

Massachusetts Convention Center Authority

Thursday – October 21, 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: 169 892 525#

AGENDA

- I. Roll Call
- II. Review and Adoption of Minutes of September 16, 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. Fiscal Year 2021 Audit [Vote]
 - 2. Juniper Support Maintenance Agreement [Vote]
- VII. Report of Development & Construction Committee
 - 1. MMC Webco Compressor Replacement [Vote]
- VIII. Old Business
- IX. New Business
- X. Adjournment



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Boston Convention Marketing Center

Performance Report / MCCA Board Meeting – October 2021

Boston Convention Marketing Center September 2021

BCMC CITYWIDE CONVENTION SALES

- ◆ IBM Corporation North America Top Client Event 2022
 - ❖ BCEC event for May 2022 with 16,950 room nights
- ◆ DBC Pri-Med, LLC Pri-Med Annual Conference East 2022
 - ❖ BCEC event for December 2022 with 3,290 room nights

Boston Convention Marketing Center YTD (July 2021 – September 2021)

CITYWIDE CONVENTION SALES & HOTEL RELATIONS

	Bulls Eye *	Non Bulls Eye	Totals
BCEC Events	3	1	4
Hynes Events	1	2	3
Total Events	4	3	7

BCEC Room Nights	34,755	3,290	38,045
Hynes Room Nights	2,660	3,829	6,489
Total Room Nights	37,415	7,119	44,534

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

Boston Convention Marketing Center September 2021

BCMC EVENT & MEDIA SALES

- ◆ 10 events were contracted in the month of August for the HYNES and Lawn on D
- ◆ Of the 10 events, 9 events are new customers of the HYNES and Lawn on D
- ◆ Of the 8 Lawn on D events, 5 were contracted and actualized in the month of September

Boston Convention Marketing Center YTD (July 2021 – September 2021)

EVENT & MEDIA SALES

	# of Events
BCEC Events	3
HYNES Events	7
Lawn on D Events	48
Total Events	58
BCEC Room Nights	20
HYNES Room Nights	240
Lawn on D Room Nights	0
Total Room Nights	260

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	3	650
September	2	18,710	4	405
October	5	23,560	2	0
November	1	701	5	940
December	0	0	2	350
Totals	57	367,636	38	6,116

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

Boston Convention Marketing Center

Significant BCEC Events 2021 (Sept. – Dec.)

5,000 Room Nights (+)

2021 Event Name	Building	Dates	Total Rooms
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
American Academy of Optometry Academy Boston 2021 (originally 3,000 rooms on peak; 12,550 total rooms)	BCEC	11/03/21- 11/05/21	10,316
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
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

(Opportunities for the Second Half of 2021)

- ◆ The COVID-19 variants are still troubling to many events
 - ❖ Corporations are delaying office openings
 - ❖ Inbound and outbound travel to / from the U. S. is impacting attendance (U. S. opening international borders November 8th)
- ◆ Site Visits are up with customers planning their events and evaluating Boston for future events
- ◆ Customers are comfortable with mask requirements and their plans to execute their events with no restrictions

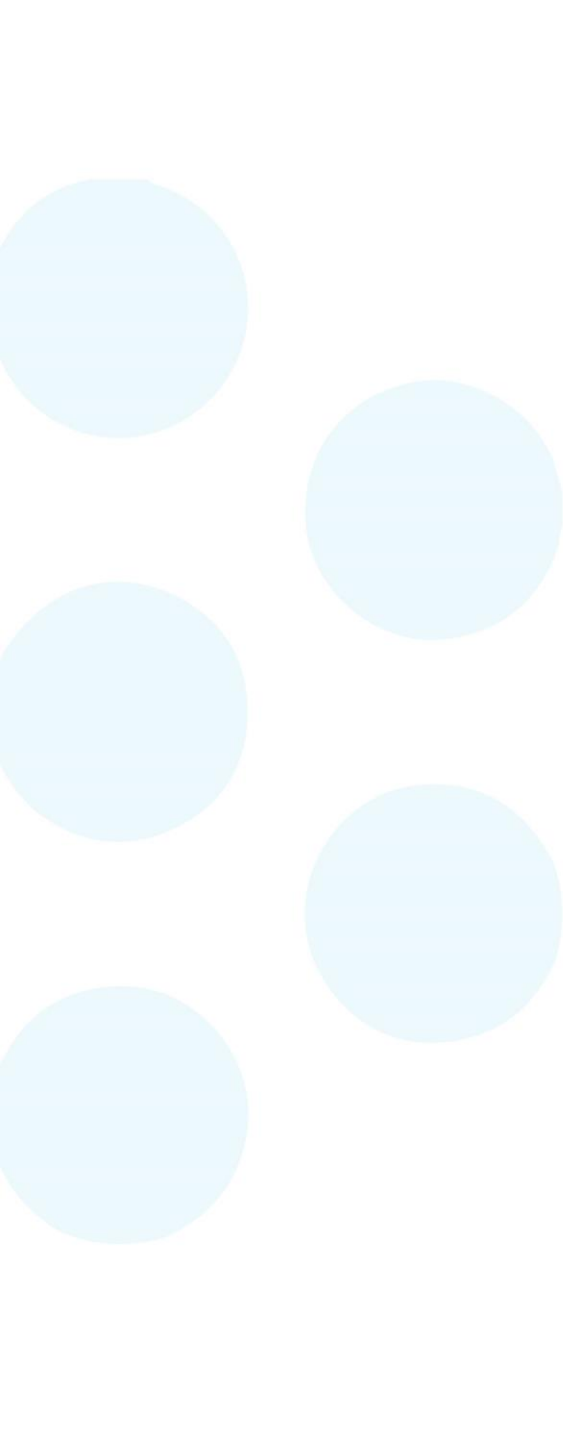
Thank you!

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MassMutual Center HIGHLIGHTS



General Updates



- For the first time since March of 2020, we hosted the Springfield Thunderbirds at the MassMutual Center. Opening night was a sell out and we set a Thunderbirds F&B per cap record of \$11.51.



- We have officially gone on-sale with the Harlem Globetrotters who will be returning back to the MassMutual Center on February 11, 2022.



- Officially re-launched for King & Country who will be coming to the MassMutual Center on Thursday, April 28, 2022.

Capital Project Update

- Greenwood Industries has started work on the roof repairs. The work is going along smoothly as the weather is cooperating and there have been no issues to date. The work is on schedule to be completed by end of October or first week of November.
- Hosted the MCCA on October 13 for a Networking Event & Lunch to review upcoming projects and discuss partnerships and working groups between the MCCA, City of Springfield, MassMutual Center, etc.

Digital Marketing

- We started a new SEM campaign, and in the past 22 days we've seen:
 - 17,818 impressions
 - 1,029 clicks (5.78%)
- Our campaign focuses on driving Convention Center events – an example SEM add below:

All-In-One Event Center | Fully Customizable Spaces | In Springfield, MA

[AD https://www.massmutualcenter.com/convention-center?utm_sour...](https://www.massmutualcenter.com/convention-center?utm_sour...)
(413) 787-6610

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SALES UPDATE – September 2021

28

New Inquiries

54

Total inquiries Worked

September, 2021			FY22 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
8 Bookings	\$139,950	134	28 Bookings*	\$436,600	2,328
New Tentative					
4 Bookings	\$38,500	0	18 Bookings	\$163,500	676
Rescheduled					
3 Bookings	\$37,200	0	3 Bookings	\$37,200	0
Cancellations					
0 Bookings	\$0	0	0 Bookings	\$0	0
Lost/Turndown					
3 Bookings	\$13,250	0	3 Bookings	\$13,250	0

* 4 Bulls Eye Events

General Update:

- Finance and Sales Admin. position joined on September 21, 2021
- Sales Team Fully staffed with DOS and (2) Sales Managers
 - Inquiries remain strong through the 1st quarter FY22, many for new accounts and bookings
 - Short term bookings for current FY continue to be active
 - Shifting the focus to prospecting and target account solicitation now that we are fully staffed

Tradeshow Update:

- Ben Craig Attended TEAMS21 with MGM Global Sports Sales Team at Borgata in Atlantic City, NJ
 - 36 scheduled and 8 unscheduled appointments
 - Additional exposure for MMC with MGM to build an understanding of our venue's capabilities
 - MGM connections provided significant exposure for MMC to larger event organizers and National Governing Body decision makers
- Preparation for DC Appointments at the end of November – reviewing target accounts with GSCVB



