RHODE ISLAND CONVENTION CENTER AUTHORITY
FINANCE COMMITTEE MEETING
THURSDAY, OCTOBER 29, 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 October 29, 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 George Nee, Farouk Rajab, Peter Mancini, and Carol Lombardi

Board members unable to attend included Ernest Almonte, Paul MacDonald, Jeffrey Hirsh, Jennifer Goodrich Coia, Esq., Oscar Vargas, Diony Garcia, Esq., and Sarah Bratko.

Others participating were Daniel McConaghy, Dana Peltier, and Melissa O'Connor Convention Center Authority; Dan Schwartz, Judy Ferreira, and Jillian Robillard 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. Call to Order

Vice Chairman Nee called the meeting to order at 11:02 a.m.

2. Announcement of Next Meeting Date

Vice Chairman Nee stated that the next meeting will take place on Tuesday, November 24, 2026 at 11:00 a.m.

3. Approval of September 2026 Finance Committee Meeting Minutes

Vice Chairman Nee requested a motion to approve the September 2026 Finance Committee Meeting Minutes. Upon a motion from **Mr. Mancini**, which was seconded by **Mr. Rajab,** it was unanimously

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

4. Finance (Months of August and September 2026)
    a. The VETS – Dan Schwartz

Mr. Schwartz reviewed the September 2026 Income Statement, Executive Summary, and Event Listing (see attached) for The VETS. He stated that the total revenue for the month of September was $118k with a period variance loss of $353k. He noted that they were almost $320k down for events stating that as mentioned previously that this Fall the touring industry as a whole continues to be challenging with some shows hitting it out of the park and some shows struggling. He stated that their biggest setback was just the way the shows fell. He reported that eight (8) shows confirmed for January versus two (2). He stated all in all revenue wise they are about $350k behind but $286k better in expenses because they did not have the events. He stated that they will continue to monitor expenses, but expenses are increasing. He noted that they are $45k behind budget for the year but that it will all balance out by year end. **Mr. Rajab** asked who oversees sales at The Vets, and Mr. Schwartz replied that PFM has a booking office of 5 people who are on weekly calls with agents and they are always looking at routing. **Mr. Rajab** asked if they are booking proactively or reactively or 50/50 and Mr. Schwartz replied that it was close and that they are not afraid to go after shows. He stated that some venues are unable to enter into a co pro situation and wait for their phone to ring, but they go after shows all the time. He noted that this year they are being more strategic because if an artist's guarantee is too expensive, it will make the ticket prices too expensive for patrons so they will pass on the show because the market cannot bear high ticket prices in this economy. They know enough that they cannot put that burden on customers because they will just not come to the show if they cannot afford it. He stated that the booking team's job is to seek out opportunities.

b. Rhode Island Convention Center – Lawrence Lepore

Mr. Lepore reviewed the September 2026 Income Statements, Executive Summaries, and Event Listings (see attached) for the RICC. He stated that there was a budgeted loss of $185k and the actual was a loss of $417k, however, he stated that there were two (2) conferences budgeted in September that took place in October so there will be a big swing next month. He stated that everything is in good shape. Mr. McConaghy noted that in years past the Authority would need to take a loan from the State to cover cash flow for the first few months of the fiscal year in the range of $2-$2.5 million, which would be paid back but they have not had to do that in the past few years because of cash management and windfalls from the COVID years. Mr. Lepore stated that the Convention Center has done a great job picking up short term business and they are still projecting an $800k profit at the end of the year.

c. Amica Mutual Pavilion – Lawrence Lepore

Mr. Lepore reviewed the September 2026 Income Statements, Executive Summaries, and Event Listings (see attached) for the AMP. He stated that they budgeted for a loss of $112k but had a loss of $278k for the month of September. He stated that they are projecting a year to date loss of $729k. He noted that Hot Wheels was the main driver for the month and the show did well. He further noted that contract negotiations with Providence College and the Upshot League were just about done. He commented that concert tours this year were at the lowest point with there being big stadium acts in the area. **Vice Chairman Nee** questioned if other OVG buildings are experiencing the same, and Mr. Lepore replied yes. Mr. McConaghy noted that several artists are taking up residencies and then there are artists like Noah Kahan that go from zero to 100 performing at stadiums before even going to arenas. Mr. Lepore mentioned that the AMP is driven by how well Providence College does and he remains hopeful this season.

d. Innovation District Garage – Lawrence Lepore

Mr. Lepore reviewed the September 2026 Income Statements, Executive Summaries, and Event Listings (see attached) for the IDG. He stated that they budgeted a profit of $220k and it was actually a profit of $229k for the month of September. He stated that they budgeted a year to date a profit of $617k and the actual is $630k. He stated it is expected to close the year close to $3 million. **Vice Chairman N**ee asked if there were any questions, and **Mr. Rajab** questioned if direct expenses are the control expenses and those are the ones that go up and down based on revenue going up and down. Mr. McConaghy replied and stated that direct expenses are associated with a show. **Mr. Rajab** then questioned if the OVG management fee is a percentage of income, and Mr. McConaghy replied that there is a formula associated with the management fee. **Mr. Rajab** asked if the incentive is on the up and not the down, and Mr. McConaghy replied that we do not pay the management fee until the end of the year. **Mr. Rajab** asked if it was an accrual and Mr. Crawley replied yes. **Mr. Rajab** then questioned wages at the IDG and the increase to $31k from $21k on the budget and Ms. O'Connor replied that there were wage increases. Mr. McConaghy stated that they would look into that and report back on that item.

