

Massachusetts Convention Center Authority

Thursday – May 20, 2021

10:00 a.m. – 12:00 p.m.

Boston Convention & Exhibition Center

415 Summer Street

Boston, MA 02210

Pursuant to the Massachusetts Open Meeting Law, G.L. c. 30A, §§ 18-25, notice is hereby given of a meeting of the Massachusetts Convention Center Authority. The meeting will take place VIA

MICROSOFT TEAMS [Click here to join the meeting](#) OR JOIN BY PHONE:

DIAL-IN NUMBER: +1-857-702-2232

Phone Conference ID: 169 577 962#

AGENDA

- I. Roll Call
- II. Review and Adoption of Minutes of April 22, 2021
- III. Executive Director's Report
- IV. Boston Convention Marketing Center Performance Report
- V. MassMutual Center/MGM Springfield Sales and Marketing Update
- VI. Report of Administration, Finance & Personnel Committee
 1. Draft FY2022 Operating and Capital Budget
- VII. Report of Development & Construction Committee
 1. Escalator Project Update
 2. Walk-way and Pedestrian Access Project Update
 3. Water Fountains Project
- VIII. Old Business
- IX. New Business
 1. Open for Business
 2. Lawn on D Update
 3. Purchasing Update
 4. Transportation Update
 - i. Springfield Civic Garage Feasibility Update
 - ii. Seaport Transportation and Water Ferry Update
- X. Adjournment



Remarkable experiences.
Imagination realized.™

Boston Convention Marketing Center

Performance Report / MCCA Board Meeting – May 2021

Boston Convention Marketing Center

April 2021

BCMC SALES

- ◆ Fisher College 2021 Commencement
 - ❖ Lawn on D event for May 2021 with 0 room nights

- ◆ The Richmond Group 2021 Staff Outing
 - ❖ Lawn on D event for August 2021 with 0 room nights

- ◆ Association for Corporate Growth ACG Boston Event
 - ❖ Lawn on D event for September 2021 with 0 room nights

Boston Convention Marketing Center

April 2021

BCMC SALES

- ◆ New England Cannabis Convention
 - ❖ Hynes event for March 2022 with 60 room nights

- ◆ PERKS
 - ❖ Hynes event for March 2022 with 0 room nights

- ◆ Snowbound Festival
 - ❖ Hynes event for November 2022 with 650 room nights

Boston Convention Marketing Center

April 2021

BCMC SALES

- ◆ Simmons University Leadership Conference
 - ❖ Hynes event for March 2023 with 758 room nights
- ◆ Association for Asian Studies Annual Conference 2023
 - ❖ Hynes event for March 2023 with 4,229 room nights

Boston Convention Marketing Center 2020 Cancelled Events and Room Nights Summary

CITYWIDE CONVENTION SALES AND EVENT & MEDIA SALES

Month	Citywide Sales Events	Citywide Sales Room Nights	Event & Media Sales Events	Event & Media Sales Room Nights
March	7	54,223	11	2,310
April	4	45,016	12	5,340
May	9	96,718	6	0
June	9	60,611	14	970
July	6	30,111	8	1,525
August	7	44,485	19	3,010
September	4	35,996	11	2,215
October	9	61,871	18	1,868
November	8	84,413	6	660
December	1	3,290	9	1,903
Totals	64	516,734	114	19,801

Boston Convention Marketing Center

2021 Cancelled Events and Room Nights Summary

CITYWIDE CONVENTION SALES AND EVENT & MEDIA SALES

Month	Citywide Sales Events	Citywide Sales Room Nights	Event & Media Sales Events	Event & Media Sales Room Nights
January	4	19,855	6	2,130
February	4	24,294	1	0
March	13	61,696	3	290
April	8	54,097	5	700
May	10	70,378	3	0
June	5	68,024	3	621
July	1	5,200	1	30
August	2	3,804	0	0
September	1	12,295	2	0
October	2	13,731	0	0
November	1	701	2	640
December	0	0	0	0
Totals	51	334,075	26	4,411

Boston Convention Marketing Center 2021 Postponed Bookings with New ELAs

2021 Event Name	Old Event Dates	New Event Dates	Revised Hotel Rooms
Boston Volleyball Festival - 2021 (originally 2 events, one over February 27-28 for 3,300 rooms on peak, and one over March 5-7 for 2,500 rooms on peak, with combined 17,950 total rooms)	2/27-28/21 3/5-7/21	5/21-23/21	9,300
Heart Rhythm Society Annual Scientific Sessions 2021 (originally 7,000 rooms on peak; 29,750 total rooms for May 20-22)	5/20-22/21	7/29-31/21	17,733
New England States Consortium Systems Organization Medicaid Enterprise Systems Conference 2021 (no change from original figures booked for August 10-13, 2020)	8/10-13/20	8/9-12/21	2,896

Events listed represent Postponed DEFINITES for new dates as listed.

Boston Convention Marketing Center 2021 Postponed Bookings with New ELAs

2021 Event Name	Old Event Dates	New Event Dates	Revised Hotel Rooms
UBM LLC BIOMEDevice 2021 (no change from original figures booked for May 5-6)	5/5-6/21	9/21-22/21	1,479
Building Owners & Managers Association International Annual Conference & Expo 2021 – Tentative (no change from original figures booked for July 19-20)	7/19-20/21	10/6-9/21	5,830
Hubspot, Inc. INBOUND 2021 (originally 3,600 rooms on peak; 12,295 total rooms for September 7-10)	9/7-10/21	10/12-14/21	620

Events listed represent Postponed DEFINITES for new dates as listed.

One Postponement currently being negotiated and is Tentative for the change to post 8/22/21 dates

Boston Convention Marketing Center 2021 CY YTD Status (Citywide Events Only) (Schedule for the Balance of 2021)

- ◆ 3rd Quarter Event Status (2021)
 - ❖ 9 events
 - ❖ 50,370 room nights
 - ❖ Includes 3 customers that are re-book from 1st half of 2021.
- ◆ 4th Quarter Event Status (2021)
 - ❖ 15 events
 - ❖ 112,886 room nights
- ◆ Room night totals reflect many downgrades from the as-booked forecast.
- ◆ Most customers are very committed to executing their planned event.

Boston Convention Marketing Center

2021 CY YTD Status

(Opportunities for the Second Half of 2021)

- ◆ We still have a couple of events that are concerned about 2021
- ◆ Site Visits are up with customers planning their events
- ◆ Customers are excited with plans to execute their events with no restrictions
- ◆ Hotels continue to work cooperatively with customers to re-book housing
- ◆ We can see the light at the end of the tunnel

Thank you!

REMARKABLE EXPERIENCES. IMAGINATION REALIZED.

Signature
BOSTON™



PHOTO CREDIT: BILL HORSMAN



••• MassMutual Center HIGHLIGHTS

General Updates

FY21 Event Update

Completed:

- Varsity Spirit Cheerleading – April 17, 2021
- USA Gymnastics – April 23-25, 2021
- EnerGy Dance – April 24-25, 2021
- USA Gymnastics – May 1-2, 2021
- Starpower National Talent Competition – May 7-9, 2021
- Westfield State Commencements – May 13-14, 2021
- Revolution Talent Competition – May 14-16, 2021
- TECCA Academy Testing – May 17-21, 2021

Upcoming:

- Dancers, Inc. – May 21-23, 2021
- South Hadley High School Commencement – June 4, 2021
- Bay State Charter School Commencement – June 5, 2021
- Spikefest Volleyball – June 11-13, 2021
- Elite Performance Challenge – June 23-27, 2021

Finalizing Contract:

- Basketball – Every available weekend from May – July
- Libertas Academy Charter School Commencement – June 16

**Due to the need for expanded space for 3 groups in May, we have secured an additional \$19,000 in License and House Fees in the month for the month.*

**The GSCVB has recorded a room pickup of 380 to date.*

Staff Recall

- We have put together a comprehensive plan for a Phased Recall of FT employees to coincide with the increase in business volumes. We continue to monitor business trends and adjust staffing proposals as necessary.



Naismith Memorial Basketball Hall of Fame Enshrinement

- We will officially be hosting the Class of 2021 ceremony at the MassMutual Center on Saturday, September 11, 2021.
- The ceremony will return to Springfield after a one-year relocation to Mohegan Sun.
- Enshrinement Weekend will begin at Mohegan Sun on Friday, September 10 with the Enshrinement Tip-Off Celebration and Awards Gala. The Class of 2021 and over 50 returning Hall of Famers will then journey to Springfield, Mass. for the annual celebratory events taking place at the newly renovated Naismith Memorial Basketball Hall of Fame and Springfield's MassMutual Center on September 11.

TEAM Springfield Branding Campaign



Westfield State Commencements



2 Commencements on Thursday,
May 13 and 3 Commencements
on Friday, May 14

SALES UPDATE - April 2021

5

New Inquiries

25

Total inquiries Worked

April 2021			FY21 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
0 Bookings			17 Bookings	\$386,600	3,251
New Tentative					
1 Booking	\$6,450	60	9 Bookings	\$153,200	1,910
Rescheduled					
Booking			6 Bookings	\$209,440	395
Cancellations					
3 Bookings	\$50,390		15 Bookings	\$288,200	1,594
Lost Business					
2 Bookings	\$52,250	279	9 Booking	\$144,600	479

MMC/GSCVB 2021 Meetings & Conventions Outreach Plan

- Attendee Experience Virtual Tour
 - 4 Attendees from 11 RSVP's
 - Dr. Seuss Museum is the featured Attendee Experience
- 2nd Gift Box will be mailed on May 17th to Top 10 Target
 - Feature Gift is MMC Beverage Set
- 2nd "Eblast" Invitation for "A Virtual Site in the Birthplace of Basketball"
 - Eblast to MMC list of 3,375 sent on May 3rd
 - USAE Eblast will be send on May 17th
 - Scheduled for June 3 at 3:00pm
- 1st Virtual Tour on Wednesday, April 21- the Amazing World of Dr. Seuss
 - 5 in attendance out of 11 RSVP's
- 3rd Virtual Tour scheduled for June 21st at 10am
 - MGM Springfield – "A lesson in Table Games"



Cheers to brighter days ahead!

Your second VIP task is to toast us back! Lets see a picture of you with your favorite drink... in the MassMutual cup of course!



j.boucher@mgmspringfield.com



azenda@explorewesternmass.com





FY 2022 Budget Development

MCCA Board of Directors

May 20, 2021

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
BOSTON™

Agenda

- 2022 Operating Overview
 - Forecasting the Recovery
 - Working Budget
- Capital Projects Planning
- Retirement Trusts Funding

