RHODE ISLAND CONVENTION CENTER AUTHORITY
FINANCE COMMITTEE MEETING
THURSDAY, JUNE 25, 2026 AT 11:00 AM

A meeting of the Finance Committee of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority" "the CCA" or the "Board" was held on June 25, 2026. The meeting was held in the McCarvill Boardroom, Second Floor, Rhode Island Convention Center, pursuant to notice at the Rhode Island Convention Center, One Sabin Street, Providence, RI and the Amica Mutual Pavilion, One LaSalle Square, Providence, RI.

Board members in attendance were Ernest Almonte, Jeffrey Hirsh, Paul MacDonald, Peter Mancini, Carol Lombardi, Diony Garcia, Esq., and Farouk Rajab

Board members unable to attend included George Nee, Oscar Vargas, Jennifer Goodrich Coia, Esq., and Sarah Bratko.

Others participating were Daniel McConaghy, Dana Peltier and Melissa O'Connor, Convention Center Authority; Dan Schwartz, Mike Gravison, and Judy Ferreira, The VETS; Lawrence Lepore, Cheryl Cohen, Becca Ponder, and Tim Sullivan RI Convention Center and AMP; Michael Crawley, Citrin Cooperman; Bruce Leach, Legal Counsel; and Debra Polselli, Recording Secretary.

1. <u>Call to Order</u>

   Mr. Hirsh called the meeting to order at 11:05 a.m.

2. <u>Announcement of Next Meeting Date</u>

   Mr. Hirsh stated that the next meeting will take place on Thursday, July 30, 2026 at 11:00 a.m.

3. <u>Approval of May 2026 Finance Committee Meeting Minutes</u>

   Mr. Hirsh requested a motion to approve the May 2026 Finance Committee Meeting Minutes. Upon a motion from **Mr. MacDonald**, which was seconded by **Mr. Mancini,** it was unanimously

   VOTED: to approve the minutes of the May Finance Committee meeting.

   Mr. Hirsh welcomed Mr. Rajab as the newest member of the Board and asked him to tell those present a little about himself. **Mr. Rajab** stated that he is currently the President of the Rhode Island Hospitality Association and was previously General Manager at the Providence Marriott. He stated that he has worked in Providence for ten (10) years and serves on the Board for the Convention & Visitors Bureau as well as the Providence Tourism Council and is also a member of the RI Commodores. He stated that he spent 30 years with Marriott and has been on the development side of things from site selection, construction, and opening new hotels. He stated that he is very familiar with Providence and is happy to join this Board and contribute to the operation of the RICCA. **Mr. Hirsh** stated that they were happy to have him and the members present all introduced themselves and welcomed him aboard.

4. Finance (Month of May 2026)
   a. The VETS – Dan Schwartz

Mr. Schwartz reviewed the May 2026 Income Statement, Executive Summary, and Event Listing (see attached) for The VETS. He stated that month of May had a lot of strong events, mentioning the Herb Albert show, which was incredible and a once in a lifetime event for those in attendance. He stated that it was a new promoter who loved the building and staff and he hoped to do more business with them in the future. He reported that Sesame Street Live returned for its second year and had some great numbers. He stated that he expects to come in a little better than budget at $240k rather than the $266k projected loss. Mr. McConaghy asked if they were down in family shows, and Mr. Schwartz replied that Sesame Street Live is one day with two (2) shows and they have not had any long run family shows since Bluey two (2) years ago, which will be returning in January with four (4) performances. He reported that they are working on another popular family show which is close to the finish line for 2027.

He concluded his report by stating that as they have discussed over the last several months that the concert industry continues to be very challenging and they have had some struggles and some huge wins, but they are getting through it and will continue to keep pushing forward.

b. Rhode Island Convention Center – Lawrence Lepore

Mr. Lepore reviewed the May 2026 Income Statements, Executive Summaries, and Event Listings (see attached) for the RICC. He stated that the Convention Center continues to be strong. He stated that they originally budgeted a small loss of $43k for the month and instead there was a profit of $211k. He stated YTD they budgeted a $179k profit and they are currently at a profit of $847k. He stated that the annual budget projected a profit of $338k and right now it is at $1.185k. He stated that what is more impressive is that at the beginning of the year they took 6-7 weeks off the calendar for FIFA and there were a lot of last-minute bookings that made them better than budget. He noted that getting Pfizer back at the last minute was really good for the Convention Center. He further noted that parking and food and beverage is making a big difference to the overall operation. **Mr. Hirsh** questioned a comparison to last year, and Mr. Lepore replied that they are tracking business a lot better and food and beverage is up a lot. Ms. Ponder commented that the last minute Pfizer booking, which was only two (2) days generated $200k in food and beverage. **Chairman Almonte** asked what can be done to have Fall bookings like the Spring bookings, and Ms. Ponder replied that the Fall is good for conventions and September and October is very busy. She stated that they are shifting their calendar and moving some small and less valuable business to open weeks at a less busy time. **Chairman Almonte** asked what types of things other venues are doing that they should go after, and Mr. Lepore replied that there is a lot of trade show business in March and April, specifically shows that are geared toward warmer weather like Turfgrass who wants to have their trade show just prior to golf season. He noted the same holds true for JLC Live, which is geared towards construction with a lot of construction projects taking place in the warmer months. Mr. Lepore further stated that they have talked about business in Quonset Point and aeronautics but have not explored it yet but intend to do so. **Chairman Almonte** offered his help in exploring that more. **Mr. Rajab** asked if the Pfizer was a proactive or reactive booking, and Ms. Ponder replied that they have been working with Jonathan Walker at the CVB and something happened with Pfizer where they were originally booked because they do not typically book six (6) months out and it was between two (2) cities in Florida, Connecticut, and Providence and they ended up choosing Providence. **Mr. Rajab** asked if they were incentivized to book Providence, and Ms. Ponder replied no and they have an existing relationship with the Omni Hotel, which pushed it towards Providence.

