

THE RHODE ISLAND CONVENTION CENTER AUTHORITY
404th MEETING OF THE
BOARD OF COMMISSIONERS
February 26, 2016

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 February 26, 2016, pursuant to notice, at the Rhode Island Convention Center, One LaSalle Square, Providence, Rhode Island.

Board members present were Chairman Bernie Buonanno, Dale Venturini, Patrick Butler, Stan Israel, Paul MacDonald, Tony Mendez, John Hooper and Jeff Hirsh.

Joe DeLorenzo and Letitia Carter (retired but not yet replaced) were not in attendance.

Also present were James P. McCarvill, Executive Director, Rhode Island Convention Center Authority; Larry Lepore, John McGinn, Kathy Masino, Amanda Wilmouth, Pamela Bacon, and Cheryl Cohen, Jim Demers from the complex; Alan Chille, PFM; Michael Gravison and Dan Schwartz, the VETS; Martha Sheridan, PWCVB; Ray Keough, Keough Construction; Michael Holmes, Carpenters Union; Chantale Sarrasin, House Finance Office; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary

Mr. Buonanno called the meeting to order at the meeting at 9:05 AM. **Mr. Buonanno** asked for a motion to approve the minutes of the January Board Meeting. Upon a motion duly made by **Mr. MacDonald** and seconded by **Mr. Nee** it was unanimously

VOTED: to approve the minutes of the January Board meeting.

Mr. Buonanno asked Mr. McCarvill to present the financial information for the month of January. Mr. McCarvill presented the financial statements. He reported that Ms. Bacon has been short-handed but continues to work on a more easily read presentation of the financials. Mr. McCarvill stated that for the month of January the Convention Center's net income was (\$48,559) to budget and \$66,066 to the prior year. Mr. McCarvill stated that year to date the Convention Center's net income was \$716,673 to budget and \$1,771,410 to the previous year. Mr. McCarvill stated that he expects this to be a good year. Mr. McCarvill continued with the Income Statement for the Dunk. He said that for the month of January the Dunkin' Donuts Center's net income variance was (\$29,895) to budget and \$214,353 to the prior year. Mr. McCarvill reported that year to date net income for the Dunk was \$149,742 to budget and (\$203,925) to the prior year. Mr. McCarvill reported that for the month of January the VETS net income variance was (\$38,984) to budget and (\$32,605) to the prior year. Mr. McCarvill said that year to date net income for the VETS was (\$140,706) to budget and \$28,596 to the previous year. Mr. McCarvill reported that the Convention Center Authority's net income variance for the month of January was \$23,159 to budget and (\$16,682) to the prior year. Year to date net

income for the Authority was \$108,686 to budget and a variance of \$39,934 to the prior year. Mr. McCarvill said that consolidated net income variance for the month of January was (\$92,279) to budget and \$231,132 to the prior year. Consolidated net income for the year was \$834,394 to budget and a variance of \$1,631,009 to the prior year.

Mr. McCarvill noted that July, August and September of last year were barren. He stated that this year looks like it will be much better. **Ms. Venturini** questioned the amount budgeted for Food & Beverage for the month. Ms. Bacon stated that there are fewer catering events in January but some expenses remain constant. Mr. McCarvill noted that we are going into budget preparation and all these questions will be taken into consideration. **Mr. Nee** asked the difference between variable and direct expense. It was explained that direct expense could be charged to an event whereas variable is overhead to keep the building open.

Mr. Butler asked about hotel parking. Mr. McCarvill said that the hotel leases P1 for their parking and we have a very good relationship. **Mr. Nee** reminded the Board that we are a catalyst for the community. **Mr. Israel** asked why when we have the event rate in place does transient go away. Mr. McCarvill noted that Mr. Sepe did an analysis and the event rate works.

Mr. Buonanno questioned facility fees. Ms. Bacon answered that not all tenants pay the same rate and that the amount on the financial statement is the actual drop count.

Mr. McCarvill asked what the Board expects of the financial statements. **Mr. Hooper** said he would like a better understanding of the profitability or loss of an event. He said perhaps an analysis of Live Nation events or are single or double dates more profitable.

