

RHODE ISLAND CONVENTION CENTER AUTHORITY
MEETING OF THE BOARD OF COMMISSIONERS
November 29, 2022

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 November 29, 2022, 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 Bernie Buonanno, George Nee, Edward Feldstein, Peter Mancini, Paul MacDonald, Dale Venturini, Patrick Butler and Jeff Hirsh.

Board members not in attendance were Peri Ann Aptaker and Tony Mendez.

Others participating were Daniel McConaghy, Dana Peltier, Linda Maroun and Melissa Lasko O’Connor, Convention Center Authority; Dan Schwartz and Michael Gravison, VETS; Larry Lepore, Veronica VanJura and Rebecca Ponder, Convention Center and AMP; John Gibbons, PWCVB and RI Sports; Bruce Leach, Legal Counsel; Mike Crawley, Citrin Cooperman; and Eileen Smith, Recording Secretary.

Chairman Buonanno called the meeting to order at 10:05 AM and asked for approval of the minutes of the October Board meeting. Upon a motion made by **Mr. Butler** and seconded by **Mr. Feldstein** it was unanimously

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

Mr. Buonanno asked Mr. Gibbons to address to board. Mr. Gibbons stated that he would be presenting the Marketing report for the PWCVB and the RI Sports Council. Mr. Gibbons noted that hotel bookings are picking up. He highlighted the American Dance Awards that will bring many family groups to the City. Mr. Gibbons noting that we are a tier-two City stated that our growth in room rate is on pace and growing faster than tier one.

Mr. Gibbons reported on the RI Sports Council. He reported that sporting events are filling the building when needed. He said that we host several volleyball tournaments and dance competitions that bring many families to the complex. **Mr. Nee** asked how important is the Mall? Mr. Gibbons stated that Dave & Busters’ and the Food Court are very important. He also noted that it is good for locals to see attendees in uniform all over the City. It brings attention to things are going on in the City. Mr. Gibbons said that he would love to see a sports complex in the area but that would not have a major effect on the Complex.

Mr. Butler noted that Barstool Sports – Rough N’ Rowdy will take place in December and feature an Electrician vs a Plumber. He said that his son will be competing

Ms. Venturini recognized Rebecca Ponder and asked that she present the marketing report for the Amica Mutual Pavilion and RICC for the month of October. (report attached) Ms. Ponder reported on bookings, sales and upcoming events. Ms. Ponder stated that preparations are

underway for our official year-long celebration starting on January 17th. Ms. Ponder noted that the year will be filled with 50 Acts of Kindness to commemorate our 50th anniversary. She said that the staff collected 300 pairs of socks for the homeless and adopted a family from Tides Family Services to provide holiday cheer.

Ms. Ponder reported on RICC sales. Ms. Ponder stated that ticket sales for Comic Con were their highest grossing in ten years and the highest engaged weekend of posting and social presence occurred during Comic Con. Ms. Ponder noted that Animee is the next project that the promoter is interested in. Ms. Ponder reported that training with the events/operations team and the finance team took place on how to input data to streamline internal process. Ms. Ponder stated that a calendar of events for both the AMP and the RICC are attached to the monthly report.

Ms. Venturini recognized Mr. Gravison and asked him to report on marketing at the VETS. (report attached). Mr. Gravison reported on new event sales and those that have been previously announced. Mr. Gravison reported on sold out shows in November, two Taylor Tomlinson performances, Tom Segura, Straight No Chaser in early December and the North American Tour of the Smile. Mr. Gravison spoke about the Holiday season at the VETS. He reported that performances of the Nutcracker will begin on December 16th and continue to the 24th. Mr. Gravison stated that a symphonic concert with a well known artist performing with the Philharmonic will be announced on November 29th. **Ms. Venturini** noted that the posters on the highway side of the building were getting very faded. Mr. Gravison said that they will be replaced in the Spring.