e. Authority and Consolidated – Dan McConaghy

Mr. McConaghy reviewed the September 2026 Income Statement and Consolidated Income Statement (see attached) for the Authority. He stated that September was a solid month and expenses came in under for the month. He noted that the forecast does not reflect a lot of movement in Authority expenses. He reported that the consolidated report shows a $1.4 million profit versus $1.5 million. He stated that they are always keeping an eye on the economic impact of the venues and it continues to track well at a projected $316 million.

5. <u>Consultant's Report (Months of August and September 2026) – Mike Crawley</u>
   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 September (see attached). He stated that there continues to be no significant changes in line items or unusual events. He reviewed current ratios which are still exceptional, as well as advance deposit funding at all three venues. He then reported on accounts payables noting that timely payments are being made overall and then reviewed accounts receivables. **Mr. Rajab** questioned the standard operating procedure as it relates to accounts receivables, and Mr. Crawley replied that receivables are evaluated every year. Ms. Ponder mentioned that moving forward the Convention Center will collect an additional five percent (5%) that is prepaid by events to hopefully prevent any receivable after an event is over. **Mr. Rajab** questioned how long we would keep a liability on the books before writing it off, and Mr. Crawley replied that when it is determined that it is more trouble than its worth, a liability will be written off. He noted that receivables are looked at every month.

6. Executive Director's Report – Dan McConaghy

a. Review and Consideration of the RICC-AMP Security Technical Consultant

Mr. McConaghy reviewed the hiring of a security technical consultant for the RICC and AMP (see attached). He stated that the Board approved researching the hiring of a security technical consultant to assess the existing conditions at the RICC and the AMP. He reported that this project may cost upwards of $2 million. He further reported that an RFP was issued on August 19 and two (2) proposals were received from two (2) firms on September 24 – Prevent Advisors (Denver, CO) and GHT (Norwell, MA). He stated that the bid from Prevent Advisors came in at $140k and GHT came in at $310k. He stated that Prevent Advisors is a subsidy of OVG and has experience at arenas, convention centers, stadiums, ballparks, and has worked with all major sports leagues. He stated that we are lucky that OVG has this resource available in house to help us navigate this important project. **Vice Chairman Nee** questioned the timeframe for this project's completion, and Mr. McConaghy replied that they will begin the design phase in January, which will run through May and then start planning after the design is complete. **Vice Chairman Nee** asked how long, and Mr. McConaghy replied approximately 4-6 months noting that the buildings are secure but not as much as we would like them to be.

With there being no further discussion, **Vice Chairman Nee** requested a motion to recommend Prevent Advisors to the Board at its next meeting. Upon a motion from **Mr. Mancini**, which was seconded by **Ms. Lombardi**, it was unanimously

VOTED: that the Finance Committee recommends securing Prevent Advisors to the Board as the Authority's Security Technical Consultants.

b. Review and Consideration of the FY28 Proposed Budget

Mr. McConaghy reviewed the FY28 Proposed Budget (see attached). He reported that the State required the Authority to submit its FY28 budget by October 23, but he was able to get an extension to line it up with this month's Finance Committee meeting. He reported that FY28 is pretty steady with FY27 and the FY28 budget before them will not be the final FY28 budget. He stated that they will go through it in May/June 2027 when more information about events will be available. Mr. Schwartz reported that they expect a few more events in FY28 than in FY27 and hoped to be consistent with this coming year even though expenses are increasing in every department. Mr. Lepore reported that they kept revenue and direct expenses consistent at the RICC, but they do anticipate increases in insurance and utilities. He then reported that it will be similar story at the AMP, improving a little with the addition of a new women's basketball team. He stated that they increased revenues slightly at the IDG for FY28. Mr. McConaghy reported on debt service and interest related expenses for the Authority. He stated that they are submitting this budget going through an expansion and they will re-up our debt service to cover the expansion. Mr. Crawley then reported that the last page of the packet is what is submitted to the State in the format they require that shows FY25 actual, FY26 actual, FY27 revised, and FY28 proposed.

With there being no further discussion, **Vice Chairman Nee** requested a motion to approve the submission of the FY28 proposed budget, as presented, to the State. Upon a motion from **Mr. Mancini**, which was seconded by **Ms. Lombardi**, it was unanimously

VOTED: to approve the submission of the FY28 proposed budget, as presented, to the State.

7. Other or New Business

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

8. Adjournment

With there being no other or new business to be discussed by the Committee, **Vice Chairman Nee** asked for a motion to adjourn. Upon a motion duly made by **Mr. Rajab**, which was seconded by **Mr. Mancini**, it was unanimously

VOTED: to adjourn at 11:55 a.m.