

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY**  
**446th MEETING OF THE**  
**BOARD OF COMMISSIONERS**  
**October 24, 2019**

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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 October 24, 2019 pursuant to notice, at the Rhode Island Convention Center, One Sabin Street, Providence, Rhode Island.

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

Mr. Mendez and Ms. Parente were unable to attend.

Also present were James P. McCarvill, Executive Director, Rhode Island Convention Center Authority; Donald Nadeau and Dana Peltier, RICCA; Larry Lepore, Beth Johnson, Cheryl Cohen and Kristin Murphy the Convention Center and DDC; Kristen Adamo, PWCVB; Daniel Schwartz, Judy Ferreira and Michael Gravison, the VETS; Alan Chille, PPAC/PFM; Rick Hall, Keough Construction; Burnell Goldman, Omni; Mike Crawley, Citrin Cooperman; Mark Liff, UBS; Bernie Lane, Department of Administration; Robert Bromley, Senate Fiscal Office; 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 September 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 September meeting.

**Mr. Buonanno** asked Mr. Hall to update the Board on the construction of the Courthouse Garage. (Report Attached). Mr. Hall reported that the Providence Tree Warden had approved the trees to be planted around the site and the final paint colors for the stairs and elevator lobbies has been approved. Mr. Hall presented pictures of the construction site showing progress with the construction. Mr. Hall reported that site work is moving along. Mr. Hall reported that coordination with security and pedestrian flow is going smoothly. He said that Joe Baxter and Chief Justice Suttell visited the site and were very pleased with the progress and the look of the garage. Mr. Hall reported that the Arts Council reviewed 3 finalists for the art element and will make their final choice in September. Mr. Hall stated that precast will continue for the next sixteen weeks. Substantial completion is scheduled for late January 2020. **Mr. Butler** asked the name of the garage. Mr. Leach stated that the Legislation calls it the Garrahy Courthouse Garage but we have been using 75 Cliffort Street because that is the address. Mr. McCarvill noted that the art element has become an issue because it is difficult to embellish an already beautiful building. He said that the Arts Council is still working on a piece that will be appealing to

everyone. **Mr. Butler** asked about the budget and Park Assist. Mr. McCarvill noted that at this time there is no problem with the budget. He stated that an RFP has been issued and we expect to have a recommendation for the Board soon. **Mr. MacDonald** suggested that the staff that will be tasked with maintaining the building be give a tour and asked for input. Mr. Hall noted that it is being planned prior to the opening of the building.

**Mr. Buonanno** asked Kristen Adamo to address the Board. Ms. Adamo reported that the CVB had hired a company to produce a virtual tour of the City that will include the Convention Center. Ms. Adamo stated that the CVB exceeded their goal for the year. She noted that the closure rate for tentative business rose from 23% to 27%. Ms. Adamo stated that we are getting some great interest and there is a high demand for 2020. Ms. Adamo reported that there has been a growth spurt in the Washington market as well as the religious segment. Ms. Adamo stated that the decision to concentrate on those areas is reaping benefits. Ms. Adamo reported that the CVB is taking a look at lost business to see what the issue was and if we can make improvements to satisfy the patron's issues. She said we are hoping for more trade shows and conventions that have a greater impact on the area. Ms. Adamo said that the CVB is targeting the best fit for our building. Ms. Adamo said that she feels confident that we will book some big events.

**Mr. Buonanno** asked Mr. Schwartz to address the Board. Mr. Schwartz noted that the Vets attempts to present a realistic budget. He said that Summer and Fall are historically low. Mr. Schwartz reported that for the month of September the VETS Net Income was \$5,980 to budget and (\$1,069) to the prior year. Year to date Net Income was \$10,860 to budget and (\$37,506) to the prior year. Mr. Schwartz noted that there have been several shows this fall that are competing for the entertainment dollars. Hamilton was at PPAC and Prince of Providence at Trinity made it more difficult to sell tickets. hat summer is always slow. **Mr. MacDonald** asked about Alan Parsons. Mr. Schwartz said that Alan Parsons is a singer. Mr. Schwartz noted that his tour is not doing well anywhere. **Mr. Buonanno** asked when it was known that the show would not do well. Mr. Schwartz stated that they hope that sales increase close to the show date. **Mr. MacDonald** suggested that the tickets be given to the community that would love a night out. Mr. Schwartz noted that Planned Parenthood had reserved space in the theater because their usual venue was booked with Prince of Providence. Mr. Schwartz noted that this could be an opportunity to host the group in the future.