FY2021 Financial Highlights

MCCA Board Meeting

October 21, 2021

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

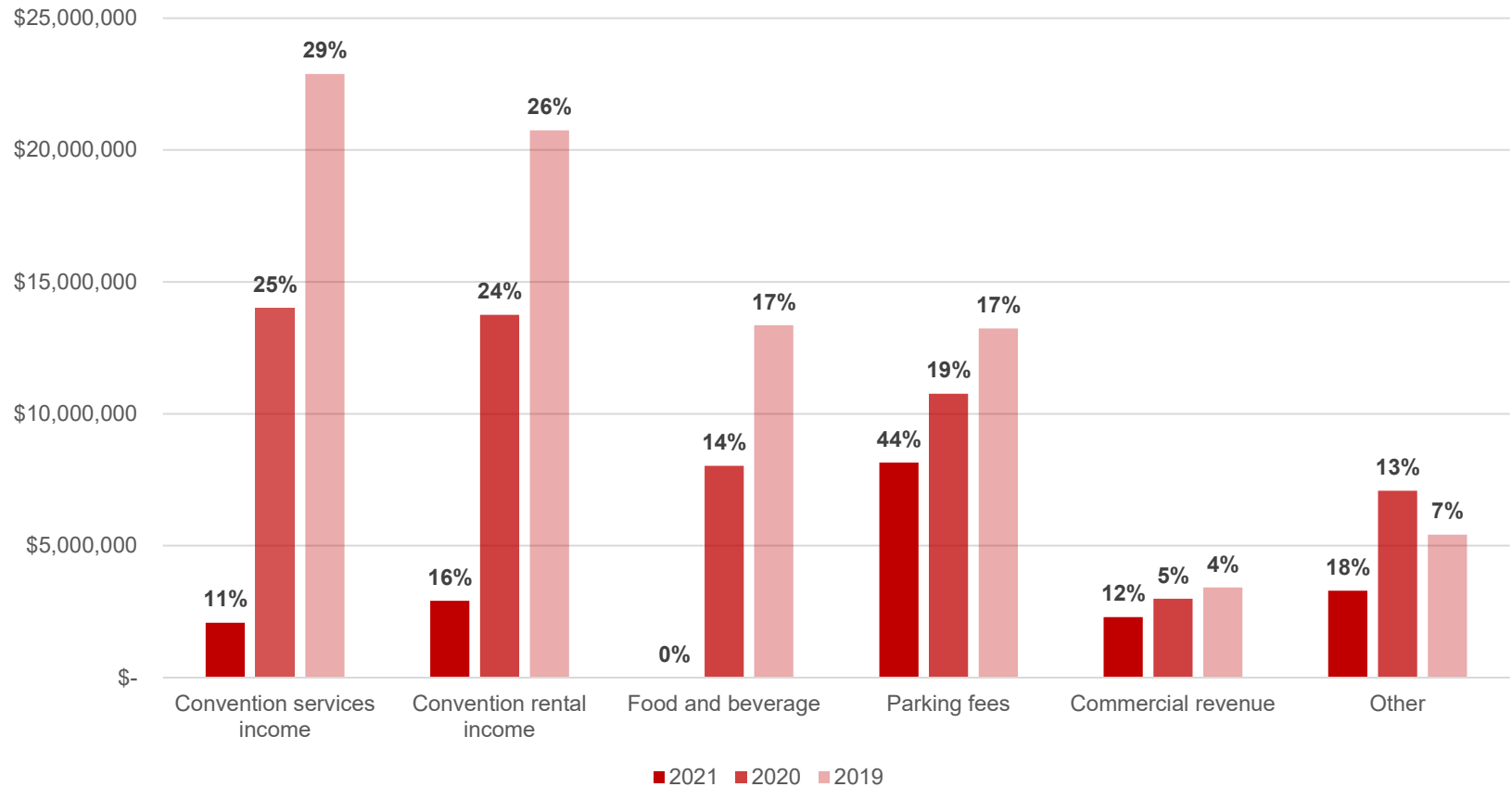
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Financial Highlights

- **Operating Revenues**
 - Decreased \$37.9M, or 66.9%, to \$18.7M from \$56.6M in FY20
 - \$79.1M in FY19
- **Operating Expenses**
 - Decreased \$49.8M, or 34.8%, to \$93.4M from \$143.2M in FY20
 - \$145.9M in FY19
- **Operating Loss:**
 - Including depreciation – \$74.7M in FY21, \$86.5M in FY20
 - Excluding depreciation – \$34.0M in FY21, \$42.5M in FY20
- **Coverage Ratio:**
 - Coverage ratio – 0.39 v. 0.66 in FY20
 - 0.90 in FY19

