

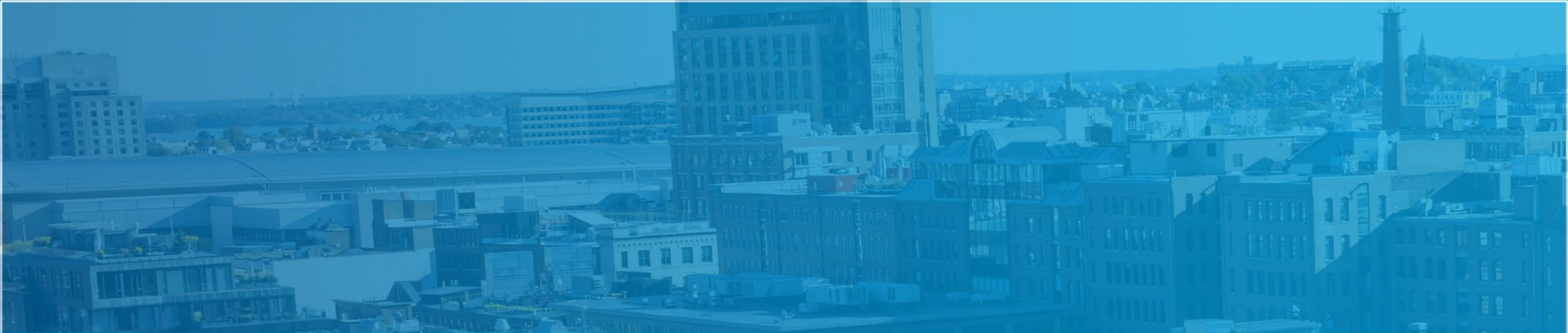
Massachusetts Convention Center Authority

Thursday – November 10, 2022
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: 680 821 64#

AGENDA

- I. Roll Call
- II. Review and Adoption of Minutes of October 20, 2022
- 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. Exclusive Rigging Services Contract Extension [VOTE]
 - 2. Juniper Support Maintenance Agreement [VOTE]
- VII. Report of Development & Construction Committee
 - 1. MMC State Street Entrance [VOTE]
- VIII. Report of Executive Committee
 - 1. Approval of Collective Bargaining Agreement Teamsters Local 25 [VOTE]
- IX. Old Business
- X. New Business
- XI. Adjournment



Boston Convention Marketing Center

Performance Report / MCCA Board Meeting – November 2022

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October 2022

- American Clean Power Association Offshore WINDPOWER Conference and Exhibition 2023
 - Hynes event for October 2023 with 1,825 room nights
- HubSpot, Inc. Inbound
 - BCEC event for September 2024 with 18,640 room nights
 - BCEC event for September 2025 with 18,640 room nights
 - BCEC event for September 2026 with 18,640 room nights



October 2022

	# of Events
BCEC Events	6
HYNES Events	1
Lawn on D Events	2
Total Events	9
BCEC Room Nights	40
HYNES Room Nights	115
Lawn on D Room Nights	0
Total Room Nights	155

YTD (July 2022 –October 2022)

	# of Events
BCEC Events	16
HYNES Events	8
Lawn on D Events	26
Total Events	50
BCEC Room Nights	1,063
HYNES Room Nights	2,005
Lawn on D Room Nights	0
Total Room Nights	3,068

- Revenue from Digital Display packages generated \$74,000, with YTD revenue from all Sponsorship & Advertising packages producing over \$358,760
- Increased demand for the Hynes Convention Center for international medical and pharmaceutical conferences
- Annual events at the Hynes are requesting to contract space in 2024



BCEC & Hynes Events November – December

2022 Event Name	Building	Dates	Total Rooms
DISCO International, Inc. Boston Career Forum 2022	Hynes	11/04/22 - 11/06/22	3,675
American Public Health Association Annual Meeting & Exposition 2022	BCEC	11/06/22 - 11/09/22	19,200
Society for Immunotherapy of Cancer Annual Meeting 2022	BCEC	11/10/22 - 11/12/22	7,450
American Council on the Teaching of Foreign Languages Annual Convention & World Languages & EXPO 2022	BCEC	11/18/22 - 11/20/22	9,450
Psychonomic Society Annual Meeting 2022	Hynes	11/18/22 - 11/20/22	3,542
Materials Research Society Fall Meeting 2022	Hynes	11/28/22 - 12/02/22	13,071
Pri-Med Annual Conference East 2022	BCEC	12/08/22 - 12/10/22	3,290

