeff Hirsh, yes  
Catherine Parente, yes

Open session resumed at 10:40 AM. **Mr. Buonanno** announced that no votes were taken in Executive Session. Upon a motion duly made by **Mr. Israel** and seconded by **Ms. Parente** it was unanimously

**VOTED:** to seal the minutes of Executive Session

**Mr. Buonanno** asked if there was any new business. Hearing none **Mr. Buonanno** asked for a motion to adjourn. Upon a motion duly made by **Mr. Israel** and seconded by **Mr. Hooper** it was unanimously

**VOTED:** to adjourn at 11:31 AM