

Massachusetts Convention Center Authority

Thursday – September 16, 2021

10:00 a.m. – 12:00 p.m.

MassMutual Center

1277 Main Street

Springfield, MA 01103

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: 449 691 333#

AGENDA

- I. Roll Call
- II. Review and Adoption of Minutes of July 15, 2021
- III. Executive Director's Report
- IV. GSCVB Presentation
- V. MassMutual Center/MGM Springfield Sales and Marketing Update
- VI. Boston Convention Marketing Center Performance Report
- VII. Report of Administration, Finance & Personnel Committee
 - 1. Natural Gas Procurement [Vote]
 - 2. Parking Management Services for the BCG and D Street to Propark [Vote]
 - 3. Three-Month Extension to the Provision of Food and Beverage Services Agreement with Levy [Vote]
 - 4. Water Ferry Vessels Purchase [Vote]
- VIII. Report of Development & Construction Committee
 - 1. BCEC Fire Alarm Upgrades [Vote]
 - 2. BCEC New Vertical Core [Vote]
 - 3. Owner's Projects Management Fee Authorization [Vote]
 - 4. BCEC Exhibition Hall Lighting [Vote]
 - 5. Springfield Projects Update
 - 6. Digital Signage Update
- IX. Old Business
- X. New Business
- XI. Adjournment

From COVID-19 Came...

NEW GSCVB STRATEGIC PLAN

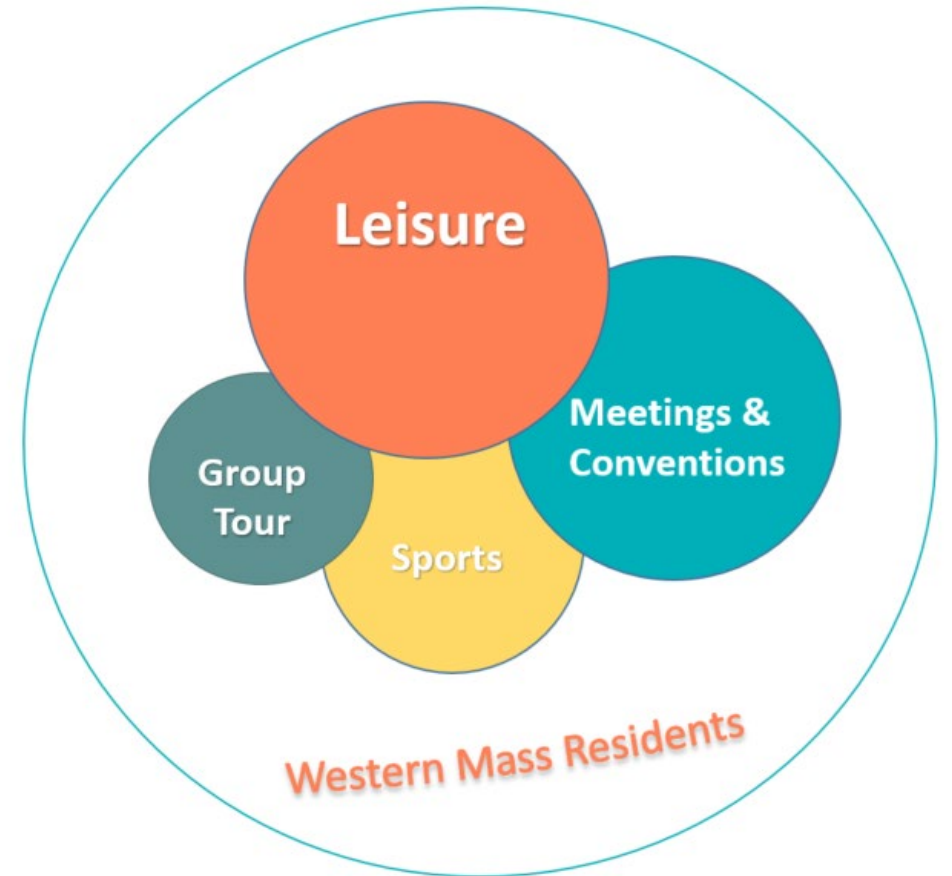
VISION STATEMENT

Western Mass will be an engaging must-see experience in every visit to New England.

MISSION STATEMENT

The Greater Springfield Convention and Visitors Bureau will collaboratively lead promotion and development for Western Massachusetts as a compelling visitor destination to drive economic vitality and enhance quality of life in our communities.

EMPHASIS ON COLLABORATION



MMC - GSCVB Collaboration

- **Weekly Marketing and Sales Meetings**
- **Top Accounts**
 - Exclusive direct mail series targeted Top 10 Meeting Planners
- **Virtual Attendee Experiences**
 - Invited internal prospect list and US Association Executives email blasts (USAE)
 - Leveraged Tourism Assets

Meet
WesternMass

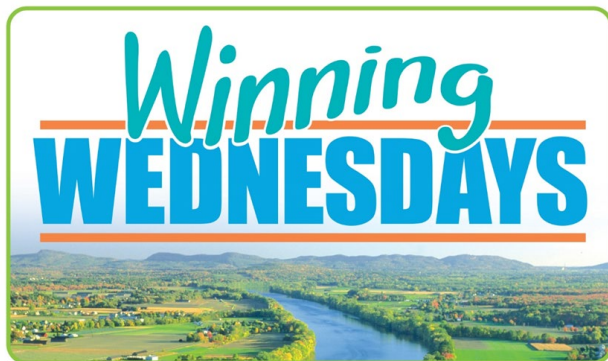


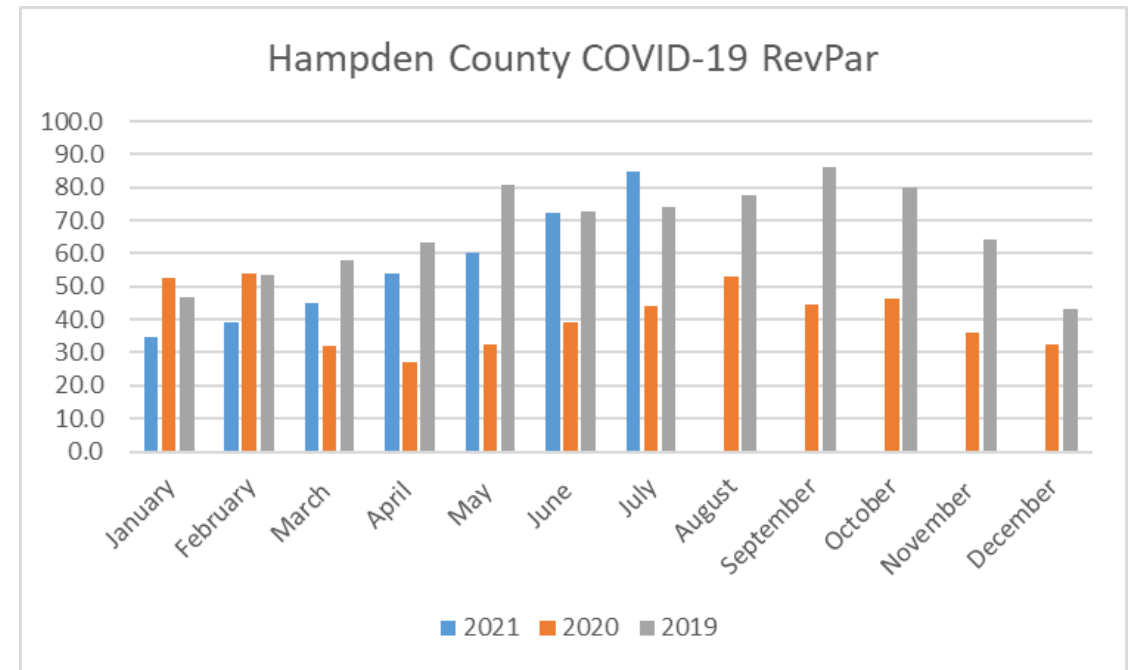
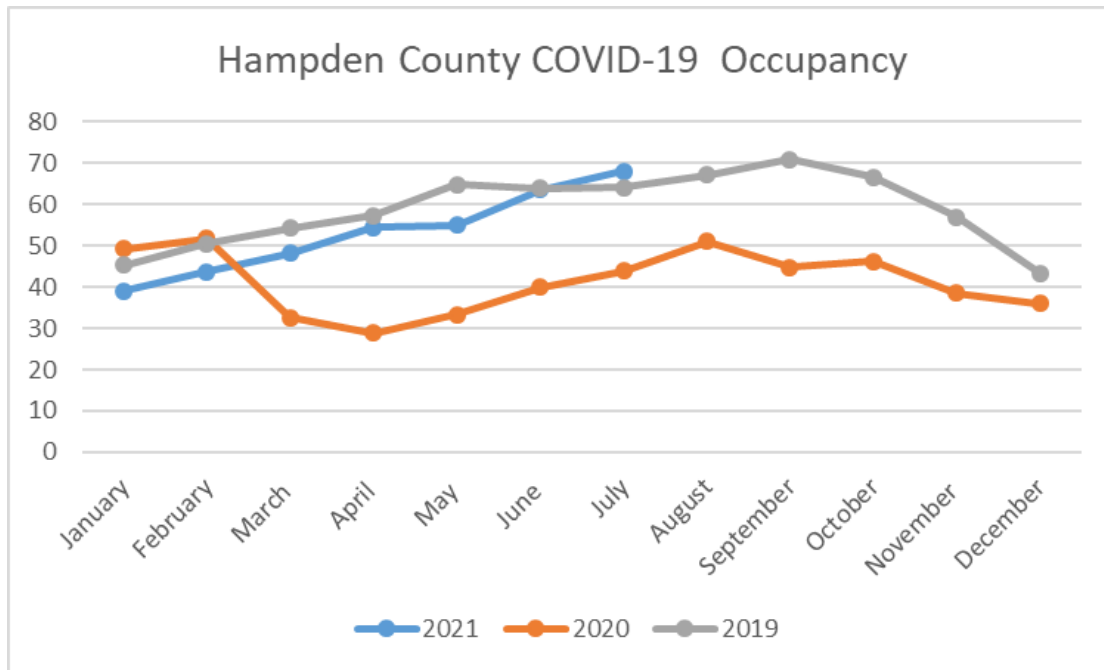
Team Springfield

- Budget: \$150,000
- Digital Display, Outdoor, Social Media
- Target Markets: MA, CT



Promoting the Destination





July 2021 Occupancy

United States: 69.6%

New England: 72.4%

Massachusetts: 67.3%

Hampden County: 68.1%

Top Five Massachusetts Regions - July 2021 Occupancy

Dukes/Nantucket County: 87.7%

Plymouth County: 77.0%

Barnstable County: 76.9%

Bristol County: 76.0%

Worcester County: 71.5%

Hampden County: 68.1%



••• MassMutual Center HIGHLIGHTS



MassMutual Center



26

General Updates



- For the first time since 2002, we hosted the Naismith Memorial Basketball Hall of Fame Enshrinement at the MassMutual Center.
- COVID Protocols:
 - All guests had to show proof of vaccination or a recent negative COVID-19 test to obtain their credential.
 - All close contact staff had to show proof of vaccination or complete COVID-19 testing daily to work the event.
- We welcomed the event back to the City of Springfield after a 1-year relocation of the event to Connecticut.
- The event was broadcasted on NBA TV.



- We are extremely excited to announce that we have executed a new license agreement with the Springfield Thunderbirds!
 - Term: (4) years with the option to extend for (1) additional year
 - Opening Night: Saturday, October 16



- We are also excited to announce that AIC Men's Ice Hockey will continue to call the MassMutual Center home as we have finalized our lease agreement.
 - Term: (2) years with the option to extend for three additional (1) year extensions
 - Opening Night: Saturday, October 9

Re-Opening Recap

- **Since re-opening to the public in April, we have:**
 - Hosted 29 events with a total of 58 event days
 - Generated an estimated economic impact of \$10,816,619 as provided by the GSCVB (*Convention Center events only*)
 - Generated 887 room nights (excluding the pickup from three weekends of 'Basketball')

Capital Project Update

- Dennis, Rob, John, Tara and Arcadis were on-site for a full day walk-through to discuss upcoming capital investments – including: the roof repair, compressor replacement, carpet replacement and cleaning equipment, digital marquee and internal digital signage, radio infrastructure, refurbishment of arena air handlers, stairwell 7, and more.

Staffing Update

- Jen Bryan has joined as our Director of Marketing.
- Andy Gonzalez has returned as our Assistant Public Safety Manager.
- Kim Graham has joined as our Entertainment Accountant.
- Noelle Fowler has officially joined as our Sales Manager.
- Hector Gonzalez has returned as a Housekeeper.
- Ed Murphy has returned as our Electrical Apprentice.
- Kathryn Campbell has returned as our Event Services Manager.
- Daniel Boyle will be joining as our Ticket Office Supervisor.

Mask Mandate

- Effective September 13, there is a citywide Mask Mandate for all indoor facilities in the City of Springfield. There is a projected end date of 11/1/2021, but this will be continuously reviewed, based on city health stats moving forward.

