

MINUTES OF THE MEETING
of the
MASSACHUSETTS CONVENTION CENTER AUTHORITY
June 15, 2023

A meeting of the Massachusetts Convention Center Authority (“Authority”) was convened on June 15, 2023, at the Boston Convention & Exhibition Center (the “BCEC”), 415 Summer Street, Boston, MA and via MICROSOFT TEAMS MEETING OR JOIN BY TELEPHONE: DIAL-IN NUMBER 1-857-702-2232; CONFERENCE ID: 586 414 201#.

Members in attendance at the BCEC or via MICROSOFT TEAMS were the following: John McDonnell, Cindy Brown, Barbara Capuano, Michelle Consalvo, Andrew Crane, Michael Donovan, Elissa Flynn-Poppey, Ashley Groffenberger, Karen Diane Johnson, Paul Sacco, and Khushbu Webber. Kristen Lepore did not attend.

Staff members in attendance at the BCEC or via MICROSOFT TEAMS were the following: David Gibbons, Christopher Donato, Mike Esmond, Lily Daley, Diane DiAntonio, John Donahue, Erin Anderson, Devin Taylor, Robert Noonan, Dave Silk, Phil Crohan, Brendan Flynn, Joanne Pages, and Mark O’Leary.

Also in attendance, Sean Dolan, Joseph Flanagan, Michael Bocchino, and James Boucher of MGM Springfield.

I. ROLL CALL

Chair McDonnell called the meeting to order at 10:00 a.m., and a quorum was established by a roll call.

Cindy Brown	Present
Barbara Capuano	Not Present
Michelle Consalvo	Present
Andrew Crane	Present
Michael Donovan	Present
Elissa Flynn-Poppey	Present
John Natoli	Present
Karen Diane Johnson	Not Present
Kristen Lepore	Not Present
Khushbu Webber	Present
Paul Sacco	Present
John McDonnell	Present

II. MINUTES

Upon motion duly made and seconded, the minutes of the April 13, 2023, Board Meeting were unanimously approved by roll call vote.

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

III. MINUTES

Upon motion duly made and seconded, the Executive Session minutes of the April 13, 2023, Board Meeting were unanimously approved by roll call vote.

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

IV. MINUTES

Upon motion duly made and seconded, the minutes of the May 18, 2023, Board Meeting were unanimously approved by roll call vote.

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

V. EXECUTIVE DIRECTOR'S REPORT

1. David Gibbons welcomed the Board Members.
2. Between May and June our Communication & External Relations team coordinated and hosted a series of open community meetings to discuss the future of the MCCA owned

parcels on D and E street. Our team heard a lot of feedback from the community with common themes ranging from open space and publicly accessible components to uses and parking/traffic concerns. Overall, this was a productive experience for our team and the participating community members, and we look forward to incorporating the feedback into the final RFP which will be issued on June 26.

