

Massachusetts Convention Center Authority

Thursday – November 18, 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: 638 247 148#

AGENDA

- I. Roll Call
- II. Review and Adoption of Minutes of October 21, 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. Local 25 [Vote]
- VII. Report of Development & Construction Committee
 - 1. Designer Selection Panel [Vote]
- VIII. Old Business
- IX. New Business
- X. Adjournment



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Boston Convention Marketing Center

Performance Report / MCCA Board Meeting – November 2021

Boston Convention Marketing Center October 2021

BCMC CITYWIDE CONVENTION SALES

- ◆ National Society of Black Engineers Annual National Convention 2027
 - ❖ BCEC event for March – April 2027 with 14,455 room nights

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

CITYWIDE CONVENTION SALES & HOTEL RELATIONS

	Bulls Eye *	Non Bulls Eye	Totals
BCEC Events	4	1	5
Hynes Events	1	2	3
Total Events	5	3	8

BCEC Room Nights	49,210	3,290	52,500
Hynes Room Nights	2,660	3,829	6,489
Total Room Nights	51,870	7,119	58,989

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

Boston Convention Marketing Center

October 2021

BCMC EVENT & MEDIA SALES

- ◆ Despite the impact of COVID, finished the CY 2021 Lawn on D season with 86 events
- ◆ Of the 86 events contracted on the Lawn on D this year, 74 events were new customers of the Lawn on D
- ◆ The 5 Lawn on D events contracted in October were confirmed just days prior to their event date, with a majority scheduled to occur during the last week of the Lawn on D season when demand is historically low
- ◆ Events that had to cancel in CY 2021 due to COVID, have already secured space and dates in CY 2022

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

EVENT & MEDIA SALES

	# of Events
BCEC Events	3
HYNES Events	9
Lawn on D Events	53
Total Events	65
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	6	405
October	6	24,369	4	0
November	2	14,355	7	1,590
December	0	0	4	350
Totals	59	382,099	46	6,766

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

Boston Convention Marketing Center

Significant BCEC & Hynes Events 2021 (Nov. – Dec.)

3,000 Room Nights (+)

2021 Event Name	Building	Dates	Total Rooms
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
Society for Neuro-Oncology Annual Meeting 2021 (originally 1,565 rooms on peak; 6,375 total rooms)	Hynes	11/18/21- 11/20/21	3,071
Materials Research Society Fall Meeting 2021 (originally 2,600 rooms on peak; 12,225 total rooms)	Hynes	11/29/21- 12/03/21	6,013
Diversified Communications Pri-Med Annual Conference East 2021	BCEC	12/09/21- 12/11/21	3,290

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
- ◆ Many of our customers have still not returned to their offices with some planning permanent remote work

Thank you!

REMARKABLE EXPERIENCES. IMAGINATION REALIZED.

Signature
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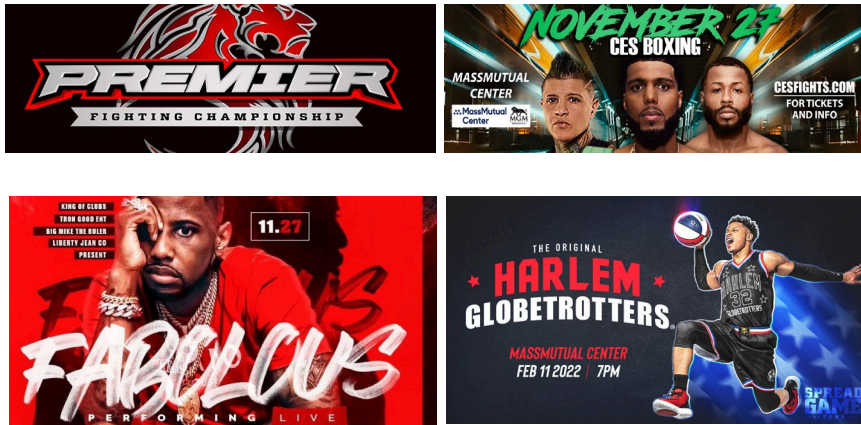
PHOTO CREDIT: BILL HORSMAN



MassMutual Center HIGHLIGHTS

General Updates

On-Sale Now



- Premier Fighting Championship: November 19
- CES Boxing: November 27
- Fabolous: November 27
- Harlem Globetrotters: February 11
- Disney on Ice: March 10-13

WE ENCOURAGE YOU TO
PROTECT YOURSELF & OTHERS



MASKS ARE RECOMMENDED

MassMutual
Center

- Transitioned to a 'Masks are Recommended' policy in accordance with City of Springfield. As of now, all MGM & Spectra staff are still wearing masks regardless of vaccination status.

Capital Project Update

- Greenwood Industries has completed the majority of the roof repair work. The remaining work is trim work and some small added repairs found during the project.
- Kick-off and scope review meeting was held with NB Kenney for the Webco Compressor Replacement project.
- Convention Center Carpet Replacement, Exterior Marquee, Portable Radio Infrastructure Upgrade, Arena AHU Refurbishment, and Colosseo remain in the design phase.