**WE ENCOURAGE YOU TO
PROTECT YOURSELF & OTHERS**



MassMutual
Center

SALES UPDATE – July and August, 2021

32

New Inquiries

118

Total inquiries Worked

July & August, 2021			FY22 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
20 Bookings*	\$296,650	2,194	20 Bookings*	\$296,650	2,194
New Tentative					
14 Bookings	\$125,300	810	14 Bookings	\$125,300	810
Rescheduled					
0 Bookings	\$0	0	0 Bookings	\$0	0
Cancellations					
0 Bookings	\$0	0	0 Bookings	\$0	0

* 4 Bulls Eye Events

* 4 Bulls Eye Events

General Update:

- 2nd Sales Manager started on September 8, 2021
- Finance and Sales Admin position in final stages with a planned start of September 20, 2021
- Finalizing next phase of the MMC/GSCVB Client Outreach Program
 - 3rd Gift Mailing sent in July
 - FY22 Plan focusing on NE Based Association Management Companies and 3rd Party Planners
 - Quarterly Focus Groups either in person or virtual

Tradeshow Update:

- Team Attended CONNECT Marketplace August 30-September 1
 - 44 Appointments with Sports, 32 Appointment with Associations
- Attending TEAMS 2021 with MGM Sport Global Sales Representatives



Remarkable experiences.
Imagination realized.™

Boston Convention Marketing Center

Performance Report / MCCA Board Meeting – September 2021

Boston Convention Marketing Center

YTD (July 2021 – August 2021)

CITYWIDE CONVENTION SALES & HOTEL RELATIONS

	Bulls Eye *	Non Bulls Eye	Totals
BCEC Events	2	0	2
Hynes Events	1	2	3
Total Events	3	2	5

BCEC Room Nights	17,805	0	17,805
Hynes Room Nights	2,660	3,829	6,489
Total Room Nights	20,465	3,829	24,294

*Bulls Eye = 1,000 rooms on peak or more

Boston Convention Marketing Center

August 2021

BCMC CITYWIDE CONVENTION SALES

- ◆ Society of Interventional Radiology Annual Meeting 2022
 - ❖ BCEC event for June 2022 with 8,180 room nights
- ◆ Professional and Scientific Associates GSA SmartPay Training Forum 2022
 - ❖ BCEC event for August 2022 with 9,625 room nights

Boston Convention Marketing Center

August 2021

BCMC CITYWIDE CONVENTION SALES

- ◆ Terrapinn Inc. World Orphan Drug Congress 2022
 - ❖ Hynes event for July 2022 with 1,125 room nights
- ◆ Veeva Systems Inc. R&D Summit 2022
 - ❖ Hynes event for October 2022 with 2,660 room nights
- ◆ Bio Ascend, LLC International Workshop on Chronic Lymphocytic Leukemia Biennial Conference 2023
 - ❖ Hynes event for October 2023 with 2,704 room nights

Boston Convention Marketing Center

YTD (July 2021 – August 2021)

EVENT & MEDIA SALES

	# of Events
BCEC Events	3
HYNES Events	5
Lawn on D Events	39
Total Events	47
BCEC Room Nights	20
HYNES Room Nights	240
Lawn on D Room Nights	0
Total Room Nights	260

Boston Convention Marketing Center

August 2021

BCMC EVENT & MEDIA SALES

- ◆ Over 60% of Lawn on D contracts are for new customers
- ◆ Biggest driver of events are organizations trying to put employee staff back together
- ◆ Biggest risks to many of these short-term events is the spread of the COVID-19 variants

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	3	22,517	1	30
August	2	3,804	2	650
September	2	18,710	2	0
October	4	20,987	1	0
November	1	701	4	940
December	0	0	1	350
Totals	56	365,063	32	5,711

2020 Cancelled Events and Room Nights Summary: 178 Events with 536,535 corresponding room nights.

Boston Convention Marketing Center

Significant BCEC / Hynes Events 2021 (Sept. – Dec.)

5,000 Room Nights (+)

2021 Event Name	Building	Dates	Total Rooms
American Orthotic and Prosthetic Association National Assembly 2021	Hynes	9/10/21-9/12/21	5,142
North American Spine Society Annual Meeting 2021 (originally 4,400 rooms on peak; 16,764 total rooms)	BCEC	9/29/21-10/01/21	11,880
HLTH, LLC HLTH Conference 2021 (originally 3,500 rooms on peak; 12,075 total rooms)	BCEC	10/17/21-10/20/21	7,245
American College of Emergency Physicians Scientific Assembly 2021 (originally 5,300 rooms on peak; 23,585 total rooms)	BCEC	10/24/21-10/27/21	17,940

Boston Convention Marketing Center

Significant BCEC / Hynes Events 2021 (Sept. – Dec.)

5,000 Room Nights (+)

2021 Event Name	Building	Dates	Total Rooms
American Academy of Optometry Academy Boston 2021	BCEC	11/03/21-11/05/21	12,550
American Institute of Chemical Engineers Annual Meeting 2021 (originally 1,750 rooms on peak; 7,912 total rooms)	Hynes	11/07/21-11/11/21	6,322
American Heart Association Annual Scientific Sessions 2021 (originally 7,000 rooms on peak; 24,920 total rooms)	BCEC	11/14/21-11/17/21	13,654
Materials Research Society Fall Meeting 2021 (originally 2,600 rooms on peak; 12,225 total rooms)	Hynes	11/29/21-12/03/21	6,258

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

- ◆ 3rd Quarter Event Status (2021)
 - ❖ 5 remaining events
 - ❖ 23,640 remaining room nights
 - ❖ Includes 1 customer that are re-book from 1st half of 2021.

- ◆ 4th Quarter Event Status (2021)
 - ❖ 14 events
 - ❖ 84,497 room nights

- ◆ Room night totals reflect many downgrades from the as-booked forecast.

- ◆ All customers are very committed to executing their planned event.

Boston Convention Marketing Center

2021 CY YTD Status

(Opportunities for the Second Half of 2021)

- ◆ The COVID-19 variants are troubling to many events
 - ❖ Corporations are delaying office openings
 - ❖ Inbound and outbound travel to / from the U. S. is impacting attendance
- ◆ Site Visits are up with customers planning their events and evaluating Boston for future events
- ◆ Lawn On D continues to be on fire (14 events sold in August for August – October realization)
- ◆ Customers are comfortable with mask requirements and their plans to execute their events with no restrictions

Thank you!

REMARKABLE EXPERIENCES. IMAGINATION REALIZED.

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PHOTO CREDIT: BILL HORSMAN

Draft

Board Vote: Natural Gas Procurement

The Massachusetts Convention Center Authority's ("Authority") existing natural gas supply agreements with Direct Energy for the Hynes Convention Center ("Hynes") and MassMutual Center ("MMC") run through November 2021. Due to a prolonged period of low pricing, domestic natural gas producers have been limiting drilling which is driving up pricing. Under these market conditions, it makes sense to consider fixing a percentage of natural gas (the commodity) and all of the basis (transportation over pipelines). This would allow the Authority to potentially benefit from lower costs by assuming some of the risk that market conditions will improve over time. It also allows us to fix the remaining commodity at a later date when production may increase.

For energy supply procurements, the Authority uses the services of a nonprofit energy buying consortium, PowerOptions. When the Authority last went out to bid BCEC and BCG electric supply, it received bids from a broker on contract, PowerOptions and the Commonwealth of Massachusetts' Operational Services Division. PowerOptions was able to deliver the lowest pricing with the most favorable customer contract provisions. We are confident that PowerOptions will continue to provide the Authority with the best value.

The Authority will explore the benefits of variable market pricing and fixed pricing consistent with the Authority's overall energy portfolio strategies. In making this determination, the Authority's Executive Director shall give due consideration to the benefits and desirability of a balanced energy purchase portfolio, while at the same time, achieving an advantageous pricing structure over the long term, relying on advice and analysis provided by the Authority staff led by the Chief of Operations and Capital Projects, the Chief Financial Officer, the Energy and Sustainability Manager along with the staff of PowerOptions.

A vote to implement the Administration and Finance Committee's recommendation to authorize a contract for natural gas procurement would take the following form:

VOTE: **The Massachusetts Convention Center Authority hereby authorizes the Executive Director to enter into contract(s) for natural gas for the Hynes Convention Center for a term up to 12 to 24 months from November of 2021 to November of 2023 and/or the MassMutual Center for a term ranging from (12 to 36) months from November of 2021 to November of 2024 with Direct Energy, the supplier of PowerOptions, whose pricing is deemed to be most advantageous to the Authority and consistent with the Authority's overall energy portfolio strategies in a not to exceed amount of Seven Hundred and Fifty Thousand Dollars (\$750,000.00).**



BCG & Lot on D Management Contract

MCCA Board Meeting

September 16, 2021

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Current Management

- Propark has been the Authority's parking management vendor for the Boston Common Garage and the Lot on D since they were awarded the contract in 2016.
- The scope of the contract includes the daily management and staffing of the BCG, remote management at the Lot on D and coordinating with the Aloft and Element hotels on guest parking, marketing and equipment management at both properties.

Procurement Considerations

- The RFP process took into consideration the following aspects of the potential vendors:
 - Overall proposal cost, financial stability and financial reporting capabilities
 - Comparable Facility Experience and Business History
 - Staffing and operational recommendations
 - Marketing Plan
 - Customer Service, Cleaning and Security Plans
 - Diversity

Proposals Received

- The Authority Received proposals from the following parking management firms:
 - Propark
 - Executive Parking
 - Laz Parking
 - SP +
 - Republic Parking
 - VPNE
- Based on the RFP submissions the Authority chose to interview Propark, Executive Parking, SP+, and Laz Parking.

Selected Provider

- Based on their proposal as well as the interview, the committee recommends awarding the contract to Propark
 - Lowest proposal price that met all staffing requirements.
 - Excellent customer service and marketing plans.
 - Flexible staffing plan included remote management of the BCG during less busy hours to reduce staffing overhead.

Company	Executive Parking*	Propark	Laz Parking	SP +	Republic Parking	VPNE
Proposal Price for year 1	\$475,777.75	\$559,998.00	\$698,315.13	\$723,252.00	\$874,244.47	\$915,766.00
	*Note that while Executive Parking had the lowest cost proposed in their proposal form, it included only the mandatory hours listed for Lot on D remote management, BCG facility manager and maintenance. The RFP required a staffing plan to either include 24/7 coverage of the BCG by either in person or remote staff. When additional coverage is added to cover the BCG 24/7 it is no longer the lowest proposal.					

Board Vote - Parking Management Contract Award

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to execute with Propark, Inc., a contract for the provision of parking management services at the Boston Common Garage and Lot on D, in accordance with the terms of the Request for Proposals dated May 17, 2021, for the annual charges and billing rates set forth in the proposal submitted by said Propark, Inc. for a term of three years ending September 30, 2024, unless sooner cancelled by the Authority, and subject to a right, at the sole discretion of the Authority, to renew said contract for two additional consecutive one-year periods.

Board Vote - Contract for Parking Management Services at the Boston Common Garage and Lot on D

The Authority issued a Request for Proposals for Parking Management Services on February 26, 2014. A pre-bid conference, including a tour of the BCEC Parking Facility was conducted on March 6, 2014. Written Questions were due on March 12, 2014. Proposals were due on March 28, 2014.

Six proposals were received as of the published deadline. The following firms submitted proposals: ABM Parking, Impark, LAZ Parking, SP Plus Corp., Valet Parking of America, Priority Parking and VPNE Parking Solutions.

On May 22-23, 2014, the Selection Committee (“committee”) interviewed representatives of each of the entities submitting proposals.

In addition to price, the RFP also required offerors to submit: operating experience, business history, comparable facility service experience, valet operations experience, shuttle bus operations experience, references, facility manager/supervisory staff, start up plan, security and safety plans, information concerning financial reporting and the handling of consumer complaints, a minority/women owned business enterprise plan, enhanced enterprise community empowerment zone goals and participation by impacted community business enterprises. The published rules direct the comparison of these plans and information with evaluation standards included in the RFP, including criteria of Total Proposed Price, as well as Valet Parking Commissions as well as a review of the other criteria.

After the interviews, the committee reviewed and discussed the information submitted in the Responses to the Request for Proposals. Based on the information gathered, the presentations given at the interviews and the published evaluation criteria they unanimously selected Propark, Inc. for the award of the parking management services for the Boston Common Garage and Lot on D.

A vote to implement this recommendation so would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to execute with Propark, Inc., a contract for the provision of parking management services at the Boston Common Garage and Lot on D, in accordance with the terms of the Request for Proposals dated May 17, 2021, for the annual charges and billing rates set forth in the proposal submitted by said Propark, Inc. for a term of three years ending September 30, 2024, unless sooner cancelled by the Authority, and subject to a right, at the sole discretion of the Authority, to renew said contract for two additional consecutive one-year periods.

Draft

Board Vote – Three-Month Extension to the Provision of Food and Beverage Services Agreement with Levy

The Massachusetts Convention Center Authority (the “Authority”) entered into an Agreement with Levy for the Provision of Food and Beverage Services at the BCEC and the Hynes on April 14, 2010 (the “Agreement”). The term of the Agreement expires December 31, 2021.