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 September. Mr. Lepore reported that the Net Income for the Convention Center for the month of September was \$99,865 to budget and \$313,326 to the prior year. Year to date Net Income was \$44,692 to budget and \$80,594 to the prior year. Mr. Lepore noted that parking revenue was better than budget due to the increase in the number of events.

Mr. Lepore reported that for the month of September Net Income at the Dunk was (\$32,274) to budget and (\$113,148) to the prior year. Year to Date Net Income was \$130,606 to budget and (\$79,681) to the previous year. Mr. Lepore stated that there was a concert budgeted in September that will not happen until November. Mr. Lepore reported that the booking team is always keeping their eyes open for new concerts and events that keep excitement in the building.

Discussion ensued regarding capital projects with videos of the work that has been completed. The P. Bruins coaches room is getting an upgrade, and the boilers are being replaced. The in-house lighting has been done and new LED lighting is visible on the exterior of the building. Mr. Lepore reported that the loading dock membrane has been replaced.

Mr. Lepore also highlighted a community outreach event where children from the Boys and Girls Club were invited to the building for pumpkin painting. He said it was a huge success and that the children were able to take their pumpkins home. Mr. Lepore noted that ASM pushes community involvement. **Ms. Aptaker** asked if these events were advertised. Mr. Lepore said no. **Mr. Nee** commented that the events should not be marketed but something done for the community. Discussion ensued regarding American Young Voices. Ms. Cohen explained the program noting that Providence Schools have agreed to participate. Ms. Cohen said that right now we are trying to raise \$30,000 in order to enable every parent to attend even if they can't afford the price of admission.

Mr. McCarvill reported on the Authority and the Consolidated Financial Statements. He stated that the Authority's net income for the month of September was \$19,635 to budget and (\$18,213) to the prior year. Year to date net income was \$67,441 to budget and (\$47,116) to last year. The results for the month of September were \$93,206 to budget and \$180,896 to the prior year. Year to date Net Income for September is \$253,599 to budget and (\$83,709) to last year.

A discussion ensued regarding the parking rates for the new garage. Mr. McCarvill noted that a meeting is scheduled with representatives from the State to discuss rates. Mr. McCarvill said we are looking for opportunities to park more cars for a larger revenue source.

**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 4<sup>th</sup> Quarter Event Recap for the facilities as well as the monthly accounts receivable listing as of September 30, 2019.

Mr. McCarvill stated that we are very close to an agreement on the SMG contract. **Ms. Aptaker** asked who would do the analysis. She stated that consideration will have to be given in the way points are earned, who awards the points and how they were awarded in the past. Allocation of points was discussed and it was decided that said that we allocate points quarterly rather than annually. Mr. McCarvill said that qualitative is hard to do. He said that he would attempt to make a chart. **Mr. Hooper** asked if we can start thinking about bundling and see what categories perform better than others. Mr. Lepore said that he has concern where it comes to the Dunk. He noted that parking and food and beverage the Dunk has no control over. Discussion ensued regarding the contract. Mr. McCarvill stated that there was a draft of the term sheet included in today's package. **Mr. Nee** noted that it appears that the benchmarks are at the Authority's sole option. Mr. McCarvill stated that a great deal of time and negotiations have gone into the benchmarks to ensure that they are achievable. **Mr. Buonanno** asked for a motion to approve the contract with the possibility of some minor changes at the discretion of Mr. McCarvill and other Board Members as appropriate. Upon a motion duly made by **Mr. Butler** and seconded by **Mr. Hooper** and by a roll call vote

Vote:

John Hooper – yes

Jeff Hirsh – yes

George Nee – yes

Stan Israel – yes

Paul MacDonald – yes

Bernie Buonanno – yes

Peri Ann Aptker – yes

Dale Venturini – no

**VOTED:** to approve the SMG contract with the possibility of some minor changes at the discretion of Mr. McCarvill and other Board Members as appropriate.

Mr. McCarvill commented that he thinks we will see improvement at the top with the new ownership.

The Board wished our Accountant, Donald Nadeau a long and happy retirement. **Mr. MacDonald** noted that Donald will be missed. **Mr. Nee** noted that although Donald has been a very poor winner in competitions at the Health Club he will be missed.

**Mr. Buonanno** asked if there was any new business. **Mr. Buonanno** asked for a motion to adjourn. Upon a motion duly made by **Mr. Butler** and seconded by **Mr. Hooper** it was unanimously

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