

MINUTES OF THE MEETING

of the

MASSACHUSETTS CONVENTION CENTER AUTHORITY

August 25, 2009

A meeting of the Massachusetts Convention Center Authority was held on August 25, 2009 in Room 201 at the Boston Convention & Exhibition Center, 415 Summer Street, Boston, Massachusetts 02210. Members in attendance were: Chair Gloria Larson, Lisa Signori, Robert Kenney, Darryl Settles, Peter Bassett, Jay Gonzalez and Barbara Capuano. Staff members in attendance were: James E. Rooney, Kenneth A. Sinkiewicz, Fred Peterson, Jack Haley, Steve Snyder, Shu Hsia, Mac Daniel, Justin Holmes, Mark Michaud, Johanna Storella, Milton Herbert, Matt Hollander, Mark Schwab, Maureen Baker, Joanna Washington, Todd Mattuchio and Dennis Callahan.

I. ROLL CALL

Chairman Larson called the meeting to order at 8:35 a.m., and a quorum was established with the arrival of board member Settles at 8:55 a.m.

II. EXECUTIVE DIRECTOR'S REPORT

1. Mr. Rooney thanked the board members for taking the time out of busy work and summer schedules to attend today's board meeting as the Authority undertakes some time sensitive board votes on construction projects.
2. Mr. Rooney gave the board a brief update on Authority show activity including the successful International Association of Assembly Managers, Orgill 2009 (hardware show), and National Association of Drug Chain Stores at the BCEC as well as the annual Running of the Brides, the Freemasons, the Association of Latino Professionals in Finance, and National Convention and World Congress of Neurological Society shows at the Hynes Center. Additionally Mr. Rooney stated that September is shaping up to be a very busy calendar starting off with Wheel of Fortune at the BCEC prior to Labor Day.
3. Mr. Rooney gave a brief update of the Strategic Development Plan, which is being developed with the assistance of the Authority's consultant team: Sasaki, TVS and CSL, and is nearing completion, and indicated that that a fall meeting agenda presentation will be forthcoming.
4. Mr. Rooney stated that the Authority's Top 5 effort continues to evolve as he and staff meet with various city and state stakeholders to build consensus on how to move the BCEC and Boston into the top echelon of convention centers and destinations nationally.

Mr. Rooney stated that an update will be given to the Board in September.

5. Mr. Rooney stated that the Authority and the Convention Marketing Center were developing a Customer Advisory Group. Mr. Rooney stated the purpose of the group was to have, show manager, hotel, general service contractors and industry users critique the BCEC from each individual's experience. The group will take the time to evaluate the BCEC and give feedback on performance, execution, expectations, and generally what we can do better. Mr. Rooney introduced Milt Herbert who gave the board an in-depth presentation including backgrounds of the twenty individuals serving and the positive feedback from the convention industry in general about the initiative.

6. Mr. Rooney stated that Aramark's contract term is expiring in June, 2010, and that the Authority is in the procurement process for selecting a concessionaire. Mr. Rooney stated that thanks were due to board members Darryl Settles and Barbara Capuano for taking the time to assist the Authority as it undertook a full review of its food and beverage operations. The Authority undertook a series of reviews of the aspects of the current food and beverage operations, as well as considering information concerning questions such as in-house vs. contractor, concessions vs. catering, splitting the facilities, BCEC vs. Hynes, and the form of the contract, i.e. commissions vs. management fees. With the help and guidance of Mr. Settles and Ms. Capuano the Authority determined that the best course was a single provider for both concessions and catering and a fee for management services structure with quantitative and qualitative goals and incentives.

Mr. Rooney indicated that on July 30, 2009, the Authority issued a Request for Qualifications and that the Authority was very pleased with the response from the major food and beverage providers in the industry. The Authority received seven responses from Aramark-Boston Culinary Group as a joint venture, Sodexo, Savor, Ovations, Levy's Restaurants, Centerplate and Delaware North. The Authority's goal is to review each firm's qualifications and release a Request for Proposal to qualifying proposers on September 15, 2009.

7. Mr. Rooney stated that the Authority continues to seek to trim cleaning costs that are affecting the Authority's budget. Staff are working on various solutions and this item will be placed on the AFP agenda.

8. Mr. Rooney gave a brief update on the status of security services with an eye towards bringing some security services in-house. The Authority has met with the Massachusetts Taxpayer Foundation and has hired a consultant, Grant Thornton, to take an independent review. Mr. Rooney stated that he would have further information in September and would be on the agenda of the AFP Committee on September 9, 2009.

9. Mr. Rooney reported that the Hynes Center upgrades are moving along very well. The Hynes upgrades have had a positive impact and that he would like to schedule a meeting of the board at the Hynes to give each an opportunity to see the results in person. Additionally the restaurant spaces are proceeding under construction with a fall

occupancy for Space A. Mr. Rooney reported that the possible tenant for Restaurant B has fallen off, and that the Authority is optimistic that a replacement tenant will be forthcoming.