The Authority seeks the Board’s approval to negotiate a three-month extension to the Agreement with Levy through March 31, 2022, to allow for a transition period for the next provider, if necessary. Levy has agreed to reduce the Management Fee by ONE HUNDRED THIRTY-FIVE THOUSAND DOLLARS (\$135,000), from amounts that otherwise would have been earned under the Agreement, provided that such savings will be achieved by March 31, 2022.

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to negotiate and execute a three-month extension, January 1, 2022, through March 31, 2022, with Levy for the Provision of Food and Beverage Services at the BCEC and the Hynes.



Ferry Vessel Purchase

MCCA Board Meeting

September 16, 2021

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About the Vessels

- Currently the ferry services provided on the North Station-Seaport ferry Service are leased by Bay State Cruises from New York Waterways
- Vessels are ideal for the service for several reasons:
 - Low height of vessels is necessary to meet the height restrictions of the North Washington Street Bridge.
 - Monohull design allows for bow loading, decreasing the amount of dwell time at the dock for loading and unloading.
 - Vessels have a capacity of 120 passengers (97 seated) and are ideal for moving large groups of people quickly.

Why Now?

- Given the success of the service pre-pandemic, and the continued commitment of the participating companies, the ferry service is likely to continue for the foreseeable future.
- The vessels are in excellent working condition, and ideally suited to the current services.
- The cost savings associated with owning the vessels instead of continuing to rent them will allow us to bring down the cost to the participating companies and increase our margins on the service.
- A less expensive service may encourage more companies to participate.
 - Many of the smaller companies we receive inquiries from are interested in the service but cannot afford the financial commitment that the larger companies can.

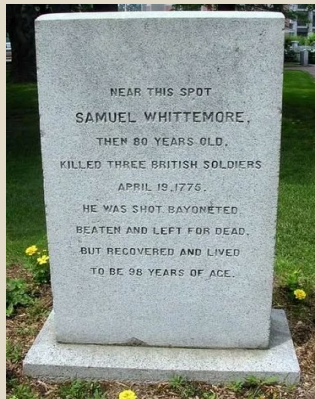
Additional Uses & Naming



Crispus Attucks was killed during the Boston Massacre on March 5, 1770. Toward evening that day, a crowd of colonists gathered and began taunting a small group of British soldiers. Tension mounted rapidly, and, when one of the soldiers was struck, the others fired their muskets, killing three of the Americans instantly and mortally wounding two others. Attucks was the first to fall, thus becoming one of the first men to lose his life in the cause of American independence.



Despite spending much of her life enslaved, **Phillis Wheatley** was the first African American and second woman to publish a book of poems. At age fourteen, Wheatley began to write poetry, publishing her first poem in 1767. Publication of “An Elegiac Poem, on the Death of the Celebrated Divine George Whitefield” in 1770 brought her great notoriety. In 1773, Wheatley traveled to London to publish her first collection of poems, *Poems on Various Subjects, Religious and Moral*—the first book written by a black woman in America. It included a forward, signed by John Hancock and other Boston notables. She was emancipated her shortly thereafter.



78-year-old **Samuel Whittemore** left his field in Menotomy, gathered his old weapons and positioned himself behind his stonewall. When the regiment passed by, Samuel Whittemore stood and shot point-blank at a British regular with his musket. Then he took out his dueling pistols and shot two more soldiers to death. The old farmer then grabbed his ornamental sword to fend off the British soldiers who swarmed over him. It didn't go so well. The British shot him in the cheek, bayoneted him and beat him with the butts of their rifles. When his family found his body, they thought he was dead. But a doctor patched up Samuel Whittemore lived another 18 years dying at the age of 96. He was laid to rest in the Old Burying Ground in Arlington.

Financials

- Purchase Price per vessel- \$650,000 each
 - Current insurance value of the vessel is \$1.5million each
- Asking for \$1.5 million as a not to exceed value for purchasing the vessels, professional inspection, and closing costs (legal fees, changing the names of the vessel, registering with the Coast Guard, etc.)

Board Vote – Vessel Purchase

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to enter into an agreement with New York Waterways to purchase two ferry passenger vessel for a price not to exceed one million, five hundred thousand dollars (\$1,500,000).

Board Vote: Ferry Purchase

The Massachusetts Convention Center Authority (“Authority”) has since 2019 successfully provided a commuter ferry service to several businesses within the South Boston Waterfront. In order to ensure that the services continue into the future it is imperative that we secure the vessels instead of continuing to rent them on a year-to-year basis. This purchase will allow us to continue to provide the service but with more control over future costs.

A vote to implement the recommendation would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to enter into an agreement with New York Waterways to purchase two ferry passenger vessel for a price not to exceed one million, five hundred thousand dollars (\$1,500,000).

All Aboard! — Boat Tour September 23rd

Boat Departs Fan Pier: 12:30pm

- Stopping at:
 - Lovejoy Wharf (North Station)
 - Lewis Mall Wharf (East Boston)
 - Pier 10 (BMIP)

Returning to Fan Pier: 1:15pm

If anyone would like to park at the MCCA & shuttle down to Fan Pier, the shuttle will depart at 12pm from Level 0 outside the Executive Offices.

Please RSVP to Bernadine Hendrix at 617-954-1155 or bhendrix@signatureboston.com, if you will be joining us.





BCEC Fire Alarm Upgrades N25

MCCA Board Meeting

September 16, 2021

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BCEC – Fire Alarm Upgrades

Summary of the Project:

This project consists of the replacement and upgrade of existing fire alarm systems at the Boston Convention and Exhibition Center. The project includes the installation of new software and ensures that there is a seamless transition of the existing fire alarm system to the new one, with no interruption in building operations.



BCEC – Fire Alarm Upgrades

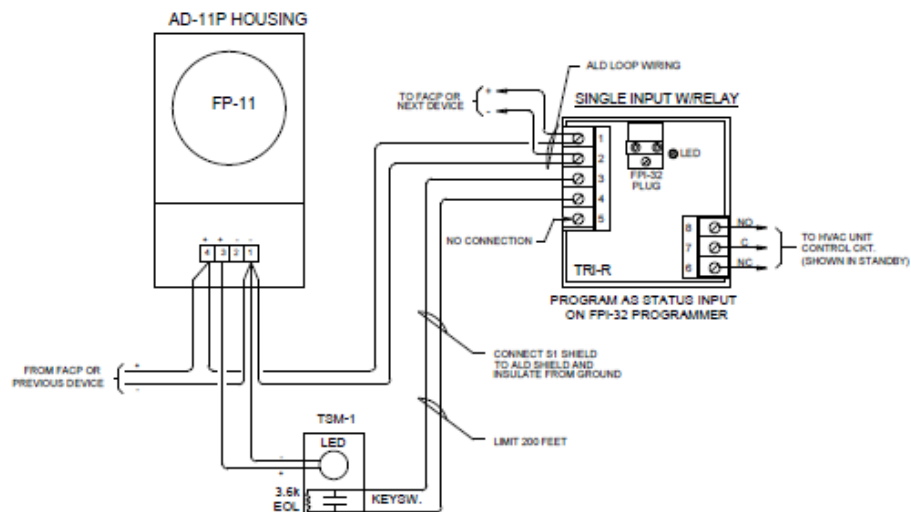
Summary of the Procurement:

The project was advertised and bid under the terms of M.G.L. c 149.

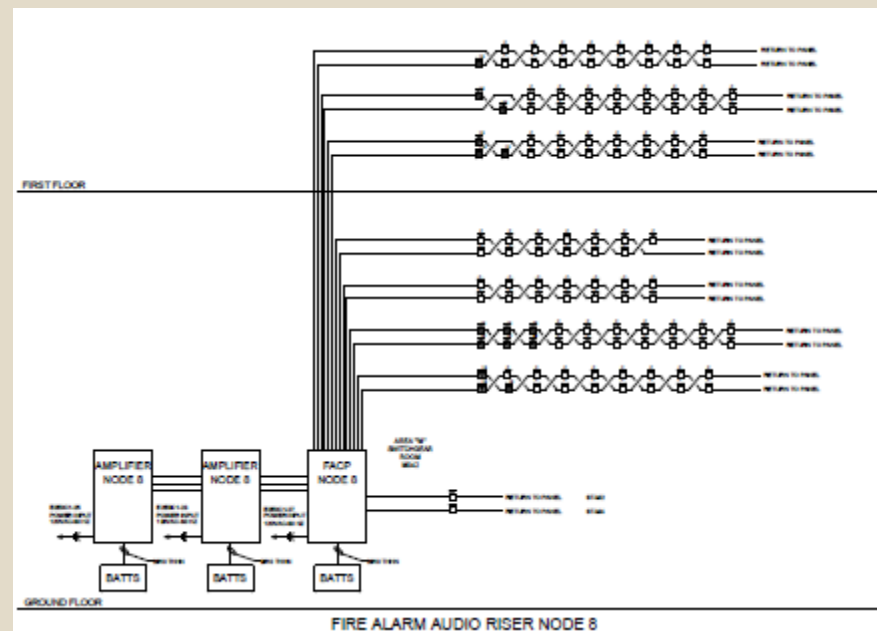
Date of Documents: June 2021

Date of Advertisement: July 14, 2021

Date of Bid Opening: August 27, 2021



TYPICAL AD-11P DUCT SMOKE WITH REMOTE TEST SWITCH



BCEC – Fire Alarm Upgrades

Contractor Bids:

Contractor	Contractor Price
Lynnwell Associates, Inc.	\$4,497,400
Your Electrical Solutions, Inc.	\$4,574,000
LeVangie Electric Co. Inc.	\$4,620,000
JF White Contracting Co.	\$4,999,413

The lowest responsible and eligible bidder is Lynnwell Associates, Inc., and in accordance with bids received on August 27, 2021, per documents dated June 2021. Arcadis, with collaboration from Kleinfelder and Bala, confirmed Lynnwell's eligibility based on a bid review meeting conducted after bid openings, on September 8, 2021.

Board Vote – BCEC Fire Alarm Upgrades

The M.G.L. c. 149 bid law requires award to the lowest responsible and eligible bidder, which in this case is Lynnwell Associates, Inc.

A vote to implement the Development & Construction Committee's recommendation to authorize a contract for Lynnwell Associates, Inc., for the BCEC Fire Alarm Upgrades, would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to execute a construction contract with Lynnwell Associates, Inc., for the Boston Convention & Exhibition Center – Fire Alarm Upgrades, in the amount of Four Million Four Hundred Ninety-Seven Thousand Four Hundred Dollars (\$ 4,497,400) per documents dated June 2021.

Draft

Board Vote: Boston Convention & Exhibition Center – Fire Alarm Upgrades

This project consists of the replacement and upgrade of existing fire alarm systems at the Boston Convention and Exhibition Center. The project includes the installation of new software and ensures that there is a seamless transition of the existing fire alarm system to the new one, with no interruption in building operations.

The Massachusetts Convention Center Authority developed construction documents for public procurement in accordance with the State's construction bid law, M.G.L. c. 149. The following General Bids were received on Friday, August 27, 2021:

Contractor	Contractor Price
Lynnwell Associates, Inc.	\$4,497,400
Your Electrical Solutions, Inc.	\$4,574,000
LeVangie Electric Co. Inc.	\$4,620,000
JF White Contracting Co.	\$4,999,413

The M.G.L. c. 149 bid law requires award to the lowest responsible and eligible bidder, which in this case is Lynnwell Associates, Inc.

A vote to implement the Development & Construction Committee's recommendation to authorize a contract for Lynnwell Associates, Inc., for the BCEC Fire Alarm Upgrades, would take the following form:

VOTE: **The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to execute a construction contract with Lynnwell Associates, Inc., for the Boston Convention & Exhibition Center – Fire Alarm Upgrades, in the amount of Four Million Four Hundred Ninety-Seven Thousand Four Hundred Dollars (\$ 4,497,400) per documents dated June 2021.**



New Vertical Core

MCCA Board Meeting

September 16, 2021

**MASSACHUSETTS
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BCEC – New Vertical Core

Summary of the Project:

This project consists of the renovation and expansion of the existing Boston Convention and Exposition Center Level 0 Lobby located at New Fargo Street, to include improved elevator service in anticipation of increased pedestrian traffic. This public amenity will enhance the connection from the Seaport Omni Hotel and other nearby destinations in the Seaport District neighborhood to the BCEC and Lawn on D.



BCEC – New Vertical Core

Summary of the Procurement:

The project was advertised and bid under the terms of MGL. c. 30.

Date of Documents: June 11, 2021

Date of Advertisement: June 23, 2021

Date of Bid Opening: September 2, 2021



BCEC – New Vertical Core

Contractor Bids:

Contractor	Contractor Price
Page Building Construction	\$6,275,000

The lowest responsible and eligible bidder is Page Building Construction, in accordance with bids received on September 2, 2021 per documents dated June 11, 2021.