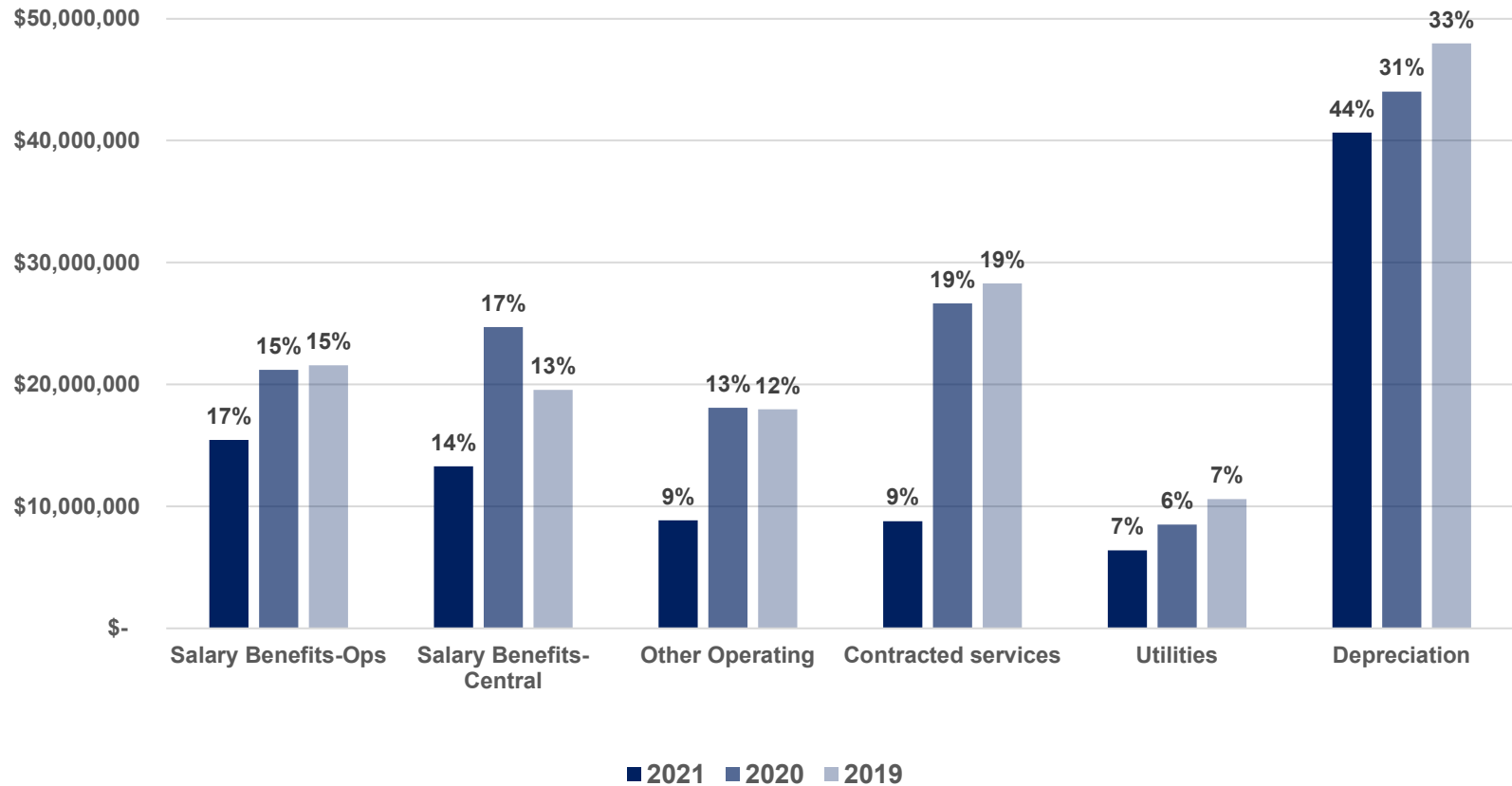
Financial Highlights

Operating Revenue by Category



Financial Highlights

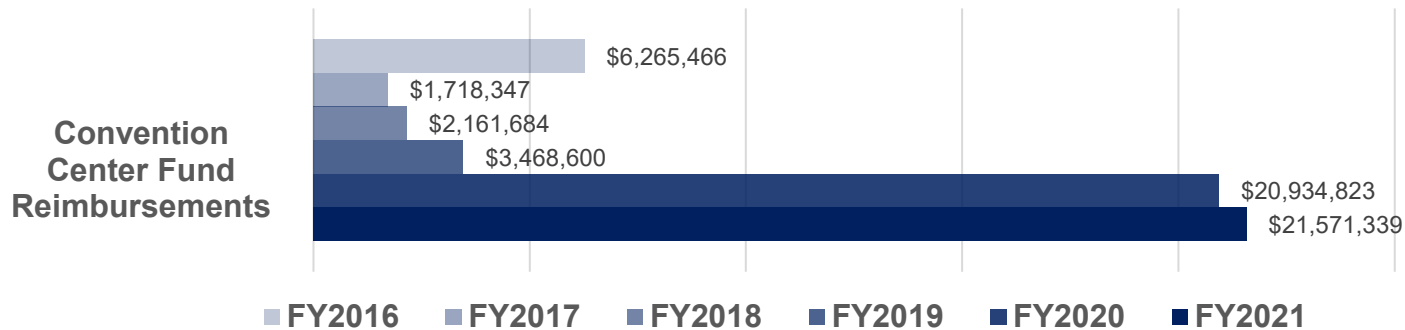
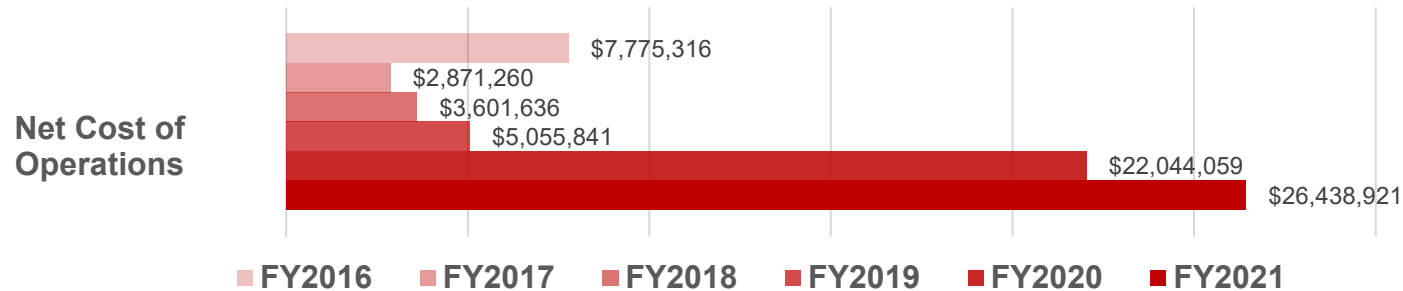
Operating Expenses by Category



*FY 2019 Salary Benefits – Central adjusted for \$8.7M in pension expenses.

Financial Highlights

Statutory Net Cost of Operations and Operating Reimbursement Requests



Financial Highlights (continued)

Statements of Net Position

	FY 2021	FY 2020	\$ Change	% Change
Current assets	\$85.6M	\$70.3M	\$15.3M	21.7%
Noncurrent assets	\$633.8M	\$647.9M	(\$14.1M)	(2.2%)
Deferred outflows	\$11.4M	\$7.5M	\$3.9M	52.7%
Current liabilities	\$22.0M	\$18.2M	\$3.8M	21.0%
Noncurrent liabilities	\$51.8M	\$45.1M	\$6.6M	14.7%
Deferred inflows	\$5.3M	\$5.3M	\$0.0M	0.6%
Net position	\$651.7M	\$657.0M	(\$5.3M)	(0.8%)

Financial Highlights (continued)

Statements of Revenue, Expenses and Changes in Net Position

	FY 2021	FY 2020	\$ Change	% Change
Operating revenues	\$18.7M	\$56.6M	(\$37.9M)	(66.9%)
Operating expenses, excluding depreciation	\$52.7M	\$99.1M	(\$46.4M)	(46.8%)
Operating loss, excluding depreciation	(\$33.9M)	(\$42.5M)	\$8.5M	(20.0%)
Depreciation	\$40.7M	\$44.0M	(\$3.4M)	(7.6%)
Non-operating revenue (net) and capital contributions	\$42.6M	\$45.1M	(\$2.5M)	(5.5%)
Change in net position	(\$5.3M)	(\$22.4M)	\$17.1M	(76.2%)

Financial Highlights (continued)

OPEB Trust

	2021	2020
Total OPEB liability.....	\$ 16,768,154	\$ 13,015,166
Plan fiduciary net position.....	16,320,052	12,088,861
Authority's net OPEB liability.....	<u>\$ 448,102</u>	<u>\$ 926,305</u>
Plan fiduciary net position as a percentage of the total OPEB liability.....	97.33%	92.89%

Financial Highlights (continued)

Pension Trust

	Beginning Balance July 1, 2020	Additions	Deletions	Ending Balance June 30, 2021
Net pension liability.....	\$ 42,836,764	\$ 10,358,773	\$ (3,151,919)	\$ 50,043,618

Assets at Fair Value as of June 30, 2021				
Investment Type	Fair Value	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Investments by fair value level:				
Fixed income mutual funds.....	\$ 1,892,508	\$ 1,892,508	\$ -	\$ -
Equity mutual funds.....	1,511,707	1,511,707	-	-
Total investments by fair value level.....	3,404,215	\$ 3,404,215	\$ -	\$ -
Investments measured at the net asset value (NAV):				
Common/collective trust funds.....	45,030,618			
Total investments.....	\$ 48,434,833			



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MASSACHUSETTS CONVENTION CENTER AUTHORITY

Report to the Board of Directors



October 21, 2021



Table of contents

	Page
Status of the audit	2
Scope of the audit	3
Internal control over financial reporting	4–5
Audit adjustments	6–7
Compliance audit	8–9

Appendix

A: Representation Letter (Draft)

This presentation is intended for the information and use of management and the Board of Directors of Massachusetts Convention Center Authority and is not intended to be and should not be used by anyone other than these intended parties.



Status of the audit

- We have substantially completed our audit of the financial statements of the Authority as of and for the year ended June 30, 2021, in accordance with auditing standards generally accepted in the United States of America (GAAS) and *Government Auditing Standards* (GAS) issued by the Comptroller General of the United States.
- Our opinion on the financial statements is expected to be unmodified and will be dated as of the completion of the following:
 - Receipt of management representation letter



Scope of the audit

The respective responsibilities of the auditor and management

- Our responsibilities under GAAS and GAS have been described to you in our arrangement letter dated June 9, 2021. The audit of the financial statements does not relieve management or those charged with governance of their responsibilities, which are also described in that letter.

Overview of the planned scope and timing of the financial statement audit

- We have issued a separate communication dated June 10, 2021, regarding the planned scope and timing of our audit and have discussed with you our identification of and planned audit response to significant risks of material misstatement.
- There have been no significant scope changes or additional matters identified during the course of the audit.

Internal control over financial reporting

Category	Description
Deficiency in Internal Control	A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A deficiency in design exists when (a) a control necessary to meet the control objective is missing, or (b) an existing control is not properly designed so that, even if the control operates as designed, the control objective would not be met. A deficiency in operation exists when a properly designed control does not operate as designed or when the person performing the control does not possess the necessary authority or competence to perform the control effectively.
Significant Deficiency	A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.
Material Weakness	A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis.

Internal control over financial reporting (continued)

We considered the MCCA's internal control over financial reporting (internal control) for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the MCCA's internal control.

Our consideration of internal control was for the limited purpose described above and was not designed to identify all deficiencies that might be material weaknesses or significant deficiencies.

We did not identify any internal control deficiencies during the course of the audit that are required to be reported to the Board.

Audit adjustments

Audit adjustments

- We identified the following adjustments that management agreed to record:
 - Eliminate inter-entity receivable/payable related to MassMutual Center funding requests.
 - Reclassify food and beverage net debit balance from revenue to expenses

Uncorrected misstatements

- There are no uncorrected misstatements.

Audit adjustments (continued)

- Audit adjustments:

Description	Effect — Increase (Decrease)				
	Assets/Deferred Outflows	Liabilities/Deferred	Equity	Revenue	Expense
To eliminate inter-entity receivable/payable recorded in the financial statements at 6/30/2021 related MassMutual Center funding requests.	\$ (526,137)	\$ (526,137)	\$ -	\$ -	\$ -
To reclassify food and beverage net debit balance to contracted services at 6/30/2021.	-	-	-	1,551,189	1,551,189
Statement of Activities				<u>\$ 1,551,189</u>	<u>\$ 1,551,189</u>
Statement of Activities Effect on Net Position/Deficit	-	-	-		
Net Position/Deficit Effect	<u>\$ (526,137)</u>	<u>\$ (526,137)</u>	<u>\$ -</u>		

Compliance audit

- In the current year, the Authority received funding from the Federal government related to expenses incurred for the COVID-19 field hospital.
- The expenditure of these funds triggered the requirement for a Uniform Guidance audit (Single Audit) performed in accordance with the provisions of 2 CFR 200.
- Based on the procedures performed to date, we have identified no findings that are required to be reported to the Federal government.

Compliance audit (continued)

- The Compliance Supplement issued by the Office of Management & Budget is the guidance used to support our testing pursuant to 2 CFR 200.
- The current year guidance was issued on August 13th but included notice that there would be two supplement issued that would address certain COVID related expenses.
- Until such point as that additional guidance is issued, the AICPA Government Audit Quality Center has advised that UG reports should not be released.
- The Federal government has granted an automatic 6 month extension to file, which extends the due date until September of 2022.



APPENDIX A

Representation Letter (Draft)



THANK YOU FOR
YOUR TIME AND
ATTENTION



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Draft

Board Vote: Acceptance of Financial Statements and Independent Auditor's Report

The Massachusetts Convention Center Authority's ("Authority") outside auditing firm, RSM US, LLP, made a report and presentation to the Administration, Finance & Personnel Committee at its recent meeting concerning the Authority's Financial Statements and Independent Auditor's Report for Fiscal Year 2021.

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

VOTE: The Massachusetts Convention Center Authority hereby votes to accept Financial Statements for the Year Ended June 30, 2021 and Independent Auditors Report and Report on Internal Control and Compliance for the Year Ended June 30, 2021 prepared by RSM US, LLP.



