

THE RHODE ISLAND CONVENTION CENTER AUTHORITY
FINANCE COMMITTEE MEETING

March 28, 2023

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 March 28, 2023. The meeting was held in the James McCarvill Boardroom, Second Floor, Rhode Island Convention Center, pursuant to notice, at the Rhode Island Convention Center, One Sabin Street, Providence, RI 02903 and the AMP, One LaSalle Square, Providence, Rhode Island.

Board members participating were Jeffrey Hirsh, Peter Mancini, Paul MacDonald, Patrick Butler and Edward Feldstein.

Also in attendance were Dan McConaghy, Dana Peltier, Linda Maroun and Melissa Lasko O'Connor, RI Convention Center Authority; Dan Schwartz, Vets; Judy Ferriera, PFM; Larry Lepore, Rhode Island Convention Center and AMP; Michael Crawley, Citrin Cooperman; Ernie Almonte, candidate for Commissioner, Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

Mr. Hirsh called the meeting to order at 10:35 AM. He asked for approval of the February Finance Committee meeting minutes. Upon a motion duly made by Mr. Butler and seconded by Mr. Mancini it was unanimously

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

Mr. Hirsh announced that the next meeting date would be April 25, 2023.

Mr. Hirsh asked Mr. Schwartz to report on the financial statements of the Vets. Mr. Schwartz reported that there is a lot of great stuff coming to the Vets. Event income was down because we had one less dance competition than budgeted. With one less event, that led to parking being down as well. Mr. Schwartz stated that they are working on the revised budget which is looking good with some really strong shows. Mr. Schwartz said that we announced Jim Jefferies for August and we will have a great concert to announce for July. He reminded the Committee that the Theater was closed last Summer for seat replacement. (Financial Statements attached)

Mr. Lepore reported on the February financial statements for the Convention Center, AMP and Clifford Street Garage. Mr. Lepore stated that in February the Convention Center had an operating loss. Mr. Lepore stated that at the end of the fiscal year we will see a \$700,000 decrease in parking. He stated that monthly parking is not coming back and that issue will be discussed in the Marketing Committee meeting. Mr. Hirsh asked if we had any opportunity with Hasbro. Mr. Lepore stated that Hasbro employees are not returning to the office anytime soon.

Mr. Lepore reported that the good news is that the AMP is doing very well. He said that this is a good story and we have to keep it going. Events such as Harlem Globetrotters, Jeff Dunham and Monster Jam all had higher attendance than anticipated. The success of PC and P Bruins attributed to higher attendance and more profitable Food & Beverage. Mr. Lepore noted that indirect expenses were lower than budget due to accumulated electricity credits. Mr. Butler asked about credits that we receive from the turbines. Mr. McConaghy said that we get too many credits. Mr. Lepore reported that once again we will lose money on the P Bruins playoffs. Discussion ensued regarding the P. Bruins. Mr. Lepore stated that other facilities would scoop up the franchise in a heartbeat if we were to give it up.

Mr. Lepore continued and stated that Clifford Street continues to be a great story. He stated that they are doing more transient parking than expected. Mr. Lepore stated that many future opportunities exist for the garage. (Financial statements attached)

Mr. McConaghy reported on the Authority and the consolidated financial statements. He stated that the settlement with ASM has cleaned up items that have been around for several years. Mr. McConaghy said that all in all this is a positive report.

Mr. Crawley presented the February Statement of Net Position, Advanced Deposit Funding, Accounts Payable Aging and Accounts Receivable. Discussion ensued regarding Advanced Deposit Funding for the facilities and noted that we are in an enviable position. Aged accounts receivable contains an amount that was a check written that did not clear. Partial payment has been received and attempts are being made to secure that balance. (Financial statements attached)

Mr. Lepore said that we are having a major issue with labor. The people that are getting are not the quality individuals that we are accustomed to. Mr. MacDonald noted that this is not exclusive to the Convention Center. Mr. Lepore said that we need to find a way to resolve it. Mr. MacDonald said that he would get the right people together to see if this can be resolved. A major contributor is the amount of road work that is ongoing.

Mr. McConaghy presented a review and consideration for award for the Finance Committee to review for recommendation to the Board on Thursday. A report is included in the package for renovation of the 5th floor. Mr. McConaghy said that the 4 proposals were received and 2 were shortlisted based on experience and price. DBVW/Odell and ZDS/Populous were interviewed. Mr. MacDonald said that in his estimation ZDS made a much better impression. Mr. Lepore and Mr. McConaghy concurred. Upon a motion duly made by Mr. Butler and seconded by Mr. Hirsh it was unanimously

VOTED: to recommend to the Board ZDS/Populous to renovate the fifth level of the Convention Center.

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

- Employment Agreement between The Rhode Island Convention Center Authority and Daniel P. McConaghy

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 11:45 AM. At this time Ms. Venturini arrived.

Vote:

Patrick Butler – yes
Jeffrey Hirsh - yes
Paul MacDonald, yes
Peter Mancini – yes
Tony Mendez – yes
Dale Venturini - yes

The Board reconvened in open session at 12:01PM. Mr. Hirsh reported that a vote was taken in Executive Session to recommend renewal of Mr. McConaghy’s contract for a three year period.

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

VOTED: to seal the minutes of Executive Closed Session

Mr. Hirsh 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 12:05 PM