Branding (changes)

- Signature Boston (MCCA, BCMC) going away
- GBCVB (Greater Boston Convention & Visitors Bureau) will become MeetBoston (D.B.A)
- Will merge under MeetBoston
- Impacts on signage, social media, website, email address, logos on physical assets
- More details to follow

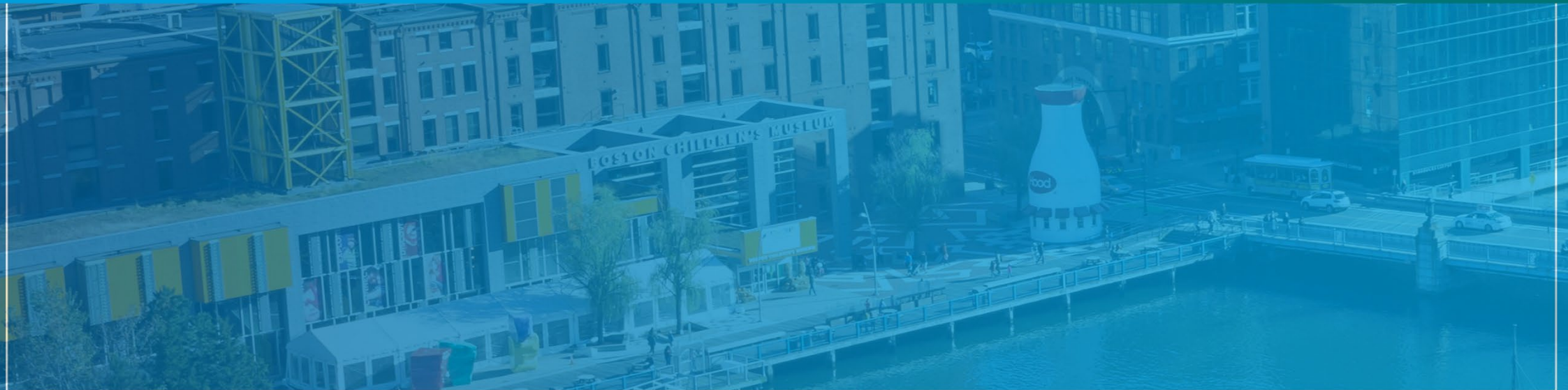




Thank you!

Remarkable Experiences. Imagination Realized.

Signature **BOSTON**





••• MassMutual Center HIGHLIGHTS

General Updates

Yankee Security Convention



- Over the last 20 years, Yankee Security hosted their convention in the same location, however, in 2019, the board of directors felt it was time to change locations. After scouting several locations in the region, Yankee Security unanimously decided to call the MassMutual Center their new home!
- In celebration of solidifying their new home, Yankee Security and the MassMutual Center held a ribbon cutting ceremony on Saturday, October 22, prior to their inaugural convention event at the MassMutual Center.

September Legendary Lion Recipient



- MassMutual Center was Selected as 1 of 3 finalists for the 2024 Association of Rural & Small Libraries National Convention – a gathering of over 800 people for 4 ½ days and 1,600 Room nights.
- September Building Statistics - 10 total building events
- Hosted 5 large events over multiple event days(Jurassic Quest, CES, NAGA, USAF and STAIND)
- Convention Center top line revenue was 183% of Budget and 897.5% over September 2021

Employee Engagement Survey Highlights

- My direct manager treats me with respect:
 - Ushers: 96.7%
 - Operations: 94.1%
 - Public Safety: 91.7%
 - IATSE: 88.9%
 - IUOE: 90.9%
 - Ticketing: 100%
- I intend to stay with MGM Resorts for at least the next 12 months:
 - Ushers: 90%
 - Operations: 94.1%
 - Public Safety: 83.3%
 - IATSE: 88.9%
 - IUOE: 63.6%
 - Ticketing: 100%
- The MassMutual Center is committed to exceeding our customers' expectations:
 - Ushers: 96.7%
 - Operations: 91.2%
 - Public Safety: 91.7%
 - IATSE: 66.7%
 - IUOE: 81.8%
 - Ticketing: 100%