Juniper Support Maintenance Agreement

MCCA Board Meeting

October 21, 2021

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
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Agenda

- Network Overview
- Current Support Agreement
- Future Support Agreement
- Request for approval
- Questions

Network Environment Overview

The Massachusetts Convention Center Authority (“Authority”) Network consists of two main business operational functions: the Internal Corporate Network and the External Show Network.

- **Internal Corporate Network**

The internal corporate network handles the network traffic of users such as Authority employees and its contractors and all its business operations required devices such as Servers, IP Camera’s , Telephones, HVAC devices, Digital Signage, Lighting System & Audio System.

- **External Show Network**

The external show network handles the network traffic for all Exhibitors and Attendees who occupy the event spaces and generates revenue for the Authority.

The Internal and External Networks are deployed with a Core, Distribution and Edge Hardware Architecture with network security enforced through firewalls for all traffic.

Current Juniper Support Maintenance Agreement

- The Current Juniper Support Maintenance Agreement is active until November 1, 2021. The current agreement covers all Juniper Network equipment that is up for renewal.
- The Support agreement covers:
 - Juniper Hardware consisting of Firewalls
 - Core Routers
 - Distribution Switches
 - Edge Switches
 - All other Juniper equipment
- All Juniper supporting Software and Licensing:
 - Security Software AppSecure
 - Advanced Threat Protection
 - Threat Defense
 - Intelligence Services

Juniper Support Maintenance Agreement

The Juniper Support Maintenance Agreement which begins on November 2, 2021, is a renewal of all Juniper equipment that is coming out of warranty. The support and maintenance contract for the Network equipment is procured through the state of MA Contract ITT50. The Authority has historically worked with Integration Partners over the past 7 years who are an Elite level Juniper Partner.

Renewal of equipment that is on one-year renewal. This equipment and software consist of the following at the BCEC, Hynes and Boston Common Garage:

- Firewall
- Routers
- Hardware Support
- Firewall Security Software support
- Total cost of **\$396,578.68**

Board Vote: Juniper Support Maintenance

Agreement Renewal

The Authority is requesting the renewal of the Juniper Support Maintenance Agreement to ensure network stability and security for the BCEC, Hynes and Boston Common Garage network infrastructure.

The Juniper Support Maintenance Agreement falls under the ITT50 State Contract and adheres to the State contract pricing. In conjunction with the Authority procurement team, we are requesting to renew our Juniper Support Maintenance Agreement with the licensed reseller Integration Partners (IPC).

Vendor	Quote
Integration	\$396,578.68

A vote to implement the Administration, Finance & Personnel Committee's recommendation to authorize a contract for the services of Integration Partners (IPC) to support network equipment, would take the following form:

VOTE: **The Massachusetts Convention Center Authority hereby authorizes the Executive Director to enter into a contract for the services of Integration Partners (IPC) to support Authority network equipment in an amount not to exceed \$396,578.68**

Questions

Draft

Board Vote: Juniper Support Maintenance Agreement

The Massachusetts Convention Center Authority (“Authority”) is requesting the renewal of the Juniper Support Maintenance Agreement to ensure network stability and security for the BCEC, Hynes and Boston Common Garage network infrastructure.

The Authority network consists of two main business operational functions: the Internal Corporate Network and the External Show Network. The network infrastructure consists of Core Routers, Distribution switches, Edge switches and Firewalls for the BCEC, Hynes, and Boston Common Garage.

The Juniper Support Maintenance agreement term begins on November 2, 2021, and ends December 11, 2022.

The Juniper Support Maintenance Agreement falls under the ITT50 State Contract and adheres to the State contract pricing. In conjunction with the Authority procurement team, we are requesting to renew our Juniper Support Maintenance Agreement with the licensed reseller Integration Partners (IPC).

Vendor	Quote
Integration Partners	\$396,578.68

A vote to implement the Administration, Finance & Personnel Committee’s recommendation to authorize a contract for the services of Integration Partners (IPC) to support network equipment, would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to enter into a contract for the services of Integration Partners (IPC) to support MCCA network equipment in an amount not to exceed \$396,578.68.



MMC Webco Compressor Replacement Project

MCCA Board Meeting

October 21, 2021

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
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MMC – Webco Compressor Replacement

Summary of the Project:

This project consists of the renewal of portions of the building's air conditioning system to the original specifications and to assure long-term comfort and reliable operations of these systems. This effort will entail the replacement of two compressors, in CUs 3 and 4, and the installation of optical low oil safety sensors and cut off controls programming, which will enhance the service life of the mechanical systems.



MMC – Webco Compressor Replacement

Summary of the Procurement:

The project was advertised and bid under the terms of MGL. c. 149.

Date of Documents: September 15, 2021

Date of Advertisement: September 15, 2021

Date of Bid Opening: October 13, 2021



MMC – Webco Compressor Replacement

Contractor Bids:

Contractor	Contractor Price
Bidder #1 - N.B. Kenney Company, Inc.	\$310,799.00*

The lowest responsible and eligible bidder is N.B. Kenney Company, Inc., in accordance with bids received on October 13, 2021, per documents dated September 15, 2021.

* One bid was received on 10/13/21

MMC – Webco Compressor Replacement

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

A vote to implement the Development & Construction Committee's recommendation to authorize a contract for N.B. Kenney Company, Inc., for the MMC - Webco Compressor Replacement Project, would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to execute a construction contract with N.B. Kenney Company, Inc., for the MMC - Webco Compressor Replacement Project in the amount of Three Hundred and Ten Thousand Seven Hundred and Ninety-Nine Dollars (\$310,799.00) per documents dated September 15, 2021.

Draft

Board Vote: MassMutual Center- Webco Compressor Replacement

This project consists of the renewal of portions of the building's air conditioning system to the original specifications and to assure long-term comfort and reliable operations of these systems. This effort will entail the replacement of two compressors, in CUs 3 and 4, and the installation of optical low oil safety sensors and cut off controls programming, which will enhance the service life of the mechanical systems.

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 lowest eligible General Bid was received on Wednesday October 13, 2021:

Contractor	Contractor Price
N.B. Kenney Company	\$310,799

A vote to implement the Development & Construction Committee's recommendation to authorize a contract for N.B. Kenney Company, for the MassMutual Center – Webco Compressor Replacement Project, would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to execute a construction contract with N.B Kenney Company, Inc., for the MMC – Webco Compressor Replacement Project in the amount of Three Hundred and Ten Thousand Seven Hundred and Ninety-nine Dollars (\$310,799.00) per documents dated September 15, 2021.

Monthly Management Report

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

October 21, 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..... 9

 IV. Statement of Capital Spending 10

 II. Long Term Sales Lead Status Report..... 11

 III. Event and Media Sales Definite Business 13

Springfield Update 15

 Sales Report 15

 F&B Report 18

Letter from the Executive Director

October 21, 2021

Dear Board Members,

I want to start off by once again thanking our team at the MassMutual Center for their gracious hospitality in hosting the September Board and committee meetings out in Springfield. Our team returned to Western Mass again this month and met with representatives from the City of Springfield, The Greater Springfield Convention & Visitors Bureau, MGM Springfield, the Springfield Thunderbirds and other regional stakeholders to begin discussions surrounding key capital projects including the Springfield Civic Center Garage and digital signage for the MassMutual Center. This was a great opportunity for members of our team to meet in person with their counterparts across a variety of agencies in Springfield who will be integral in the collaboration, planning and execution of these high-profile projects.

As mentioned last month, we are excited to have reached an agreement with both of our hockey tenants to continue using the MassMutual Center arena for future seasons. American International College Yellow Jackets and the Springfield Thunderbirds have both finalized their lease and their 2021-22 seasons are fully underway. The Springfield Thunderbirds started the year with two home victories in front of large, enthusiastic crowds and look to continue the strong start to the season tomorrow night against the Bridgeport Islanders.

Back in Boston, The Lawn On D Powered by Citizens Bank, is preparing to wrap up another successful season. The return of our community programming was successful due to our strong ongoing partnership with the City of Boston. As part of this program, we 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, and we are excited to welcome them back for a Halloween themed event this coming Monday. The Lawn On D will officially close for the season on Halloween.

Another welcome sight was the return of the Boston Marathon Expo to the Hynes Convention Center where tens of thousands of runners, their family members, and exhibitors gathered from October 8 – 10 in anticipation of the 125th running of the Boston Marathon. Accompanied by masked-up athletes this time around, all the sentiment and emotion that usually fills the halls of the Hynes were present as this historic event returned for the first time since 2019.

Our team at the BCEC hosted 6,000 healthcare professionals this week for the HLTH 2021 event which featured four days of networking and sessions for leaders of the health care industry and next week we will welcome the American College of Emergency Physicians for the 2021 Scientific Assembly. Event attendance grew dramatically as the show drew near, topping out at 6,000 visitors per day. The surge, a good kind in this case, required agility and cooperation, while showcasing the professionalism we are known for in the industry. More than 46 countries were represented at HLTH which had a robust and dynamic health and safety program that included on-site rapid testing and an innovative wristband system that enabled attendees to demonstrate how much interaction they were comfortable with when on-site. Interestingly and tellingly, the red wristbands which designated the highest level of caution were the least utilized and a positive sign that attendee confidence is growing. The BCEC will next welcome the American College of Emergency Physicians on October 25, another high-quality medical event.

