

THE RHODE ISLAND CONVENTION CENTER AUTHORITY  
INTERIM FINANCE COMMITTEE MEETING

October 18, 2022

An interim 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 18, 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, Bernie Buonanno, Peter Mancini, Edward Feldstein, 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, 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 10:02 AM. Mr. Hirsh announced that the next meeting date would be October 25, 2022.

Mr. McConaghy stated that this interim finance committee meeting was called to look at the FY 2023 and FY 2024 Budgets. Mr. Butler asked if this budget is what has been submitted to the State. Mr. McConaghy stated that it is not. He said that it needs to be converted to a cash basis for the State and Mr. Crawley noted that this is on the accrual basis. (attached)

Mr. Lepore presented the budgets for the AMP. Discussion ensued regarding our competition. Mr. Lepore said that our core business will stay the same and profits will be based on concessions. Questions were asked concerning opportunities to be an AAU facility. Mr. Lepore said that it is still on his radar but not a top priority. Mr. Hirsh questioned Sport Services prices. Mr. Lepore answered that Sport Services raises prices often. Mr. Butler asked how much the P. Bruins pay for their office space. Mr. Lepore answered that the office space is included in their contract.

Mr. Lepore went on to review the convention center budget. Mr. McConaghy pointed out that the expense for the PWCVB, which was once carried in the Authority's budget, has now been shifted to the convention center as their efforts are entirely dedicated to that operation. Mr. Hirsh asked Mr. Lepore how we are doing with big events in the ballroom. He noted that in the past we were the preferred venue for large galas and holiday parties. Mr. Lepore said that we are doing well and there is some competition for dates. Mr. Hirsh stated that he thinks that with the combined CVB and RICC sales team we will see more layering of events.

Mr. Lepore reported that the Clifford Street Garage is a good story. Mr. Butler inquired about snow removal. Mr. Lepore noted that snow removal will be an issue. He said that there is no place to put the snow.

Mr. Schwartz presented the budgets for the VETS. He stated that the VETS revenues are affected by guarantees to the performer. Mr. Schwartz said that the theater depends on significant ancillary results. Mr. Butler questioned parking expense. Mr. Schwartz stated that the lot is manned when there is an event at the theater. Mr. Buonanno asked Mr. Schwartz why the budgets indicate a loss when we were close to breakeven in prior years. Mr. Schwartz noted that guarantees have risen. He said that we need more events and higher ancillary income to offset guarantees. Mr. Schwartz stated that the economic impact of the VETS makes the theater worthwhile. Mr. Schwartz reminded the committee that there are many 2,000 seat theaters in the area and competition is strong. He said that our expenses and labor costs are higher. Mr. McConaghy stated that he would meet with Mr. Schwartz and PFM finance people to investigate possible adjustments to the budget.

Mr. McConaghy reported on the Convention Center Authority. 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. McConaghy stated that the budgets will be reviewed again and will be presented at the next Finance Committee meeting on October 25<sup>th</sup>.

Mr. McConaghy thanked Mr. Crawley, Mr. Cappalli and the entire finance team for their assistance in preparing the budgets. He said that Bob Cappalli and Mike have worked diligently with the finance people to get this budget completed.

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 11:35 AM