SALES UPDATE – OCTOBER 2022

32

NEW INQUIRIES

80

OPEN & WORKING

October 2022			FY23 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
5 Bookings*	\$32,600		41 Bookings*	\$510,284	1,751
Tentative Booking					
3 Bookings	\$40,750	1,330	5 Bookings	\$45,000	1,330
Cancellations					
0 Bookings	\$0		0 Bookings	\$0	
Lost/Turndown					
0 Bookings	\$0		0 Bookings	\$0	

*3 Bulls Eye Bookings

Upcoming Site Tours

*3 Bulls Eye Bookings



TEAMS22

- Partnership with MGM Sports GSO Team
- 34 Appointments, 4 Leads uncovered
- Private Dinner with 6 Directors of National Sports Governing Bodies
- Great Exposure for MMC and Springfield Destination

Board Vote – One-Year Extension to Exclusive Rigging Services Agreement

The Massachusetts Convention Center Authority (the “Authority”) entered into an Agreement with JCAL Pro for Exclusive Rigging Services at the BCEC and the Hynes on January 1, 2020 (the “Agreement”). The term of the Agreement commenced on January 1, 2020 and expires on December 31, 2023. The Authority has the right, in its sole discretion, to extend the Agreement for two, additional, one-year periods commencing January 1, 2024, through December 31, 2024, and January 1, 2024, through December 31, 2025.

When the Authority sought the Board’s approval of the selection of JCAL Pro for the Exclusive Rigging at the BCEC and the Hynes, the Authority noted the following: JCAL’s exceptional business partnership with the Authority since 2005; JCAL’s inclusive and diverse workforce to include a mix of both women and minority leadership in management roles and the participation of sub-contractors who meet Executive Order 565; and, JCAL’s proven track record working extremely well with Authority personnel, the labor force, and other outside service partners such as Projection, ABM, and Levy. JCAL has continuously provided strong value to the Authority and its customers.

During the COVID Pandemic, JCAL did not close its in-house office and was a resource for the Authority when needed. JCAL assisted in support of the Boston Hope Field Hospital at the BCEC and fulfilled equipment requirements for day-to-day hospital activities. Moreover, JCAL continued to communicate with Authority customers regarding their event needs.

Much like the Authority’s other contract partners, JCAL took a heavy financial hit during the Covid Pandemic, with significant impacts in year one of the current contract. In recognition of the impact that the COVID Pandemic had on JCAL, the Authority is seeking to add a fourth year to the base contract, extending the overall term to December 31, 2026, which the Authority can exercise in its sole discretion.

The Administration, Finance and Personnel of the Massachusetts Convention Center Authority recommends that the full Board adopt the following vote:

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to add a fourth year to the base agreement, resulting in a one-year extension, at the end of the original contract commencing January 1, 2025, through December 31, 2026, which the Authority can exercise in its sole discretion.



Juniper Support Maintenance Agreement

MCCA Board Meeting

November 10, 2022

**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 MCCA 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 MCCA 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 space and generates revenue for the MCCA.

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 December 11, 2022. 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 December 12, 2022 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 ITT72. The MCCA 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 consists of the following at the BCEC, Hynes, and Boston Common Garage:

- Firewall
- Routers
- Hardware Support
- Firewall Security Software support
- Total cost of \$416,926.36

Board Vote: Juniper Support Maintenance Agreement Renewal

The MCCA 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 ITT72 State Contract and adheres to the State contract pricing. In conjunction with the MCCA procurement team we are requesting to renew our Juniper Support Maintenance Agreement with the licensed reseller Integration Partners (IPC).

Vendor	Quote
Integration Partners	\$416,926.36

The Administration, Finance and Personnel of the Massachusetts Convention Center Authority recommends that the full Board adopt the following vote:

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 \$416,926.36

Questions

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 December 12, 2022, and ends On December 11, 2023.

The Juniper Support Maintenance Agreement falls under the ITT72 State Contract and adheres to the State contract pricing. In conjunction with the Authority’s procurement team, we are requesting to renew our Juniper Support Maintenance Agreement with the licensed reseller Integration Partners (IPC).