The Hynes is also busy with the American Society for Clinical Pathology Annual Meeting on October 25, followed by the International Society for Pharmaceutical Engineering on October 28. The activity and energy is apparent across our Boston venues, and through the end of the year we are scheduled to host 30 events.

The pandemic has forced every business and organization to think and act differently over the past eighteen months, and one welcome and successful intragovernmental collaboration has delivered much needed revenue to the MCCA while bringing plenty of Hollywood firepower to the South Lot behind the BCEC. In partnership with the Massachusetts Film Office, we were able to provide staging and arrange areas for major movies filming in the Greater Boston area, starring among others: Leonardo DiCaprio, Jennifer Lawrence, Meryl Streep, Angela Bassett, Ryan Reynolds and Will Ferrell. At the November board meeting, we hope to have a little fun revealing the content developed on-site and

around Boston as the respective productions move forward. Special thanks to Diane DiAntonio and Joclynn Bynoe, who along with the entire MCCA Events Team, did an incredible job with hosting and logistics for the production crews and talent.

For the first time in far too long it feels like the corner has been turned and we're ready to put the pandemic in the rearview mirror and get back to doing what we do best – hosting events to create economic activity for the Commonwealth. The support of the board has been instrumental in navigating the uncertainty of the past eighteen months, and as we look forward not to what is 'normal' but instead what is next, we thank you for your confidence and continued support.

Sincerely,

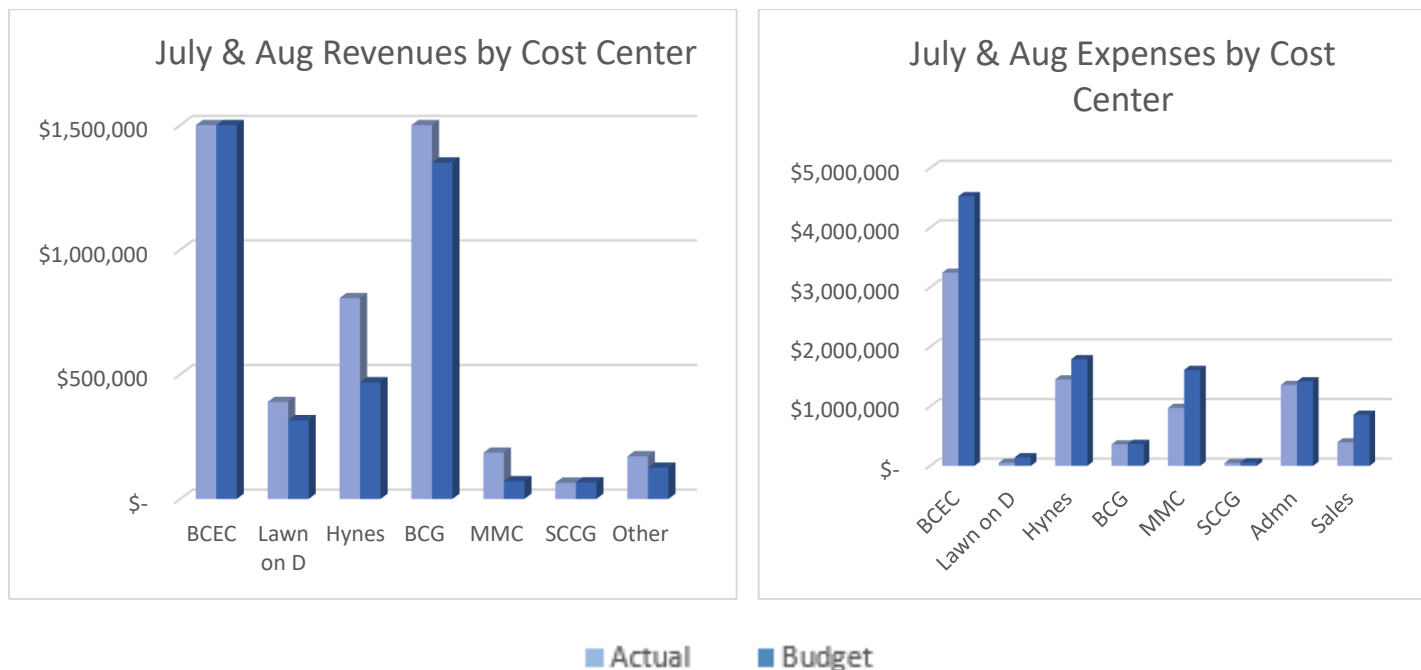
A handwritten signature in blue ink, appearing to read 'D. Gibbons', enclosed in a light blue rectangular border.

David Gibbons
Executive Director

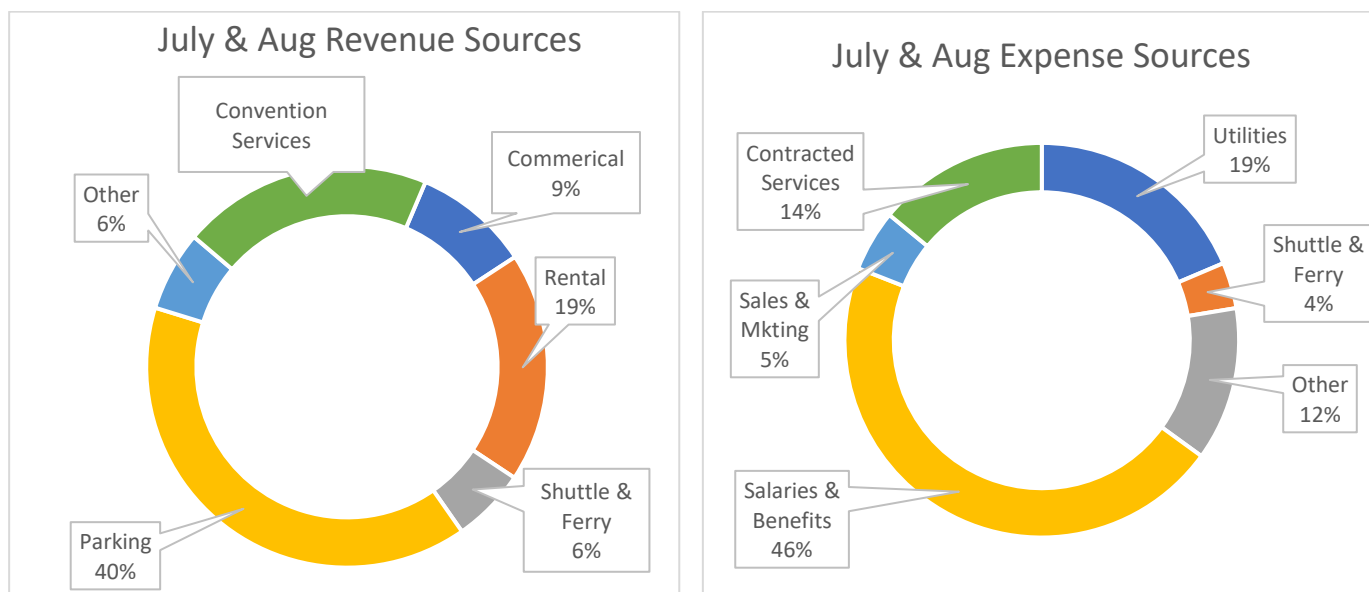
Financial Summary and Reports

I. Results of Operations

FY 2022 for the Two Months Ending – August 2021



	Budget July & August	Actual July & August	Variance Favorable/ (Unfavorable)	Budget YTD	Actual YTD	Variance Favorable/ (Unfavorable)
Net cost of operations.....	\$ (6,693,898)	\$ (2,526,832)	\$ (4,167,066)	\$ (6,693,898)	\$ (2,526,832)	\$ (4,167,066)



Results of Operations
FY 2022 for the Two Months Ending
August 31, 2021

	Budget July and August	Actual July and August	Variance Favorable/ (Unfavorable)
Revenues:			
BCEC.....	\$ 1,686,260	\$ 1,972,736	\$ 286,476
Lawn on D.....	315,793	388,916	73,123
Hynes.....	467,673	805,766	338,093
Boston Common Garage.....	1,349,836	1,761,446	411,610
MassMutual Center.....	70,658	185,533	114,875
Springfield Civic Center Garage.....	66,152	64,884	(1,268)
Other Income.....	125,279	170,678	45,399
Total revenues.....	4,081,651	5,349,959	1,268,308
Expenses:			
BCEC.....	4,528,327	3,243,250	1,285,077
Lawn on D.....	144,105	50,260	93,845
Hynes.....	1,790,414	1,450,634	339,780
Boston Common Garage.....	366,980	360,334	6,646
MassMutual Center.....	1,610,213	972,473	637,740
Springfield Civic Center Garage.....	57,440	46,960	10,480
 Subtotal operations.....	 8,497,479	 6,123,911	 2,373,568
 Central administration.....	 1,419,495	 1,358,977	 60,518
Sales and marketing.....	858,575	393,903	464,672
Total expenses.....	10,775,549	7,876,791	2,898,758
Net income from/(cost of) operations.....	\$ (6,693,898)	\$ (2,526,832)	\$ 4,167,066

II. Explanation of Significant Financial Activities

Summary – July & August 2021, Fiscal Year 2022

For the months of July and August 2021, net cost of operations was approximately \$2.5 million, which represented a favorable comparison to the budget by approximately \$4.2 million.