Discussion continued regarding the financial presentation. **Ms. Venturini** asked if we should concentrate more on a quarterly report rather than monthly.

Mr. Buonanno asked for a motion to accept the financial report as presented. Upon a motion duly made by **Mr. MacDonald** and seconded by **Mr. Hooper** it was unanimously

VOTED: to accept the financial report as presented.

Mr. Keough reported that a decision has been made to concentrate on a 1,250 space garage. Mr. Keough reported that Walker Consultants had been given the go ahead to begin the schematic design which is expected to take approximately three months to complete. Mr. Keough noted that the court will be contacted to discuss their needs. **Mr. Hooper** asked if the schematic design would eliminate the possibility of something being developed for the roof. Mr. Keough said that it would not, that would be up to the developer.

Mr. Sheridan distributed the CVB's report. Ms. Sheridan said that because the Board Meeting is early in the month the Smith Travel information is not available. She reported that the CVB is having some success in attracting religious and fraternal groups to the complex. **Mr. MacDonald** noted that he had spoken to a person from the Retail Lumber event that is at the Convention Center who had high praises for the facility, Martha and her staff and the City of Providence.

Conversations took place regarding the NCAA Basketball Tournament. Ms. Wilmouth noted that an instructional video was received with helpful information and how to participate in the Tournament. Mr. Lepore noted that metal detectors have been installed to address safety concerns of our patrons.

Ms. Cohen reported that June will be a fantastic month for the Complex. She said that we have gymnastics, SMG Corporate meeting, religious groups CVS public concert as well as a private concert for their banquet. Ms. Cohen reported that Malala is almost sold out and that we are trying to get a second show. **Mr. Hooper** asked how much will we make on Malala. Ms. Cohen said that we will not make much. **Mr. Hooper** said that we might consider donating our profit to a cause that concentrates on education.

Mr. Schwartz reported that during the deep freeze a pipe burst causing significant damage to the hotel office level. Mr. Schwartz noted that although there was some damage to the VETS events were not interrupted although some efforts had to be made to accommodate handicapped patrons.

Mr. Schwartz reported that the VETS now has a lounge that can be used before or after performances to enjoy a beverage or snack. Mr. Schwartz stated that there has already been interest from guests that want a place to meet prior to an event.

Mr. Schwartz said that the heating and air conditioning units that were bid are being done in house with our own electricians, plumbers and laborers at significant savings.

Mr. Lepore reported that a rookie driver during Monster Trucks ran into sections 107 and 108 destroying the seats and risers. Mr. Lepore said that the Dunk staff had depleted what attic stock was available and replaced the seats in order to be ready for the Tournament. Mr. Lepore said that he is looking into options to secure replacement attic stock.

Mr. Demers addressed to meeting and distributed a report on security for the complex. Mr. Demers spoke about the active shooter exercise recently held at the Complex. Mr. Demers presented a video of the exercise. **Mr. MacDonald** said that we are fortunate to have some former police officers that might have access to more information than the general public. **Mr. Butler** asked the policy on carrying guns. Mr. Demers stated that we do not allow the general public with carry permits to bring a weapon into the buildings. Only police or retired police are allowed. **Mr. Butler** asked if either Mr. Demers or Mr. Lepore carried a weapon. Mr. Lepore said that he does not although as a former police officer he could. He said he did not like to carry when he was a police officer. Mr. Demers said he would like the capability but it is against SMG policy for all their buildings. **Mr. Israel** said that he would have major concerns with guns in the building. **Ms. Venturini** said that it would cause some serious insurance issues.

Ms. Venturini left at 10:35 AM

Mr. Nee asked how many police are at an event. Mr. Demers said that there are usually five spread throughout the facility. Mr. Lepore noted that he disagrees with Mr. Demers and said that

he never wants to carry again. **Mr. MacDonald** noted that the Board appreciates Mr. Demer's efforts.

Mr. Lepore reminded the Board that this will be the City of the elephant's last performance.

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

VOTED: to adjourn at 10:58 AM