c. Amica Mutual Pavilion – Lawrence Lepore

Mr. Lepore reviewed the May 2026 Income Statements, Executive Summaries, and Event Listings (see attached) for the AMP. He stated that they expected a profit of $147k for the month and did $67k. He stated YTD there was an expected loss of $433k, which ended at a $855k loss. He stated that the annual budget projected a loss of $508k and will end with a loss of $900k. He stated that it has been their focus on how to turn things around at the AMP. He stated they have done a lot of proactive things already with a new agreement with Sportservice. He stated that there are a lot of production expenses that are incurred for hockey and basketball games that need to be buttoned up. He commented that he hopes Providence College will bounce back from a bad year last year. He stated that the AMP was down $300k in food and beverage and attendance was down by 30k people. He stated that they are continuing to pay attention to the concert business and mentioned the new promoter rep with Live Nation who he has had a long term relationship with and they are really focused on trying to get as much content as possible. He noted one of the challenges is that the Providence Bruins' success affords them preferred weekend dates and it is a balancing act when it comes to date availability. He stated that he thinks changes in the revised budget will get the AMP back on track.

d. Innovation District Garage – Lawrence Lepore

Mr. Lepore reviewed the May 2026 Income Statements, Executive Summaries, and Event Listings (see attached) for the IDG. He stated that the garage continues to perform well and better than expected. He stated that they set the bar higher with a profit of $2.5 million and they are currently at $2.8 million. He stated that business and the amount of monthlies from residences in the area is a significant number. He further reported that they have experienced gate damage on Fridays and Saturdays when the clubs close. He stated they have excellent video coverage of people knowing that it is a weighted gate and they cannot afford to pay the $25 so they break the gate to exit without paying. **Mr. MacDonald** asked if there were any staff present and Mr. Sullivan replied no and that they would need two (2) people all night. **Mr. MacDonald** then questioned credit card fees and Ms. O'Connor stated that credit card companies charge us a fee so we in turn charge the consumer for that cost. **Mr. MacDonald** commented that there is legislation at the State House to eliminate credit card fees. **Mr. Hirsh** asked **Mr. Rajab** if he knew how many restaurants are charging back credit card fees, and **Mr. Rajab** replied that it is a low percentage, but legislation has been introduced this year. He went on to explain about paying credit card fees on the actual transaction and not taxes and tips noting also that it is against the law to charge credit card fees on debit cards. He stated that it is a big conversation, and **Chairman Almonte** commented that it will be a tough bill to get passed at the State House. **Mr. Rajab** commented that this is big push back from the banks and the average percentage in the US is four (4) times higher than Canada and three (3) times higher than Europe.

e. Authority and Consolidated – Dan McConaghy

Mr. McConaghy reviewed the May 2026 Income Statement and Consolidated Income Statement (see attached) for the Authority. He stated that the Authority is $107k better than budget, and on the consolidated financials they are still tracking despite all the challenges that have been described. He stated that they are looking at a net profit of $1.2 million for the year. Still showing profit. **Mr. Hirsh** then brought the economic impact entry to the attention of **Mr. Rajab** so he could see the impact of our venues.

5. Consultant's Report (Month of May 2026) – Mike Crawley
   a. Statement of Net Position
   b. Advanced Deposit Funding
   c. Accounts Payable Aging
   d. Accounts Receivable Aging

Mr. Crawley reviewed the balance sheets, advance deposits, and aging reports for the month of May (see attached). He stated that there are no significant changes and there is plenty of cash, even with the inclusion of the pay off of the 2021 A1 Bonds. He noted that it is the lowest debt has ever been. He stated that next year is the last year of the next bond due to mature debt service over $21 million. **Mr. MacDonald** asked if they were going to burn the mortgage and Mr. Crawley replied that the last debt service payment will be next May, which will eliminate the debt service at the Convention Center. He noted that financially they are in good shape reviewing the advance deposit funding. **Chairman Almonte** asked if we had any idea how much interest they make on these funds, and Mr. Crawley replied that the interest rate is very low and any time they have the conversation with the banks, they are told we need $15 million but they will continue their talks to get a better interest rate. Mr. Crawley then reviewed the RICC account receivables noting the US Association of Cider Makers, and Ms. Ponder stated that their bill was paid in advance, but the outstanding balance represents food and beverage that was ordered on site. She stated that this rarely happens, and Mr. Lepore stated that they are making changes to the prebill process. Ms. Ponder further stated that they made a $100 payment in good faith because they are being absorbed by the Brewers Association and they are researching the correct contact person at the Brewers Association that will handle this outstanding balance.