Revenues

- BCEC BCEC revenues exceeded the budget by \$286K. The favorable variance is a result of positive variances in the following revenue sources: electrical, rigging, internet, and convention center rental by \$101K, \$65K, \$212K and \$106K, respectively due to a large event during August (Heart Rhythm Society).
- Lawn on D revenues were over budget by \$73K. This variance was due to food and beverage and convention center rental revenues coming in over budget by \$33K and \$32K, respectively due to increased outdoor shows and events.
- Hynes revenues exceeded budget by \$338K, which was mainly due to internet revenues being over budget by \$146K and convention center rental revenue also over budget by \$174K. Both of which were the result of 4 events during August 2021 (New England States Consortium Systems Organization Medical Enterprise Systems Conference, Hult Business School Commencement, American Probation and Parole Association Annual Training and Covid Vaccine Clearance & ID Pickup).
- Boston Common Garage revenues were \$412K over budget. Transient parker revenues exceeded the budget by \$415K as fewer people are taking public transportation and are driving into Boston for work or for recreation as things start to slowly reopen.
- MassMutual Center revenues were over budget by \$115K mainly as a result of miscellaneous service revenues related to convention center and arena events which exceeded the budget by \$108K.
- Springfield Civic Center Garage revenues were mostly in line with the budget as they were under budget by \$1K.
- Other income had a favorable variance to the budget by \$45K, which was due to \$46K of grant revenue received which was not budgeted.

Expenses:

- BCEC operating expenses were \$1.3M below budget. The primary cause of this positive variance is due to an approximately \$106K savings in regular payroll costs due to decreased shows. \$134K was budgeted in Community Outreach expenses with no amounts spent. Show security costs were budgeted at \$108K also with no spending. Water ferry services expenses were under budget by \$232K due to limited service due to reduced commuters due to work from home policies as a response to the Covid pandemic. Permanent cleaning costs decreased by \$118K due to reduced shows/events at the BCEC.
- Lawn on D expenses were under budget by approximately \$94K. This variance was due to budget savings of \$33K, \$25K and \$24K in payroll, show security and professional services, respectively. While these line items budgeted they only had minimal spending, if at all during July and August 2021.

- Hynes operating expenses were \$340K below budget, resulting from lower regular payroll expenses by \$67K due to lower number of events. Permanent cleaning and miscellaneous houseman expenses were under budget by \$53K and \$55K, respectively due to a lower number of events.
- Boston Common Garage expenses were under budget by a modest \$7K for the months of July and August 2021.
- MassMutual Center expenses were below budget by \$638K. These savings can be attributed to salaries and benefits, combined, coming under budget by \$305K due to decreased shows and vacancies in certain positions. Miscellaneous contracted services were under budget by \$161K due to decreased events during the months of summer as the main events (hockey season, ice rental and men's basketball) do not begin until October and after. Electricity was also under budget by \$43K.
- Springfield Civic Center Garage expenses were under budget by \$10K. The main driver was due to management fees coming in under budget by \$4K.
- Central administration expenses were under budget by \$61K. This is primarily due to a \$47K savings in regular payroll due to a loss of two employees during July and August and the controller at the end of June. Additionally, the capital salary allocation methodology was reviewed and updated to remove staff who no longer work for the Authority as well as include staff who should have been included in the allocation. This review resulted in an increase in the allocation by \$41K.
- Sales and marketing expenses were under budget by \$465K. These expenses are primarily invoiced from the GBCVB.

III. Consolidated Statement of Operations – Budget vs. Actual

Massachusetts Convention Center Authority
Consolidated Statement of Operations - Budget vs. Actual
For the Two Months Ended August 31, 2021

	Budget July and August	Actual July and August	Variance Favorable/ (Unfavorable)	Budget Year to Date	Actual Year to Date	Variance Favorable/ (Unfavorable)	FY22 Original Annual Budget
Revenues:							
BCEC.....	\$ 1,686,260	\$ 1,972,736	\$ 286,476	\$ 1,686,260	\$ 1,972,736	\$ 286,476	\$ 20,592,697
Lawn on D.....	315,793	388,916	73,123	315,793	388,916	73,123	789,482
Hynes.....	467,673	805,766	338,093	467,673	805,766	338,093	6,763,963
Boston Common Garage.....	1,349,836	1,761,446	411,610	1,349,836	1,761,446	411,610	7,830,952
MassMutual Center.....	70,658	185,533	114,875	70,658	185,533	114,875	4,571,620
Springfield Civic Center Garage.....	66,152	64,884	(1,268)	66,152	64,884	(1,268)	100,230
Other Income.....	125,279	170,678	45,399	125,279	170,678	45,399	749,526
Total revenues.....	4,081,651	5,349,959	1,268,308	4,081,651	5,349,959	1,268,308	41,398,469
Expenses:							
BCEC.....	4,528,327	3,243,250	1,285,077	4,528,327	3,243,250	1,285,077	29,552,239
Lawn on D.....	144,105	50,260	93,845	144,105	50,260	93,845	460,456
Hynes.....	1,790,414	1,450,634	339,780	1,790,414	1,450,634	339,780	12,297,201
Boston Common Garage.....	366,980	360,334	6,646	366,980	360,334	6,646	2,152,047
MassMutual Center.....	1,610,213	972,473	637,740	1,610,213	972,473	637,740	9,675,924
Springfield Civic Center Garage.....	57,440	46,960	10,480	57,440	46,960	10,480	86,160
Subtotal operations.....	8,497,479	6,123,911	2,373,568	8,497,479	6,123,911	2,373,568	54,224,027
Central administration.....	1,419,495	1,358,977	60,518	1,419,495	1,358,977	60,518	8,818,564
Sales and marketing.....	858,575	393,903	464,672	858,575	393,903	464,672	5,386,450
Total expenses.....	10,775,549	7,876,791	2,898,758	10,775,549	7,876,791	2,898,758	68,429,041
Net income from/(cost of) operations.....	\$ (6,693,898)	\$ (2,526,832)	\$ 4,167,066	\$ (6,693,898)	\$ (2,526,832)	\$ 4,167,066	\$ (27,030,572)

IV. Statement of Capital Spending

Massachusetts Convention Center Authority
Statement of Capital Spending
For the Two Months Ended August 31, 2021

		Original FY22 Budget	Changes to FY22 Budget	Total Revised FY22 Budget	FY22 Spent to Date	Total Remaining
BCEC	Strategic Investment.....	\$ 8,307,800	\$ -	\$ 8,307,800	\$ 1,143,114	\$ 7,164,686
	Vehicles (Ferry).....	800,000	-	800,000	-	800,000
	Facility Improvement.....	7,346,935	-	7,346,935	833,654	6,513,281
	Equipment & Fixture - Equipment.....	200,000	-	200,000	-	200,000
	Equipment & Fixture - Fixtures.....	-	-	-	188	(188)
	Subtotal - BCEC.....	16,654,735	-	16,654,735	1,976,956	14,677,779
Hynes	Strategic Investment.....	-	-	-	-	-
	Facility Improvement.....	2,379,020	-	2,379,020	36,847	2,342,173
	Equipment & Fixture - Equipment.....	-	-	-	-	-
	Equipment & Fixture - Fixtures.....	-	-	-	-	-
	Subtotal - Hynes.....	2,379,020	-	2,379,020	36,847	2,342,173
BCG	Strategic Investment.....	55,000	-	55,000	16,097	38,904
	Facility Improvement.....	400,000	-	400,000	11,133	388,867
	Equipment & Fixture - Equipment.....	-	-	-	-	-
	Equipment & Fixture - Fixtures.....	-	-	-	-	-
	Subtotal - BCG.....	455,000	-	455,000	27,230	427,770
MMC	Strategic Investment.....	-	-	-	3,936	(3,936)
	Facility Improvement.....	3,740,000	-	3,740,000	8,314	3,731,686
	Equipment & Fixture - Equipment.....	111,245	-	111,245	-	111,245
	Equipment & Fixture - Fixtures.....	-	-	-	5,246	(5,246)
	Subtotal - MMC.....	3,851,245	-	3,851,245	17,497	3,833,748
BCEC	Master Planning.....	250,000	-	250,000	8,136	241,864
MMC	Springfield Garage Replacement.....	2,000,000	-	2,000,000	2,976	1,997,024
	Total Budgeted Capital Projects.....	\$ 30,000,000	\$ -	\$ 30,000,000	\$ 2,478,010	\$ 27,521,990

V. Long Term Sales Lead Status Report

America's Health Insurance Plans Annual Institute & Expo 2024

America's Health Insurance Plans (AHIP) is dedicated to providing CME for health insurance plan medical directors and other physician executives on health care management issues to enhance their ability to manage and facilitate the delivery of high quality, accessible and affordable health care. The Institute & Expo is the largest annual meeting sponsored by AHIP and is attended by professionals in the field of healthcare insurance and managed health care. Attendees are senior management within their organizations (CEO's, VP's, etc.). I have worked closely with AHIP for the last several years trying to bring them to Boston. We have been unsuccessful because they book short term and meet in June which is one of our busiest convention months. They were also in a holding pattern for some time, but now they are sourcing 2023 -2025. The BCEC only had available dates to accommodate this program in 2024. We have submitted a full Boston proposal and we are waiting for feedback from Elaine. The hotels suggested a shift in pattern which would allow them to provide the best rate and block size. We presented AHIP with two scenarios, their preferred pattern with a Wednesday peak and an alternate pattern with a shift forward by a day, for a Thursday peak. By doing this we were able to show the significant differences on the room rates and block sizes. Given the demographics of this group, they will do very well in Boston and they are a nice fit in 2024 at the BCEC.

