

RHODE ISLAND CONVENTION CENTER AUTHORITY
MEETING OF THE BOARD OF COMMISSIONERS
February 23, 2023

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 23, 2023, 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 George Nee, Dale Venturini, Peter Mancini, Jeff Hirsh, Edward Feldstein and Paul MacDonald.

Board members not in attendance were Tony Mendez and Patrick Butler.

Others participating were Daniel McConaghy, Dana Peltier, Linda Maroun and Melissa Lasko O’Connor, Convention Center Authority; Dan Schwartz, VETS; Alan Chille, PFM/VETS; Larry Lepore, Rebecca Ponder, Veronica VanJura, Chris Spolidoro and Cheryl Cohen, Convention Center and AMP; Kristen Adamo, PWCVB; Bruce Leach, Legal Counsel; Mike Crawley, Citrin Cooperman; and Eileen Smith, Recording Secretary.

Vice Chairman Nee called the meeting to order at 9:03 AM and asked for approval of the minutes of the January Board meeting. Upon a motion made by **Mr. Hirsh** and seconded by **Mr. Feldstein** it was unanimously

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

Mr. Nee stated that there are two items on the agenda that require votes. He said that some commissioners may not be able to stay for the entire meeting. Therefore a vote to move item 7 up is needed. Upon a motion duly made by **Mr. Hirsh** and seconded by **Mr. Feldstein** it was unanimously

VOTED: To move item 7 up to item 4 on the agenda.

Mr. Lepore brought to the Board’s attention the Review and Consideration for Award included in today’s Board package. Mr. Lepore stated that the Finance Committee voted to recommend acceptance by the Board of Covermaster Terracover to replace the existing subfloor at the AMP.

Upon a motion duly made by **Mr. MacDonald** and seconded by **Ms. Venturini** it was unanimously

VOTED: To award Covermaster Terracover the contract to replace the subfloor at the AMP.

Mr. Lepore thanked the Board and stated that the subfloor replacement will help with the humidity issues.

Mr. Lepore continued that the Finance Committee had also voted to recommend the Crystaplex System to replace the existing 15 year old dasher board system.

Upon a motion duly made by **Mr. MacDonald** and seconded by **Mr. Hirsh** it was unanimously

VOTED: To award Crystaplex 6A Dasher Board System with Checkflex option to replace the dasher boards at the AMP.

Ms. Adamo was asked to address to present the marketing report for the CVB. Ms. Adamo reported that the PWCVB has a new employee. Ms. Adamo stated that Alana O'Hare is the newest member of the CVB staff and was Governor McKee's press secretary. Mr. McConaghy commented on the kickoff to the Army/Navy event. He said that it will be an incredible story.

Ms. Adamo stated that the big story is prospective bookings. She said that she can see things getting better. Ms. Adamo noted that we have great success in the nursing industry and we are hosting the Association of Nursing Planners in November.

Ms. Adamo continued that the Lt. Governor has again volunteered to participate in our Ambassador Program. Ms. Adamo stated that she is a great Ambassador for the State. **Mr. MacDonald** questioned room blocks. Ms. Adamo stated that groups are reluctant to book large blocks because if the attendees do not book through the block they are charged. She said that some attendees book with Air B&B's and hotels that are not in the City.

Ms. Cohen presented the marking report for the AMP. She brought to the Board's attention the monthly marketing report that was included in the Board package. Ms. Cohen stated that family shows continue to do well here. Ms. Cohen was pleased to announce that Kevin Hart will appear at the AMP and tickets go on sale this week. Ms. Cohen reported that Jeff Dunham is close to being sold out. She reminded the Board that the show begins at 5:00 which will mean good business for local restaurants following the performance. Ms. Cohen also stated that WWE will be back. Mr. McConaghy commented on the kickoff publicity for the Army vs Navy Game that will be played at Gillette. Ms. Cohen stated that the planning is taking shape with the City to make this event a memorable experience for the cadets and their families and all visitors.

Mr. Schwartz said that he would keep the good news rolling. Mr. Schwartz reported on what is going on at the VETS. He presented the new event marketing highlights. Mr. Schwartz noted that there are several shows that he cannot announce at this time. He also noted that Bold Point in East Providence will be closed this season. Mr. Schwartz stated that we are receiving great support for the building from performers that are comparing us to other venues. He also stated that doing business with independent promoters has opened new opportunities for the theater.

Mr. Schwartz presented the financial statements for the VETS. Mr. Schwartz reported that event income had a positive variance to budget. He stated that all of the events were rentals with no ticket sales expenses. Mr. Schwartz said that an RFP to refresh the banners on the outside of the building had been issued. Mr. Schwartz noted that other maintenance projects will be security upgrades as well as repairs to the marquee and repairs to the exterior lighting that was damaged.

Mr. Lepore reported on the financial statements for the Convention Center, AMP and Clifford Street Garage. Mr. Lepore stated that the Convention Center is showing a loss for the period. He said that the biggest driver of that loss is parking. **Ms. Venturini** stated that she has asked that parking be part of the next marketing committee meeting. Some ideas that were expressed were looking at the train station and providing a shuttle and perhaps advertise a reduced overnight parking rate. Mr. Lepore also stated that he is trying to get Enterprise back.

Mr. Lepore reported that this might be the best year ever for the arena. Mr. Lepore stated that there are some operational challenges and we should step up security. Discussion ensued regarding the behavior of PC fans. They have broken chairs and are throwing beer in the stands. Mr. Lepore stated that PC will get a bill for the broken seats. **Mr. Nee** asked if we have considered using PC security. **Ms. Venturini** said that she did not think they would have any authority off campus. Mr. Lepore stated that Providence Police will now arrest for trying to use fake IDs.

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. Feldstein departed at 10:00 AM. No quorum

With **Mr. Feldstein's** departure a quorum was not present. Therefore, the remainder of the meeting was informational only.

Mr. McConaghy reported on the Authority and the consolidated financial statements.

Mr. Crawley presented the October Statement of Net Position, Advanced Deposit Funding, Accounts Payable Aging and Accounts Receivable.

Ms. Venturini announced that she is involved in 8 legislative bills concerning Air B&B's

The remaining commissioners left at 10:10 AM