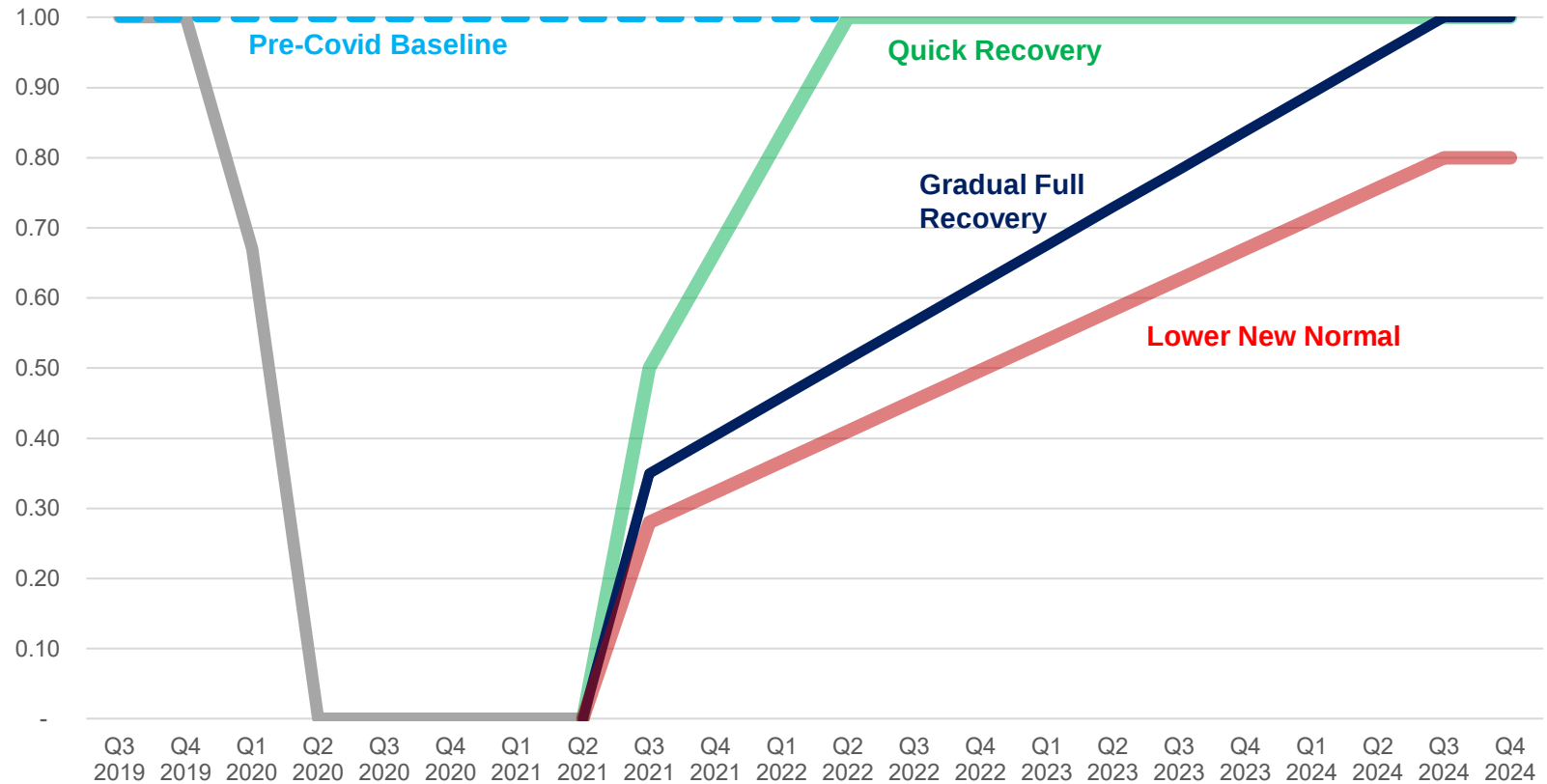
FY2022 Operating Overview

Forecasting the Recovery

<u>Scenario</u>	<u>Description</u>	<u>Timeframe</u>
One: Quick, Full Recovery	Following widespread adoption of COVID-19 vaccine, events industry recovers quickly to attendance and related economic impact levels immediately preceding the pandemic	Q1, 2022
Two: Gradual, Full Recovery	As venues re-open events industry sees moderate but steady recovery over 24-48 months, accentuated with high and low performing outliers, before ultimately returning to levels of attendance and related economic impact immediately preceding the pandemic	Q3, 2024
Three: Gradual Recovery to Lower Normal	With re-opening events industry experiences net shrinkage caused by consolidation for economic reasons and innovations in virtual/hybrid meetings, and lower participation. Recovery is gradual, stabilizing at a "new normal", which is a material percentage below COVID-19 levels.	Q3, 2024

FY2022 Operating Overview

Forecasting the Recovery



FY2022 Operating Overview

Forecasting the Recovery

	FY16-19			FY19	FY20	FY22
	Low	Hi	Mean			
BCEC	94	119	106	96	70	56
Bullseye	24	26	25	24	11	23
Gate Show	3	4	4	4	4	4
n/a	1	1	1	-	-	0
NonBullseye	4	9	6	6	7	5
Short Term	59	83	71	62	48	24
Hynes	114	130	123	130	64	54
Bullseye	19	25	22	22	14	14
NonBullseye	18	24	21	18	11	15
Short Term	75	87	80	87	39	25
Spillover	3	3	3	3	-	0
LOD	96	109	102	109	71	50
Short Term	96	108	101	108	67	47
Spillover	1	1	1	1	4	3
Grand Total	255	339	309	335	205	160

- Many large events still scheduled
- Short-term forecasts assumes limited new bookings in FY22
- Assumes Lawn on D events pick up through fall

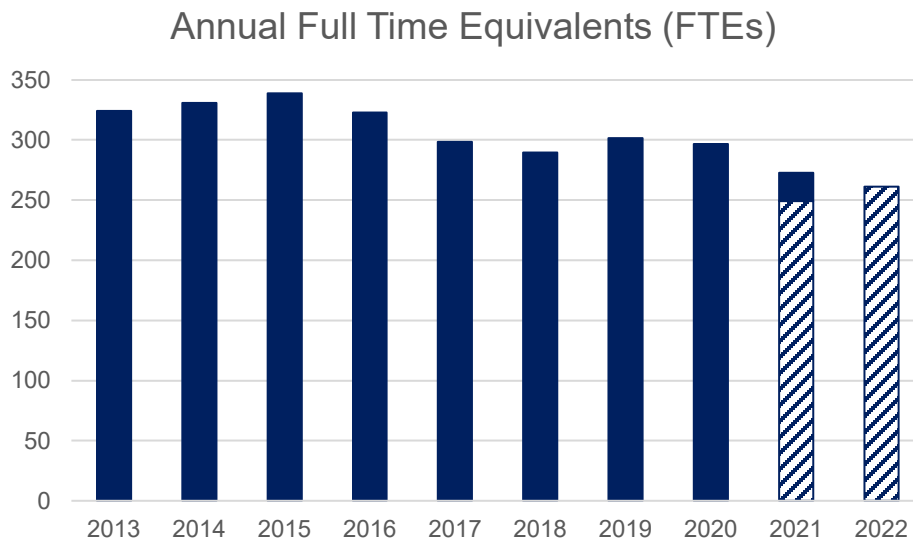
Forecasting the Recovery

- Revenue model reflects:
 - Event revenues (\$20.9 million)
 - Lower annual event count
 - Lower rental, F&B and event services revenue per event
- Significant difference in projected annual events revenue between quick and slower recovery assumptions:
 - High-Low Range: \$35.1-\$16.4 million

FY2022 Operating Overview

Expense Budget

- Staffing / Payroll budget controls



- **261 FTEs projected for FY22**
 - **13%↓ pre-pandemic levels**
- **FY 22 assumes current FT vacancies unfilled**
- **↑ variable hour staffing tied to events / Waterfront transportation**

FY2022 Operating Overview

Expense Budget

- Increasing variable costs with re-opening:
 - Utility
 - Sanitization
 - Food and beverage
 - Event services (security, parking, show cleaning)
 - Contracted services (e.g., maintenance)
- Expense models assume service fulfillment more costly during initial recovery
- Active budget management is key:
 - Focus on statutory funding cap for net cost of operations
 - Spending will scale to actual activity
 - Continuing restrictions on controllable expenses

FY2022 Operating Overview

Working Budget (see handout)

	FY 2020 Actual	FY 2021 Adopted	FY 2021 Projected	FY 2022 Draft
Operating Revenues:				
Boston Convention & Exhibition Center	\$ 29,529,212	\$ 9,302,906	\$ 3,931,751	\$ 20,608,798
Hynes Convention Center	11,470,009	3,648,547	2,914,388	7,098,350
Lawn on D	1,349,056	749,745	159,671	789,482
Boston Common Garage	9,998,231	8,580,326	6,959,163	7,830,952
Springfield/MassMutual Center	4,244,710	1,178,154	392,146	4,571,620
Springfield Civic Center Garage	-	-	213,418	100,230
Tea Party Museum Loan Interest/Other	883,396	802,174	642,747	698,769
Total MCCA Operating Revenues	\$ 57,474,615	\$ 24,261,853	\$ 15,213,283	\$ 41,698,202
Tea Party Museum Loan Principal Repayment*	\$ 263,220	\$ 435,206	\$ -	\$ 316,385
Other Non-Operating Revenues*	\$ -	\$ -	\$ 2,877,000	\$ 0
Total Revenues/Receipts	\$ 57,737,835	\$ 24,697,058	\$ 18,090,283	\$ 42,014,587
Operating Expenses:				
Boston Convention & Exhibition Center	\$ 35,243,715	\$ 21,217,794	\$ 17,851,706	\$ 29,353,155
Hynes Convention Center	12,885,437	10,037,402	8,217,025	12,271,234
Lawn on D	553,849	161,812	142,848	420,456
Boston Common Garage	2,466,410	2,240,468	2,131,105	2,151,782
Springfield/MassMutual Center	7,986,477	6,111,493	4,492,788	9,646,556
Springfield Civic Center Garage	-	-	197,353	86,160
<i>Sub-Total Operations</i>	<i>\$ 59,135,888</i>	<i>\$ 39,768,969</i>	<i>\$ 33,032,825</i>	<i>\$ 53,929,342</i>
Sales and Marketing	\$ 7,688,236	\$ 3,943,790	\$ 2,915,501	\$ 5,870,880
Central Administration	11,848,539	8,417,923	7,920,694	8,703,708
<i>Sub-Total Marketing & Administration</i>	<i>\$ 19,536,775</i>	<i>\$ 12,361,713</i>	<i>\$ 10,836,194</i>	<i>\$ 14,574,589</i>
Total MCCA Operating Expenses	\$ 78,672,663	\$ 52,130,682	\$ 43,869,019	\$ 68,503,931
Net Impact to Covention Center Fund (before OPEB/Pens	\$ 20,934,828	\$ 27,433,624	\$ 25,778,736	\$ 26,489,345
GAAP OPEB/Pension Expense*	\$ 5,597,427	\$ 3,590,861	\$ 3,590,861	\$ 3,600,000
MCCA Contribution to OPEB/Pension Liabiity	\$ 10,293,000	\$ 1,800,000	\$ 1,800,000	\$ 2,000,000
Other Expenses (excluded from stuatuory Net Cost	\$ 3,033,974	\$ 1,200,000	\$ 1,200,000	\$ 1,200,000
Net Impact to Covention Center Fund	20,934,828	27,433,624	25,778,736	26,489,345
Statutory Net Cost of Operations (NCO)	\$ 22,044,064	\$ 27,868,829	\$ 28,655,736	\$ 26,805,730
Statutory NCO Cap	\$ 28,000,000	\$ 28,000,000	\$ 28,000,001	\$ 28,000,000
Effective NCO Cap (Statutory Less Tea Party	\$ 27,096,759	\$ 27,824,715	\$ 27,474,147	\$ 27,298,862
NCO Coverage Ratio	0.73	0.47	0.35	0.61
Coverage Ratio (Audited Financials)	0.66	0.43	0.31	0.57
Capital Projects				
Total Project Expenses	14,360,618	28,095,200	22,000,000	30,000,000
Total Convention Center Fund Disbursements to	45,588,446	57,328,824	49,578,736	58,489,345

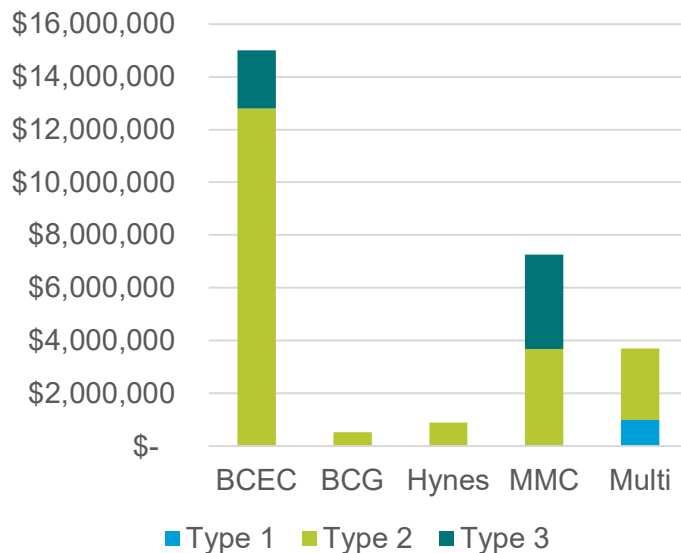
FY2022

Capital Projects Budget

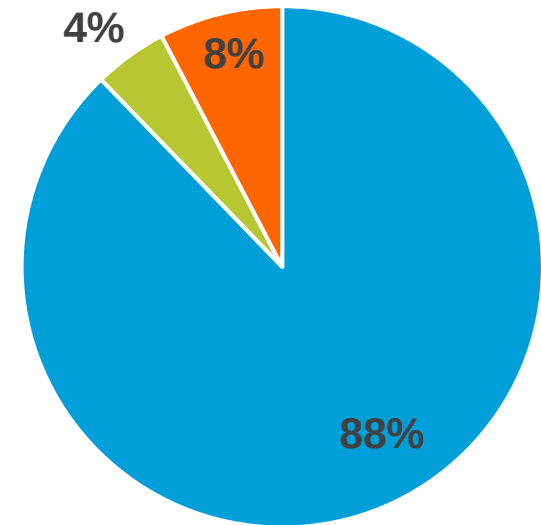
- FY22 Planning Target: **\$30M**

- Primarily committed (carryover) projects
- Most projects will be completed or under construction by end of FY 22

Projects by Facility & Type



FY22 Draft Budget



■ Carryover ■ New ■ Salary Allocation

MCCA Project Types:

- Type 1- Equipment / System Replacement
- Type 2- Facility Improvements/ Capital Replacement
- Type 3- Strategic Investments

FY2022

Retirement Trusts

- Pension
 - FY 2021 reported liability: \$50.0 million (↑17% YOY Δ)
 - Trust Assets*: \$47.3 million
 - 95% funded
- Retiree health care (OPEB)
 - FY 2021 reported liability**: \$14.0 million
 - Trust Assets*: \$16.0 million
 - 114% funded
- FY 2022 budget contribution **TBD**

*asset total projected through June 30, 2021.