Board Vote – BCEC New Vertical Core

The M.G.L. c. 149 bid law requires award to the lowest responsible and eligible bidder, which in this case is Page Building Construction.

A vote to implement the Development & Construction Committee's recommendation to authorize a contract for New Vertical Core, would take the following form:

VOTE: **The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to execute a construction contract with Page Building Construction, for the BCEC New Vertical Core in the amount of Six Million Two Hundred Seventy-Five Thousand Dollars (\$6,275,000) per documents dated June 11, 2021.**

Draft

Board Vote: Boston Convention & Exhibition Center – New Vertical Core

This project consists of the renovation and expansion of the existing the Boston Convention and Exposition Center Level 0 Lobby located at New Fargo Street, to include improved elevator service in anticipation of increased pedestrian traffic. This public amenity will enhance the connection from the Seaport Omni Hotel and other nearby destinations in the Seaport District neighborhood to the BCEC and Lawn on D.

The Massachusetts Convention Center Authority developed construction documents for public procurement in accordance with the State's construction bid law, M.G.L. c. 149. The following General Bids were received on Thursday, September 2, 2021:

Contractor	Contractor Price
Page Building Construction	\$6,275,000

The M.G.L. c. 149 bid law requires award to the lowest responsible and eligible bidder, which in this case is Page Building Construction.

A vote to implement the Development & Construction Committee's recommendation to authorize a contract for New Vertical Core, would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to execute a construction contract with Page Building Construction, for the BCEC- New Vertical Core in the amount of Six Million Two Hundred Seventy-Five Thousand Dollars (\$6,275,000) per documents dated June 11, 2021.



Owner's Project Management Fee Authorization

MCCA Board Meeting

September 16, 2021

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Comparison of Project Years

FY 2018 – ARCADIS on board for 7 months of MCCA FY18 Plan

30 major projects managed*

Arcadis Staff: (5) full-time and (3) part-time employees

FY 2019

40 major projects managed* – **first half of FY 2019**

Arcadis Staff: (8) full-time and (4) part-time employees

52 major projects managed* – **by second half of FY 2019**

Arcadis Staff: (10) full-time and (3) part-time employees

FY 2020

58 major projects managed*

Arcadis Staff: (10) full-time and (4) part-time employees

* (developed, designed or constructed)



Current Fiscal Year Services

FY 2021

35 budgeted projects managed*

Arcadis Staff: (3) full-time and (1) part-time employees

FY 2022

37 projects projected to be managed*

27 new projects with 10 carry-over projects in final phase or closeout

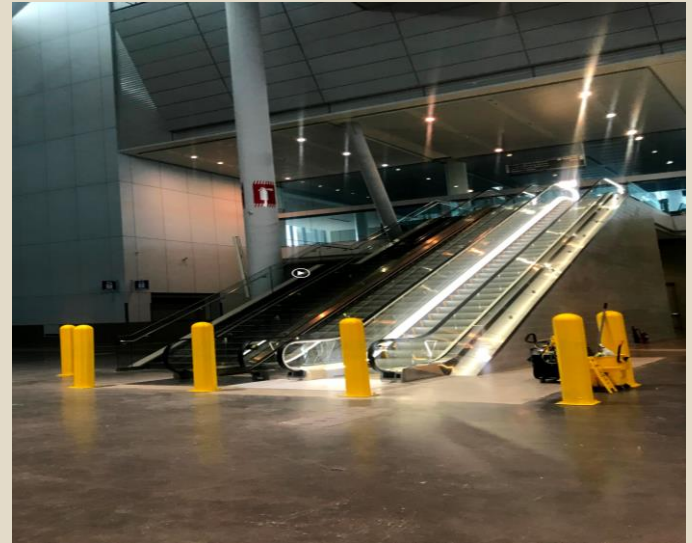
Arcadis Staff: projecting (4) full-time and (1) part-time employees

Continued Services to be provided:

manage design, procurement, schedules, budgeting, financial controls, construction, commissioning, training and turnover, stakeholder engagement;

Additional services available:

CAD Creation, Third Party Cost Estimating, Deferred Maintenance Planning.



Board Vote - Owner's Project Management Services Amendment

As a result of the Authority's need to supplement its construction project management resources, and the requirement that owner's project management services be utilized on construction projects valued in excess of \$1.5 million, the Authority advertised a Request for Proposals for Owner's Project Management services in June 2017 and awarded a Contract for Owner's Project Management Services to Arcadis US ("Arcadis") for a term of three years with two, one-year renewal options at the Authority's sole discretion, The Board authorized the Executive Director to enter in to a contract with Arcadis and further authorized an amount not to exceed \$1,321,697.00 for the seven (7) month term of the first year of the contract.

Each subsequent June of 2018, of 2019 and 2020 as the Capital Budget for the upcoming fiscal year is finalized, the authorized Capital Project list is assessed for resources needed and Arcadis establishes a fee schedule.

After analysis of the FY2022 capital construction program, current staffing requirements, and status of both existing and new capital projects, an expense budget of \$ 1,408,170.00 was negotiated requiring an additional authorization and a 5th contract amendment to provide the required services for the next contract term and Fiscal Year 2022.

Board Vote - Owner's Project Management Services Amendment

At a recent meeting of the MCCA Development and Construction Committee, after a presentation of the proposed consultant's fees and the basis for such, the Committee voted to recommend that the Board authorize the Executive Director to amend the contract with Arcadis to perform Owner Project Management Services for the period of July 1, 2021, through June 30, 2022, by an amount not to exceed \$1,408,170.00 plus Authority approved expenses.

VOTE: That the Massachusetts Convention Center Authority hereby authorizes the Executive Director to amend the contract with Arcadis US for Owner Project Management Services in an amount not to exceed One Million Four Hundred Eight Thousand One Hundred and Seventy Dollars (\$1,408,170.00) plus Authority approved reasonable expenses.

Board Vote – Owner’s Project Management Services Amendment

As a result of the Authority’s need to supplement its construction project management resources, and the requirement that owner’s project management services be utilized on construction projects valued in excess of \$1.5 million, the Authority advertised a Request for Proposals for Owner's Project Management services in June 2017 and awarded a Contract for Owner’s Project Management Services to Arcadis US (“Arcadis”) for a term of three years with two, one-year renewal options at the Authority’s sole discretion, The Board authorized the Executive Director to enter in to a contract with Arcadis and further authorized an amount not to exceed \$1,321,697.00 for the seven (7) month term of the first year of the contract.

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Draft

Board Vote: BCEC Exhibit Hall Lighting Purchase

The Massachusetts Convention Center Authority (“MCCA”), in accordance M.G.L Chapter 7, § 22 allows state agencies and local jurisdictions to purchase supplies using a contract already procured by in state or out-of-state “public procurement unit” if the contract terms state that the contract is open to Commonwealth governmental bodies and the supplies were procured in a manner that constitutes “fair and open competition”.

COMMBUYS was created by a state law to provide programs and services for the purchasing, delivering, and handling of, and the contracting for, supplies, equipment and other property for the various Commonwealth departments, offices, and commissions.

Through COMMBUYS, a purchase agreement shall be signed between the MCCA and the “lowest eligible electrical supply” vendor, for the acquisition of Cooper Metalux BMK LED, 70,000 & 36,000 lumen light fixtures for the BCEC Exhibit Halls in an amount not to exceed \$600,000.00.

The use of this COMMBUYS offers the MCCA direct access to the product which meets all performance criteria per the specifications, the longest warranty, as well as the eligibility of a Utility Incentive.

A vote to implement the Development and Construction Committee’s recommendation to authorize the Executive Director to engage into an agreement for the BCEC Exhibit Halls Lighting Purchase, would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to engage into an agreement with the lowest eligible electrical supplier per the terms of the COMMBUYS Agreement for the purchase of Cooper Metaluz BMK LED, 70,000 & 36,000 lumen light fixtures for the BCEC in the amount not to exceed Six Hundred Thousand Dollars, (\$600,000.00).



Springfield Projects Update

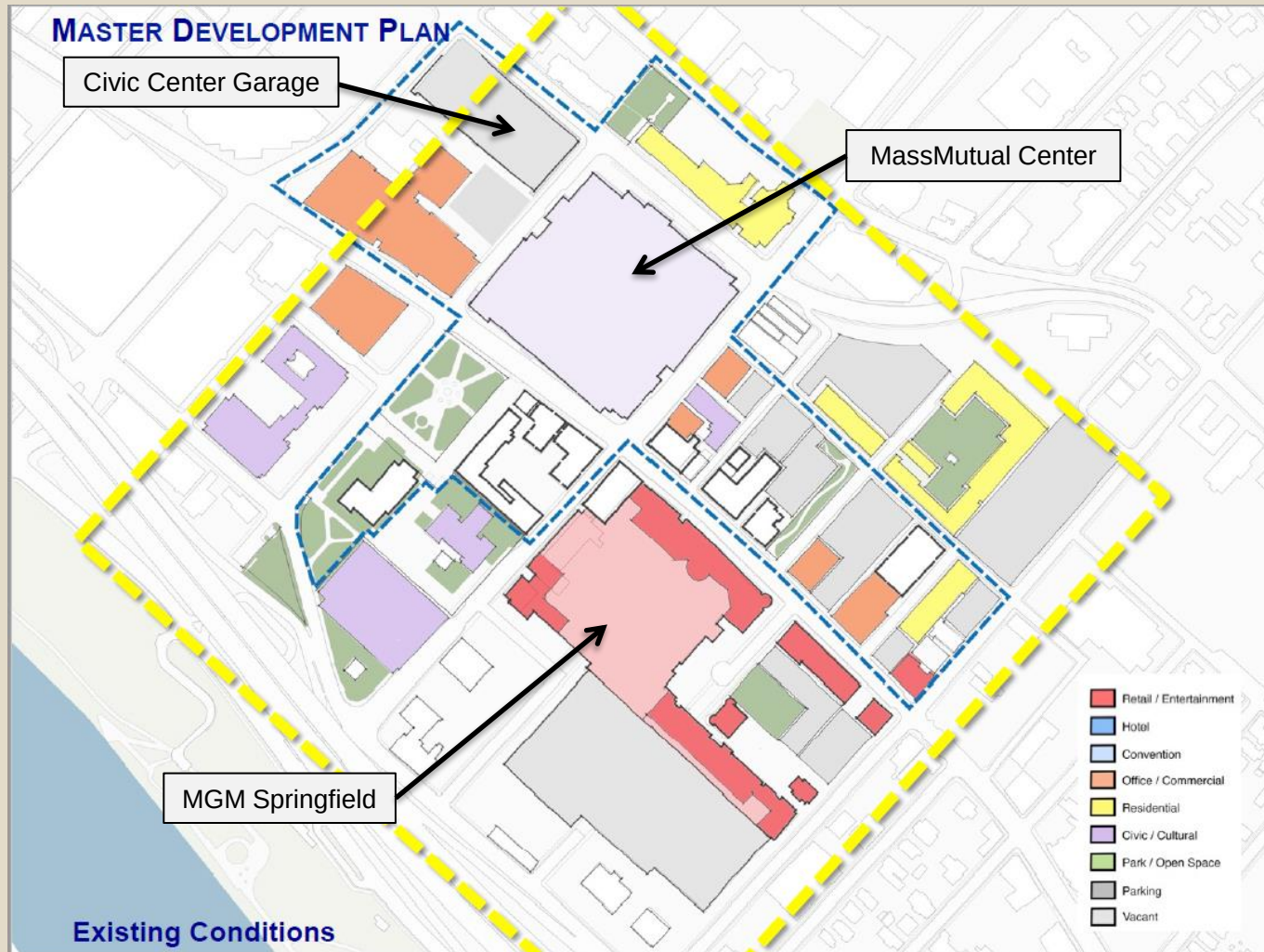
MCCA Board Meeting

September 16, 2021

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Coordination with City of Springfield



Springfield Civic Center Garage

- RFP for design issued- September 08, 2021
- New facility to include
 - 900-1,000 parking spaces
 - 11,000 square feet of retail space along Bruce Landon Way
 - Connection to MassMutual Center
 - Modern Transportation Center Amenities
- Construction mitigation – Improved Arena Access
 - Accessible parking
 - Stair 7 access