3. Our team at the BCEC kicked off the month of June welcoming the Biotechnology Innovation Organization back to Boston for their 2023 International Convention. This four-day event drew over 14,000 attendees representing more than 60 countries to the BCEC to connect on the latest biotech, pharma, and life science trends. I want to thank all of our teams from Event Services to Transportation and Public Safety and everyone in between for pulling off a successful event. With a fully booked BCEC, over 800 speakers scheduled, and Governor Healey and Mayor Wu both participating in the week's programming, this event is a true test of our capabilities, and it is due to the strong collaboration between MCCA departments and our industry partners that we are able to showcase Boston as an industry leader and premier destination for meetings and events.
4. Across town, the Hynes started the month of June hosting The Electrochemical Society for the 243rd biannual meeting. This conference brings together scientists, engineers, and researchers across the world of higher education, government and private industry for six days of workshops, seminars and discussions on the latest in electrochemical and solid-state science.
5. Season eight at The Lawn On D is off to a great start with over 20 events scheduled this month and a strong lineup of public and private programming scheduled for the rest of the summer. On Tuesday, our team welcomed back St. Peter's Academy for their annual year-end celebration as part of our community partnerships program at The Lawn On D. Beginning just after 10:00 a.m. each grade from the local elementary school performed a talented choreographed number on stage to celebrate the end of their school year before enjoying a delicious lunch with families, friends and members of the community prepared by our partners at Rebel Restaurants. Later that evening, the South Boston Neighborhood House hosted their monthly Board of Directors and Board of Advisors meeting in the Signature Pavilion.
6. Out in Springfield, our team at the MassMutual Center are still riding the wave from last week's blockbuster series of events. Tens of thousands flocked to Springfield for Western Massachusetts' first ever Ironman competition, Tina Fey and Amy Poehler's highly anticipated comedy tour, and two sold out Bruno Mars concerts. The four-day lineup of events were all centered around the MassMutual Center as we played host to the Ironman Village in addition to the concerts and comedy show. The exhibit halls of the MassMutual Center looked a bit like the Hynes amid the chaos and excitement of athletes checking-in, meetings taking place and merchandise flying off the racks of the event store. \$3.5 million in economic impact is expected to have been generated from these events last week and I want to thank Sean Dolan and the team at the MassMutual center for their hard work and collaboration in making it all possible.

7. Yesterday, the International Society for Stem Cell Research launched their 2023 Annual Meeting at the BCEC and next week the International Society of Arthroscopy, Knee Surgery and Orthopaedic Sports Medicine will move into the Hynes for their 14th Biennial Congress.
8. As always, I want to thank the entire board for your continued support and want to wish you all a happy and safe summer.

VI. REPORT OF ADMINISTRATION, FINANCE & PERSONNEL COMMITTEE

1. Board Vote – Greater Boston Convention & Visitors Bureau Marketing Services Agreement Fiscal Year 2024

The Authority is desirous of contracting for the services of the Greater Boston Convention & Visitors Bureau (“GBCVB”) to assist in the marketing and selling of meeting and convention space of the Authority through the Boston Convention Marketing Center (“BCMC”). Under this Agreement, the GBCVB’s Boston Convention Marketing Center’s marketing efforts will be measured against certain agreed upon performance goals relating to the booking of bullseye and non-bulls eye events, short-term sales, and the achievement of certain hotel room night levels.

The Authority also wishes the GBCVB to provide a Convention Services Program and a Destination Marketing Program. Under the Convention Services component, the GBCVB will provide services to the Authority’s customers to facilitate successful well-planned events and to ensure a first-rate customer experience in Boston. In the Destination Marketing area, the GBCVB will contribute to the effort to market Boston as an outstanding destination for tourists so that convention and show attendees will stay longer in the Greater Boston area.

The Agreement will be in effect for Fiscal Year 2024, contains a thirty-day cancellation provision, and is for an amount not to exceed \$7,760,762.

A motion duly made and seconded, the Board voted unanimously to approve by roll call vote as follows:

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to execute an Agreement with the Greater Boston Convention & Visitors Bureau for Marketing Services for Fiscal Year 2024 in an amount not to exceed \$7,760,762.

2. Board Vote – Greater Springfield Convention & Visitors Bureau Marketing Services Agreement Fiscal Year 2024

The Authority is desirous of contracting for the services of the Greater Springfield Convention & Visitors Bureau (“GSCVB”) to assist in the marketing and promotion of the MassMutual Center and Greater Springfield market as a destination for meetings and conventions and live entertainment. The Authority and GSCVB have historically partnered together for this purpose ensuring that sales and marketing efforts are implemented in a joint and coordinated manner. The Agreement will be in effect for Fiscal Year 2024, contains a thirty-day cancellation provision, and is for an amount not to exceed \$275,000.

A motion duly made and seconded, the Board voted unanimously to approve by roll call vote as follows:

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to execute an Agreement with the Greater Springfield Convention & Visitors Bureau for Marketing Services for Fiscal Year 2024 in an amount not to exceed \$275,000.