**Updated FY21 valuation currently underway by MCCA actuary



MCCA Board Meeting
Thursday, May 20, 2021
Walkway & Pedestrian Passageway Update

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
BOSTON™

BCEC – Enclosed Pedestrian Passageway

Summary of Project:

- Enclosed passageway which improves covered pedestrian access to BCEC from Seaport District, South Boston Waterfront Transportation Center, World Trade Center, Omni Boston Hotel at Seaport and Silver Line
- Concrete slab poured



World Trade Center Ave - Covered Walkway

Summary of Project:

- Canopy along World Trade Center Ave to provide pedestrians with a weather protected experience
- Light installation and painting underway





MCCA Board Meeting
Thursday, May 20, 2021
BCEC Water Station Project

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
BOSTON™

Existing Condition

- Water fountains near bathrooms
 - Currently out of service due to COVID
- Water dispensers within meeting rooms
 - Labor intensive to swap jugs
 - Perceived uncleanliness



Proposed Solution

- Combination of multiple product types installed at convenient locations
- Remove dispensers in meeting rooms
- Additional water as amenity
 - Rentable dispensers with logo opportunities
 - Bottled water branded for event



Potential Products & Locations



Next Steps

- Identify and prioritize locations
- Procure units and other installation materials
- Further explore potential water amenity

Draft Confidential
for Policy Development

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

**GETTING
BACK TO BUSINESS:**

May Board Report 2021

Boston Convention & Exhibition Center

John B. Hynes Memorial Veterans Convention Center

MassMutual Center

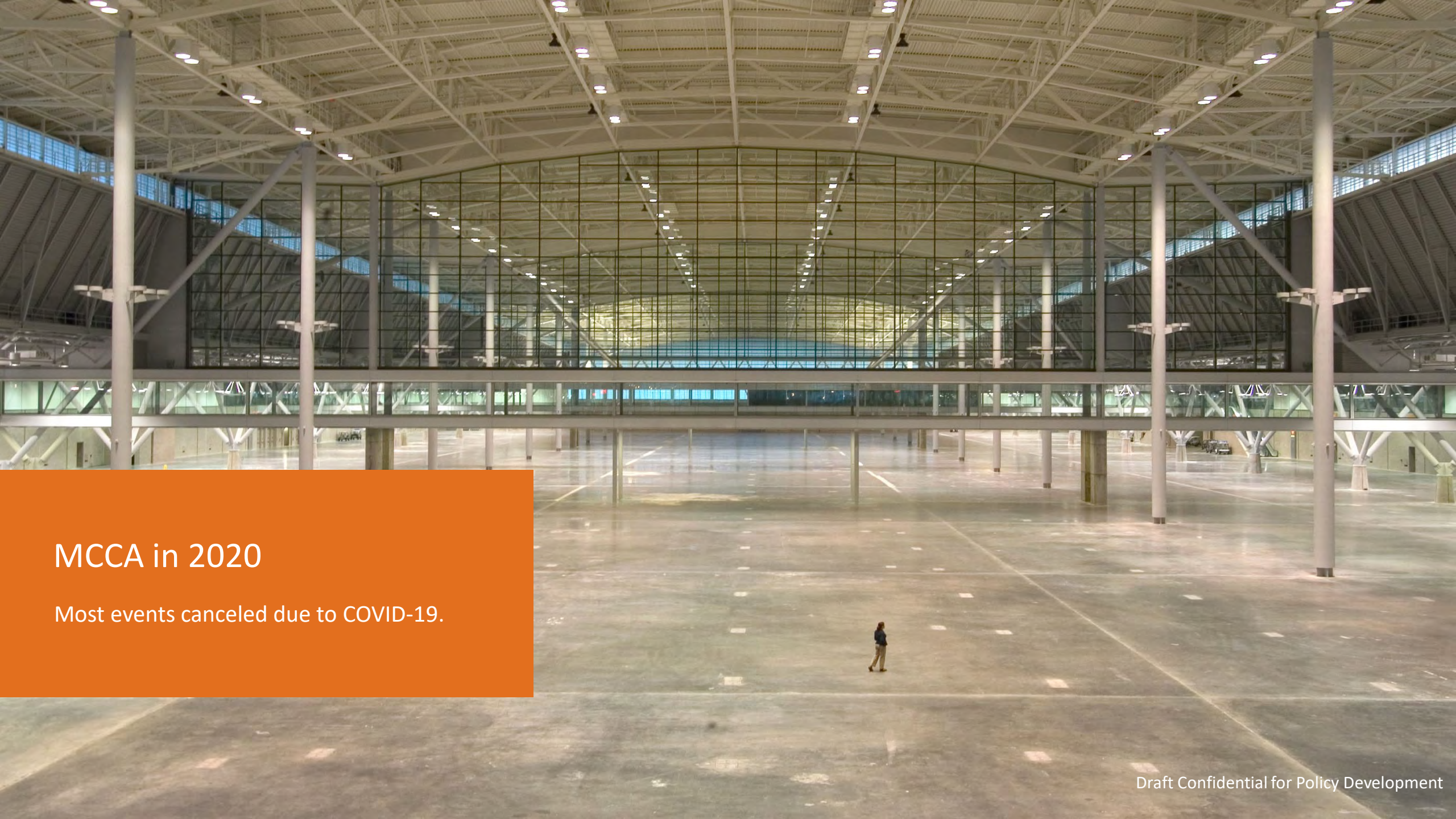




MCCA: A Record 2019

- 785,000 attendees
- 650,000 room nights
- 5,000 jobs in hospitality, services and labor sectors
- \$870 million in regional economic activity

2020 was on pace to exceed 2019 results.....



MCCA in 2020

Most events canceled due to COVID-19.



MCCA in 2021

Time to get back to business!



What we've done to safely reopen:

- Demonstrate our ability to safely host private meetings, events, and gatherings in accordance with federal, state, and local public health protocols
- Develop a MCCA Venue COVID-19 Safety Plan for all our venues
- Educate our staff and clients on our plan and on Commonwealth guidelines
- Submit a plan to Commonwealth for approval for each event we would host
- During the pandemic, the MCCA was authorized to host 18 different events



Trusted - Proven - Recognized

During the pandemic, MCCA has repeatedly been recognized as a responsible, trusted organization:

- April 2020: The BCEC was chosen to serve as the site of the Boston Hope field hospital
- May 2020: The BCEC became the first convention center in the nation to earn the US Dept of Homeland Security's Safety Act Designation
- July/August 2020: The Hynes safely hosted the Boston Police exam for about 1,000 police officers
- March 2021: The Hynes became a mass vaccination site for the Commonwealth and has provided approximately 250,000 shots





Our plan addresses three critical capabilities:

- Exceptional social distancing
- Dynamic contact tracing
- Best-practice COVID-19 protocols



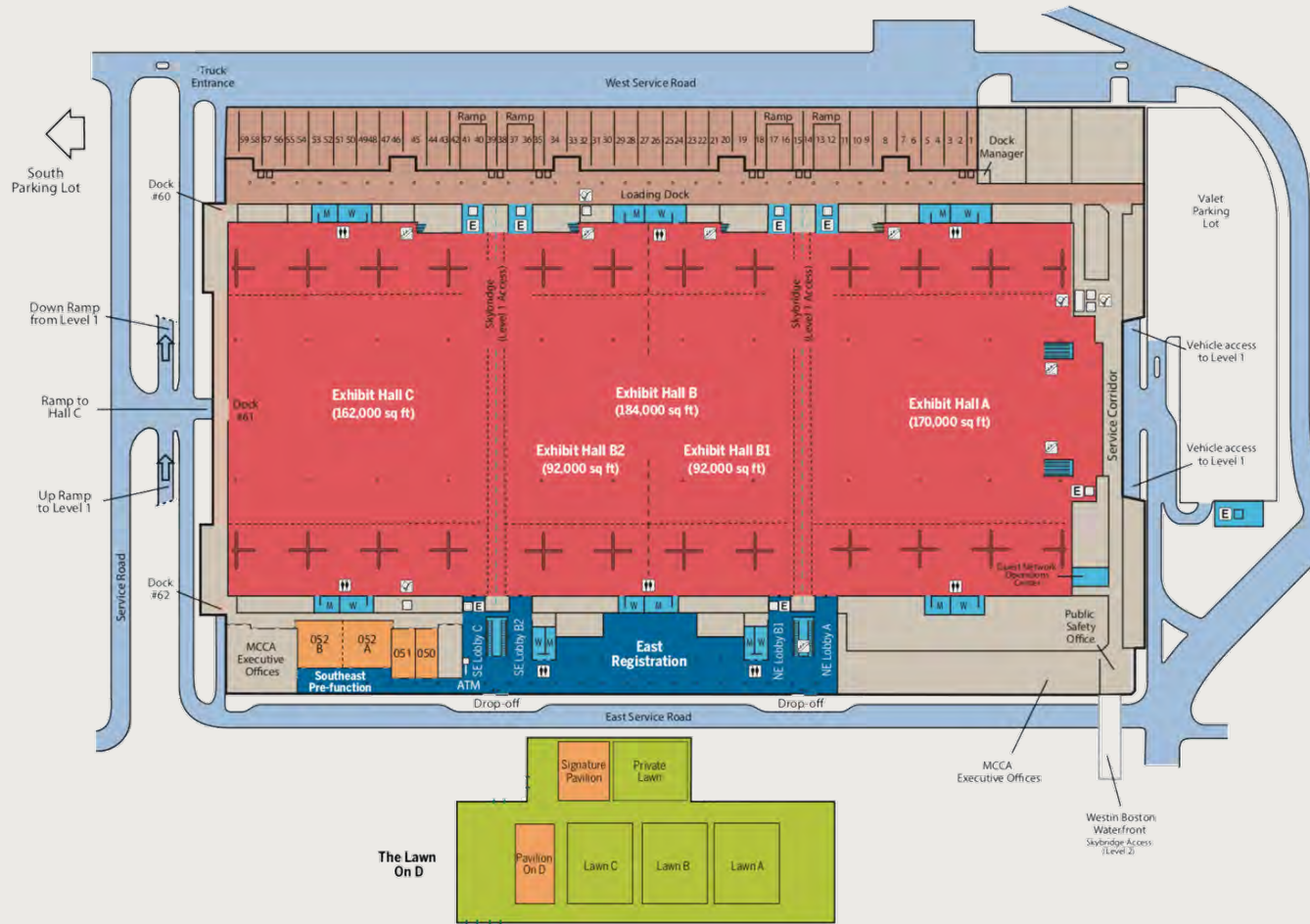
Exceptional social distancing

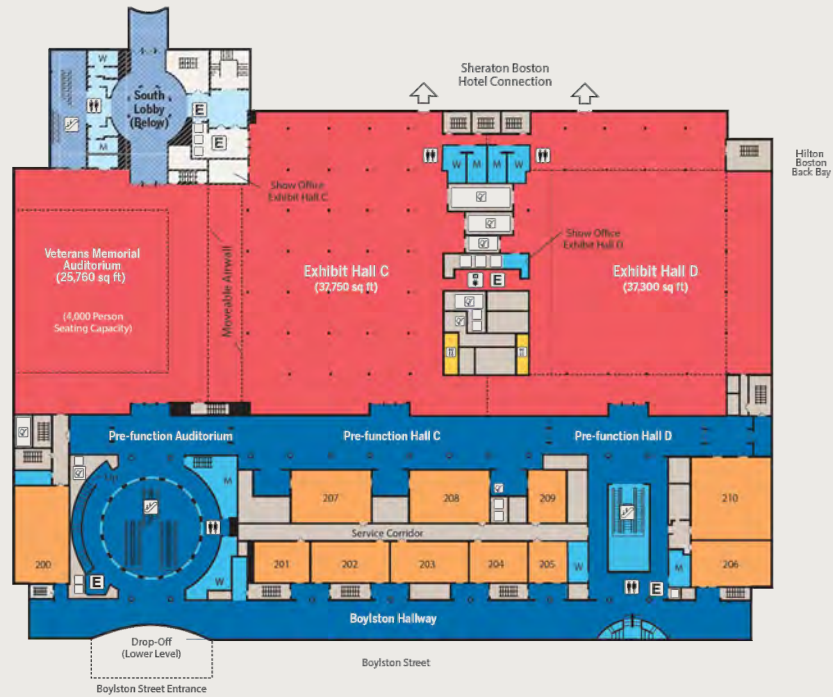
- New re-opening guidance from the Commonwealth as part of Phase 4 Step 2, caps capacity at 25%; indoor gatherings limited to 200 people.
- However, not all spaces are created equal.
- We believe our enormous spaces—which allow us to maintain social distancing with larger crowds—warrants the ability to safely move past gathering limits with additional mitigating measures in place.