Springfield Civic Center Garage

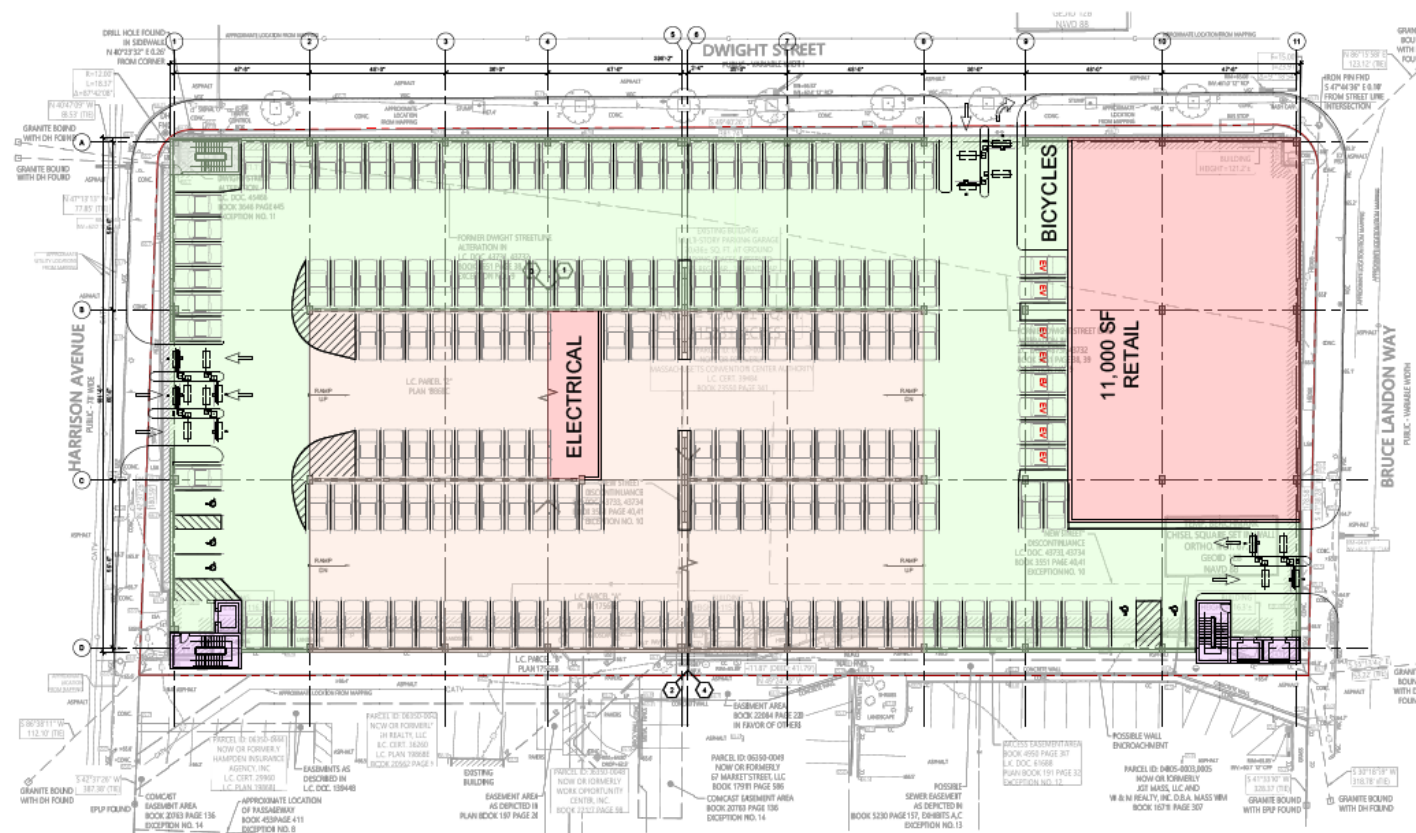
- 900-1,000 parking spaces
 - Designed to meet both commuter and event parking needs.
- 11,000 square feet of retail space along Bruce Landon Way
- Connection to MassMutual Center
- Modern Transportation Center Amenities
 - EV Charging Stations
 - Bicycle Racks
 - Updated PARCS System with the ability to integrate with online reservation parking systems and event ticketing websites
 - License plate recognition technology
 - Pay on foot kiosks to limit the need to pay in lanes
- Design of the garage should allow for traffic to flow freely inside and outside of the garage.
 - Plan calls for multiple entry and exit lanes, with the primary entrance on Harrison Avenue- this would separate vehicular traffic from the pedestrians on Bruce Landon Way.
 - Interior is laid out to prevent traffic jams when all attendees leave arena events at the same time.

CCG Next Steps

- Issue RFP for Design Firm- September 8, 2021
 - Pre-Bid- 9/23/21
 - Questions Due- 9/29/21
 - Proposals Due- 10/20/21
- Tentative Future Schedule
 - Designer selection and board vote- November 2021
 - Demolition begins- May 2022
 - Demolition complete- August 2022
 - Construction starts-September 2022
 - Construction complete- October 2023

CIVIC CENTER TRANSPORTATION CENTER / GARAGE FEASIBILITY STUDY SPRINGFIELD, MA

OPTION 1 GROUND TIER 171 SPACES



	ADA	EV	Full	Total
Ground	5	8	158	171
Level 2	5	4	189	198
Level 3	6	4	234	244
Level 4	6	4	234	244
Roof - X Over			14	14
	22	20	829	871

	ADA		Full	Total
Ground	5	8	158	171
Level 2	5	4	189	198
Level 3	6	4	234	244
Level 4	6	4	234	244
Level 5	0	4	203	207
	22	24	1018	1064

LEGEND



Scale: 1" = 20'-0"
OPT1-L2

2021-06-07 / 16-003228.00

Other Capital Projects

Project Title	Project Phase
Infrastructure	
Roof Repairs	Construction
Compressor Replacement	Design
Radio Infrastructure	Initiation
Arena AHU Refurbishment	Design
Aesthetic	
Carpet Replacement	Design
Digital Marquee	Design
Arena Content Management System	Initiation



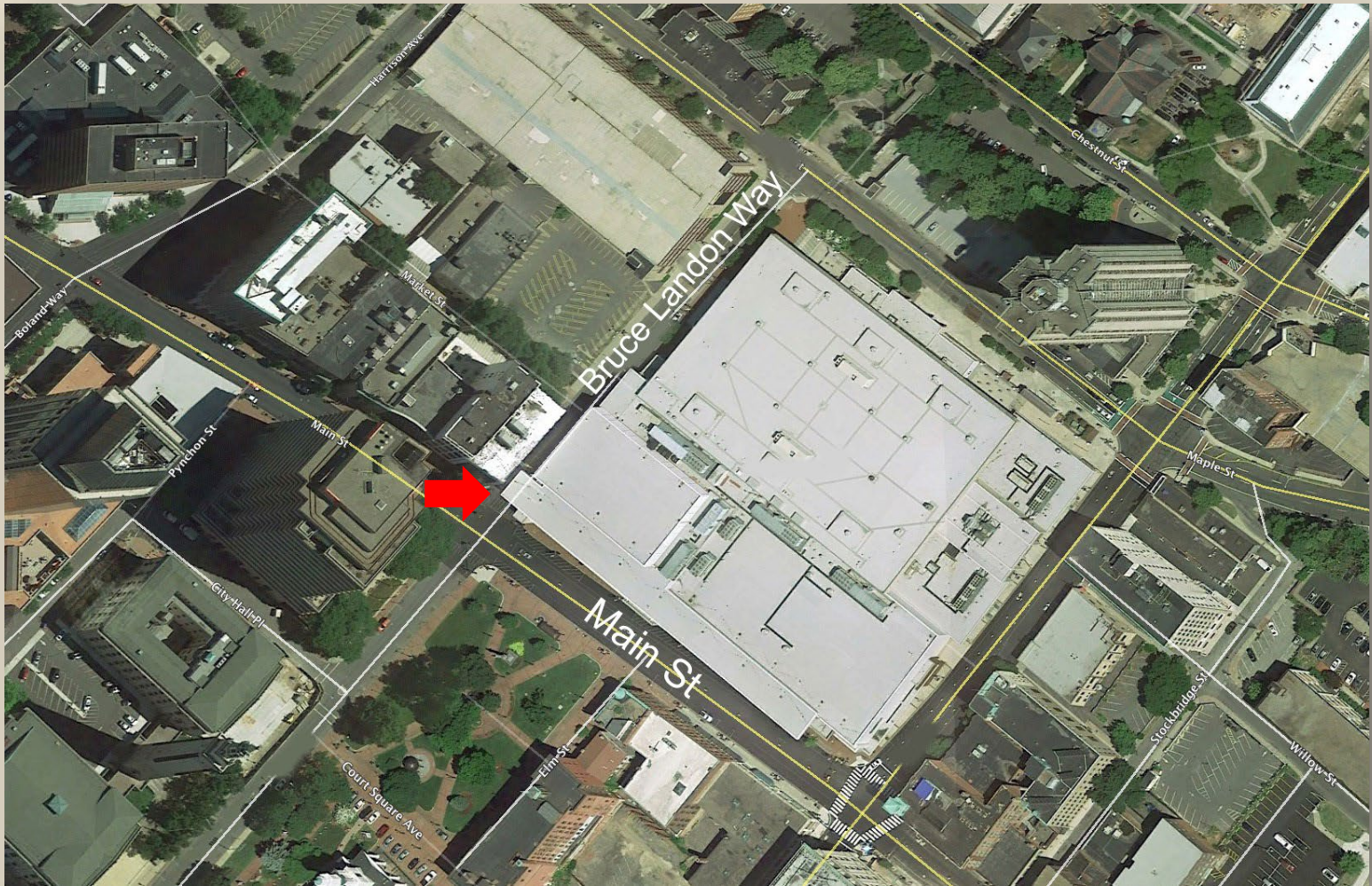
MassMutual Center Marquee

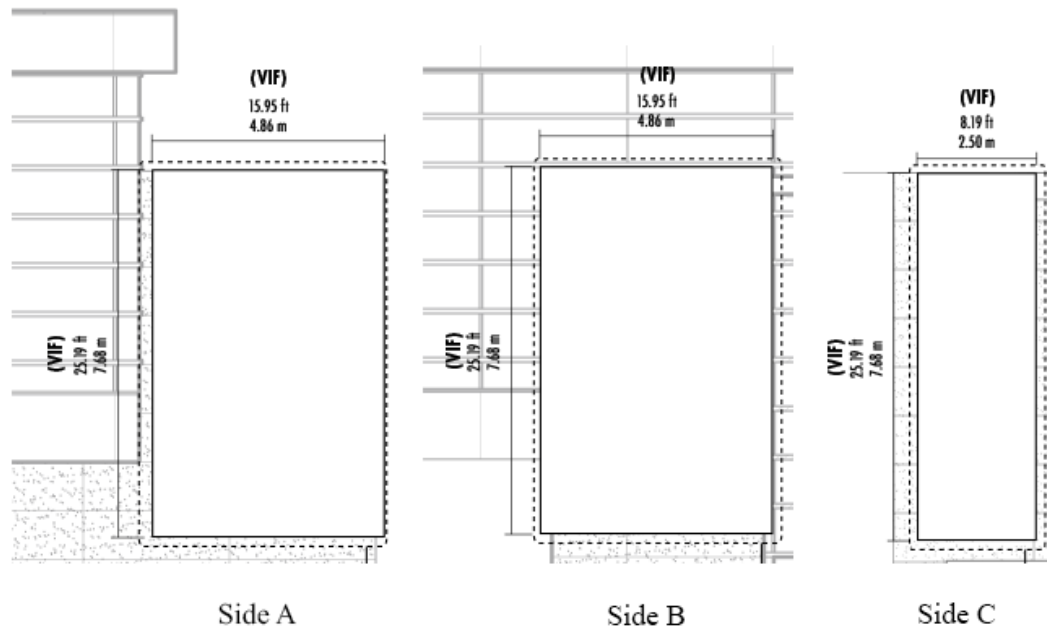
MCCA Board Meeting

September 16, 2021

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Questions?

Monthly Management Report

**MASSACHUSETTS
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September 16, 2021

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Letter from the Executive Director

September 16, 2021

Dear Board Members,

I hope everyone was able to enjoy a safe and happy summer with family and friends. It is wonderful to be back in Springfield for our board meeting having missed out on last year's visit due to the pandemic. I want to thank and congratulate our team at the MassMutual Center for their continued dedication and effort during this challenging time for the hospitality industry. The MassMutual Center is in pristine condition and active which are both tremendous accomplishments in the current marketplace.

On August 12, Authority Staff including myself, Dennis Callahan, John Donahue, Tara Coughlan, Rob Noonan and Shannon McDermott met with Mayor Sarno, Chief Development Officer Timothy Sheehan (and various Springfield officials), Chris Kelley, MGM Springfield and the City of Springfield's planning consultant Chicago Consultants Studio to review and participate in a day-long working session to review the City's Convention Center District Planning efforts. Shannon McDermott presented an overview of the Authority's planning efforts for the Springfield Civic Center Garage and Rob Noonan spoke to the Authority's Digital Signage Plan.

On August 19, our Capital Projects team, including John Donahue, Tara Coughlan, Rob Noonan, Dennis Callahan and Arcadis staff met with Sean Dolan and the MGM Springfield Team at the MassMutual Center for a full-day walk-through to discuss upcoming capital investments – including; roof repairs, compressor replacement, carpet replacement and cleaning equipment, digital marquee and internal digital signage, radio infrastructure, refurbishment of the arena air handlers, and stairwell 7 while inspecting the interior and exterior of the facility.

Last weekend was a showstopper as the MassMutual Center hosted the 2021 NBA Hall of Fame Enshrinement Red Carpet Show and Ceremony on Saturday, September 11. Among the 16 players and coaches being inducted this year were Celtics legends Bill Russell (enshrined as a coach) and Paul Pierce. Presenters of the inductees included Hall-of-Famers Michael Jordan, Julius Irving and Charles Barkley. President Barack Obama made an honorary virtual appearance to introduce Bill Russell for his second lifetime induction into the Basketball Hall of Fame.