Vendor	Quote
Integration Partners	\$416,926.36

The Administration, Finance and Personnel of the Massachusetts Convention Center Authority recommends that the full Board adopt the following vote:

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 \$416,926.36.**



MMC Stair 7 Project

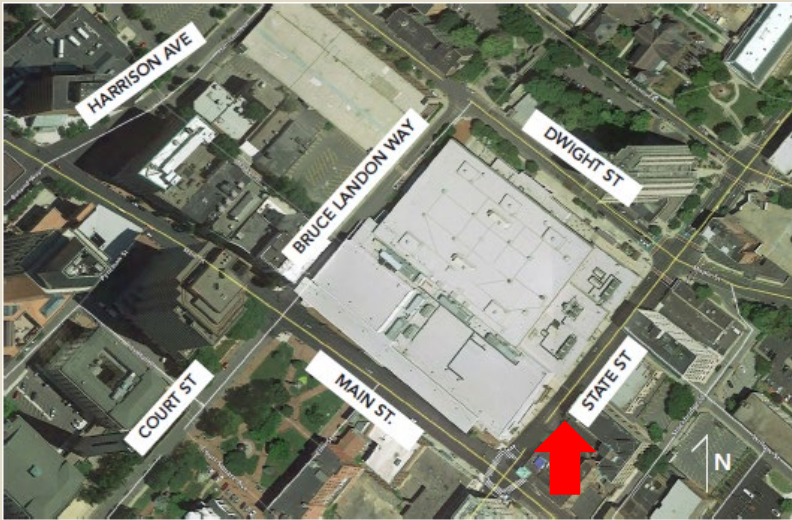
MCCA Board Meeting

Thursday, November 10, 2022

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
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MMC Stair 7 Project



View from nearest MGM Casino exit

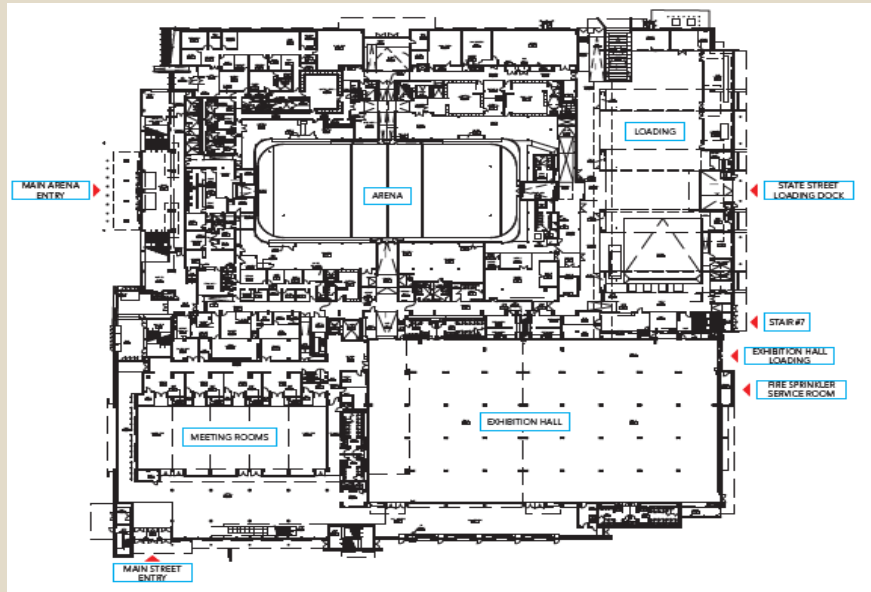


115 State Street (adjacent to the MassMutual Center)



Intersection of State Street and Main Street

MMC Stair 7 Project



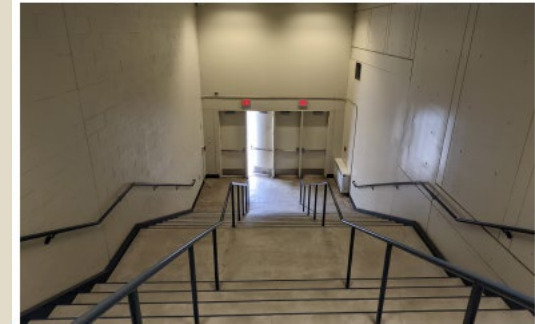
Exterior exit doors from Stairwell 7 to State Street



2nd floor doorway leading to Stairwell 7



Hallway looking back towards arena entrance



Stairwell 7 from 2nd floor

MMC Stair 7 Project

Summary of the Project:

This project includes, but is not necessarily limited to, installation of a new formal entrance with box office on State Street for the MassMutual Convention Center. This effort will include all related architectural, structural, mechanical, electrical, plumbing, fire protection, communications, and audio-visual work for a complete accessible entry to MMC exhibition and arena areas, including improved streetscapes, connectivity and visibility for incoming visitors from State and Main Streets primarily from the MGM Hotel and Casino.