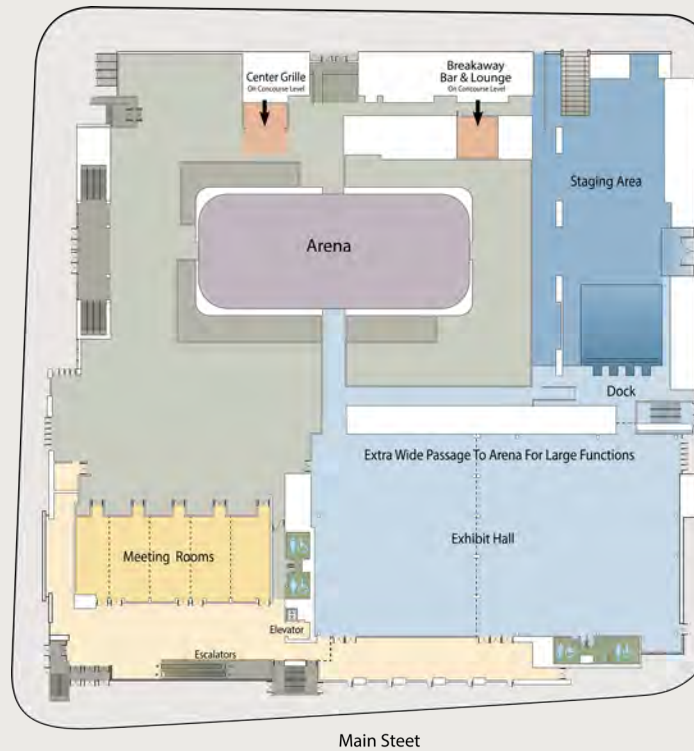
The BCEC is the largest building in New England:

- 2.1 million sf of total space
- 516,000 sf of contiguous exhibit space over 3 halls
- 191,801 sf of meeting space (82 rooms)





HYNES CONVENTION CENTER



MASSMUTUAL CENTER

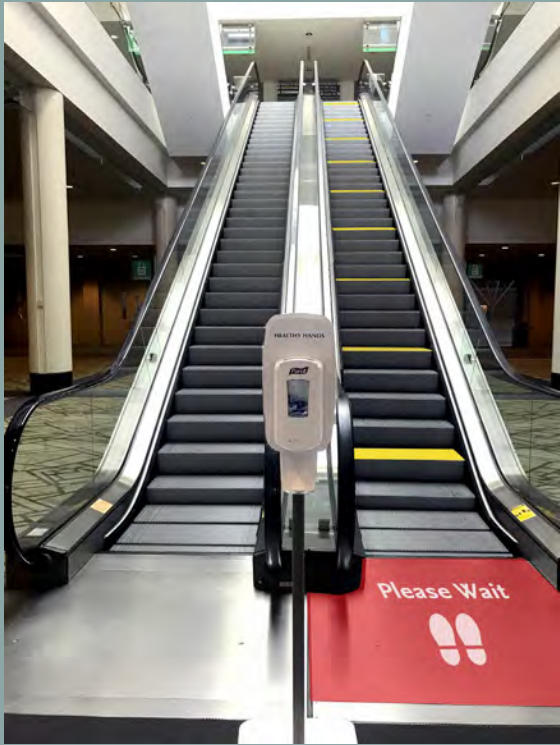
Our other venues are no slouches, either:

Hynes Convention Center:

- 352,000 total sf, including 180,000 sf of exhibit hall space

MassMutual Center:

- 190,000 sf, plus an 8,000-seat arena



Our commitment to social distancing:

- Ensure social distancing in all areas, including rooms, hallways, queues, food and beverage stations, elevators and escalators, and restrooms
- Configure all walkways and aisles to be “one way” routes where appropriate
- Designate doors to exhibit halls as either entrances or exits to manage attendee flow
- Double the width of exhibit hall aisles where appropriate to limit contact
- Use technology/signage to limit crowding



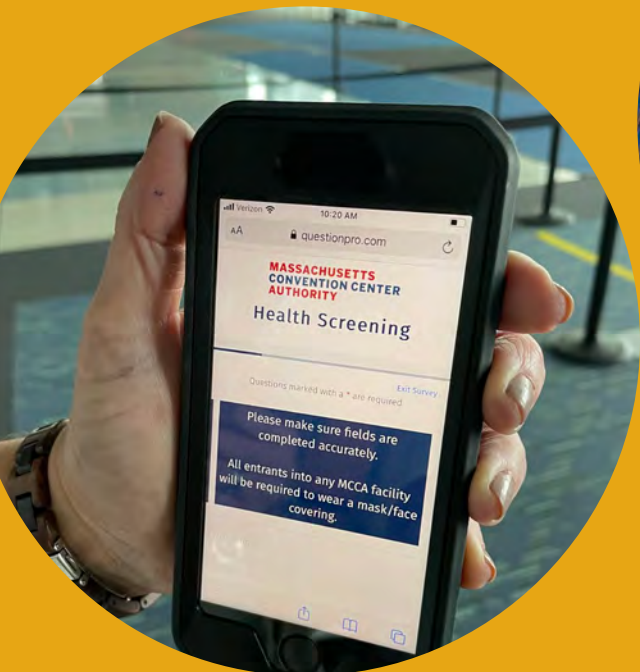


Dynamic contact tracing

Pre-pandemic, 98% of MCCA events used a formal badging and registration process, proving our ability to obtain, manage, and analyze data on event participants.

Contact tracing requires data:

- Before the event—Where have they recently been and with whom
- At the event—Who is attending, where will they be going
- After the event—Where did they go, who were they with, when did they start showing symptoms





Best-practice COVID-19 protocols

The MCCA will implement industry-leading COVID-19 safety protocols that exceed the standards established by the Commonwealth, ensuring the health and safety of our clients and guests. These include:

- Mandated use of PPE
- COVID-19 response plan
- Enhanced HVAC system
- Mandated medical screening
- Increased cleaning protocols

The ability to adapt

Pivoting from standard operating procedures of the past requires the ability to quickly adapt. We have that ability:

- April 2020, we adapted the BCEC to serve as the site of the Boston Hope field hospital.
- Enhancements to our HVAC system enabled us to adopt the high standards for air exchange in place at major area hospitals.
- We were able to safely accommodate as many as 1,000 occupants including COVID-19 patients daily.
- All MCCA venues have robust HVAC systems that process air exchanges at a higher capacity and capability than most other buildings.
- BCEC & Hynes upgraded HVAC Filters to highest industry standard filter MERV13.





While you were away....

Over the past year we have completed \$14 million in capital improvements to improve the user experience in our facilities, this includes:

- New BCEC Hall A Escalators
- New public area carpeting
- Renovated "Green Room"
- New Phone System
- Improvements to roadways & parking lot
- Ongoing project to connect Omni Hotel and BCEC under covered walkway for guest



Next steps

- We will continue to work with the Commonwealth of Massachusetts Department of Public Health on the current and future COVID-19 safety guidelines.
- The MCCA has unmatched expertise in safe event management, and a proven ability to adapt to meet the needs of any situation.
- The MCCA is working collaboratively as a destination ensure our staff, contractors, and hospitality partners are prepared for the safe return to work.
- The MCCA is working closely with our future clients and educate them on COVID-19 Safety guidance as a destination and look forward to working with them on their safe return to the Commonwealth of Massachusetts.

Thank you!



MCCA Board Meeting

May 20, 2021

The Lawn on D Powered by Citizens Bank 2021 Season

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
BOSTON™

Public Programming

Hours of Operation

Thursday: 3:00PM – 10:00PM

Friday & Saturday: 12:00PM – 10:30PM

Sunday: 12:00PM – 10:00PM

Entertainment Hours

Friday: Live Band 5:00PM – 9:00PM
(First weekend only)

Saturday: Live Band 1:00PM – 4:00PM

Sunday: Live Band 1:00PM – 4:00PM



Public Programming Floor Plan



2021 Private Events



Sales Update

- (13) Final Contract Events
- (5) Pending Contact Events
- (16) Event Prospects

Events for May and June

- Fisher College Commencement (May 14th and 15th)
- Duet – SNHU Graduation Celebration (May 16th)
- Mass Dental Society Annual Congress 2021 (June 3rd and 4th)

Operational Procedures for 2021

- We will be opening with a current event license at restricted capacity levels (150 guests).
- Lawn furniture will be set up in a socially distant fashion.
- Games will be spread out between Lawns A and B.
- There will be two operating F&B concessions areas.
 - o Guests can walk up, order their F&B and head back to their table or seating area of choice.
- CDC guidelines will remain in effect.





MCCA Board Meeting Procurement Update May 20, 2021

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
BOSTON™

Surplus Property Initiative

- The MCCA Procurement team has adopted a decommissioning policy for surplus and obsolete MCCA assets and inventory. This has led to the MCCA recovering money on our surplus investments.
- The policy includes determining if any other needs or purposes exist within the MCCA that can be met by re-assigning the asset to another department or project.
- If no internal need or purpose is determined and the asset has residual value, the asset goes up on a public auction site in an attempt to recover the MCCA's investment.
- Other means of asset disposal consists of donations, state surplus, recycle/scrap or possible trade-in.

Surplus Property Initiative



AI AUCTIONS INTERNATIONAL

Seller Number: 2119
Massachusetts Convention Center Authority
Brendan Flynn
415 Summer Street Boston, MA 02110
Phone 617 954 2104

Auctions International
11167 Big Tree Rd
East Aurora, NY 14052
800-536-1401 FAX 800-569-3334
auctionsinternational.com

Statement Date: 11/06/2020
Email:
bflynn@massconvention.com

APPROVED

Statement For: MCCA Boston-MA #22256

Lot	Buyer	Description	Quantity	Price	Commission	Net Due
0001	70464	Avaya Phones	1	260.00	0.00	260.00
0001	-	Picture / Condition Fee @ 5 fee for lot # 0001	-	-	-	(5.00)
0002	31855	iPhones	1	4,550.00	0.00	4,550.00
0002	-	Picture / Condition Fee @ 5 fee for lot # 0002	-	-	-	(5.00)
0003	68202	iPads	1	710.00	0.00	710.00
0003	-	Picture / Condition Fee @ 5 fee for lot # 0003	-	-	-	(5.00)
0004	70484	Avaya G450 Gateway Phone Systems	1	660.00	0.00	660.00
0004	-	Picture / Condition Fee @ 5 fee for lot # 0004	-	-	-	(5.00)
0005	37775	2017 Polaris Gem EZ Electric Car	1	4,000.00	0.00	4,000.00
0005	-	Picture / Condition Fee @ 5 fee for lot # 0005	-	-	-	(5.00)
0006	23621	Motorola HT750 Portable Radios	1	800.00	0.00	800.00
0006	-	Picture / Condition Fee @ 5 fee for lot # 0006	-	-	-	(5.00)

Summary of Sales Activity at MCCA Boston-MA #22256

Commissions are Calculated on a Percent of the Sale Price of EACH LOT.

Commission Summary:

Commission Description	Commission Rate	Amount Sold	Comm. Amount
	0.00%	10,980.00	0.00

Statement Totals

6 Lots Sold	
Total Sales	\$10,980.00
Less: Fees	\$30.00
Less: Commissions	\$0.00
Total Amount Due	\$10,950.00

Auction Closed: 09.09.2020

Note:

9/10/2020



AI AUCTIONS INTERNATIONAL
PROFESSIONAL AUCTIONEERS

Auctions International - My Account: Consigned Items

[Skip to main content](#)

Accepting Consignments

Questions? Problem? Help?
Bidding support is available M-F from 9 AM-5PM EST.
Contact us or call (800) 536-1401 x131.

For customer service after 5PM EST and Saturdays
10AM-5PM call 800-536-1401 option 1 from the menu.

[f](#) [@](#)

[Online Auctions](#) [Live Auctions](#) [Past Prices](#) [About Us](#) [Change Language](#) [My Account](#) [Logout](#) [Sell With Us](#)

[Email Alerts](#)

Account Main Page for Brendan Flynn Return to Auction

[Personal Information](#) [Invoices](#) [Credit Cards](#) [My Favorites](#) [My Bids](#) [Shopping Cart](#) [Are you a reseller?](#)

[Are you a dealer?](#) [Communication Preferences](#) [Consigned Items](#) [My Auction Invoices](#)

List of lots consigned (5)

Filter By

Summarized By --

Date Range -

Auctions

More Auctions...