The nationally televised event went off perfectly and I want to thank Sean Dolan and our team here at the Mass Mutual Center for their tireless work and collaboration with the NBA, Naismith Memorial Basketball Hall of Fame, the City of Springfield and the Greater Springfield Convention & Visitors Bureau for showcasing the venue and city in the most positive light.

I am happy to share that we have reached an agreement with both of our hockey tenants to use the MassMutual Center arena for future seasons. American International College (AIC) will continue to play at the MassMutual Center arena for the 2021-22 and 2022-23 hockey seasons with the option to add an additional three seasons to the deal. The MassMutual Center will also continue to serve as the home ice arena for the Springfield Thunderbirds over the next four seasons with the option for a one-year extension. The MassMutual team maintains a strong relationship with both ice hockey tenants and we are excited to root on the Yellow Jackets and Thunderbirds through their home game schedules for years to come.

In Boston, the return to business has experienced fits and starts but the return of FAN EXPO Boston at the BCEC on September 3 was a highlight. The three-day event brought nearly 10,000 costume clad fans to the Seaport for celebrity meet and greets, panels and workshops on gaming, comics and science-fiction content. Masking was also a cinch since many of the attendees already wore masks of all kinds to this event in prior years.

Less than a week later, the Congressional Medal of Honor Society came to Boston for the fourth time in their history for the 2021 Medal of Honor Convention. Our team assisted the society in providing space for storage and assembly of gift items, as well as delivery services for their events going on across the city, before hosting the Medal of Honor

Convention's Patriot Gala at the BCEC on Saturday, September 11. Over 1,000 guests and 21 Medal of Honor winners attended the gala at the BCEC ballroom to honor these American heroes on the twentieth anniversary of 9-11.

The next day, The Boston Bruins Foundation and our partners at Rebel Restaurants got together to host a fundraiser for Jake Thibeault at the Lawn On D. Jake Thibeault is the 18-year-old Milton Academy hockey player who suffered a spinal cord injury in a collision sustained during a game over Labor Day Weekend. The fundraiser was well attended and featured a visit from current Bruins' defenseman and Charlestown native Matt Grzelcyk. All proceeds will go to support Jake and his family through The Boston Bruins Foundation.

The Lawn On D, Powered by Citizens Bank has continued to be a popular option to get outside and socialize. So far this season there have been 65 public and corporate outings and the current level of interest points to a strong end to the season as the September and October calendars continue to fill up. Our community programming was successful due in large part to the continued strong partnership with the City of Boston. On Mondays in July and August, the Boston Centers for Youth & Families (BCYF) brought youth groups from across the city to swing, play, and have lunch at The Lawn On D. To celebrate this partnership, our team worked with BCYF's SnapShot photography group to host an exhibit inside the BCEC displaying photos taken across the city this summer by members of the class. The exhibit is located at Southwest Level One next to Fed Ex and will be on display throughout the winter for BCEC attendees and guests.

We also partnered with the City of Boston's Age Strong Commission to bring seniors from across the city to The Lawn On D for an event on August 18, highlighted by remarks from Mayor Janey, great music and live exotic animal interactions provided by Animal Adventures. Age Strong will return to the Lawn On D as the season comes to a close at the end of October for a Halloween themed event.

In June, our transportation team lead a successful open house that welcomed more than 1,000 riders of the highly anticipated East Boston Ferry which is an extension of our existing Seaport Ferry Service between Lovejoy Wharf and Fan Pier. The East Boston Ferry will be launching on Monday September 27, with ferries departing between Fan Pier and Lewis Mall Wharf every 20 minutes during peak commuting hours at a cost of \$5 per ride for members of the public.

Positive news in and around the Seaport continued with the ribbon cutting ceremony and grand opening of the Omni's 'Boston Hotel at the Seaport' on September 9. The ribbon cutting ceremony was highlighted by remarks from Governor Baker, Mayor Janey and Congressman Lynch with Senator Collins doing the honors as emcee. The new 1,054 room Omni, built without a state subsidy, is critical to the future success of the BCEC, and Boston, as a meetings and conventions destination.

Looking ahead we will be hosting the South Boston Citizens Association at the BCEC tomorrow as they return for the first time since 2019 to host their annual dinner. This event is usually held around the South Boston St. Patrick's Day and Evacuation Day festivities in March and we are excited to welcome them back to help celebrate the community members who will be honored for their dedicated work and service over the past two years.

As always, I want to thank the entire board for their support, and I want to thank our team here at the MassMutual Center for their gracious hospitality.

Sincerely,

A handwritten signature in blue ink, appearing to read 'D. Gibbons', with a stylized flourish at the end.

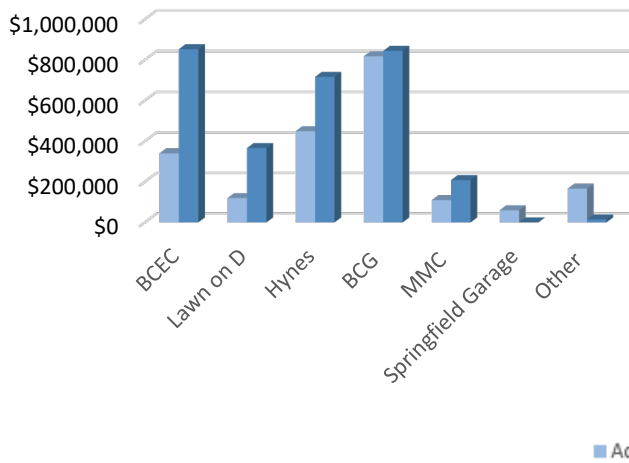
David Gibbons
Executive Director

Financial Summary and Reports

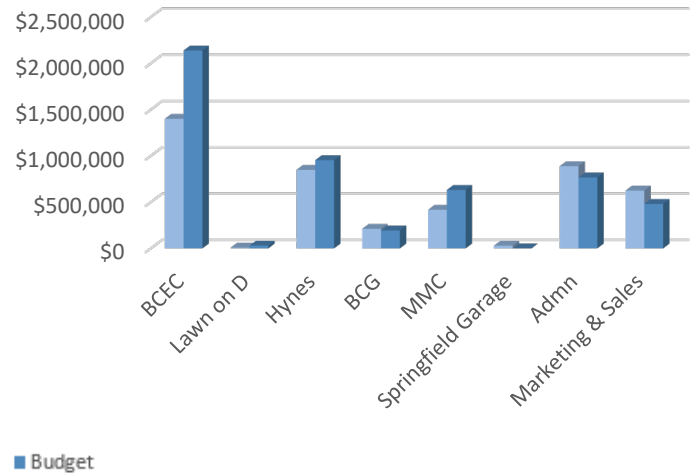
I. Results of Operations

FY 2021 for the Twelve Months Ending – June 2021

June Revenues by Cost Center

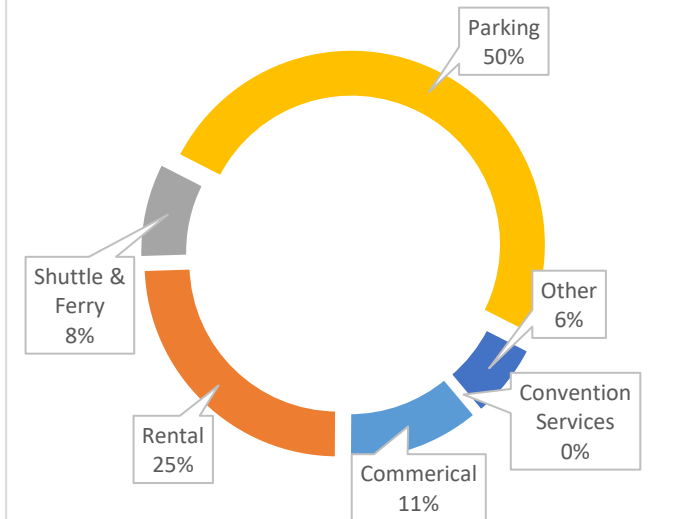


June Expenses by Cost Center

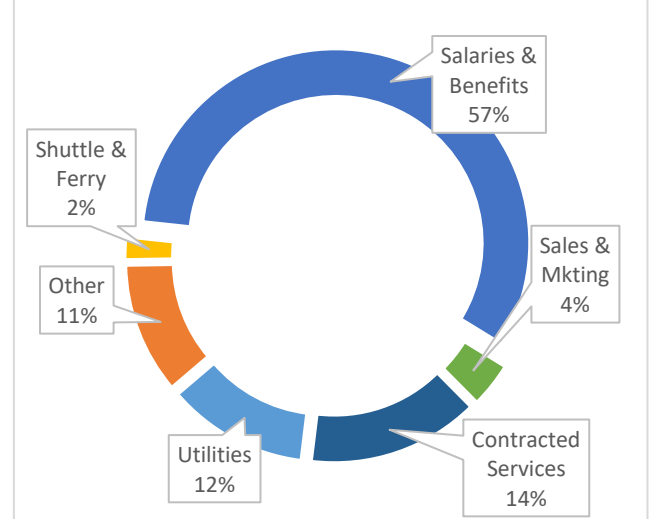


Net Cost of Operations	Actual June	Budget June	Variance	Actual YTD	Budget YTD	Variance
	\$401,727	\$(1,332,900)	\$1,734,627	\$(24,442,938)	\$(27,868,831)	\$3,25,893

June Revenues By Source



June Expenses By Category



Results of Operations
FY 2021 for the Twelve Months Ending
June 2021

	Actual June	Budget June	Variance Fav/(Unfav)	Comments/Major Drivers
Revenues:				
BCEC	\$339,574	\$852,673	(\$513,099)	Shuttle bus revenues did not materialize and convention center rentals below budget due to limited activity
BCEC Lawn on D	119,522	365,833	(246,312)	Reduced restaurant and rental income
Hynes	448,708	946,061	(497,353)	Convention center rentals limited to COVID-19 vaccination site
Boston Common Garage	817,784	844,392	(26,608)	Transient parker revenues recovering slower than budgeted
MassMutual Center	109,578	208,410	(98,832)	Event activities lower than budgeted
Springfield Garage	59,511	-	59,511	Civic center garage not originally budgeted
Other Income	62,303	647,354	(585,050)	Budget included reserve transfers in June 2021 that were not necessary
Total Revenues	\$1,956,980	\$3,864,723	(\$1,907,743)	
Expenses:				
BCEC	\$1,00,884	\$2,139,468	\$738,584	Contracted services below budget due to a reduction in the number of events
BCEC Lawn on D	8,513	30,002	21,489	Professional contracted services and cleaning services were budgeted with no spending during June 2021
Hynes	849,341	954,340	104,998	Events and the associated payroll expenses were budgeted but did not occur
Boston Common Garage	212,179	193,766	(18,413)	Higher electrical costs than budgeted.
MassMutual Center	418,120	632,526	214,406	Correction of miscellaneous benefits expenses and payroll costs less than budget
Springfield Garage	29,255	-	(29,255)	Unbudgeted cost center
Subtotal: Operations	\$2,918,292	\$3,950,102	\$1,031,810	
Central Administration	889,278	766,845	(122,433)	Software licensing and payroll contingency above budgeted amounts
Marketing & Sales	624,991	480,677	(144,315)	GBCVB salaries and commissions/incentives exceeded budget
Total Expenses	\$4,432,561	\$5,197,623	\$765,0628	
Net Income of Operations	(\$2,475,581)	(\$1,332,900)	(\$1,142,681)	

II. Explanation of Significant Financial Activities

Summary – June 2021, Fiscal Year 2021

For the month of June 2021, the net cost of operations was \$2.475M, which compared to a budgeted loss of \$1.332M. The June result was unfavorable to budget by approximately \$1.1 million, see page 5 of this report for additional detail.

Revenues

- BCEC event revenues were limited to three events at the BCEC (with the most notable being the Mass Dental Society Yankee Dental Congress 2021) and there were less ferry and shuttle bus revenues collected than those originally budgeted for June 2021.
- The Lawn on D revenues were approximately \$246K under budget in June, the second month of operations. The food and beverage revenues were approximately \$33K, which was \$67K less than the original budget amount of \$100K and the convention center revenue was \$74K, which was \$171K less than the original budget amount of \$245K, both of which were the result of reduced activities at the venue.
- Hynes revenues were below the budget by approximately \$497K. The CIC Vaccination Site continued operations at the Hynes and generated a total of approximately \$93K in convention center rental revenues, which represented all the rental revenues for the month of June 2021. This represented a \$405K decrease from the original budget.
- Boston Common Garage revenues continue to improve but remained below budget by approximately \$27K compared to the budget for June 2021. Transient parker revenues were below budget by approximately \$62K and while the monthly parker revenues slightly exceeded the budget. Unbudgeted miscellaneous parking revenues were approximately \$38K.
- MassMutual Center revenues were below budget by \$99K. The MMC hosted less events than assumed resulting in lower revenues than budget across arena rentals and food and beverage sources.
- Springfield Garage revenues were unbudgeted for June 2021 as this was a new cost center and were approximately \$60K for the month.
- Other Income revenue represents interest earned of approximately \$62K during the month of June.

