

THE RHODE ISLAND CONVENTION CENTER AUTHORITY
443rd MEETING OF THE
BOARD OF COMMISSIONERS
June 27, 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 June 27, 2019 pursuant to notice, at the Rhode Island Convention Center, One Sabin Street, Providence, Rhode Island.

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

Tony Mendez was unable to attend.

Also present were James P. McCarvill, Executive Director, Rhode Island Convention Center Authority; Beth Johnson, Amanda Wilmouth, Kathleen Masino, Chris Spolidoro, Cheryl Cohen and Kristin Murphy the Convention Center and DDC; Kristen Adamo, PWCVB; Dan Schwartz, Doreen Vitale and Michael Gravison, the VETS; Lynn Singleton, PPAC; Michael Crawley, Citrin Cooperman; Rick Hall, Keough Construction; Harry Cann, Shawn Beard and Jorge Adames, SMG; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

Prior to a quorum being present and because Mr. Crawley was unable to stay for the meeting, he presented his report in advance of the meeting being called to order. Mr. Crawley stated that the finance staff is meeting all targets and will be prepared for the upcoming annual audit.

Mr. Buonanno called the meeting to order at 9:10 AM. **Mr. Buonanno** asked for a motion to approve the minutes of the May Board Meeting. Upon a motion duly made by **Mr. MacDonald** and seconded by **Mr. Butler** it was unanimously

VOTED: to approve the minutes of the May 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 the design team and contractor are 98% complete with all submittal reviews. He said that security and PARCS system remain. A mockup of the exterior materials was assembled at the marshaling yard in May. Mr. Hall reported that site work is moving along. Mr. Hall reported that coordination with security and pedestrian flow is going smoothly and the Arts Council met on May 17th to interview three finalists for the art element. Mr. Hall noted that the next Arts Council meeting is scheduled for Mid-August. Mr. Hall stated that precast will continue for the next sixteen weeks. Substantial completion is scheduled for late January 2020.

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 with today's technology the CVB can track groups to determine the impact that they are having on the City through their cell phones. Discussion ensued regarding the legality of tracking. **Mr. Hooper** asked that we check on the legal aspects of this. **Mr. Nee** said that he finds tracking creepy and the Convention Center should not participate in any way.

Ms. Adamo reported on definite bookings for the Convention Center that include Dream Big Gym, Gordon Food Service, Southern NE Ministry Network of the Assembly of God, NERVA Spikefest JVC Volleyball Boys Tournament and Altered Reality Entertainment. Ms. Adamo said that tentative bookings are Restore America's Estuaries, the Association of Energy Engineers, Eye Bank Association of America, Master Brewers Association of the Americas and the Libertarian National Convention. Ms. Adamo reported that the sales team had attended and exhibited at Connect NYC where they hosted 18 one on one appointments. The staff also traveled to Stowe, VT and Washington, DC. Ms. Adamo stated that the direct spend numbers for the RICC bookings was \$7,288,609.

Mr. Buonanno asked Mr. Schwartz to give an update the Board on activity at the VETS. Mr. Schwartz stated that May was a good month. Mr. Schwartz stated that Net Income for May was \$28,494 to budget and \$46,766 to the prior year. Year to date Net Income was \$11,532 to budget and \$55,252 to the prior year. Mr. Schwartz said that he is confident that the VETS will be profitable by the end of the year. Mr. Schwartz stated that Blue Cross held a corporate event at the theater that included a speaking program. He also said that Planned Parenthood has rented space for an event. would be using the building for a was Mr. Schwartz also announced that 14,000 elementary school children would descend on the facility this week. Mr. Schwartz reported on coming events. Mr. Schwartz reported that the metal detectors are installed and operational.

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 Net Income for the Convention Center for the month of May was \$177,358 to budget and \$54,158 to the prior year. Year to date Net Income was \$250,877 to budget and (\$670,612) to the prior year. Mr. Lepore commented that he thinks that the Convention Center will do a little better than budget.

Mr. Lepore reported that Net Income for the Dunk for the month of May was \$181,520 to budget and \$123,702 to the prior year. Year to date Net Income was \$661,272 to budget and \$1,314,707 to the prior year. Mr. Lepore said that Cheryl and Debbie have done a spectacular job reaching out to promoters. He said that the artists and promoters are having a good experience here and that is extremely important. Mr. Lepore said that we have made a great deal of headway this year. Mr. Lepore reported that PC is looking to get a major artist to appear at their late night madness. Mr. Lepore stated that WWE provides us with a lot of exposure. He noted that it is one event where food outsells beer.

Mr. McCarvill reported on the Authority and the Consolidated Financial Statements. He stated that the Authority's net income for the month of May was (\$13,854) to budget and \$4,748 to the prior year. Year to date net income was \$72,818 to budget and (\$221,127) to last year. **Mr.**

Hooper had some questions on the Authority's financials. Mr. McCarvill again explained that the Authority is responsible for PWCVB monthly contribution plus insurance coverage and Authority salary and wages. Mr. McCarvill stated that the negative variance to the prior period is due to the fact that we have little revenue absent any legal settlement and nothing is pending.

The Consolidated net income results for the month of May were \$373,518 to budget and \$229,374 to the prior year. Year to date consolidated net income was \$996,499 to budget and \$478,820 to the prior year. Mr. McCarvill stated that he thinks with the changes that have been made to our utility package and the increase in parking rates will get us close to a profit.

Discussion ensued regarding an event that was held in the Convention Center. Ms. Wilmouth reported that there were several issues and unfortunate occurrences during the event. She noted that this group required a significant amount of wifi and our internet went down for approximately 9 hours. Ms. Wilmouth reported that a standpipe in the garage burst and caused the electrical power to go out. Ms. Wilmouth stated that the customer did not feel that we were as attentive as we should have been. Ms. Wilmouth stated that we need to address many issues with our staff. She noted that the client also provided us with a list of what we did well. Ms. Wilmouth reported that by the time the event concluded the client was appeased and a refund was granted. We are hopeful that our relationship with this group can be repaired. **Mr. Nee** questioned who we have as an internet provider and why did it take so long to get us back up. Ms. Wilmouth answered that we use Cox and have a 5 year contract with Hospitality Network. Mr. McCarvill said that Cox should not have left us without coverage. We need a bullet proof system and someone should have been on site. Ms. Wilmouth stated that she will meet with Mr. Leach later to discuss what can be done.

Discussion ensued regarding the sports complex that was brought up at our last meeting. **Mr. Hooper** asked if we are thinking big enough. Mr. Cann said that we should wait to see what our consultants think. He said that SFA is a Nationally Recognized consultant and will advise us of the size and scope of the project. **Mr. MacDonald** asked why we are getting involved. Mr. McCarvill stated that it would free up space in the Convention Center for Trade Shows. Mr. Cann noted that sports tourism is 40% of today's market.

Mr. McCarvill reported that the 2019 Capital Projects are nearing completion and we are getting ready for the 2020 projects. He also noted that we are beginning to see some credits from our turbines and improvements in energy consumption.

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. Butler** and seconded by **Mr. Hooper** it was unanimously

VOTED: to adjourn at 10:45 AM