Category --

Filter by Status Approved

[Self Report](#)

[Clear Fields](#)

Page 1 of 1

Batch Actions

Summary of Consigned Items

Accepted	Number of Items	Total Bid Amount	Total Commission Estimate	Total Net to Consigning Customer
Total	5	\$6,980.00	\$0.00	\$6,980.00

☐	Lot Number	Title	Suggested Bid	High Bidder	Status	Stamp	Comments	Mid Estimate	Amount To
☐	0001	Avaya Phones	\$260.00	herthyboy	Approved			0.00%	\$260.00 22256
☐	0002	iPhones	\$4,550.00	unten	Approved			0.00%	\$4,550.00 22256
☐	0003	iPads	\$710.00	Alex19978	Approved			0.00%	\$710.00 22256
☐	0004	Avaya G450 Gateway Phone Systems	\$660.00	herthyboy	Approved			0.00%	\$660.00 22256
☐	0006	Motorola HT750 Portable Radios	\$800.00	king20	Approved			0.00%	\$800.00 22256

[Home](#) [About Us](#) [Terms of Use](#) [View Auction Map](#) [Registration & Bidding Instructions](#)

© 2020 Auctions International, Inc. - Traditional & Online Auctioneers - 11167 Big Tree Rd (20-A), East Aurora, NY 14052 All Rights Reserved. Contact our main office at 1-800-536-1401 Mon-Fri from 9 am to 5 pm EST.

Active Users: 793

Surplus Property Initiative

CERTIFICATE OF TITLE
MASSACHUSETTS DEPARTMENT OF TRANSPORTATION

TITLE NUMBER BS990393		VEHICLE IDENTIFICATION NUMBER 52CG2AGA6H0015878		DATE OF ISSUE 09/01/2017	
MFIS MODEL YEAR 2017	NAME GLBL	MODEL NAME B2	MODEL NO. COUPE	BODY STYLE/TYPE NEW	NEW/USED NEW
CYL. PASS. DRG. 00 02 2	PURCHASE DATE 06/17/2017	DOOMETER READING 1	PREV. TITLE NO. 1	PREV. TITLE STATE	
		ACTUAL MILEAGE			

MAILING ADDRESS ONLY:
MASSACHUSETTS CONVENTION CENTER AUTHORITY
415 SUMMER ST
BOSTON, MA 02110

OWNER(S) NAME AND ADDRESS:
MASSACHUSETTS CONVENTION CENTER AUTHORITY
415 SUMMER ST
BOSTON, MA 02110

FIRST LIENHOLDER: SECOND LIENHOLDER:

TITLE TYPE AND BRANDS

TITLE TYPE:
BRAND:
BRAND:
BRAND:
BRAND:

TITLE MESSAGE(S):

RELEASE OF FIRST LIEN:
THE FIRST LIENHOLDERS INTEREST IN THE VEHICLE DESCRIBED IN THIS CERTIFICATE IS HEREBY RELEASED.
NAME:
AUTHORIZED SIGNATURE:
DATE RELEASED:

RELEASE OF SECOND LIEN:
THE SECOND LIENHOLDERS INTEREST IN THE VEHICLE DESCRIBED IN THIS CERTIFICATE IS HEREBY RELEASED.
NAME:
AUTHORIZED SIGNATURE:
DATE RELEASED:

THE REGISTRAR OF MOTOR VEHICLES HEREBY CERTIFIES THAT AN APPLICATION FOR A CERTIFICATE OF TITLE FOR THE MOTOR VEHICLE DESCRIBED HEREIN HAS BEEN ONLY FILED PURSUANT TO THE PROVISIONS OF THE LAWS OF THE COMMONWEALTH OF MASSACHUSETTS, BASED ON THE STATEMENTS OF THE APPLICANT AND THE RECORDS ON FILE WITH THIS AGENCY. THE APPLICANT NAMED IS THE OWNER OF SAID VEHICLE.

THE REGISTRAR OF MOTOR VEHICLES FURTHER CERTIFIES THAT THE VEHICLE IS SUBJECT TO ANY SECURITY INTERESTS SHOWN HEREIN.

Erin C. Devoney
Erin C. Devoney
Registrar

CONTROL NO. **G 7674428**
NOT THE TITLE NUMBER

ALTERATION OR ERASURE VOIDS THIS TITLE. KEEP IN SAFE PLACE.

REGISTRY OF MOTOR VEHICLES

AUCTIONS INTERNATIONAL
PROFESSIONAL AUCTIONEERS

[Click to main content](#)

Accepting Consignments

Questions? Problem? Help?
Bidding support is available M-F from 9 AM-5PM EST.
Contact us or call (800) 536-1401 x131.

For customer service after 5PM EST and Saturdays
(10AM-5PM) call 800-536-1401 option 1 from the menu.

[Facebook](#) [Twitter](#)

[Online Auctions](#) [Live Auctions](#) [Past Prices](#) [About Us](#) [Change Language](#) [My Account](#) [Logout](#) [Sell With Us](#)

Account Main Page for John Lewis

[Personal Information](#) [Invoices](#) [Credit Cards](#) [My Favorites](#) [My Bids](#) [Shopping Cart](#) [Are you a reseller?](#)

[Are you a dealer?](#) [Communication Preferences](#)

MCCA Boston-MA #22256

[Print View](#) [Return to list](#)

Picked up 9/15/20 over BCO BF 9/15/20

PAID 09/15/2020

BID To:
John Lewis
850 North St
Roslindale, MA 02369
Norfolk County

DATE	INVOICE #	TERMS
09/14/2020	67208	Due on receipt

AUCTION	09-09 MCCA Boston-MA #22256
PHONE	617-438-0245
PHONE2	781-961-9016
EMAIL	jacklinkers@gmail.com

Item Description	Tax Rate	Amount
0005 - 2017 Polaris Gen E2 Electric Car VIN #52CG2AGA6H0015878, Docs: Bill of Sale Only	0.000% - 0.00	4,000.00
--- Wire Transfer Fee:	0.000% - 0.00	15.00
Payments:		
Payment by Wire Transfer-CE	09/15/2020 02:57:51 PM ET	4,295.00
Sub-Total		\$4,000.00
Buyers Premium = 7%		\$280.00
Massachusetts Sales Tax		\$8.00
Total		\$4,295.00

Most contact Brendan Flynn at 617-954-2104 to arrange for pickup. Items located at 415 Summer Street, Boston, MA 02110. Suffolk County

Once your invoice has been paid, please log into your Auctions International account and retrieve the Paid Invoice from your Invoices tab. You can then print it directly from there.

Payment Due within FIVE (5) business days. ANY MERCHANDISE LEFT ON PREMISES AFTER TEN (10) BUSINESS DAYS WILL REVERT BACK TO THE POSSESSION OF THE SELLER, WITH NO REFUND ISSUED.

[Click here for almost deposit / wire transfer instructions.](#)

4.00% Buyer Premium Discount for Payments made with Certified Funds: cash, bank transfer, guaranteed funds or money orders. Personal/company checks will not be accepted for payment, if using these payment methods, your Discounted Balance due is: \$4,295.00
*If paying by wire transfer there is a \$15.00 wire transfer fee. Please add this in the total you are paying. Thank you.

Your bids have been approved, and payment is due due. Please remit your payment to our office within five (5) business days. The pickup consent for these items is located in the body of your invoice. You may make pickup arrangements once

For payments made with Certified Funds **\$4,295.00**

Surplus Property Initiative

Attn: Brendan Flynn,

The following invoice from your auction MCCA Boston-MA #22256 (Q-22256) that closed on 2020 Sep, 09 has been paid.

INVOICE DETAILS:

AUCTIONS INTERNATIONAL
Tel: 800-636-1401 Fax: 800-569-3334
11167 Big Tree Road, East Aurora, NY 14052
FEID # 32-003-8079

INVOICE

Confirmation Code **3B944-46CE1**

PAID
09/15/2020

9/24/20
BF

DATE	INVOICE #	TERMS
09/10/2020	67158	Due on receipt

Bill To:
Usmanou Nsangou
12 York Terrace
Brookline, MA 02446
Norfolk County

AUCTION 09-09 MCCA Boston-MA #22256
PHONE 6179091204
PHONE2 6179091204
EMAIL usangou@hotmail.com

Item Description	Tax Rate	Amount
0002 - iPhones	6.250% - 315.66	4,550.00
Payments:		
USMANOU NSANGOU - XXXX0982 09/15/2020 05:50:24 PM ET		5,366.16
Sub-Total		\$4,550.00
Buyers Premium = 11%		\$500.50
Massachusetts Sales Tax		\$315.66

Must contact **Brendan Flynn** at 617-954-2104 to arrange for pickup. Items(s) located at **415 Summer Street, Boston, MA 02110 Suffolk County**

Once your invoice has been paid, please log into your Auctions International account and retrieve the Paid Invoice from your Invoices tab. You can then print it directly from there.

Payment DUE within FIVE (5) business days. ANY MERCHANDISE LEFT ON PREMISES AFTER TEN (10) BUSINESS DAYS WILL REVERT BACK TO THE POSSESSION OF THE SELLER. WITH NO REFUND ISSUED.

[Click here for quick account & wire transfer instructions](#)

auctionsinternational.com Tue, Sep 15 2020, 10:50PM

Attn: Brendan Flynn,

The following invoice from your auction MCCA Boston-MA #22256 (Q-22256) that closed on 2020 Sep, 09 has been paid.

INVOICE DETAILS:

AUCTIONS INTERNATIONAL
Tel: 800-636-1401 Fax: 800-569-3334
11167 Big Tree Road, East Aurora, NY 14052
FEID # 32-003-8079

INVOICE

Confirmation Code **74DD9-CB57A**

PAID
09/10/2020

DATE	INVOICE #	TERMS
09/10/2020	67160	Due on receipt

Bill To:
Robert Laughlin
Arrow Technology Solutions
2 Everett Paine Boulevard
Marblehead, MA 01945
Essex County

AUCTION 09-09 MCCA Boston-MA #22256
PHONE 7816310017
PHONE2 7816310017
EMAIL robbyf@arcomcast.net

Item Description	Tax Rate	Amount
0001 - Axxya Phones	6.250% - 18.04	260.00
0004 - Axxya G950 Gateway Phone Systems	6.250% - 45.79	660.00
Payments:		
Payment by Credit Card # XXXX9430 09/10/2020 12:07:53 PM ET		1,085.03
Sub-Total		\$920.00
Buyers Premium = 11%		\$101.20
Massachusetts Sales Tax		\$63.83

auctionsinternational.com Thu, Sep 10 2020, 5:07PM

Auction Credit Totals

2017: \$294,736.50

2018: \$ 77,936.06

2019: \$ 65,048.00

2020: \$ 41,906.50

2021: \$ 39,133.50

Total Auction Credit: **\$518,760.56**

March 2020- May 2021 (Covid Savings)

During the pandemic, the Procurement team worked with other departments to target the following areas for opportunities to negotiate savings totaling \$50,499.18 for the MCCA:

- Software renewals
- Equipment and supplies purchases
- Professional services agreements
- Contracted maintenance providers

PPE Assistance – Governor's Office

In the early days of the COVID-19 pandemic, the MCCA Procurement Team assisted Governor Baker's PPE Procurement Task Force to procure PPE items including masks, sanitizer, gowns and gloves.

- The team worked under the leadership of the Governor's Office, Chief Secretary and Director, Boards and Commissions, Jordan Maynard.
- The team was part of the vetting team assigned to reach out to 40 PPE vendors per day.
- The team researched the legitimacy of PPE vendors including cost and lead time.

Monthly Management Report

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

May 20, 2021

Table of Contents

Letter from the Executive Director.....	3
Financial Summary and Reports	5
I. Results of Operations	5
II. Explanation of Significant Financial Activities.....	7
III. Consolidated Statement of Operations – Budget vs. Actual	8
IV. Statement of Capital Spending	9
V. Long Term Sales Lead Status Report	10
VI. Event and Media Sales Definite Business	12
Springfield Update.....	14
Sales Report.....	14
F&B Report.....	17

Letter from the Executive Director

May 20, 2021

Dear Board Members,

This past Monday, Governor Baker delivered the news that everyone has been waiting to hear for more than 14 months — Massachusetts is open for business. The Governor announced the Commonwealth would be advancing its full reopening date by two months to May 29, officially lifting all Covid restrictions in time for Memorial Day Weekend. Later that day, Mayor Kim Janey announced that the City of Boston would align with the Commonwealth and fully reopen on May 29.

The revised reopening date is a result of the continued positive trends in battling the pandemic across the Commonwealth. In early May, the U.S Navy, CIC Health and their respective partners celebrated administering over 250,000 vaccine doses at the Hynes. That success continued in recent weeks as the Hynes, and other vaccination sites, began welcoming walk-in appointments for anyone over the age of twelve in Massachusetts. CIC Health also announced that they had surpassed 1 million vaccines across their vaccination sites.