Expenses

- BCEC operating expenses were approximately \$739K under budget. Show related expenses, e.g., contracted security, cleaning, utilities, were all below budgeted levels in lieu of lower event activity. Consistent with lower revenues, shuttle bus and water ferry expenses were also below budget by \$197K.
- Hynes operating expenses were \$105K below budget for the month. This variance is primarily attributed to the budgeted events and their associated event expenses which did not occur. There were increases in utilities and staffing expenses due to the vaccination center activities held within the building.
- Total MMC spending was \$214K lower than budget with the vast majority of this savings in the salary and benefits line item as a result of lower show activities.
- Springfield Garage expenses were unbudgeted for June 2021 as this was a new cost center and were approximately \$29K for the month.

III. Consolidated Statement of Operations – Budget vs. Actual

For the month ended June 30, 2021

	Actual JUN	Budget JUN	Variance Fav (Unfav)	Actual YTD	Budget YTD	Variance Fav (Unfav)	Budget FY21
Revenues							
BCEC	\$ 339,574	\$ 852,673	\$ (513,099)	\$ 5,191,539	\$ 9,302,906	\$ (4,111,367)	\$ 9,302,906
Lawn on D	119,522	365,833	(246,312)	375,181	749,745	(374,564)	749,745
Hynes	448,708	946,061	(497,353)	3,457,797	3,648,547	(190,750)	3,648,547
BCG	817,784	844,392	(26,608)	7,128,778	8,580,326	(1,451,549)	8,580,326
MMC OH	109,578	208,410	(98,832)	704,038	1,178,154	(474,116)	1,178,154
Springfield Garage	59,511	-	59,511	268,249	-	268,249	-
Other Income	62,303	647,354	(585,050)	836,289	802,174	34,115	802,174
Total Revenues	\$ 1,956,980	\$ 3,864,723	\$ (1,907,743)	\$ 3,864,723	\$ 24,261,853	\$ (6,299,981)	\$ 24,261,853
Expenses							
BCEC	\$ 1,400,884	\$ 2,139,468	\$ 738,584	\$ 16,958,531	\$ 21,217,794	\$ 4,259,263	\$ 21,217,794
Lawn on D	8,513	30,002	21,489	68,654	161,812	93,158	161,812
Hynes	849,341	954,340	104,998	8,155,667	10,037,403	1,881,735	10,037,403
BCG	212,179	193,766	(18,413)	2,078,345	2,240,468	162,123	2,240,468
MMC OH	418,120	632,526	214,406	4,350,333	6,111,494	1,761,160	6,111,494
Springfield Garage	29,255	-	(29,255)	158,331	-	(158,331)	-
Sub-Total Operations	\$ 2,918,292	\$ 3,950,102	\$ 1,031,810	\$ 31,769,861	\$ 39,768,970	\$ 7,999,109	\$ 39,768,970
Admin	889,278	766,845	(122,433)	7,858,539	8,417,923	559,384	8,417,923
M&S	624,991	480,677	(144,315)	2,776,409	3,943,790	1,167,381	3,943,790
Total Expenses	\$ 4,432,561	\$ 5,197,623	\$ 765,062	\$ 42,404,809	\$ 52,130,683	\$ 9,725,874	\$ 52,130,683
Net Income (Cost) of Operations	\$ (2,475,581)	\$ (1,332,900)	\$ (1,142,681)	\$ (38,540,086)	\$ (27,868,831)	\$ 3,425,893	\$ (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 June 30, 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	\$ (174,297)	\$ 7,933,803	\$ 7,524,253	\$ 409,550
	Type 3 - Ferry	214,200	-	214,200	204,014	10,186
	Type 2 - Facility Impr / Cap Replacement	7,061,400	(1,561,702)	5,499,698	4,892,517	607,181
	Type 1 - Equip & Fixture - Equipment	-	55,565	55,565	55,565	0
		15,626,700	(1,680,434)	13,703,266	12,676,348	1,026,918
Hynes	Type 3 - Strategic Investment	-	-	-	-	-
	Type 2 - Facility Impr / Cap Replacement	245,300	613,172	858,472	607,474	250,998
		245,300	613,172	858,472	607,474	250,998
BCG	Type 3 - Strategic Investment	74,600	5,617	80,217	108,181	(27,964)
	Type 2 - Facility Impr / Cap Replacement	8,152,000	(1,758,471)	6,393,529	6,940,544	(547,015)
		8,226,600	(1,752,854)	6,473,746	7,048,725	(574,979)
MMC	Type 2 - Facility Impr / Cap Replacement	366,900	(281,062)	85,838	54,099	31,739
	Type 1 - Equip & Fixture - Equipment	-	29,135	29,135	17,820	11,315
	Type 1 - Equip & Fixture - Fixtures	25,000	69,301	94,301	94,301	(0)
		391,900	(182,626)	209,274	166,220	43,054
Admin/Multi	Type 2 - Facility Impr / Cap Replacement	186,700	17,068	203,768	162,044	41,724
	Type 1 - Equip & Fixture - Equipment	-	-	-	16,450	(16,450)
	Salary & Benefit Allocation	2,275,000	3,605	2,278,605	2,283,162	(4,557)
		2,461,700	20,673	2,482,373	2,461,655	20,718
Total Annual Capital Projects		26,952,200	(2,982,069)	23,727,131	22,960,423	766,708
BCEC MMC	Master Planning	243,000	(76,977)	166,023	134,695	31,328
	Springfield Garage Replacement	900,000	(811,617)	88,383	85,797	2,586
	Total Long-Term Capital Projects	1,143,000	(888,594)	254,406	220,492	33,914
Total Budgeted Capital Projects		\$ 28,095,200	\$ (3,870,663)	\$ 23,981,537	\$ 23,180,915	\$ 800,622

V. Long Term Sales Lead Status Report

American Society for Nutrition NUTRITION 2022

The American Society for Nutrition (ASN) is a non-profit organization dedicated to bringing together the world's top researchers, clinical nutritionists, and industry leaders to advance the knowledge and operation for the sake of nutrition for humans and animals. Their focus ranges from the most critical details of research and application to the broadest applications in society in the U.S. and around the world. NUTRITION launched in Boston in 2018 as the American Society for Nutrition's (ASN) flagship meeting featuring all day cutting-edge research and educational programming, dynamic evening events, and an experiential exposition hall. ASN is targeting 3,600 nutrition scientists, clinical health, and industry professionals from around the world. ASN was contracted in Boston in 2021 but had to cancel due to COVID-19. ASN is now sourcing 2022-2024 and we have submitted proposals for 2022 and 2023. This is a Hynes client therefore we could not include 2024, since we do not know the status of the Hynes beyond 2023. We have proposed July dates in both years. The client is very familiar with Boston and the Hynes. They have been very interested in returning to Boston since the launch of NUTRITION in 2018. ASN is looking to make a final decision on 2022 by the end of October and 2023 by year-end.

Building: Hynes

Attendance: 3,600

Peak Room Nights: 750

Total Room Nights: 3,670

Month / Year: July 2022

American Association of Physicists in Medicine World Congress on Medical Physics and Biomedical Engineering 2028

The American Association of Physicists in Medicine (AAPM) is a professional membership organization with over 9,000 medical physicists. AAPM is a broad-based scientific and professional discipline which encompasses physical principles with applications in biology and medicine. They have members in 95 countries and hold an annual meeting in July. AAPM have considered Boston in the past for this meeting, but we have not been selected due to the lack of hotels within walking distance of the BCEC. AAPM has invited Boston to bid on the 2028 World Congress on Medical Physics and Biomedical Engineering which is held every three years and would supplant the AAPM Annual Meeting. This meeting is slated for North America and AAPM will sponsor the event. Other US cities in contention are Washington DC, Denver, Orlando, and San Diego. Boston is a strong candidate because we now have the hotel rooms within walking distance. This group requires 220,000 of exhibit space, the ballroom, and a suite of meeting rooms. The bid is due to the International Union on December 1, 2021, and a decision will be made in June 2022.

Attendance: 7,000

Peak Room Nights: 3,093

Total Room Nights: 15,820

Month / Year: July 2028

Public Responsibility in Medicine and Research Advancing Ethical Research 2025

Public Responsibility in Medicine and Research (PRIM&R) is a non-profit organization dedicated to advancing the highest ethical standards in the conduct of research. Since 1974, PRIM&R has served a full array of individuals and organizations involved in biomedical, social science, behavioral, and educational research. They provide education and other professional resources to research oversight communities. PRIM&R currently hosts two annual conferences per year: the IACUC Conference and the AER Conference. Beginning in

2022, they will consolidate these two events into one annual conference. Boston and the Hynes previously hosted the AER Conference in 2013, 2015, and 2019. They are anxious to bring the meeting back to Boston and are focusing on the BCEC for 2025. This group requires 75,000 GSF of exhibit space, the ballroom, and 25 large breakouts. We are preparing the proposal and a final decision is expected at the upcoming 2021 Virtual Event.

Building: Hynes

Attendance: 3,000

Peak Room Nights: 1,700

Total Room Nights: 5,720

Month / Year: November 2025

Psychonomic Society PS Annual Meeting 2022

The Psychonomic Society (PS) is the preeminent society for the experimental study of cognition. Founded in 1959, the Psychonomic Society's primary function is to promote the communication of scientific research in psychology and allied sciences. The Psychonomic Society has held the PS Annual Meeting in Boston and at the Hynes in 2009 and 2016. Recently, Psychonomic Society requested availability to return to Boston in 2022. While this event is usually booked further into the future, PS leadership did not want to secure the 2022 open year in late 2019 due to the growing concerns of COVID-19. After reviewing potential date options for PS 2022 at the Hynes, we were able to submit a proposal for mid-November 2022 with the Sheraton Boston. Last week, we learned that the PS future site committee is recommending Boston to the PS Board in early September as the top choice for PS 2022. We do not have the exact space that PS is looking for, but we feel confident that the space option available will result in the PS Board approving Boston and moving to contract by end of October.

Building: Hynes

Attendance: 3,400

Peak Room Nights: 888

Total Room Nights: 3,331

Month / Year: November 2022

IBM Corporation North America Top Client Event 2022

International Business Machines (IBM), founded in 1911, is an American Fortune 500 multinational technology corporation headquartered in Armonk, New York, with operations in over 170 countries. IBM provides integrated solutions that leverage information technology and knowledge of business processes. It operates through the following segments: Cloud & Cognitive Software, Global Business Services, Global Technology Services, Systems, and Global Financing. The North America Top Client Event is a brand-new program for IBM which will focus on delivering a premier experience to IBM's top strategic clients. The event will consist of a business partnership expo arena, educational sessions, and executive meetings. There will also be a plethora of special events, including a welcome reception, networking events, and other unique experiences. The theme will be "reemergence" as this will be the first large scale meeting IBM will host since the COVID-19 Pandemic. Boston has received a verbal definite from IBM, contingent on successful contract negotiations. Pricing, the ability to accommodate all needs, and a strategic location are all critical decision factors to IBM. The dates being offered to IBM became available due to a COVID related cancellation and were originally under contract by another definite piece of business. IBM would also like to consider Boston for future years. We are in the process of sending the BCEC Event License Agreement and contracts are expected to be confirmed by September.

Building: BCEC

Attendance: 5,000

Peak Room Nights: 4,250
Total Room Nights: 15,700
Month / Year: May 2022

VI. Event & Media Sales Definite Business

Otsuka America Pharmaceutical

Otsuka America has their U.S. Headquarters in Princeton, New Jersey, and specializes in medical devices as well as Neuroscience, Cardiovascular, and Oncology pharmaceuticals. Their Ecosystem Leadership Meeting is an annual company business meeting focused on their customer engagement approach to unify account management, medical, patient access and market access to engage local healthcare systems and identify opportunities to improve the patient experience. This would be a first-time event for the Hynes or BCEC.

Building: BCEC or Hynes

Attendance: 500pp

Peak RNs: 500

Total RNs: 2,200

Month/Year: September (2021); 2022 TBD since this event is typically held in Q1 each year, rotates nationally

Flagship Pioneering

Flagship Pioneering is an American life sciences venture capital company based in Cambridge, Massachusetts that invests in biotechnology, life sciences, health and sustainability companies. Portfolio companies include Moderna,[5] Indigo Agriculture, Inari Agriculture and Novomer. Flagship has founded and/or partnered with 30+ companies, showcasing work that the life sciences/biotech companies have produced. This would be a first-time event for the Hynes or BCEC.

Building: BCEC or Hynes

Attendance: 2,000pp

Peak Nights: TBD

Total Rooms: TBD

Month/Year: 2022 since all events have been virtual during COVID

Bowdoin College

A private liberal arts college in Brunswick, Maine. The college offers 34 majors and 36 minors, as well as several joint engineering programs with Columbia, Caltech, Dartmouth College, and The University of Maine. This is a confidential event hosted by Bowdoin College.