This is an internal decision and they are hoping to make a decision in the next couple of months with contract signed by year-end or beginning of January.

Building: BCEC

Attendance: 2,500

Peak Room Nights: 1,460

Total Room Nights: 4,198

Month / Year: June 2024

Psychonomic Society PS Annual Meeting 2022

The Psychonomic Society (PS) is the preeminent society for the experimental study of cognition. The Psychonomic Society has held the PS Annual Meeting in Boston and at the Hynes in 2009 and 2016. Recently the PS 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 when they normally would have 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

American Academy of Optometry Annual Academy

American Academy of Optometry (AAO) founded in 1922 and headquartered in Orlando, is committed to promoting the art and science of vision care through lifelong learning. Academy membership consists of Fellows (including Emeritus, Honorary and Life Fellows), student members, and candidates for Fellowship. All

members of the Academy are dedicated to the highest standards of optometric practice through clinical care, education and research. The Academy's annual meeting includes 300 hours of lectures & workshops, symposia, and scientific lecture and poster presentations over four days for over 7,600 attendees. Boston has been short listed with Orlando. The BCEC is preferred over meeting space offered at Orange County Convention Center, however, hotel rates are a top concern about Boston. AAO's Board would like to see lower room rates before a final decision can be made. In response to the Board's feedback, Boston's hotels have agreed to lower rate terms and our final offer has been presented to the AAO. We are told AAO's Executive Director has the authority to sign off at this stage and a second Board review will not be required. The Annual Academy is also contracted definite for Boston, and for the BCEC, in November of 2021 and October of 2025. A decision is anticipated next month (October) with contracting to immediately follow.

Building: BCEC

Attendance: 7,600

Peak Room Nights: 2,500

Total Room Nights: 9,891

Month / Year: November 2030

American Society of Cataract & Refractive Surgery 2032

The American Society of Cataract & Refractive Surgery (ASCRS) is an international, educational society with more than 9,000 members. Its mission is to advance the art and science of ophthalmic surgery and the knowledge and skills of ophthalmic surgeons by providing clinical and practice management education and by working with patients, government, and the medical community to promote the delivery and advancement of high-quality eye care. ASCRS have met in Boston many times, first at the Hynes, and, in 2010, at the BCEC. They last met at the BCEC in 2014 and were scheduled for 2020 but cancelled due to COVID-19. ASCRS are booked in 2024 & 2028 at the BCEC and want to book 2032. It was a challenge finding dates for this full building event due to the annuals in the Spring. After moving Seafood and PAX, the dates of April 5-15, 2032, have been cleared to first option. The client has expressed interest in confirming Boston for 2032 this year and we are in proposal stage.

Building: BCEC

Attendance: 13,000

Peak Room Nights: 6,800

Total Room Nights: 34,410

Month / Year: April 2032

Administrative Professional Conference 2025

The Administrative Professionals Conference (APC) is the largest, most comprehensive event targeting Administrative Professionals and Executive Assistants. The APC event is owned and managed by Diversified Communications. This event caters to the administrative professionals with learning sessions, hands-on workshops, and networking sessions. Diversified owns and operates major tradeshow and conferences throughout the US & Internationally like Boston Seafood Show, International Workboat Show, European Seafood Show, and Integrative Healthcare Symposium. The client has targeted Boston and the Hynes Convention Center for 2025 and is willing to wait a bit longer for an update on the status of the Hynes for 2024 and beyond.

Building: Hynes

Attendance: 2,500

Peak Room Nights: 1,800

Total Room Nights: 8,290

Month / Year: September 2025

VI. Event & Media Sales Definite Business

Sports Museum

The Sports Museum is a non-profit educational institution that has served Boston and New England for the past 40 years. The Sports Museum leads the way in using the power of sports to help Kids build character and prevent and stop bullying. All told, more than 35,000 upper elementary and middle school students each year experience a character-building Sports Museum educational program. This is their annual fundraising dinner that has historically been held at a hotel.

Building: BCEC

Attendance: 500-700pp

Peak RNs: 0

Total RNs: 0

Month/Year: Winter 2022

Got Sole

Got Sole is independently owned by a Boston native who has hosted this Sneaker Convention show since 2013 in New England and NY/NJ area. It is the ultimate Sneaker Convention to Buy/Sell/Trade sneakers, clothes, and gear. Artists, athletes, and entertainment round out the show experience. Exhibitors are both independent traders and corporate entities. This show has been taking place at Gillette Stadium over the past several years. This is a one- or two-day ticketed event and would be a first-time event for the Hynes or BCEC.

Building: BCEC or Hynes

Attendance: 5000pp

Peak RNs: TBD

Total RNs: TBD

Month/Year: Flexible, event is held 2-3 times per year

Corey C. Griffin Foundation

The Corey C. Griffin Charitable Foundation is a 501(c)(3) public charity that was founded in August 2014. The guiding principle of the foundation is to improve the lives of primarily Boston-area children through strategic partnerships with the city's leading educational and healthcare institutions, with an emphasis on faith-based initiatives. The Boston Winter Ball is an annual black-tie event that caters to social and civically minded young professionals in the Boston area. In its young history, the Boston Winter Ball has already established itself as not only one of the most anticipated events in Boston's social calendar, but also a destination event – with attendees joining them from all over the country.

Building: BCEC or Hynes

Attendance: 1,000pp

Peak RNs: 0

Total RNs: 0

Month/Year: February/2022

EdTech Teacher

For more than a decade, EdTech Teacher has worked with tens of thousands of educators across the United States and throughout the world. Over the past few years, they have diversified their offerings and expanded their team, but their mission is to create relationships with educators to support their quest to enrich student learning experiences through emerging technologies and innovative models of classroom instruction. EdTech

Teacher hosts regional and national conferences to bring together the educational technology community. The Boston Innovation Summit is a 3-day event that brings together educators to discover what is “next” for education and educational technology.

Building: Hynes
Attendance: 500pp
Peak RNs: 100
Total RNs: 275
Month/Year: Fall/2022

International Society for Pharmaceutical Engineering (Boston Area Chapter)

Founded in 1992, the ISPE Boston Area Chapter is the largest and most active Chapter of ISPE, an international organization whose mission is to deliver technical and operational solutions to support pharma and bio-pharma professionals across the globe. The Boston Area Chapter provides educational, career development and networking opportunities to over 1,700 technical professionals across New England. The ISPE Boston Product Show is an Annual Event bringing together 375+ top-tier vendors and service providers who offer the most advanced technologies for enhancing production from beginning to end. This event has been typically held at Gillette Stadium.

Building: Hynes or BCEC
Attendance: 3,500pp
Peak RNs: TBD
Total RNs: TBD
Month/Year: Fall 2022/20232022

MassMutual Center - Springfield Update:

SALES UPDATE – September 2021

28

New Inquiries

54

Total inquiries Worked

September, 2021			FY22 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
8 Bookings	\$139,950	134	28 Bookings*	\$436,600	2,328
New Tentative					
4 Bookings	\$38,500	0	18 Bookings	\$163,500	676
Rescheduled					
3 Bookings	\$37,200	0	3 Bookings	\$37,200	0
Cancellations					
0 Bookings	\$0	0	0 Bookings	\$0	0
Lost/Turndown					
3 Bookings	\$13,250	0	3 Bookings	\$13,250	0

General Update:

- Finance and Sales Admin. position joined on September 21, 2021
- Sales Team Fully staffed with DOS and (2) Sales Managers
 - Inquiries remain strong through the 1st quarter FY22, many for new accounts and bookings
 - Short term bookings for current FY continue to be active
 - Shifting the focus to prospecting and target account solicitation now that we are fully staffed

* 4 Bulls Eye Events

Tradeshaw Update:

- Ben Craig Attended TEAMS21 with MGM Global Sports Sales Team at Borgata in Atlantic City, NJ
 - 36 scheduled and 8 unscheduled appointments
 - Additional exposure for MMC with MGM to build an understanding of our venue's capabilities
 - MGM connections provided significant exposure for MMC to larger event organizers and National Governing Body decision makers
- Preparation for DC Appointments at the end of November – reviewing target accounts with GSCVB

Administrative Update:

Staffing:

- Danny Boyle – Ticket Office Supervisor – has started.
- Koby Odom – Finance & Sales Admin – has started.
- Johnny Manningham – Production Coordinator – has verbally accepted the position.
- We continue recruiting for the HVAC position as well as all of our PT/OC positions.

The AIC Hockey lease has been finalized and the season has started.

The Springfield Thunderbirds lease has been finalized and the season has started.

