

THE RHODE ISLAND CONVENTION CENTER AUTHORITY
FINANCE COMMITTEE MEETING

October 25, 2022

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 25, 2022. The meeting was held in Convention Center 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 Peter Mancini, Jeff Hirsh and Patrick Butler.

Also in attendance were Dan McConaghy, Dana Peltier, Linda Maroun and Melissa Lasko O'Connor, RI Convention Center Authority; Dan Schwartz and Christine Antonio, Vets; Larry Lepore and Cheryl Cohen, Rhode Island Convention Center and AMP; Michael Crawley, Citrin Cooperman; Bruce Leach, Legal Counsel and Eileen Smith, Recording Secretary.

Mr. Hirsh called the meeting to order at 10:30 AM. He asked for approval of the September Finance Committee meeting. Upon a motion duly made by Mr. Butler and seconded by Mr. Mancini it was unanimously

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

Mr. Hirsh announced that the next meeting date would be November 22, 2022.

Mr. Hirsh asked Mr. Schwartz to report on the financial statements of the VETS for August and September. Mr. Schwartz stated that there were no events at the theater during August due to seat replacement but there was parking revenue when there was activity in the City. For September, Mr. Schwartz stated that ticket sales for one event did not meet anticipated numbers which had a negative impact on event income. Mr. Schwartz noted that the original budgets have been revised and will be incorporated into future financial statements.

Mr. Schwartz reported that people love the new seats. He said that they give the theater a warmer feel. Mr. Hirsh asked if the hotel valet takes care of our patrons. Mr. Schwartz answered that the hotel has a shortage of staff but will assist at some time.

Mr. Lepore reported on the August and September financial statements for the Convention Center, AMP and Clifford Street Garage. Mr. Lepore stated that in August at the Convention Center events did better than budget and costs are lower than expected. Indirect expenses were lower because several salary categories have been absorbed by the Convention Center Authority. In September group sales was higher than budget due to the CVB contract. Mr. Lepore noted that things can change dramatically. He reported that Christmas party inquiries are returning. Mr. Lepore stated that parking is off and utilities are a guessing game.

Mr. Lepore reported that the AMP should do better than budget. He stated that there were no events budgeted at the AMP in August but there was the Barry Manilow concert. Mr. Lepore reported that there was an event budgeted in September that did not occur until October. Mr. Hirsh asked if there had been any negative comments on the naming of the facility. Ms. Cohen answered that all comments have been positive. She said that the press and the news media have all been on board when it comes to reporting on events.

Mr. Lepore continued and stated that Clifford Street continues to be a great story. He said that parking is the business to be in. Mr. Lepore reported that the new building that was recently announced by Brown University and DOH has inquired about 250 spaces. Mr. Butler asked if that is possible. Mr. McConaghy said that it is.

Mr. McConaghy reported on the Authority and the Consolidated financial statements. Mr. McConaghy was pleased to note that the finance team has caught up and we are now reporting for the previous month. Mr. McConaghy noted that in the future the budget will be completed by year end so that the financial statements will reflect the actual budget numbers. He stated that the Authority has taken the finance department salary and wages onto their books and reduced those of the Convention Center and AMP.

Mr. Crawley presented the August and September Statement of Net Position, Advanced Deposit Funding, Accounts Payable Aging and Accounts Receivable. Mr. Crawley stated that the SVOG money has not been transferred to a Webster Account because we are waiting for the PPAC audit being prepared by KLR. Mr. Crawley did remind the Committee that all accounts belong to the Rhode Island Convention Center Authority.

Mr. McConaghy reported that the Budget has been converted to the State required format. He said that there were some adjustments made following the interim Finance meeting. Those changes were strictly to the VETS budget. A consensus was reached to adjust The VETS budget to be less conservative. Mr. Hirsh asked for a motion to recommend forwarding the Budget to the Board for acceptance and submittal to the State. Upon a motion duly made by Mr. Mancini and seconded by Mr. Butler it was unanimously

VOTED: to recommend forwarding the Budget to the Board for acceptance and submittal to the State.

Mr. McConaghy brought to the Committee's attention a revised proposal to replace seats in the AMP. Mr. McConaghy stated that Irwin Seating is the preferred vendor because of the type of seats that we require. Mr. Butler asked if this had gone out to bid. Discussion ensued. Mr. Lepore said that it had not because only Irwin could provide the product that we are seeking. Mr. Schwartz noted that where and how the seats are manufactured is important. Mr. Butler declined to vote. A vote would require three Commissioners and with Mr. Butler's abstaining there would not be enough votes.

Mr. McConaghy noted that a request to upgrade our website has been included in the meeting package. Ms. Cohen stated that our site has not been upgraded since 2014. She said that

upgrades and enhancements are critical to marketing for both sites. These changes will increase our ability to generate more revenue. Mr. Hirsh stated that it seems it is something that needs to be done. He asked for a motion to present website upgrades and enhancements to the Board for their approval. Upon a motion duly made by Mr. Mancini and seconded by Mr. Butler it was unanimously.

VOTED: to present website upgrades and enhancements to the Board for their approval

Mr. Hirsh asked if there was any further business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. Butler and seconded by Mr. Mancini it was unanimously

VOTED: to adjourn at 11:30 AM