10. Mr. Rooney reported that the Authority had won the prestigious Red Hat Award for the Authority's Showbiz-Optaros platform. Additionally the Authority is in the running for an additional award the "Best in Show". The awards are not just convention center related, but competition comes from national and international companies. It is an honor for the Authority and special thanks go to Steve Snyder, Peter Bassett and Johanna Storella.

11. Mr. Rooney stated that the Development Committee had a meeting devoted to the Solar Panel project for the BCEC roof. The report of the Authority's consultants was primarily technology related, but issues remain about the physical nature of the project. The Authority is sensitive to the goals of the project but feels strongly that it needs assurances that it can be done correctly so as not to affect the roof and operations of the facility.

12. Mr. Rooney gave a brief update on Springfield issues, and reported that the Basketball Hall of Fame Enshrinement is schedule for September 11, 2009 and that Michael Jordan will be one of this year's inductees. A schedule of fan fest type activities is taking place in conjunction with the Enshrinement. Additionally the Authority and the MassMutual Center are gearing up for the initial National Basketball Association Development League season and sales of season tickets are going very well as evidenced by the sale of over 1000 season tickets to date.

13. Mr. Rooney reported that since Travis McCreedy's departure, that he had some time to reflect upon personnel issues. As a result he was delighted to announce several personnel changes. Maureen Baker will be the Authority's new General Manager in charge of both the BCEC and the Hynes Center. Ms. Baker's former position was Director of Sales and she has a strong background within the convention and hotel industry. Additionally with her elevation, Joann Washington will assume the Director of Sales position. Ms. Washington had been the Authority's Assistant Sales Manager and has been a valued employee of the Authority with a wide breath of experience. Congratulations to both Ms. Baker and Ms. Washington.

III. REPORT OF THE DEVELOPMENT COMMITTEE

Mr. Bassett introduced Mr. Haley to present the following votes:

1. Board Vote: Hynes Suspended Ceiling Rehabilitation, Phase I Above Massachusetts Turnpike and CSX

The suspended ceiling above the Masspike roadway and CSX tracks requires replacement and rehabilitation including fireproofing of structural steel, relocation of utilities and installation of masonry walls. The Project is to be performed in two phases.

The procurement for a project to provide for such work is subject to bidding in accordance with the State's construction bid law, MGL. c. 149. The Authority advertised for bids for the first phase on July 15, 2009. The bids were opened on August 12, 2009. The following bids were received from contractors prequalified by DCAM:

Barletta Engineering Corp.	\$3,120,000.00
Northern Construction Corp.	\$3,328,600.00
J. F. White Contracting Co.	\$3,465,000

The bid law requires award of the contract to the lowest responsible and eligible bidder, which in this case is Barletta Engineering Corp.

Upon a motion duly made and seconded, the Board voted unanimously as follows:

VOTED -- The Massachusetts Convention Center Authority hereby votes to authorize the executive director to execute with Barletta Engineering Corp. a contract for Suspended Ceiling Rehabilitation, Phase I for the Hynes Convention Center, in the amount of \$3,120,000, in accordance with the term and conditions of the bidding documents dated July 15, 2009.

2. Board Vote: Boston Convention and Exhibition Center Fire Alarm Maintenance Contract

The Boston Convention and Exhibition Center Fire Alarm System requires inspection, testing, preventative maintenance, and incidental servicing on a regular basis, software installation and upgrades, as well as occasional major and emergency service and repairs.

The procurement for a project to provide for such work is subject to bidding in accordance with the State's construction bid law, MGL. c. 149. The Authority advertised for bids for a three-year maintenance contract on June 10, 2009. The bids were opened on July 1, 2009. The following bid was received from a contractor prequalified by DCAM:

Siemens Building Technologies, Inc.: \$268,444.00

The bid law requires award of the contract to the lowest responsible and eligible bidder, which in this case is Siemens Building Technologies, Inc.

Upon a motion duly made and seconded, the Board voted unanimously as follows:

VOTED -- The Massachusetts Convention Center Authority hereby votes to authorize the executive director to execute with Siemens Building Technologies, Inc., a contract for Fire Alarm Maintenance/Boston Convention and Exhibition Center, in the amount of \$268,444.00, for a term

of three years, in accordance with the term and conditions of the bidding documents dated June 10, 2009.

IV. MINUTES

Upon a motion duly made and seconded, the minutes of the May 28, and June 18, 2009 meetings were approved.

V. OLD BUSINESS

There was no old business.


VI. NEW BUSINESS

There was no new business.

VII. ADJORNMENT

Upon a motion duly made and seconded, the Board voted unanimously to adjourn at 9:25 am

ATTEST:



~~Dennis C. Callahan~~ *William J. Smith*
~~Associate General Counsel~~