

THE RHODE ISLAND CONVENTION CENTER AUTHORITY
447th MEETING OF THE
BOARD OF COMMISSIONERS
November 21, 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 November 21, 2019 pursuant to notice, at the Rhode Island Convention Center, One Sabin Street, Providence, Rhode Island.

Board members present were Bernard Buonanno, Patrick Butler, George Nee, Jeff Hirsh, Paul MacDonald, and Stan Israel.

Tony Mendez, Dale Venturini, Catherine Parente, Peri Ann Aptaker and John Hooper, were unable to attend.

Also present were James P. McCarvill, Executive Director, Rhode Island Convention Center Authority; Dana Peltier, RICCA; Larry Lepore, Beth Johnson, Cheryl Cohen and Kristin Murphy the Convention Center and DDC; Thomas Riel, PWCVB; Daniel Schwartz and Michael Gravison, the VETS; Rick Hall, Keough Construction; Harry Caan, ASM Global; Bernie Lane, Department of Administration; Robert Bromley, Senate Fiscal Office; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

Noting that we lacked a quorum, **Mr. Buonanno** requested that Mr. Hall be allowed to present his report on the construction of the 75 Clifford Street Garage. (report attached)

Mr. Buonanno called the meeting to order at 9:15 AM. **Mr. Buonanno** asked for a motion to approve the minutes of the October Board Meeting. Upon a motion duly made by **Mr. Butler** and seconded by **Mr. Israel** it was unanimously

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

Mr. Leach asked Mr. Hall if there has been any change in the number of spaces anticipated in the garage. Mr. Hall said there will be 1,200 spaces or possibly a few more. Mr. Hall reported that the building looks good and he has received many positive comments on the appearance.

Mr. Buonanno asked Tom Riel to address the Board. Mr. Riel said that we are gaining some momentum. He said that what we picked up in the past couple of days we will be in good shape at month's end. Mr. Riel reported that RICCA related bookings accounted for 42% of the month's business. Mr. Riel reported that the CVB is working with Environmental Management to become certified as a green meeting place. Mr. Riel stated that he would like to meet with Jim and Larry to gain more knowledge of the wind project and learn how the replacement of boilers has increased efficiency for the buildings.

Mr. Riel reported that Warwick is seeing a downturn due to the increased inventory in Providence. Discussion ensued regarding the reason for the downturn and what can be done to improve the situation in Warwick. **Mr. MacDonald** noted that Mr. Riel's report indicates a 1% loss in occupancy and asked the reason. Mr. Riel stated that the additional inventory had a slight impact. Mr. McCarvill was pleased to note that rate is holding steady.

Mr. Riel explained the creation of a speakers' directory. He noted that we have some great people in the State that we can avail ourselves of an offer them to meeting planners. Mr. Riel reported that a social media ticket giveaway for "An Evening with Sophia Loren" and sent an e-blast to the list of Federal Hill Stroll attendees. Kristen and Tom spent time in New York City doing deskside visits with reporters from meeting publications. As a result, the CVB is working with an editor at Northstar on a story about the 2020 Unitarian Universalists Association conference. Mr. Riel updated the Commissioners on social media contacts.

Mr. Buonanno asked Mr. Schwartz to address the Board. Mr. Schwartz reported that three canceled shows had a serious negative effect on the whole month. The canceled events impacted parking and food & beverage. Mr. Schwartz noted that Family Feud would have resulted in the \$40,000 loss if the show was not canceled. Mr. Schwartz stated that the competition in the market for the entertainment dollar was great and that November does not look much better. Mr. Schwartz said that he sees a light at the end of the tunnel but it will take some time to make up for the losses. Mr. Schwartz said that there are a great many concerts and events for future months that should do well.

Mr. Schwartz reported that the Vets will be installing ADA listening devices in the theater. He also reported that he has been negotiating a new stagehand contract and he said that he thinks it is close to settlement. **Mr. MacDonald** asked if the CVB lets attendees and tourists know of events taking place in the area. Mr. Riel said that all hotels receive a schedule of events for guest services. Vets attempts to present a realistic budget.

Mr. Schwartz reported that for the month of October the VETS Net Income was (\$65,959) to budget and (\$41,526) to the prior year. Year to date Net Income was (\$55,099) to budget and (\$79,032) to the prior year.

Mr. MacDonald departed at 9:45. Loss of quorum information only

Mr. Lepore presented the financial statements for the Convention Center and the Dunkin' Donuts Center. Mr. Lepore stated that overall it was a good month of October. Mr. Lepore reported that the Net Income for the Convention Center for the month of October was \$173,269 to budget and (\$144,686) to the prior year. Year to date Net Income was \$217,961 to budget and (\$64,092) to the prior year.

Discussion ensued regarding capital projects. Mr. Lepore stated that the money spent is having a positive impact. He said that the boilers are working well and energy savings have been significant.

Mr. Lepore reported on upcoming events. Mr. Lepore said that Nelson Freitas tickets go on sale today. We also have Baby Shark, Lynyrd Skynyrd and Cirque du Soleil. Mr. Lepore noted that the Dunk has reached the number of concerts budgeted for the year and are working on increasing that number.

Mr. Lepore stated that the merger with ASM has been very positive and it appears that we are going in a new direction. Harry Caan spoke and stated that Bob Newman is now CEO and has is a very experienced frontline individual. Mr. Caan stated that the senior management team is very familiar with New England. He said that he is enthusiastic about the future.

Discussion ensued regarding capital projects. It was reported that as a safety issue a decision was made to move the riser project up. The old risers are very heavy and difficult to install.

Discussion ensued regarding the PARQ's system for the new garage. The Finance Committee had agreed that Mr. McCarvill is authorized to award the contract after due diligence.

Mr. McCarvill reported on the Authority and the Consolidated Financial Statements. He stated that the Authority's net income for the month of October was (\$47,510) to budget and (\$55,616) to the prior year. Year to date net income was \$19,931 to budget and (\$102,732) to last year. The Consolidated results for the month of October were \$74,599 to budget and (\$361,897) to the prior year. Year to date Consolidated Net Income for October is \$328,198 to budget and (\$445,606) to last year.

Mr. Buonanno invited Mr. Crawley to present his report. Mr. Crawley stated that the finance department is working well and all reporting is being reviewed and signed by the appropriate person. Mr. Crawley distributed the monthly accounts receivable listing as of October, 2019. Discussion ensued regarding the amount that URI is behind in paying for parking. It was suggested that we terminate the passes. Mr. McCarvill noted that he had told Mr. Kyd that we would not lock them out but that was several months ago. Something must be done.

Mr. Buonanno asked if there was any new business. The meeting ended at 10:20 AM