6. Executive Director's Report
   a. Review and Consideration of the Revised FY27 Budget

Mr. McConaghy stated that every June the Authority revises the upcoming year's budget. He stated that a lot of energy and effort were put into working on a revised budget with everyone. Mr. Schwartz then addressed the Committee relative to the revised budget at The VETS. He stated that concerts have really changed and shows that always did well are not doing as well as they have in the past. He stated that these shows want more money and in order to give them more money they would have to almost double the ticket price, and they choose to pass on a show because they know the market cannot bear the increase in ticket prices. He stated that shows currently on sale are 60%-70% sold. He stated that they have scaled back on dance competitions and family shows continue to do well because people will spend money on their kids and those shows have a good price point. He mentioned that concessions and parking have increased and noted that most people park in the mall garage. Mr. Lepore then discussed the revised budget for the Convention Center stating that the revised budget reflects a $1.1 million profit on the rolling forecast for FY26 and a revised budget FY27 with a $779k profit. Mr. McConaghy noted that it is a tempered budget. Mr. Lepore stated that food and beverage is driving a lot of money to the bottom line and the new bar has made a significant difference. He then stated that there is no significant difference for the IDG's revised FY27 budget. He then stated that the AMP's revised budget is going from a $904k loss in the rolling forecast FY26 to a $51k loss in the revised FY27 budget. He stated that there are management issues that need to be addressed, as well as staffing issues and a closer look at production costs related to hockey and basketball games. He stated that they are focused on what needs to be done. Mr. McConaghy addressed the Committee to the Authority's revised budget and stated that they have taken a conservative approach noting that there were salary and wage increases contained in the revised budget. He noted that the consolidated budget was $1.5 million FY26 rolling forecast versus $1.1 million in the revised FY27 budget mentioning that the economic impact on the revised budget is $312 million. **Chairman Almonte** then took a moment to explain to Mr. Rajab how the economic impact is determined noting that the study is done every five (5) years with direct spend in restaurants, hotels, etc. He stated that for every dollar the Complex generates there is a $7 return.

With there being no further discussion, **Mr. Hirsh** requested a motion to accept the revised FY27 budget and have it presented to the full Board for approval. Upon a motion from **Mr. MacDonald**, which was seconded by **Mr. Mancini,** it was unanimously

VOTED: to accept the revised FY27 budget and have it presented to the full Board for approval.

b. Executive Session pursuant to RI General Laws Sections 42-46-5(a)(1) regarding Executive Director's Contract Renewal

Mr. Hirsh requested a motion to adjourn into Executive Session pursuant to RI General Laws Sections 42-46-5 (a)(1) regarding the Executive Director's contract renewal. Attorney Leach noted for the record that Mr. McConaghy was given the option to have the discussion about his contract renewal in either Open Session or Executive Session, and he chose Executive Session.

Upon a motion made by **Chairman Almonte**, which was seconded by **Mr. MacDonald**, a roll call vote was taken:

Chairman Almonte	Aye
Mr. Hirsh	Aye
Mr. MacDonald	Aye
Mr. Mancini	Aye
Ms. Lombardi	Aye
Mr. Garcia	Aye
Mr. Rajab	Aye

With the roll call vote being unanimous, the Committee members adjourned into Executive Session at 12:32 p.m.

Mr. Hirsh requested a motion to reconvene into Open Session. Upon a motion from **Chairman Almonte**, which was seconded by **Mr. Garcia,** it was unanimously

VOTED: to reconvene into Open Session.

With the vote being unanimous, the Committee reconvened into Open Session at 12:45 p.m.

Mr. Hirsh requested a motion to recommend to the Board that the employee contract with Mr. McConaghy that was presented be approved. Upon a motion from **Mr. MacDonald**, which was seconded by **Mr. Mancini**, it was unanimously

VOTED: to recommend the employee contract with Mr. McConaghy to the Board.

Mr. Hirsh requested a motion to close and seal the minutes of the Executive Session. Upon a motion from **Mr. MacDonald**, which was seconded by **Mr. Mancini,** it was unanimously

VOTED: to close and seal the minutes of the Executive Session.

7. Other or New Business

There was no Other or New Business to be discussed by the Committee.

8. Adjournment

Mr. Hirsh asked for a motion to adjourn. Upon a motion duly made by **Mr. Mancini**, which was seconded by **Ms. Lombardi**, it was unanimously

VOTED: to adjourn at 12:46 a.m.