Mr. Schwartz presented the financial statements for the VETS. Mr. Schwartz reported that budgets have been adjusted to those submitted to the Budget Office. Mr. Schwartz stated that prices have been raised on concession items. **Mr. Hirsh** asked if there was any pushback when prices were raised. Mr. Schwartz answered that there were no complaints. Discussion ensued regarding card only sales. **Mr. Nee** suggested that in Rhode Island no cash sales are against the law. Mr. Schwartz noted that patrons have an opportunity to fund a card that can be used for food and beverages. Mr. Schwartz said that he would check on the law. (Financial Statements attached)

Mr. Lepore reported on the October financial statements for the Convention Center, AMP and Clifford Street Garage. **Mr. Butler** asked if cash is accepted at the complex. Mr. Lepore said that we do at one concession stand but not in the garage. He said that he would also look into the law. Mr. Lepore reported that event parking is doing well but monthly parking is not coming back.

Mr. Lepore reported that October was a very busy month at the Convention Center. He noted that ACP Offshore Wind contributed to an increase over budget for both event income and food and beverage. Mr. Lepore stated that Offshore Wind was a great success.

Mr. Lepore reported that the AMP is showing a slight loss for the month. He stated that there seems to be a discrepancy in the numbers for Providence College Basketball. Mr. Lepore said

that he would check with Mr. Cappalli. **Ms. Venturini** stated that the name AMP seems to have caught on.

Mr. Lepore noted that new signs are going up on the scoreboard. Discussion ensued regarding moisture in the arena. He commented that he hopes that the roof replacement will help with the humidity in the building noting that the warm temperatures have caused some issues with condensation on the floor.

Mr. Lepore continued and stated that Clifford Street continues to be a great story. He said that parking for the courts have increased as well as parkers for PPAC.

Mr. McConaghy reported on the Authority and the consolidated financial statements. Mr. McConaghy noted that we are still looking to hire a finance person. Mr. McConaghy stated that it is time for insurance renewal for the Authority. He said that it has been several years since we have sought a new insurance perspective. Discussion ensued.

Mr. Crawley presented the October Statement of Net Position, Advanced Deposit Funding, Accounts Payable Aging and Accounts Receivable. Mr. Crawley stated that the SVOG money still has not been transferred to a Webster Account because the PPAC audit is ongoing.

Mr. Lepore reported that the Finance Committee had reviewed bids to replace three forklifts used at the complex and is recommending ALTA Material Handling for reasons presented in the attached report. He noted that the equipment will be American made. Upon a motion duly made by **Mr. Nee** and seconded by **Mr. Butler** it was unanimously

VOTED: award a contract to ALTA Material Handling to purchase three new American made forklifts

Mr. Lepore continued that an RFP for exterior digital signage was advertised. Mr. Lepore stated that the Finance Committee recommended vendor is Poyant/Dion Sign for the reasons included in the attached report to furnish and install digital signage for the facility. Mr. Lepore noted that Amica is also using the same vendor for the signage. Upon a motion duly made by **Mr. Butler** and seconded by **Mr. Nee** it was unanimously

VOTED: to award the contract to Poyant/Dion Sign for the exterior digital signage.

Mr. McConaghy noted that the Authority's retirement plan has been restated to include all federally required updates. He said that the Angell Pension has asked for Board approval for the restated plan. There are no changes only a consolidation of updates. Upon a motion duly made by **Mr. Nee** and seconded by **Mr. Butler** it was unanimously

VOTED: to approve for the restated retirement plan

Mr. Buonanno asked for a motion to convene in Executive Session according to R.I. General Laws 42-46-5(a)(7) as a matter related to the question of the investment of public funds where the premature disclosure would adversely affect the public interest.

- Negotiations with ASM Global as to Management Contract

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)(7) convened at 11:20 AM.

Vote:

Patrick Butler – yes

Jeffrey Hirsh - yes

Paul MacDonald, yes

Edward Feldstein - yes

Peter Mancini – yes

George Nee - yes

Dale Venturini – yes

Bernie Buonanno - yes

The Board reconvened in open session at 11:56 AM. **Mr. Buonanno** reported that a vote was taken in executive session to continue negotiations with ASM Global.

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

VOTED: to seal the minutes of Executive Closed Session

Mr. Buonanno 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 12:03 PM

Mr. MacDonald invited all attendees to a luncheon in the rotunda room to celebrate the dedication of the Boardroom to Former Executive Director, James P. McCarvill.