Building: Hynes

Attendance: 600pp

Peak RNs: 0

Total RNs: 0

Month/Year: Winter or Early Spring 2022

Merge World

Merge World is a strategic performance marketing agency serving retailers and direct-to-consumer online brands, as well as managing more than \$1 billion dollars in annual eCommerce revenue. Their name reflects their belief that a collaborative approach across all disciplines leads to better results. With offices in Chicago, Boston, and Atlanta, they continuously seek and make new connections through creative and technology. This is a staff outing for their Boston office, and a new customer for the MCCA and the Lawn on D.

Building: Lawn on D

Attendance: 150pp

Peak RNs: 0

Total RNs: 0

Month/Year: Summer 2022

Autodesk

Founded more than 25 years ago as a pioneer in the world of computer-aided design, their flagship product, AutoCAD software, has become synonymous with CAD and is a fixture in design shops worldwide. Customers across the manufacturing, architecture, building, construction, and media and entertainment industries use Autodesk software to design, visualize and simulate ideas before they are created. This is their Summer Party for their staff and a new event on the Lawn on D.

Building: Lawn on D

Attendance: 250pp

Peak RNs: 0

Total RNs: 0

Month/Year: Summer 2022

MassMutual Center - Springfield Update:

SALES UPDATE - July and August, 2021

32

New Inquiries

118

Total inquiries Worked

July & August, 2021			FY22 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
20 Bookings*	\$296,650	2,194	20 Bookings*	\$296,650	2,194
New Tentative					
14 Bookings	\$125,300	810	14 Bookings	\$125,000	810
Rescheduled					
0 Bookings	\$0	0	Bookings	\$0	0
Cancellations					
0 Bookings	\$0	0	Bookings	\$0	0

* 4 Bulls Eye Events

* 4 Bulls Eye Events

General Update:

- 2nd Sales Manager started on September 8, 2021
- Finance and Sales Admin position in final stages with a planned start of September 20, 2021
- Finalizing next phase of the MMC/GSCVB Client Outreach Program
 - 3rd Gift Mailing sent in July
 - FY22 Plan focusing on NE Based Association Management Companies and 3rd Party Planners
 - Quarterly Focus Groups either in person or virtual

Tradeshaw Update:

- Team Attended CONNECT Marketplace August 30-September 1
 - 44 Appointments with Sports, 32 Appointment with Association
- Attending TEAMS 2021 with MGM Sport Global Sales Representative

Administrative Update:

Staffing:

- Kathryn Campbell returned as our Event Services Manager.
- Jen Bryan started as our Director of Marketing.
- Ed Murphy – Electrical Apprentice – returned to work.
- Noelle Fowler will be starting as Sales Manager on September 7, 2021.
- Kim Graham will be starting as Finance Manager on September 7, 2021.
- Andy Gonzalez will be returning as Assistant Public Safety Manager.
- Hector Gonzalez will be returning as Housekeeper.
- Extended an offer to our Ticket Office Supervisor candidate. Candidate accepted. Working through process – start date TBD.

- Extended an Offer to Finance & Sales Admin. Candidate accepted. TA working on offer and hiring. Start date still TBD.
- 3 candidates have been identified for the Production Coordinator position and interviews have been scheduled.
- We have posted an HVAC Tech position for interview.

Enshrinement:

- All close contact staff followed NBA protocol for event (fully vaccinated or tested daily – including the day before first shift).
- Fencing secured to establish credentialed perimeter around the facility.
- Fully engaged with City, SPD, SFD, DPW, MMC, BHO, MGM, GSCVB, etc. on exterior detail plan, interior detail plan, transportation, street closures, COVID protocols, etc.
- Champagne for VIP toast has been donated – saving us internal costs but still allowing for ‘WOW’ moment.

AIC Lease Agreement is nearly finalized.

Springfield Thunderbirds Lease Agreement is progressing.

AIC will be moving forward with a mask mandate for all events this season.

Confirmed February 2022 Globetrotters date.

Continuing to work on potential Price is Right event in 2022.

Placed holds for CES MMA and Boxing in November.

Working with Go Graphix to try and get them back in the building as a venue sponsor.

Scheduled follow-up meeting with Commercial Beverage to secure venue sponsorship.

Working with AIC to try and get them back in the building as a venue sponsor (Zamboni and exterior banner).

MGM Resorts is now requiring COVID-19 vaccination as a condition of employment for all salaried employees and new hires throughout the United States. Salaried employees not working exclusively from home must be vaccinated by October 15, and all new hires, both hourly and salary, who do not exclusively work from home must provide proof of vaccination before beginning work, effective August 30.

Reached an agreement with StubHub for integration. Contract has been fully executed.

Patio Upgrade Project: Lights have been installed. Awaiting delivery of all patio furniture and propane heaters.

Concourse Revamp: Submitted budget proposal for upgrade to concession stands and bar/grille. Getting ready to move forward.

Arena & Convention Center Concert / Comedy / Family Show Events

<i>Artist</i>	<i>Guarantee</i>	<i>Deal</i>	<i>Show date</i>
CONFIRMED			
Basketball Hall of Fame Enshrinement	N/A	Rental	Saturday, September 11, 2021
Sneaker Ball	N/A	Rental	September 12, 2021
Premier Fighting Championship	N/A	Rental	September 18, 2021
Monster X Tour	N/A	Co-Pro	January 8, 2022
Red Sox Winter Weekend	N/A	Rental	January 21-23, 2022
Harlem Globetrotters	N/A	Rental	Friday, February 11, 2022
NERVA Volleyball Tournament	N/A	Rental	February 18-21, 2022
Disney on Ice	N/A	Co-Pro	March 10-13, 2022
The American Legacy - Springfield	N/A	Rental	March 25-27, 2022
Paw Patrol Live!	N/A	Co-Pro	April 19-20, 2022
for King & Country	\$40K + 70%	Co-Pro	Thursday, April 28, 2022
Molly Hatchett	N/A	Rental	TBD
Atlanta Rhythm Section	N/A	Rental	TBD
NCAA D1 Hockey Regionals	\$100K	Co-Pro	March 2024
OFFER SUBMITTED / PENDING			
WWE Live!	N/A	Rental	Sunday, February 27, 2022
WWE Live!	N/A	Rental	Sunday, March 20, 2022
Garden Brothers Circus	N/A	Rental	May 2022
WWE Live!	N/A	Rental	May 28 or 27, 2022
WWE Live!	N/A	Rental	December 3 & 4, 2022
LEAD / UNDER REVIEW			
Pink Floyd/Led Zeppelin Tribute Band	N/A	Rental	October 23, 2021
CES MMA	N/A	Rental	Friday, November 26, 2021
CES Boxing	N/A	Rental	Saturday, November 27, 2021
Bruno Mars	N/A	Rental	December 2 or 3, 2021
Umass Men's Basketball	N/A	Rental	January 2022
Trolls Live	N/A	Co-Pro	Fall 2022
Price is Right Live	TBD	Co-Pro	Fall 2022
New Edition	N/A	Rental	November 2022
BBHOF Umass Basketball	N/A	Rental	December 10, 2022

Operations and Capital Projects Update:

The MCCA has engaged with Arcadis to perform project management for the following projects at the MassMutual Center for FY 22: MMC Convention Center Carpet Replacement, Webco Compressor Replacement, MMC Roof Repair, MMC Digital Signage/Marquee, MMC Radio Infrastructure, MMC AHU

Refurbishment, MMC Content Management System (Colosseo)Replacement and Enhanced Security Detector System (Evolve).

The following MMC projects have been bid.: Roof Repair bid was awarded to Greenwood Industries who was on site in late August to walk to the project with Arcadis and MMC staff. The project is expected to take 2-3 weeks with completion in November. The Compressor Replacement Project bids received in July were not within the estimated budget. Engineers, MCCA and MMC team discussed alternatives and have decided to redefine the scope and rebid with hopes the redefined scope bring the costs back within budget.

The following MMC projects are all in the design phase: CC Carpet Replacement is currently waiting on design samples from FMA, Digital Signage/Marquee is close to 100% drawings which need some modification by new design team, Radio Infrastructure initial scope workorder has been completed, AHU Refurbishment work orders are being modified by Kleinfelder and STV and Content Management System (Colosseo) will most likely start in early winter after initial project scope meeting. The Enhanced Security Detection System (Evolve) has been included in a larger MCCA project. The MMC is expected to receive three units for use at MMC. The units will allow the security teams to screen many more people than the current system while using less staff.

The MassMutual Center hosted Professional Bull Riders Velocity Tour, CES Boxing CES MMA , and Home-Grown Springfield during the month of August.

The MMC team has been working in the Thunderbirds space preparing the locker room, training room, weight room and coaches offices for the new staff from St. Louis Blues organization for the upcoming season.

MMC ops team has installed all new Tensa barriers at each portal and restroom in the arena to allow ease of closure for each location when needed for an event.

The MMC team has worked with the F & B team to create a more upscale look to the exterior patios outside the arena's Breakaway lounge and Center Grille. The new look includes new exterior Edison lighting strung over the patios, picnic tables and propane heaters to allow use of the patios later into the season.

Food & Beverage – February FY21 Highlights:

Met with Nate from the T Birds to discuss upcoming season. Highlights include:

- Continue with Friday night promotions but will set all pricing at \$2 for 12oz domestic draft, small hot dog or 16oz fountain soda.
- Will continue group sales \$2 hotdog and soda ticket for incentive.
- Will continue Sunday Fun Day offering a \$3 voucher to receive a hot dog, popcorn and soda.
- Looking into a hockey stick style cup to give away as memorabilia for the Oct-T-Bird fest in October.
- Considering offering Friday night \$2 specials on Wednesday to drive attendance.
- Looking to set up a pre-season show on Mass Live with Nate to promote new F&B offerings at the arena.
- Working on details for a chili cook off. Winner will be our "House Chili" for the season.
- Will set up bi-weekly promotions meetings with Spectra and the T Birds to review upcoming promotional ideas.

Held a Teams call with Basketball Hall of Fame and key members of Spectra team to discuss how we can work together to better both our positions within the community. Looking to potentially partner on future events.

Finalizing tasting menu for Baystate's Nobel Gala. Tasting to take place on September 14. Theme for this year's gala is Stars. Chef and I have been developing a recipe for Star Fruit Mousse. Will present to the gala committee at tasting.

CES hosted mixed martial arts and boxing in the X Hall on back to back nights. With strong attendance, and a \$1665 and \$14.80 per cap respectively, we surpassed forecast by over \$14K. While the concession stand did very well with chicken tenders and French fries, canned beer and mixed drinks were the top sellers.

PBR was in the arena for two nights, Friday and Saturday. Highlights:

- F&B Sales exceeded forecast by 58% with a \$12 per cap.
- Merchandise sales exceeded forecast by 8% with a \$6.15 per cap.
- Back stage catering for the crew included a hot buffet on day one with herb roasted chicken, steamed broccoli and sautéed summer vegetables. Day 2 they ordered a sandwich platter with fruit salad and a summer salad.
- Top sellers were canned beer with over \$11K in combined sales for the weekend.

Home Grown moved into the convention center for four days of training with the Springfield public school's food service provider, Sodexo. Light coffee and granola bars in the morning followed by 150 box lunches each day generated close to \$10k in catering revenue

Met with the Basketball Hall of Fame to discuss logistics for the upcoming enshrinement. F&B components discussed:

- Upscale concession items to be sold at the stands include:
 - Chocolate covered strawberries
 - A charcuterie box of cured meats, cheese and dried fruits
 - Signature sliders
- Opening a VIP Floor bar for the 1 ½ hours of walk up before the ceremony
- Champagne/sparkling water passed to VIPS as they walk the red carpet
- Covid protocols as it pertains to staff coming into close contact with NBA personnel

Finalized all the event orders for Basketball Hall of Fame for the Enshrinement week.

- Providing beverage for the NBA every day on consumption.
- Providing snacks and beverages for NBA TV starting 9/9 through 9/11.
- Lunch for NBA Crew on 9/10
- Lunch and dinner for NBA & NBA TV Crew 9/11
- Green room request for the NBA TV Crew as well as NBA talent hosting the ceremonies.

Had a call with Go Lean conference scheduled in October to discuss catering needs. Initial BEOs and estimate have them spending over \$44K.

- 2 Day conference with breakfast, lunch and 2 breaks each day
- Cocktail reception with passed and stationary along with a cash bar

- Draft event orders and estimate delivered to client

Patio and concourse projects continue to move forward:

- Blue Rhino account set up, waiting on regulatory inspection to determine where to store the tanks for the heaters
- Tables initially were not to be delivered until late September. Now looking at September 10. Will connect with operations to see if there is enough time to put together for Enshrinement.
- Lights are fully hung and wired; they look great. Thanks to Scott's crew for the installation and hook up.
- Speakers for the Lounge and Grill will be ordered early next week with 2-3 day delivery.
- Go Graphics quote was approved to cover the fronts of all concession stands. Anticipated install the week of September 27.
- A bit of a hold up on the drink rail for the lounge, as our contractor contracted Covid and has been out of touch for the past few weeks. Looking to get him back in the building next week