PROPOSED - CORNER OF STATE AND MAIN

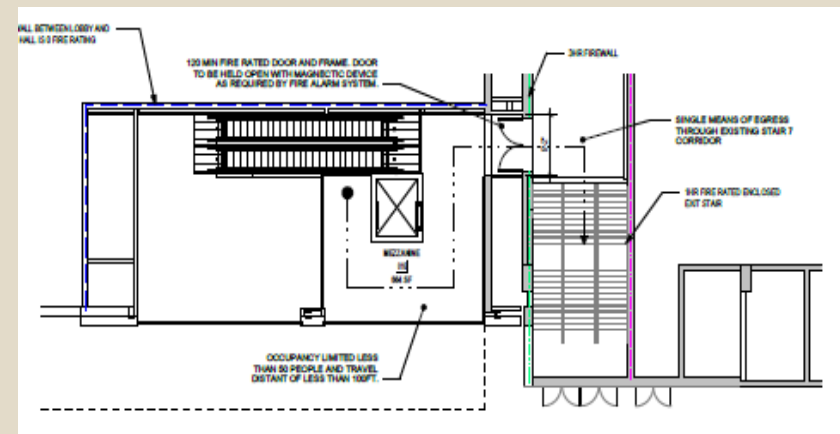
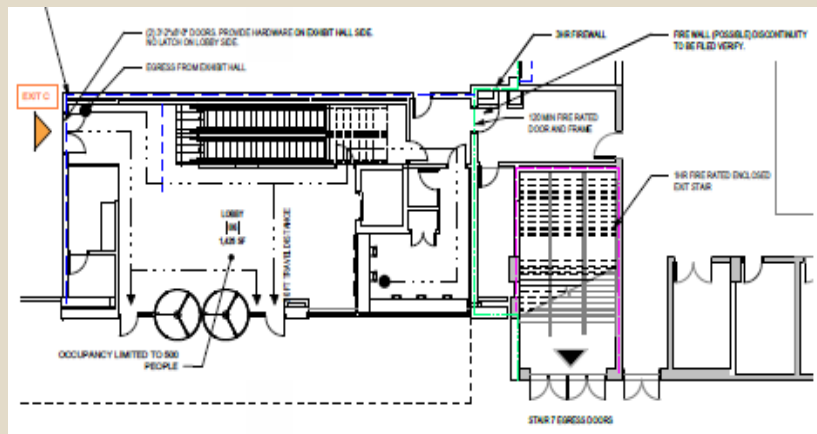
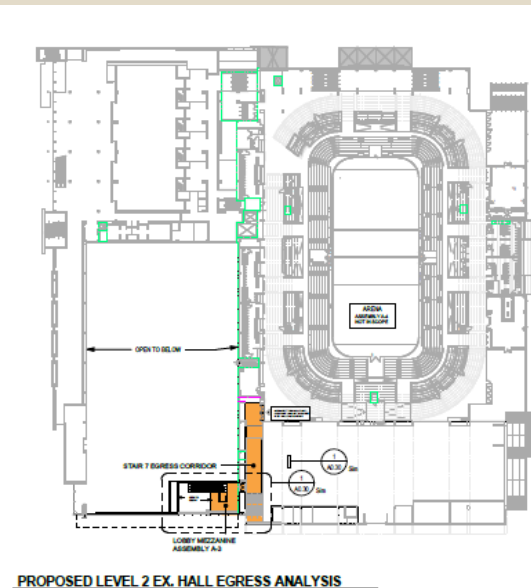
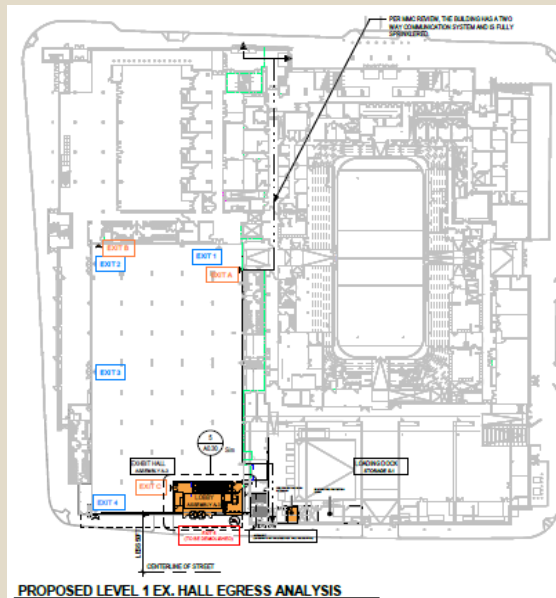