With Massachusetts leading the nation in vaccine distribution and on pace to exceed the goal of vaccinating 4.1 million residents by the first week of June, the Hynes is beginning to wind down its vaccine operations. Special recognition is due for the MCCA team onsite at the Hynes led by Carol Gagnon in operations and Tom Johnson from Public Safety. The coordination and execution of the mass vaccination site was universally regarded as outstanding by the Baker Administration, CIC Health, U.S. Navy and, most importantly, by all the patients who were vaccinated since the opening in mid-March.

With the pandemic finally fading from view, we are eagerly looking forward to welcoming our first event of size back into the BCEC tomorrow as the Nike Boston Volleyball Festival brings 4,000 guests in to compete on dozens of courts spaced throughout our exhibition halls. The three-day tournament, formerly sponsored by Mizuno, was the last event held at the BCEC before the initial shutdown in 2020 and it seems most appropriate to be hosting this event again this week to mark our return to hosting large events.

The MassMutual Center has also experienced a surge in activity. After successfully hosting the Varsity Cheer event on April 17 followed by the USA Gymnastic events on April 23-25 and May 1-2, the team quickly turned to college commencement season hosting in-person graduation ceremonies. Notably, Westfield State University returned to the MassMutual Center Arena and awarded over 1,200 degrees to the class of 2021 before recognizing 866 members of the class of 2020 whose commencement was cancelled due to the pandemic.

Even more excitement was in store for Springfield as the Naismith Memorial Basketball Hall of Fame revealed on ESPN that the induction ceremony for the Class of 2021 will be held at the MassMutual Center on September 11. This is an annual highlight event for the NBA and next year's program will have special significance as Celtic legend Paul Pierce will be among the honorees.

The Lawn On D, and the iconic swings, officially returned last weekend to host commencement celebrations for both Fisher College and Southern New Hampshire University. Rebel Restaurants returns as our food and beverage provider with Citizens Bank returning as our title sponsor. The Lawn On D will officially open to the public for its eighth season tomorrow and includes its traditional lineup of private events, community outings and public programming at Boston's iconic outdoor event space.

The last fourteen months have presented more than enough “once in a lifetime” hardships and heartaches. To have navigated through the pandemic and be on the cusp of a full reopening of our venues is a tremendous achievement. On behalf of the MCCA team I want to thank the board again for its leadership, support and patience during the most difficult of circumstances. The MCCA is ready to welcome our guests back to venues that are in pristine condition and deliver the unmatched customer experience we are known for throughout the meeting and events industry.

Sincerely,

A handwritten signature in blue ink, enclosed in a light blue rectangular border. The signature is stylized, starting with a large 'D' and ending with a long horizontal stroke.

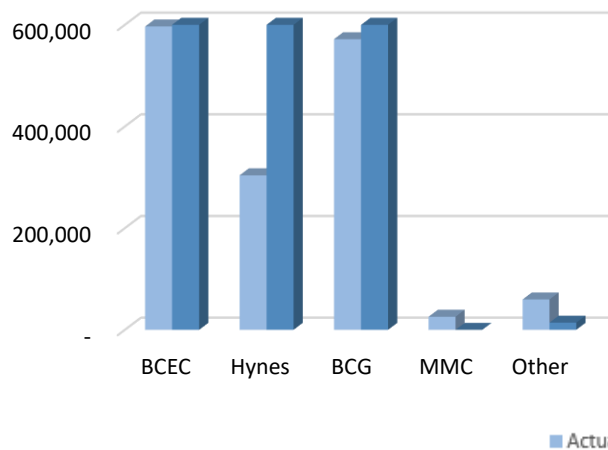
David Gibbons
Executive Director

Financial Summary and Reports

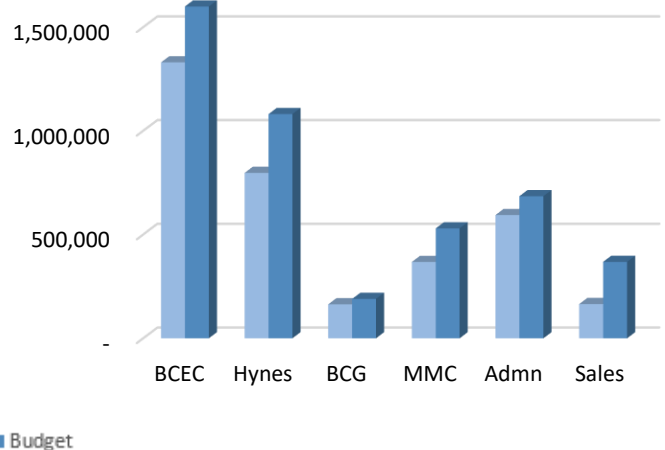
I. Results of Operations

FY 2021 for the nine Months Ending – March 2021

March Revenues by Cost Center

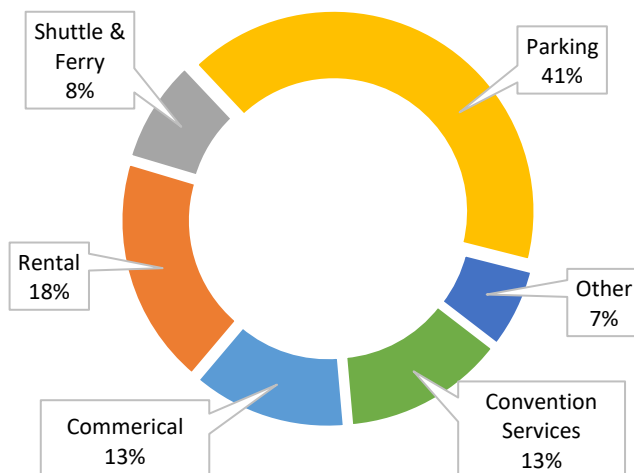


March Expenses by Cost Center

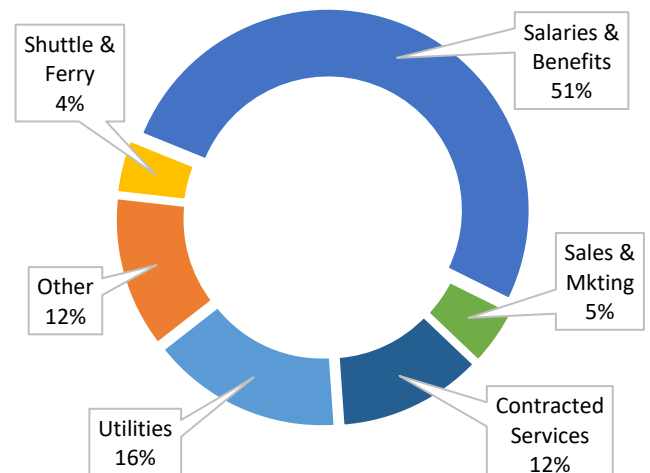


Net Cost of Operations	<u>Actual</u> <u>Mar</u>	<u>Budget</u> <u>Mar</u>	<u>Variance</u>	<u>Actual</u> <u>YTD</u>	<u>Budget</u> <u>YTD</u>	<u>Variance</u>
	\$(1,833,231)	\$(2,446,165)	\$612,934	\$(19,414,014)	\$(21,939,543)	\$2,525,529

March Revenue Sources



March Expense Sources



Results of Operations
FY 2021 for the Nine Months Ending
March 2021

	Actual March	Budget March	Variance Fav (Unfav)	Comments / Major Drivers
Revenues				
BCEC	596,767	1,409,890	(813,124)	Events budgeted and did not occur - ferry and shuttle revenues under budget
BCEC Lawn on D	19,167	20,833	(1,667)	Reduced sponsorship revenues
Hynes	303,932	614,073	(310,141)	Events budgeted and did not occur – CIC vaccination site open last 2 weeks of Mar
Boston Common Garage	571,745	826,994	(255,249)	Transient and monthly parker revenues under budget
MassMutual Center	25,765	-	25,765	Unbudgeted Atlantic Hockey Championships
Springfield Garage	44,409	-	44,409	Unbudgeted cost center
Other Income	59,715	14,705	45,640	Boston Tea Party loan interest and auction sales
Total Revenues	1,621,498	2,885,865	(1,264,367)	
Expenses				
BCEC	1,330,717	2,472,550	1,141,834	Event and associated payroll expenses budgeted and did not occur
BCEC Lawn on D	15,876	5,502	(10,375)	
Hynes	797,247	1,080,988	283,741	Event and associated payroll expenses budgeted and did not occur
Boston Common Garage	164,165	190,226	26,061	Annual contract and payroll savings
MassMutual Center	367,931	529,728	161,796	Payroll and utilities savings
Springfield Garage	19,519	-	(19,519)	Unbudgeted cost center
Subtotal: Operations	2,695,455	4,278,993	1,583,538	
Central Administration	593,899	684,721	90,822	Software licensing and payroll under budget
Marketing & Sales	165,375	368,316	202,940	PPP loan forgiveness
Total Expenses	3,454,729	3,948,643	1,877,301	
Net Income of Operations	\$ (1,833,231)	\$ (2,446,165)	\$ 612,934	

II. Explanation of Significant Financial Activities

Summary – March 2021, Fiscal Year 2021

For March, net cost of operations was \$1.8M, favorable to budget by \$613k.

Revenues

- BCEC revenues were unfavorable to budget by \$813k. The unfavorable variance is primarily a result of five events being budgeted with a total of \$993k in revenues that did not actualize. However, the BCEC did see \$321k in March revenues attributed to event cancellations, which partially offset the budgeted events. Ferry and shuttle revenues continue to actualize below budget. In March the amounts were under budget by a total of \$284k. This variance was partially offset with a positive shuttle and water ferry expense of \$181k. Food and beverage expenses for the month of March amounted to \$110k at the BCEC, resulting in a \$111k favorable variance. Hotel lease agreements and Danby lot parking proceeds for the month amounted to \$160k, under budget by \$27k.
- Hynes revenues were under budget by \$310k. The unfavorable variance is primarily a result of six events being budgeted with a total of \$566k in revenues that did not actualize. The CIC Vaccination Site was at the Hynes the second half of March, contributing a total of \$202k in revenue to the facility for the month. In total food and beverage expenses amounted to \$35k, which was \$35k below budget. Hotel lease agreement proceeds for the month totaled \$92k, being below budgeted amounts by \$22k.
- Boston Common Garage revenues were \$255k under budget. Transient parker revenues were below budget by \$186k, however these revenues did increase by \$100k from the previous month. Monthly parker revenues were under budget for the month by \$67k. These revenues did also increase from prior period amounts, by a total of \$20k.
- MassMutual Center revenues were over budget by \$26k as a result of the unbudgeted Atlantic Hockey Championships played by the AIC Hockey team.

Expenses

- BCEC operating expenses were \$1.14k under budget. This variance is primarily attributed to the previously mentioned five budgeted events and their associated expenses that did not actualize for \$800k. Shuttle and ferry expenses were also below budget by \$181k, contributing to the positive variance. Additionally, the BCEC saw \$73k saving on annual contract maintenance and \$52k in utility savings for the month.
- Hynes operating expenses were \$284k below budget for the month. This variance is primarily attributed to the six budgeted events and their associated \$343k in event expenses that did not occur. The Hynes also saw \$103k in saving on annual contract maintenance. A timing variance from restaurant real estate tax of \$37k and annual elevator / escalator inspections of \$78k partially offset the positive balance for the month.
- MassMutual Center expenses were below budget by \$162K. These savings are primarily a result of lower payroll, which contributed \$66k to the positive variance for the month. Savings were also actualized in outside services expenses for a total of \$27k and \$54k in utilities expense.

