

RHODE ISLAND CONVENTION CENTER AUTHORITY
MEETING OF THE BOARD OF COMMISSIONERS
December 22, 2022

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 December 22, 2022, pursuant to notice which was posted at the Amica Mutual Pavilion, One LaSalle Square, Providence, RI and the RI Convention Center, One Sabin Street, Providence, RI.

Board members in attendance were Bernie Buonanno, George Nee, , Peter Mancini, Paul MacDonald, Patrick Butler, Tony Mendez and Jeff Hirsh.

Board members not in attendance were Peri Ann Aptaker, Ed Feldstein and Dale Venturini.

Others participating were Daniel McConaghy, Dana Peltier, Linda Maroun and Melissa Lasko O’Connor, Convention Center Authority; Dan Schwartz and Michael Gravison, VETS; Judy Ferreira, PPAC/VETS; Larry Lepore, and Cheryl Cohen, Convention Center and AMP; Kristen Adamo, PWCVB; Bruce Leach, Legal Counsel; Mike Crawley, Citrin Cooperman; and Eileen Smith, Recording Secretary.

Chairman Buonanno called the meeting to order at 10:00 AM and asked for approval of the minutes of the November Board meeting. Upon a motion made by **Mr. Butler** and seconded by **Mr. Nee** it was unanimously

VOTED: To approve the minutes of the November Board meeting.

Mr. Buonanno stated that the next item on the agenda is election of officers. **Mr. Buonanno** reminded the Board of the current slate of officers and asked if there would be any nominations to replace an officer. Hearing no new nominations, **Mr. Nee** asked for a vote to approve the sitting slate of officers which is **Bernard Buonanno, Chairman, George Nee, Vice Chairman, Paul MacDonald, Secretary and Jeffrey Hirsh, Treasurer.** It was unanimously

VOTED: to reelect the sitting slate of officers

Mr. McConaghy addressed the Board. He presented a letter outlining an agreement between RICCA and ASM Global. Mr. McConaghy stated that the letter addresses the terms, fees, incentives, the outstanding balances, reimbursable costs, manager and events. A matrix of the amounts due to/due from is attached to the letter. He said that ASM has been amicable to the settlement of these long-term outstanding issues. **Mr. Buonanno** asked for a motion to instruct our legal counsel to move forward drafting amendment #4 to our existing contract. Upon a motion duly made by **Mr. Hirsh** and seconded by **Mr. Butler** it was unanimously

VOTED: to instruct our legal counsel to move forward drafting amendment #4 to our existing contract.

Mr. Lepore reported that an RFP had been issued to for a full replacement and upgrade to the WiFi system/infrastructure at the Convention Center and AMP. He noted that two proposals

were received. Mr. Lepore stated that PMY was asked to evaluate the proposals and after review they recommended Boingo. Mr. Lepore noted that the Finance Committee voted to recommend Boingo to the full Board. **Mr. Buonanno** asked for a motion to approve Boingo as the firm to replace and upgrade the WiFi system at the AMP and the Convention Center. Upon a motion duly made by **Mr. Butler** and seconded by **Mr. MacDonald** it was unanimously

VOTED: to approve Boingo as the firm to replace and upgrade the WiFi system at the AMP and the Convention Center.

Mr. Lepore noted that Boingo will provide a full time consultant and the firm is used in major arenas.

Mr. McConaghy reported that an RFP for Owner Program Management services was issued. He stated that multiple projects within the RICAP and SFRF programs will be taking place. Mr. McConaghy noted that we received five proposals and we shortlisted three firms. During the interview process attended by **Mr. MacDonald** two firms were invited to participate. Mr. McConaghy said that based on the scoring matrix and the interview process Hill International was the choice. **Mr. Buonanno** asked for a motion to accept the Finance Committees recommendation to offer a contract to Hill International. Upon a motion duly made by **Mr. Hirsh** and seconded by **Mr. Butler** it was unanimously

VOTED: to accept the Finance Committees recommendation to offer a contract to Hill International.

Mr. MacDonald said that Hill appeared to be the most enthusiastic and energized. Mr. McConaghy noted that a full time person would occupy space in the Convention Center.

Mr. Buonanno asked Kristen Adamo to address the Board. Kristen reported that the City is going like gang busters. She said that the CVB is feeling good about the next several years and December is very strong. Ms. Adamo noted the inclusion of the monthly report in the Board package. Ms. Adamo was pleased to note that all Providence hotels approved of the TID. She continued that Warwick still needs some work.