VIEW OF PROPOSED ENTRY AND LOBBY



PROPOSED - STATE ST LOOKING SOUTH

MMC Stair 7 Project



Board Vote: MMC Stair 7 Project

The Authority has conducted an analysis, complete with customer survey information, and has determined a deficiency in the accessibility of the Arena at the Mass Mutual Center facility. The Mass Mutual Center's deficiency represents itself as high occupancy facility with a single fully accessible entrance. This proposed project would create a second fully accessible entrance to create an enhanced experience when attending an arena event with additional revenue opportunities. This project includes, but is not necessarily limited to, the installation of a new highly visible pedestrian entry on State Street for the MassMutual Convention Center (MMC). The effort includes all related architectural, structural, mechanical, electrical, plumbing, fire protection, communications, and audio-visual work for a complete accessible entry to MMC exhibition and arena areas, including improved streetscapes, connectivity, and visibility for incoming visitors from State and Main Streets and the MGM Hotel and Casino.

The Massachusetts Convention Center Authority is developing construction documents for public procurement in accordance with the Massachusetts' construction bid law, M.G.L. c. 149 to procure Contractor Bids. In adherence to the MCCA's Capital Budget Process, in that this project is being added to the FY23 submission and that it has been determined that there is funding capacity, the Authority is seeking approval to proceed with procurement as per M.G.L.c. 149 with a budget authorization of \$15,500,000.00.

Board Vote: MMC Stair 7 Project

A vote to implement the Development & Construction Committee's recommendation to authorize proceeding with the Stair 7 Project and awarding a contract for up to \$15,500,000.00, when a contractor has been selected by the project process, would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to execute a procurement per M.G.L.c. 149, to select a contractor, for the Mass Mutual Center Stair 7 Project, with an authorization in the amount of up to fifteen million, five hundred thousand dollars and zero cents (\$15,500,00.00).

Board Vote: MMC Stair 7 Project

The Authority has conducted an analysis, complete with customer survey information, and has determined a deficiency in the accessibility of the Arena at the Mass Mutual Center facility. The Mass Mutual Center's deficiency represents itself as high occupancy facility with a single fully accessible entrance. This proposed project would create a second fully accessible entrance to create an enhanced experience when attending an arena event with additional revenue opportunities. This project includes, but is not necessarily limited to, the installation of a new highly visible pedestrian entry on State Street for the MassMutual Convention Center (MMC). The effort includes all related architectural, structural, mechanical, electrical, plumbing, fire protection, communications, and audio-visual work for a complete accessible entry to MMC exhibition and arena areas, including improved streetscapes, connectivity, and visibility for incoming visitors from State and Main Streets and the MGM Hotel and Casino.

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A vote to implement the Development & Construction Committee's recommendation to authorize proceeding with the Stair 7 Project and awarding a contract for up to \$15,500,000.00, when a contractor has been selected by the project process, would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby votes to authorize the Executive Director to execute a procurement per M.G.L.c. 149, to select a contractor, for the Mass Mutual Center Stair 7 Project, with an authorization in the amount of up to fifteen million, five hundred thousand dollars and zero cents (\$15,500,00.00).

Board Vote: Teamsters Local 25, FY23, FY24, FY25 – Approval of Collective Bargaining Agreement

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to execute on its behalf a Collective Bargaining Agreement with Teamsters, Local 25 as the bargaining agent for certain employees of the Authority, for the period of July 1, 2022 to June 30, 2025, and incorporating therein wage and other provisions, as considered this day, as reviewed in detail with the Executive Committee of the MCCA and filed with the minutes of this meeting.