III. Consolidated Statement of Operations – Budget vs. Actual

For the nine months ending March 31, 2021

	Actual MAR	Budget MAR	Variance Fav (Unfav)	Actual YTD	Budget YTD	Variance Fav (Unfav)	Budget FY21
Revenues							
BCEC	596,767	1,409,890	(813,124)	3,250,842	6,347,924	(3,097,081)	9,302,906
Lawn on D	19,167	20,833	(1,667)	151,174	202,245	(51,070)	749,745
Hynes	303,932	614,073	(310,141)	1,943,858	1,087,308	856,550	3,648,547
BCG	571,745	826,994	(255,249)	5,029,988	5,997,366	(967,379)	8,580,326
MMC OH	25,765	-	25,765	267,511	104,517	162,994	1,178,154
Springfield Garage	44,409	-	44,409	122,187	-	122,187	-
Other Income	59,715	14,075	45,640	548,258	126,671	421,587	802,174
Total Revenues	\$ 1,621,498	\$ 2,885,865	\$ (1,264,367)	\$ 11,313,818	\$ 13,866,031	\$ (2,552,213)	\$ 24,261,853
Expenses							
BCEC	1,330,717	2,472,550	1,141,834	12,724,533	14,612,621	1,888,087	21,217,794
Lawn on D	15,876	5,502	(10,375)	32,278	47,307	15,029	161,812
Hynes	797,247	1,080,988	283,741	5,817,910	6,529,259	711,349	10,037,403
BCG	164,165	190,226	26,061	1,583,049	1,658,378	75,329	2,240,468
MMC OH	367,931	529,728	161,796	3,135,324	3,991,658	856,335	6,111,494
Springfield Garage	19,519	-	(19,519)	81,232	-	(81,232)	-
Sub-Total Operations	\$ 2,695,455	\$ 4,278,993	\$ 1,583,538	\$ 23,374,327	\$ 26,839,224	\$ 3,464,896	\$ 39,768,970
Admin	593,899	684,721	90,822	5,588,034	6,286,199	698,165	8,417,923
M&S	165,375	368,316	202,940	1,765,470	2,680,151	914,681	3,943,790
Total Expenses	\$ 3,454,729	\$ 5,332,030	\$ 1,877,301	\$ 30,727,832	\$ 35,805,574	\$ 5,077,742	\$ 52,130,683
Net Income (Cost) of Operations	\$ (1,833,231)	\$ (2,446,165)	\$ 612,934	\$ (19,414,014)	\$ (21,939,543)	\$ 2,525,529	\$ (27,868,831)

- Timing variance in BCEC revenues due to \$2 Million budgeted in October for FEMA reimbursement - \$2.88 Million to be booked in April

IV. Statement of Capital Spending

As of March 31, 2021

Facility	Project Category	Original FY21 Budget	Changes to FY21 Budget	Total Revised FY21 Budget	Spent to Date	Total Remaining
BCEC	Type 3 - Strategic Investment	8,351,100	(1,437,390)	6,913,710	5,760,115	1,153,595
	Type 3 - Ferry	214,200	-	214,200	192,699	21,501
	Type 2 - Facility Impr / Cap Replacement	7,061,400	(2,547,736)	4,513,664	3,276,337	1,237,327
	Type 1 - Equip & Fixture - Equipment	-	55,565	55,565	55,565	0
		15,626,700	(3,929,561)	11,697,139	9,284,715	2,412,424
Hynes	Type 3 - Strategic Investment	-	-	-	-	-
	Type 2 - Facility Impr / Cap Replacement	245,300	628,418	873,718	371,756	501,962
		245,300	628,418	873,718	371,756	501,962
BCG	Type 3 - Strategic Investment	74,600	8,067	82,667	44,197	38,470
	Type 2 - Facility Impr / Cap Replacement	8,152,000	(2,118,565)	6,033,435	4,659,270	1,374,165
		8,226,600	(2,110,498)	6,116,102	4,703,466	1,412,636
MMC	Type 2 - Facility Impr / Cap Replacement	366,900	(278,424)	88,476	24,870	63,606
	Type 1 - Equip & Fixture - Equipment	-	17,820	17,820	29,135	(11,315)
	Type 1 - Equip & Fixture - Fixtures	25,000	69,301	94,301	94,301	(0)
		391,900	(191,303)	200,597	148,306	52,291
Admin/Multi	Type 2 - Facility Impr / Cap Replacement	186,700	73,618	260,318	128,768	131,550
	Type 1 - Equip & Fixture - Equipment	-	-	-	16,450	(16,450)
	Salary & Benefit Allocation	2,275,000	(186,254)	2,088,746	1,709,029	379,717
		2,461,700	(112,636)	2,349,064	1,854,246	494,818
Total Annual Capital Projects		26,952,200	(5,715,580)	21,236,620	16,362,489	4,874,131
BCEC	Master Planning	243,000	-	243,000	102,503	140,498
MMC	Springfield Garage Replacement	900,000	(490,699)	409,301	41,914	367,387
Total Long-Term Capital Projects		1,143,000	(490,699)	652,301	144,416	507,885
Total Budgeted Capital Projects		28,095,200	(6,206,279)	21,888,921	16,506,906	5,382,015

V. Long Term Sales Lead Status Report

National Council of Teachers of Mathematics Annual Meeting & Exposition 2026+

The National Council of Teachers of Mathematics (NCTM) is a recognized leader in efforts to ensure an excellent mathematics education for all students and an opportunity for every mathematics teacher to grow professionally. With approximately 80,000 members and 230 affiliates, NCTM is known for its leadership in the education standards movement. NCTM last held the Annual Meeting in Boston in 2015 with great success. They have also held Regional Meetings at the Hynes, the most recent in 2019. Recently, the Board decided to move the Annual Meeting from April to October. NCTM invited us to bid on 2025 and we only had early September dates to offer that were not their usual preferred pattern. The Advisory Committee rejected the bid because the dates were too close to the school year openings. This group uses Hall A and B1 and all meeting rooms. NCTM is very interested in Boston and has asked us to check dates in 2026 and beyond. They rotate to the East every other year due to high demographics. The next step is to find dates to offer.

Building: BCEC

Attendance: 10,000

Peak Room Nights: 4,500

Total Room Nights: 19,080

Month / Year: September / October 2026+

International Society on Thrombosis and Hemostasis Congress 2025

International Society on Thrombosis and Hemostasis (ISTH) founded in 1969, the ISTH is the leading worldwide not-for-profit organization dedicated to advancing the understanding, prevention, diagnosis, and treatment of conditions related to thrombosis and hemostasis. The ISTH boasts more than 5,000 clinicians, researchers and educators working together to improve the lives of patients in more than 100 countries around the world. At ISTH 2025, thousands of the world's leading experts on thrombosis, hemostasis and vascular biology will come together to present the most recent advances, exchange the latest science, and discuss the newest clinical applications designed to improve patient care. Through an extensive lineup of educational sessions, poster and oral communications, state-of-the-art lectures, medical industry exhibits and professional networking opportunities, the Congress promotes important scientific discourse and advancement. The Congress takes place annually in July and has not been held in Boston since 2009. Selecting a destination requires a thorough bid process and there is a strict rotation policy between North America, Europe, and the rest of the world. The next-open-year for North America is 2025; the bid process will open in the Fall of 2021 and after 2021's Congress takes place virtually over July 17-21. Key decision factors include attractiveness of the host city, accessibility (especially for international attendees), suitability of the facilities, weather, and safety / security. Local support is also another critical component. Final decisions and contracting are targeted to take place in fiscal year-2022 and by June of 2022.

Building: BCEC

Attendance: 7,000

Peak Room Nights: 5,000

Total Room Nights: 28,050

Month / Year: July 2025

42 Analytics Educational Inc. MIT Sloan Sports Analytics Conference 2024

42 Analytics Educational Inc. MIT Sloan Sports was founded in 2009 with a mission to develop and disseminate the leading edge of sports business knowledge by providing educational services and organizing conferences about the sports business world. The MIT Sloan Sports Analytics Conference goal is to provide a forum for

industry professionals (executives and leading researchers) and students to discuss the increasing role of analytics in the global sports industry. MIT Sloan is dedicated to fostering growth and innovation in this arena, and the conference enriches opportunities for learning about the sports business world. The conference is open to anyone interested in sports. This group meets annually at either the Hynes or the BCEC, depending on date availability. A decision date to be determined.

Building: BCEC

Attendance: 3,500

Peak Room Nights: 1,000

Total Room Nights: 2,728

Month / Year: March 2024

Advanced Medical Technology Association The MedTech Conference 2024

Advanced Medical Technology Association (AdvaMed) the world's largest association representing the medical technology industry, has more than 1,500 member companies producing medical technology devices, including diagnostic products and medical information systems. AdvaMed members produce nearly 90% of the health care technology purchased annually in the U.S. and more than 50% purchased annually around the world. AdvaMed advocates for a legal, regulatory and economic environment that advances global health care by assuring worldwide patient access to the benefits of medical technology. They promote policies that foster the highest ethical standards, rapid product approvals, appropriate reimbursement, and access to international markets. This meeting began in 2006 and was initially only held in DC. Their 2012 Boston meeting was the first time it was held outside of DC. Since then, the meeting has been moving around the U.S. Designed by industry for industry, it is the premier MedTech Conference for CEO's, business executives, policy-makers, media, financiers and other MedTech leaders from around the world. It features educational panels, keynote plenary sessions, investor presentations, MedTech partnering, networking receptions and an Exhibit Hall. It offers a complete package under one roof. This conference has support from major industry players like Advanced Medical Optics, Boston Scientific Corporation, Johnson & Johnson, Kyphon, Siemens and St. Jude Medical etc. Their plenary speakers have also been very high-level, including 3 U.S. Presidents, 2 Speakers of the House of Representatives, numerous Cabinet officials, U.S. Senators, Members of Congress, as well as TV news anchors, business tycoons and sports figures. This meeting was last held in Boston in 2019, and they had a very successful meeting. The next open year is 2024 and we were able to propose dates at the BCEC in October. The dates are a little later than they typically meet, but since they do very well in Boston they were open to considering these dates. We have submitted our proposal this month and we should have feedback on where Boston stands in the next couple of months. If Boston is selected AdvaMed will sign contracts by the end of December 2021.

Building: BCEC

Attendance: 3,500

Peak Room Nights: 1,080

Total Room Nights: 3,298

Month / Year: October 2024

American College of Emergency Physicians Annual Session 2032

The American College of Emergency Physicians (ACEP) is the oldest and largest national medical specialty organization representing physicians who practice emergency medicine. The Annual Meeting has been to Boston and the BCEC a few times in the past. The last time was October 2015 and the next years are 2021 and 2027.

The ACEP event requires the full building and produced upwards of \$750K+ in F&B and 18K in room nights for the city. With the strong healthcare infrastructure in Boston and great draw of emergency medical professionals from past events, the ACEP has made a long-term investment through 2027 and has always been interested in confirming future years. Over the past two years we have been in discussions with ACEP regarding 2032 and we were close to working through the agreement and gaining final Board approval until the outbreak of COVID-19. Much like most other clients the ACEP team put a hold on future year selection and contracting to focus on adjusting plans for 2020 and 2021. Since ACEP is scheduled for Boston in October 2021 we have been in discussions around what would be allowable and what their event will look like later this year. We have a planning site visit for June 2021. Also, we have been able to reengage the ACEP clients regarding October 2032 as we are finally seeing clients start to discuss the future. While we expected to be further along in the confirmation process for ACEP 2032 we have a very good chance of confirming this event by calendar year end 2021.

Building: BCEC

Attendance: 10,000

Peak Room Nights: 4,000

Total Room Nights: 17,950

Month / Year: January 2032

VI. Event & Media Sales Definite Business

Outsourced Pharma Conference and Exhibition

Outsourced Pharma Conference and Exhibition produces multiple conferences annually for pharma/life science executives and contract services/manufacturing partnerships. VertMarkets is the parent company (media/publications/conferences) with a primary focus on the following markets: Bio and Clinical Research, Pharmaceutical Manufacturing, Photonic and RF Component Manufacturing, Water and Waste-Water Treatment, Energy Production, Food Manufacturing, IT, Retail, and Healthcare. Any of these conferences would be first-time events at the Hynes or BCEC.

Building: Hynes or BCEC

Attendance: 100-500pp

Peak RNs: TBD

Total RNs: TBD

Month/Year: 2022 (all 2021 events will be virtual)

BioNTech US

Based in Cambridge, MA, BioNTech's North American headquarters is an important part of their global effort to pioneer the development of next-generation immuno-oncology therapies. BioNTech US is a fully integrated subsidiary with a strong foundation in Europe and a focus on the development of novel neoantigen-targeted T cell therapies, complementing BioNTech's highly innovative scientific approach and diversified pipeline of transformative cancer medicines. In 2020, BioNTech, in conjunction with Pfizer, developed the RNA vaccine BNT162b2 for preventing COVID-19 infections. It was the first mRNA vaccine ever authorized. This is their Employee Summer Event, but there is potential for future meetings at the BCEC/HYNES.

Building: Lawn on D

Attendance: 150pp+

Peak RNs: 0

Total RNs: 0

Month/Year: Summer 2022, with a remote possibility for 2021 if capacity limits are increased

Finch Therapeutics

Finch Therapeutics is a clinical-stage microbiome therapeutics company leveraging its Human-First Discovery platform to develop a novel class of orally administered biological drugs. With the capabilities to develop both complete and targeted microbiome therapeutics, Finch is advancing a rich pipeline of candidates designed to address a wide range of unmet medical needs. The company is also developing FIN-211 for the treatment of children with autism spectrum disorder and CP101 for the treatment of chronic hepatitis B. The company has a strategic partnership with Takeda Pharmaceuticals focused on the development of microbiome drugs for inflammatory bowel diseases. This is their staff outing, and a first-time event for the Lawn on D.