Commercial Distributing, Go Graphix, and AIC all confirmed their sponsorship agreements for the upcoming season.

Conference call with the Mayor's Office regarding a charity boxing event in March or April 2022 between MA State Police and NY Police.

Continuing to work through issues related to the Colosseo production room system – big thanks to our production team for troubleshooting all week.

Close to finalizing deal points for November 27 CES Boxing event in the Exhibition Hall.
Finalized contract with King of Clubs Entertainment for a 'Fabolous' concert in the Grand Ballroom on November 27.

Received the Harlem Globetrotters contract for February event.

Received ticketing and marketing information for the 'Disney on Ice presents Mickey and Friends' event in March.

Confirmed date for Molly Hatchet concert in Convention Center – April 9, 2022.

Premier Fighting Championship has reached out about hosting a small MMA event on November 13.

Working with North American Entertainment on a potential March/April/May urban comedy event.

Finalized ticket scaling for January 8 Monster X events.

Ben Attended TEAMS21 with MGM GSO's in Atlantic City. 36 scheduled appointments and 8 unscheduled meetings during the event. See Full recap below.

APLCA (Automobile License Plate Collectors Association, Inc.), June 23-27, 2026. \$22,500 rental, F&B concessions. 600+ room nights. Client received Gift Box and proposal – loved the creativity. President will be reaching out to schedule a site tour with MMC and GSCVB.

New England Fence Association is interested in returning for 2023. Extended an invitation for a site tour.
Women in Criminal Justice has confirmed their Tasting for October 14, 2021. Event is April 29, 2022.
Sales Team and Marketing finalized the 2021 Client Gifts – waiting for final quote. Jen will approve artwork on all.

Implemented 'Guest Service Recovery' \$10 F&B voucher to assist our Lead Ushers with guest service resolutions.

DOS and DOM reviewed "Meeting the Staff" LinkedIn Program. First post will be next week starting with DOS.
Preliminary discussions about SEO/SEM and Geo Fencing for upcoming DC Appointments at connect.
We have fully reviewed the AHL COVID-19 protocols and developed all necessary plans to ensure compliance.
We are working with the Thunderbirds on any outstanding items.

Bulkley Richardson verbally confirmed their sponsorship agreement for the upcoming season.

Outlined a plan for Red Sox Winter Weekend and scheduled a meeting next week for internal review and discussion.

Working on a potential 'Shinedown' date for September 2022.

Arena & Convention Center Concert / Comedy / Family Show Events

<i>Artist</i>	<i>Guarantee</i>	<i>Deal</i>	<i>Show date</i>	<i>Last Updated</i>
CONFIRMED				
Fabulous	N/A	Rental	November 27, 2021	10/14/2021
Monster X Tour	N/A	Co-Pro	January 8, 2022	9/7/2021
Harlem Globetrotters	N/A	Rental	Friday, February 11, 2022	10/14/2021
NERVA Volleyball Tournament	N/A	Rental	February 18- 21, 2022	5/28/2021
Disney on Ice	N/A	Co-Pro	March 10-13, 2022	7/6/2021
The American Legacy - Springfield	N/A	Rental	March 25-27, 2022	5/28/2021
Molly Hatchett	N/A	Rental	April 9, 2022	10/14/2021
for King & Country	\$40K + 70%	Co-Pro	Thursday, April 28, 2022	5/28/2021
Atlanta Rhythm Section	N/A	Rental	TBD	9/7/2021
NCAA D1 Hockey Regionals	\$100K	Co-Pro	March 2024	5/28/2021
OFFER SUBMITTED / PENDING				
Red Sox Winter Weekend	N/A	Rental	January 21-23, 2022	10/14/2021
WWE Live!	N/A	Rental	Sunday, February 27, 2022	5/28/2021
WWE Live!	N/A	Rental	Sunday, March 20, 2022	9/7/2021
Trolls Live	N/A	Co-Pro	April 19-20, 2022	10/14/2021
Garden Brothers Circus	N/A	Rental	May 2022	5/28/2021
WWE Live!	N/A	Rental	May 28 or 27, 2022	9/7/2021
WWE Live!	N/A	Rental	December 3 & 4, 2022	9/7/2021
LEAD / UNDER REVIEW				
Premier Fighting Championships	N/A	Rental	November 19, 2021	10/14/2021
CES Boxing	N/A	Rental	November 27, 2021	10/14/2021
Bruno Mars	N/A	Rental	December 2 or 3, 2021	9/7/2021
CES MMA	N/A	Rental	December 3, 2021	10/14/2021
TBD Urban Comedy	TBD	TBD	Spring 2022	10/14/2021
Trolls Live	N/A	Co-Pro	Fall 2022	7/6/2021
Price is Right Live	TBD	Co-Pro	Fall 2022	5/28/2021
Shinedown	TBD	TBD	September 2022	10/14/2021
New Edition	N/A	Rental	November 2022	9/7/2021
BBHOF Umass Basketball	N/A	Rental	December 10, 2022	9/7/2021

Operations and Capital Projects Update:

The MCCA has engaged with Arcadis to perform project management for the following projects at the MassMutual Center for FY22: 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 (Evolv).

Here are the updates for the MMC projects: Greenwood Industries has started work on the MMC roof repairs. The work is going along smoothly as the weather is cooperating and there have been no issues to date. The work is on schedule to be completed by end of October or first week of November. The Compressor Replacement Project is scheduled to have the second bid opening on October 13th. It is anticipated to have more than one contractor bid on this project this time around.

The following MMC projects are all in the design phase: CC Carpet Replacement is close to finalizing colors/design for the ballroom and ballroom pre-function carpeting. Digital Signage/Marquee is being reviewed by the design team and Kleinfelder was on site to review the potential use of the old marquee. The

following projects are still being reviewed for scope of work: Arena AHU Refurbishment, Radio Infrastructure and Content Management System.

Pre-bid walkthroughs were conducted for the Civic Center Garage designer services and MMC Compressor replacement projects.

MMC ops team has installed new speakers in the Centre Grille and Breakaway lounge to increase the atmosphere of the spaces.

Staff CPR training was provided to security and other staff.

Food & Beverage – February FY21 Highlights:

The month kicked off with our first convention center meeting event since Covid. Go Fast was our last event prior to Covid, and the first group to return. 175 guests started the day with the Bagel Bundle. Assorted bagels and cream cheese, fresh juice and coffee. For lunch they chose the Soup-Salad-Sandwich combo. Highlights included the roast turkey with bacon, avocado and cheddar.

Conducted a walkthrough with Bay Path to begin discussion regarding their event next April. Looking to host a 200 person lunch followed by a 350 person black tie dinner in the evening. With their Women's Leadership Conference, the previous week, should be a very busy 10 days with our partners at bay Path.

Met with the trainer for the T Birds to finalize their team meals for the season. Spectra will provide lunches following every practice and after the first of every back to back home game. Meals will consist of one protein, two veg and two starch for all lunches. Dinner will provide two proteins. Total budget for the upcoming season is \$57K.

The Basketball Hall of Fame held their enshrinement ceremony on Saturday with close to 2000 people in attendance. While this was not a big concessions night for us, there was a tremendous amount of catering. Highlights include:

- Crew beverage stations for the NBA team all week.
- Crew beverage and snack service for the NBA TV team all week.
- Crew meals on Friday and Saturday for lunch and dinner.
- Green room riders for NBA TV commentators, NBA Commissioner, Anthony Michael, NBA break room and Michael Jordan's private green room included plated meals and full snack and beverage.

Provided fruit platters and water service for Herbalife's conference on Sunday morning.

Opened concessions for Sole Factory on Sunday, although this event was cut short due to a fight in the meeting room.

A local club owner hosted his first annual Sneaker Ball on Sunday night. A black tie affair with sneakers, guests were treated to guest DJ's, cash bars with Champagne bottle service, light appetizers and dancing. Champagne bottled service lead all sales generating \$1900 in sales.

Our clients and friends at Baystate Hospital came down for a tasting of their menu selections for the upcoming Nobel Gala. Kathy Tobin was thrilled with the menu selections. Items sampled:

- Bibb lettuce salad with goat cheese, roasted butternut squash, dried cranberries, toasted pepitas with an herb vinaigrette
- Mustard glazed Salmon with roasted fingerling potatoes and a Brussel sprout ratatouille.
- Braised short rib of beef with marble roasted potatoes and broccolini.

Unfortunately, due to COVID, Baystate was once again forced to postpone this year's event, originally scheduled for November 6.

The MassMutual Center was host the MCCA board for the first time in close to 5 years. Chef Scott and the team supplied several different menu options. The room looked great with special guests from the Springfield convention and visitors bureau as well as Mayor Sarno himself. Some of the highlights:

- Ricotta pancakes with brown sugar-black pepper crusted bacon
- Bagel bread pudding
- Caprese grilled cheese
- Smoked salmon wrapped asparagus tips

The end of the month was a little break from events. The F&B team begins to prepare for the much-anticipated hockey season to begin in the coming weeks. The month of October will also bring a significant amount of catering to the convention center. With that, we officially welcomed back Kait Harrington, our catering manager. Upcoming events include the following:

- WNE 2020 Senior Formal
- NE Go Lean Conference
- Herbalife Convention
- SNA Conference