3. Fiscal Year 2024 Budgets

i. Board Vote - Operating Budget

The MCCA's mission is to generate significant regional economic activity by attracting conventions, tradeshows, and other events to its world-class facilities while maximizing the investment return for the residents and businesses in the Commonwealth of Massachusetts.

In FY'24, the Authority generated approximately 683,000 hotel room nights, 705,000 attendees, 8,400 jobs, \$45M in taxes, and \$950M in economic impact. In addition, the MassMutual Center generated 55 jobs, \$4.4M in taxes, and \$47.1M in economic impact.

Some of the goals of the FY'24 operating budget include the following: reduce impact of Authority operations on CCF; focus on restoring staffing plan and investing in our people; fund venue upkeep and key strategic initiatives of the Authority; launch new website and intranet; complete branding refresh; venue-focused strategic reviews and planning; leverage technology and software to enhance business processes; restore funding for sales and marketing programs to levels consistent with pre-pandemic budgets; account for rising costs in energy and other inflation-sensitive categories; and meet increased demand from customers for venue-provided services.

Critical factors for operating results include the following: extent of recovery of core business to pre-pandemic levels; moderating cost increases; Hynes calendar; Springfield garage and other revenue streams (naming rights, digital advertising); and strategic investments for growth in operating revenues and margins such as food and beverage.

A motion duly made and seconded, the Board voted unanimously to approve by roll call vote as follows:

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

VOTE: The Massachusetts Convention Center Authority hereby adopts and approves the operating budget for Fiscal Year 2024, providing for operating expenses in the amount of \$94,830,350, and anticipating total available revenues of \$75,134,025, and authorizes the expenditure of operating revenues in addition to said amount as received against operating expenses as they become due, provided that said revenues remain in excess of said expenditures, and authorizes the transfer of amounts among accounts established thereunder.

ii. Board Vote – Capital Projects Budget

The Authority has over \$45m in new project requests. Project types include Type 1 - Assessment/Feasibility, Type 2 - Equipment/System Replacement, Type 3 - Facility Improvement/Capital Replacement, and Type 4 - Strategic Investment.

The total budget request is \$81.4M with \$6,248,000 in funding offsets from Boston and Springfield contracted F&B operators. There are fifty (50) active projects carrying over from FY'23 with seventy-two (72) in total. The biggest one is the Springfield Garage Project which includes demolition, design, and new construction.

A motion duly made and seconded, the Board voted unanimously to approve by roll call vote as follows:

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

VOTE: The Massachusetts Convention Center Authority hereby adopts and approves the capital budget for Fiscal Year 2024 considered this day, providing for capital expenses in the amount of \$81,384,739, and authorizes the transfer of amounts among accounts within the category of Annual Capital Projects established thereunder.

VII. EXECUTIVE SESSION: TO DISCUSS STRATEGY WITH RESPECT TO LITIGATION IF AN OPEN SESSION MAY HAVE A DETRIMENTAL EFFECT ON THE AUTHORITY’S LITIGATING POSITION

Chair John McDonnell stated the following: “Because we are about to discuss strategy with respect to litigation and discussions in Open Session could have a detrimental effect on the Authority’s litigating position, it is appropriate that we move to enter Executive Session.”

Upon motion duly made and second, the Board voted unanimously by roll call vote to enter Executive Session.

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

Chair McDonnell then stated the following: “We are now moving into Executive Session. Everyone but Board Members, Executive Staff, and Counsel please leave the room or exit the MICROSOFT TEAMS meeting.

VIII. OLD BUSINESS

No old business.

IX. NEW BUSINESS

No new business.

X. ADJOURNMENT

A motion duly made and seconded, the meeting was adjourned by a unanimous roll call vote at 11:27 a.m.

Cindy Brown	Yes
Michelle Consalvo	Yes
Andrew Crane	Yes
Michael Donovan	Yes
Elissa Flynn-Poppey	Yes
John Natoli	Yes
Khushbu Webber	Yes
Paul Sacco	Yes
John McDonnell	Yes

ATTEST:


Christopher R. Donato
General Counsel

Dated: 7/20/23