Building: Lawn on D

Attendance: 200pp

Peak RNs: 0

Total RNs: 0

Month/Year: Summer 2021 or 2022

Rubius Therapeutics

Rubius Therapeutics is a clinical-stage biopharmaceutical company, focused on the development of red cell therapeutics (RCTs) for the treatment of patients with severe diseases. The company is developing treatments for cancer and hematological cancers. It is also developing red cell therapies for the treatment of HPV-positive tumors; and for treating Type 1 Diabetes. The company was founded in 2013 and is headquartered in Cambridge, Massachusetts. This is their Employee Summer outing, and would be a first-time event at the Lawn on D.

Building: Lawn on D

Attendance: 220pp

Peak RNs: 0

Total RNs: 0

Month/Year: July/August 2022

MassEquality

MassEquality is the leading statewide grassroots advocacy organization working to ensure that everyone across Massachusetts can thrive from cradle to grave without discrimination and oppression based on sexual orientation, gender identity, or gender expression. They use education and outreach campaigns to help secure an extensive anti-bullying campaign in schools and helped establish the first national LGBTQ Youth Commission. Their historic education program helped them secure the historic right to equal marriage in 2007 and since that victory they have continued to make history winning civil rights protections for transgender people. MassEquality hosts an annual fundraising & awareness event called the Beacon of Light Awards Dinner which provides an opportunity to celebrate the exceptional leadership, voice, and advocacy of individuals and organizations who have demonstrated an extraordinary commitment to bettering the lives of the LGBTQ community in Massachusetts and across the nation.

Building: Hynes

Attendance: 200-250pp

Peak RNs: 0

Total RNs: 0

Month/Year: March 2022

MassMutual Center - Springfield Update:

SALES UPDATE - April 2021

5

New Inquiries

25

Total Inquiries Worked

April 2021			FY21 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
Bookings			17 Bookings	\$386,800	3,251
New Tentative					
1 Booking	\$6,450	60	9 Bookings	\$153,200	1,910
Rescheduled					
Booking			6 Bookings	\$209,440	395
Cancellations					
3 Bookings	\$50,390		15 Bookings	\$288,200	1,594
Lost Business					
2 Bookings	\$52,250	279	9 Bookings	\$144,600	489

MMC/GSCVB 2021 Meetings & Conventions Outreach Plan

- Attendee Experience Virtual Tour
 - 4 Attendees from 11 RSVP's
 - Dr. Seuss Museum is the featured Attendee Experience
- 2nd Gift Box will be mailed on May 17th to Top 10 Target
 - Feature Gift is MMC Beverage Set
- 2nd "Eblast" Invitation for "A Virtual Site in the Birthplace of Basketball"
 - Eblast to MMC list of 3,375 sent on May 3rd
 - USAE Eblast will be sent on May 17th
 - Scheduled for June 3 at 3:00pm
- 1st Virtual Tour on Wednesday, April 21- the Amazing World of Dr. Seuss
 - 5 in attendance out of 11 RSVP's
- 3rd Virtual Tour scheduled for June 21st at 10am
 - MGM Springfield - "A Lesson in Table Games"



Administrative Update:

- Hosted Varsity Spirit Cheerleading on April 17, USA Gymnastics on April 23-25, EnerGy Dance on April 24-25, USA Gymnastics on May 1-2, and Star Dance Alliance on May 7-9.
- Event calendar for remainder of FY21 and into FY22 continues to fill up with events. Preparing to begin hosting commencements in the arena beginning on May 13.
- Received approval from DPH to move forward with Dancers, Inc. in May and Spikefest Volleyball in June.
- Officially welcomed back our Director of Events – Sabrina Brizzolari!
- Congratulations to Matt Harris – Housekeeping – on winning the MassMutual Center Employee of the Month for the month of April.
- Positive momentum with the Basketball Hall of Fame regarding the September 2021 event. Planning on announcing the event and going on-sale on May 16 following the 2020 Enshrinement Ceremony.
- Continued conversations with multiple MMA & Boxing promoters . Received guidance from MSAC on how to obtain approval from DPH to host Boxing/MMA.

- Awaiting feedback from Murphy's Boxing, CES Boxing & MMA is looking at a Friday night Boxing Saturday night MMA event in June or July, scheduling a call with Professional Fighters League to discuss MMA playoff event at MMC on August 13, 20, and 27, Premier Fighting Championship placed a hold for September, and Battle of the Badges Boxing (MA State Police vs NY State Police) conference call about a potential Fall/Spring event.
- Red Sox confirmed their January 2022 dates for Red Sox Winter Weekend.
- Paw Patrol has confirmed their holds for April 2022 and we will be finalizing the contract soon.
- Had another interview with ABC40 regarding re-opening and excitement at MMC with upcoming events.
- Submitted proposal for the MA Democratic Convention.
- Confirmed (4) AIC Hockey dates for 2021-2022 season (still awaiting a response back to our lease proposal).
- Internal prep for next week's meeting with the Springfield Thunderbirds regarding their lease at MMC.
- Discussions with the MCCA regarding putting up permanent and temporary signage at the Civic Center Garage to assist with messaging to MMC clients about policies, etc.
- Adjusted holds for Garden Brothers Circus for May 2022.
- Re-Confirmed BasketBull holds in May, June, and July in both the Ex Hall in the ballroom. Colin released the ballroom dates due to courts, but then reached out to ask for dates back again.
 - We are still trying to firm up contracts due to his court issue.
- Team Springfield meeting with MGM and CVB, reviewed marketing campaign, creative and next steps for FY 22.
- Continued conversations and planning around phased employee recall process in light of August 1 announcement.
- Conference call regarding Baystate Academy graduation, synergies with South Hadley high school.
- On-site meetings with both Celso and United personnel; cleaning & staffing opportunities. Gathering estimates and quotes for upcoming season.
- Finalized eblast with GSCVB to next Virtual Tour. Basketball Hall of Fame is the next attractions.
- Working with MGM on implementing a new electronic Post-Event Survey for our Convention Center clients.
- Reviewing applicants for the Finance Manager position.
- Presented FY22 budget to MCCA AF&P Committee.
- Confirmed TRAXAS Monster Trucks for January 8, 2022 (2 shows).
- Confirmed Harlem Globetrotters hold for February 11, 2022 and released July Convention Center Holds.
- Confirmed WWE August 8, 2021 2nd hold, August 29, 2021 1st hold and February 27, 2022 1st hold.
- Confirmed PBR first holds for the weekend of August 6 through the 8th, 2021.

Due to the COVID 19 pandemic, the MassMutual Center has had 122 total events effected:

- Cancellations: 100 events (includes estimated games lost due to the cancellation of the Thunderbirds 2020-2021 Season)
 - \$1,763,430 in estimated Net Event Income
- Postponements: 22 events
 - \$491,064 in estimated Net Event Income

Arena & Convention Center Concert / Comedy / Family Show Events

On-Sale / Announced

- For King & Country – April 28, 2022
- NCAA D1 Regional Hockey Tournament – March 2024

Tentative/Confirmed

- PBR – August 6-8, 2021
- WWE – August 8, 2021 // August 29, 2021 // February 27, 2022
- Naismith Memorial Basketball Hall of Fame NBA Enshrinement – September 2021
- Premier Fighting Championships – September 2021
- TRAXXAS Monster Trucks – January 8, 2022
- Red Sox Winter Weekend – January 21-23, 2022
- Globetrotters – February 11, 2022
- Disney on Ice – March 10-13, 2022
- Paw Patrol – April 2022
- Garden Brothers Circus – April/May 2022
- Price is Right Live – September 2022

Under Review Business

- Murphy's Boxing
- CES Boxing & MMA
- Professional Fighters League
- Battle of the Badges Boxing
- Trio 651 (Artimus Pyle)
- Trio 651 (Atlanta Rhythm Section)
- Trio 651 (Johnny Lang)

Operations and Capital Projects Update:

Initial project meetings for all project approved were held by Arcadis, MCCA, and MMC teams. Arcadis and STV are working on developing a work order for the Webco Compressor, Arena AHU repair, radio infrastructure, Colosseo replacement and exterior digital signage project.

The MMC carpet replacement has Nancy Alison of Fennick McCredie Architecture working with Shaw on new designs to present to the MCCA based upon previous feedback.

The MCCA was looking to update Selbert Perkins Design with the previous drawing for the exterior digital signage completed by Kleinfelder and Sensory Interactive.

The MassMutual Center has reviewed proposals from AEG and is working to prioritize the items identified. The MMC team will work with the MCCA to present the proposed projects for consideration. Initial review of the proposals was favorable with potential saving on lighting replacement and energy savings for refrigeration equipment.

Arena HVAC systems have been switched from heating to cooling for the summer months.

Food & Beverage – February FY21 Highlights:

I am happy to have Chef Scott, Ted and Kait back in the building. They have all returned as a part time hourly employees, and could not be more grateful to be working. While they have held a few jobs during the pandemic, they all made it clear their return to the MassMutual Center was their ideal situation. We are lucky to have them back, and look forward to reinstating them in their salaried rolls when business levels support that move.

A hand full of our part time staff have also been recalled to assist with F&B needs. Finally, we are able to get some jobs back to the economy.

Had a call with Spectra procurement to review contracts for touchless hand soap and towels. Proceeding with Georgia Pacific for all F&B outlets. This is the same supplier used by MGM so there will be synergy in products. No charge for equipment or install for all F&B outlets. All install should be complete by the end of May.

Researching the proper disinfecting solution to be used for the Samsung tablets we use for our POS. Because they are very sensitive, we have to be careful with what chemicals and concentration we use. We did review the current CDC studies and found that fomite transition of the virus is very low, as low as 1 in 10,000. While still transmittable, recommendations have eased a bit with regards to touch screen POS.

Our Time Clock has been converted to touchless swipe cards to limit staff exposure to contaminated surfaces.

As we prepared for our first live event in over 13 months, we had a very busy week in advance of Varsity Cheer.

- Menus were finalized and approved by Varsity Cheer. As their numbers dropped to just 30 people, total revenue for the building is just over \$2K.
- Breakaway Lounge was set to allow for socially distant tables at 6 ft.
- New Plexiglas dividers were received to build the buffet to allow separation from the guests and the food.
- All catering ware was pulled, and washed to be set for buffet.
- Food orders were placed, and prep began

Finally, our first live event, Varsity Cheer

- With no concessions permitted, F&B focused was on feeding staff and officials.
- Chef Scott picked up where he left off with some great food.
- Breakfast featured Veggie and egg burritos and a crepe station. Mixed berry and mascarpone crepes and salted caramel pecan crepes were a huge hit. Applewood smoked bacon and fresh fruit topped it all off. Judges and staff were leaving excited for lunch
- Lunch was a two entrée buffet with beef stroganoff, and pecan crusted chicken with apple chutney. Served with oven roasted red bliss potatoes, steamed broccoli and spinach, a fresh garden salads and a platter of brownies and blondies.
- Lunch was served in the Breakaway Lounge providing a private location for our client and his staff to retreat to.
- The client and guests alike were thrilled with the food and looking forward to their next visit.

The month wrapped with a busy weekend for the whole MMC team with USA Gymnastics and EnerGy Dance

USA Gymnastics had official and staff catering Friday, Saturday & Sunday.

- For lunch, chef Scott provided our soup, salad sandwich combo for two of the days. Highlights we the roast turkey sandwich with smoked tomato relish, smoked ham and grill pineapple sandwich and his vegetable minestrone soup. On Sunday, we served a pasta station featuring a creamy chicken, broccoli Alfredo and chef's house made Caesar.
- For their afternoon snack on Friday we served our signature dips with a spinach artichoke dip and a loaded seven layer dip. Saturday was a fan favorite Dim Sum station with fried rice, lo mein noodles, pot stickers and spring rolls. They like this one so much, they ordered it again for this upcoming weekend. Sunday was a taco bar with hard & soft taco shells, beef and shredded chicken with all the fixings.
- Judges and staff left very happy. Many comments of how they all travel as judges and "never eat this well".
- Concessions was very light for USA Gymnastics in the X Hall for the weekend from a limited menus.

EnerGy Dance had a staff of 14 that we fed box lunches to both Saturday and Sunday. Saturday night they had a pasta bar with chef's famous sauce Bolognese, mixed vegetables and of course, a fresh tossed Caesar salad. On Sunday they were treated to a Statler chicken breast with herb butter, roasted red bliss potatoes and haricot vert.

Participated in a regional call to review other Spectra Venues' minor league hockey promotions. Designed as an opportunity to share ideas, several Food GMs had this round table to gain a better sense of what other venues are doing to support their tenant teams. Some ideas we gained:

- Name that Signature Burger. A fan contest to name our signature burger in the Center Grill. The winner receives a free burger each night of the regular season.
- Family value pricing. Smaller portions with lower costs to give every family an opportunity enjoy food and beverage at a hockey game.
- You Lucky Dog. Encourage fans to purchase a hot dog to find the "Lucky Dog" sticker. If you r wrapper has the sticker, you are entered into a drawing to win prizes.