Ms. Cohen presented the marketing report for the AMP. Ms. Cohen stated that we are going in a positive direction. She said that Disney on Ice is doing very well and will be a big hit during the Holiday School Vacation. Ms. Cohen noted that family shows remain strong. Ms. Cohen reported that New Edition goes on sale today. She also reported on the importance of the independent promoter to supply talent to the arena. Ms. Cohen reminded the Board that for our 50th Anniversary the year will be filled with 50 Acts of Kindness. She asked to be made aware of any special requests that are of importance to the Board. **Mr. MacDonald** suggested contacting the Community Action Program of Providence who are always doing good in the community.

Ms. Cohen continued with the marketing report for the Convention Center. She stated that the sales team is concentrating on the scientific and nursing communities. Ms. Cohen noted that the three large conventions in those fields went to contract this month.

Mr. Mendez asked if we are using dynamic pricing. Ms. Cohen stated that it is up to the promoter. She said that Disney uses it but the independents do not. **Mr. Mendez** asked if there have been many complaints. Cheryl answered that there are some but not many.

Mr. Buonanno asked about her experience working with Amica. Ms. Cohen stated that working with them has been great

Mr. Gravison reported on what is going on at the VETS. He presented the new event sales through June. Mr. Gravison stated that the VETS is seeing an exciting Holiday season Mr. Gravison reported that the Nutcracker is great for the VETS and will run until December 24th with many school children getting the opportunity to attend. Mr. Gravison reported that Straight No Chaser is sold out and the philharmonic is doing well. Mr. Gravison stated that it has been a busy month at the VETS.

Mr. Schwartz presented the financial statements for the VETS. He noted that the KLR Audit is complete and we should see the SVOG funds in a few days. Mr. Schwartz stated that the negative variance in event income is the result of The Illusionists not doing as well as expected. Shows scheduled during the week are difficult to fill the theater. Mr. Schwartz reported that several shows had strong bar sales which pushed food and beverage sales to be better than budget. Mr. Schwartz reported that the upcoming year will have more graduations, dance recitals and dance competitions. He stated that we will have many young people. (Financial Statements attached)

Mr. Lepore reported on the financial statements for the Convention Center, AMP and Clifford Street Garage. Mr. Lepore stated that in November there were three events that were budgeted that did not take place. Direct event income was better than budget as a result of event expenses being lower. Mr. Lepore stated that parking is less than budget because there are not as many employees working in the City. Event parking is good. Mr. Lepore reported that indirect expenses are higher due to an increase in maintenance agreements, fuel costs and professional fees. Mr. Lepore stated that it has become an issue getting people to work part time and the cost of overtime is having an impact.

Mr. Lepore reported that there were two events budgeted at the AMP that did not occur in November but will take place in December. Mr. Lepore stated that the Sebastian Maniscalco concert was a sellout. Mr. Lepore said that the AMP is doing well but December will be better. Mr. Lepore noted that we are still having condensation issues in the building. This was followed by a lengthy discussion on the reasons for the condensation.

Mr. Lepore continued and stated that Clifford Street continues to be a great story. He said that we are better than budget in all categories.

Mr. Lepore announced that the Governor's inauguration would be held at the Convention Center this year.

Mr. McConaghy reported on the Authority and the consolidated financial statements. Mr. McConaghy noted that we are still looking to hire a finance person.

Mr. Crawley presented the October Statement of Net Position, Advanced Deposit Funding, Accounts Payable Aging and Accounts Receivable. Mr. Crawley stated that the SVOG money still has not been transferred to a Webster Account because the PPAC audit is ongoing.

Mr. Buonanno asked for a motion to convene in Executive Session according to R.I. General Laws 42-46-5(a)(1) as to a discussion of a personnel matter.

- Review of Proposed Bonuses for ASM employees for 2022

A motion was made by **Mr. Butler** seconded by **Mr. Mancini** and by a roll call vote Executive Session according to R.I. General Laws 42-46-5(a)(1) convened at 11:20 AM.

Vote:

Patrick Butler – yes

Jeffrey Hirsh - yes

Paul MacDonald, yes

Peter Mancini – yes

George Nee - yes

Bernie Buonanno – yes

Tony Mendez - yes

The Board reconvened in open session at 11:30 AM. **Mr. Buonanno** reported that no votes were taken in executive session.

Mr. Butler moved to seal the minutes of Executive Session seconded by **Mr. Nee** the motion was unanimously

VOTED: to seal the minutes of Executive Closed Session

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

VOTED: to adjourn at 11:31 PM

Mr. Buonanno wished everyone a Merry Christmas