Employee Survey

- The results from the 2021 Employee Survey are in and we are beginning to put together departmental action plans for our areas of opportunity. Some snapshots below:

- My manager treats me with respect:



- My manager's behavior role models MGM Resorts' Values:



- My manager effectively communicates information that is important for me to understand:



- MGM Resorts is committed to exceeding our customers' expectations:



- MGM Resorts is committed to diversity and inclusion in the workplace and workforce:



- My manager supports my career development:



- My manager communicates openly and honestly, even when the conversations are difficult:



SALES UPDATE – October 2021

30

New Inquiries

59

Total inquiries Worked

October, 2021			FY22 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
8 Bookings	\$68,750	0	36 Bookings*	\$505,350	2,328
New Tentative					
8 Bookings	\$60,750	0	11 Bookings	\$109,250	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:

- 3 significant Convention Center Bookings in October
 - 3,260 attendees
 - \$1.02M in EI for Springfield
 - 2 Booked within 6 months of arrival
 - 1 Rebooked for 2022, remaining 2 in negotiation
- Short-term bookings continue to be active
 - 7 of the 8 definite events booked in October are for FY22
 - 9 of the 11 tentative events are for FY22

Tradeshows Update:

- Preparation for DC Appointments at the end of November – reviewing target accounts with GSCVB

Board Vote: Collective Bargaining Agreement with Teamsters Local 25

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director to negotiate and execute on its behalf the Collective Bargaining Agreement with Teamsters Local 25, as bargaining agent for certain employees of the Authority, for FY2022, and incorporating therein wage and other provisions substantially similar to those attached hereto as Exhibit A.

EXHIBIT A

1. A one-year Collect Bargaining Agreement covering Fiscal Year 2022.
2. A 2% increase in rate of pay effective July 1, 2021 on all wage scales.
3. The creation of a Field Training Officer Assignment (“FTO”) and Differential. The Authority shall determine the number of FTOs. Employees may volunteer and apply for FTO assignments. The selection for FTO assignment and removal of employees from FTO assignments is not grievable and not arbitrable. The Authority shall provide training to employees who volunteer for FTO assignment. Employees who have successfully completed the FTO training and who are assigned work as an FTO shall receive \$1.00 per hour differential for the entire shift when assigned to work as an FTO.
4. Employees who work on December 25 and/or Thanksgiving Day shall be paid twice the regular pay rate for hours actually worked on December 25 and/or Thanksgiving Day.

Board Vote: Design Services, Springfield Civic Center Garage Project

The selection of a design team for the Design Services, Springfield Civic Center Garage Project is governed by the Authority's Designer Selection Procedures, adopted pursuant to G.L. c.7C, Sec. 46, et seq., and approved by the Commonwealth's Designer Selection Board.

The Authority's Designer Selection Panel has reviewed proposals, interviewed, and ranked three firms for award of the contract for Design Services for a new replacement garage for the Springfield Civic Center Garage.

The Designer Selection Panel's report, in accordance with the Authority's Designer Selection Procedures, is attached hereto.

The Selection Panel's top-ranked firm is Desman/KVA, followed by Fennick McCredie Architecture/Walker and third was Perkins/Eastman. Under the procedures which govern this selection, the Authority may exclude any finalist from the list with a written explanation of the exclusion.

The rules further provide that the Authority shall award the contract after negotiation of a satisfactory fee, such negotiation to be carried out by the executive director of the Authority, who shall negotiate with the first-ranked finalist and with other finalists in the order of rank only if a satisfactory fee cannot be negotiated with a higher-ranked finalist.

A vote to implement the Development & Construction Committee's recommendation to authorize to proceed with the award of the contract for Design Services, Springfield Civic Center Garage Project would take the following form:

VOTE: The Massachusetts Convention Center Authority hereby adopts the Designer Selection Panel's recommendation and ranking and authorizes the executive director request a fee proposal and negotiate a contract with Desman/KVA, and thereafter execute a contract with Desman/KVA for design services relating to the Design Services, Springfield Civic Center Garage Project, in accordance the Request for Proposals dated September 8, 2021, thereupon subject to the approval of the Board if otherwise required.



Mass Film Department Partnership

MCCA Board Meeting

November 18, 2021

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Signature
BOSTON™

Mass Film Department Rental Revenue

Event ID	In Date	Out Date	Event Name	Total Contract Rental Revenue
	11/20/20	02/19/21	Don't Look Up Basecamp	\$ 116,000.00
7507	05/10/21	05/10/21	Marble Basecamp	\$ 4,000.00
7785	06/16/21	06/16/21	About Fate Basecamp	\$ 4,000.00
7755	06/28/21	07/01/21	Confess Fletch Basecamp	\$ 8,000.00
7565	07/02/21	10/22/21	CHILI Basecamp	\$ 218,500.00
7927	08/02/21	08/07/21	Julia Basecamp	\$ 24,000.00
8139	08/29/21	08/30/21	Summer Break Basecamp	\$ 8,000.00
8101	10/26/21	12/09/21	I Wanna Dance With Somebody Basecamp	\$ 56,000.00
			Basecamp Total	\$ 438,500.00





TR TRANSPORTATION
RESOURCES

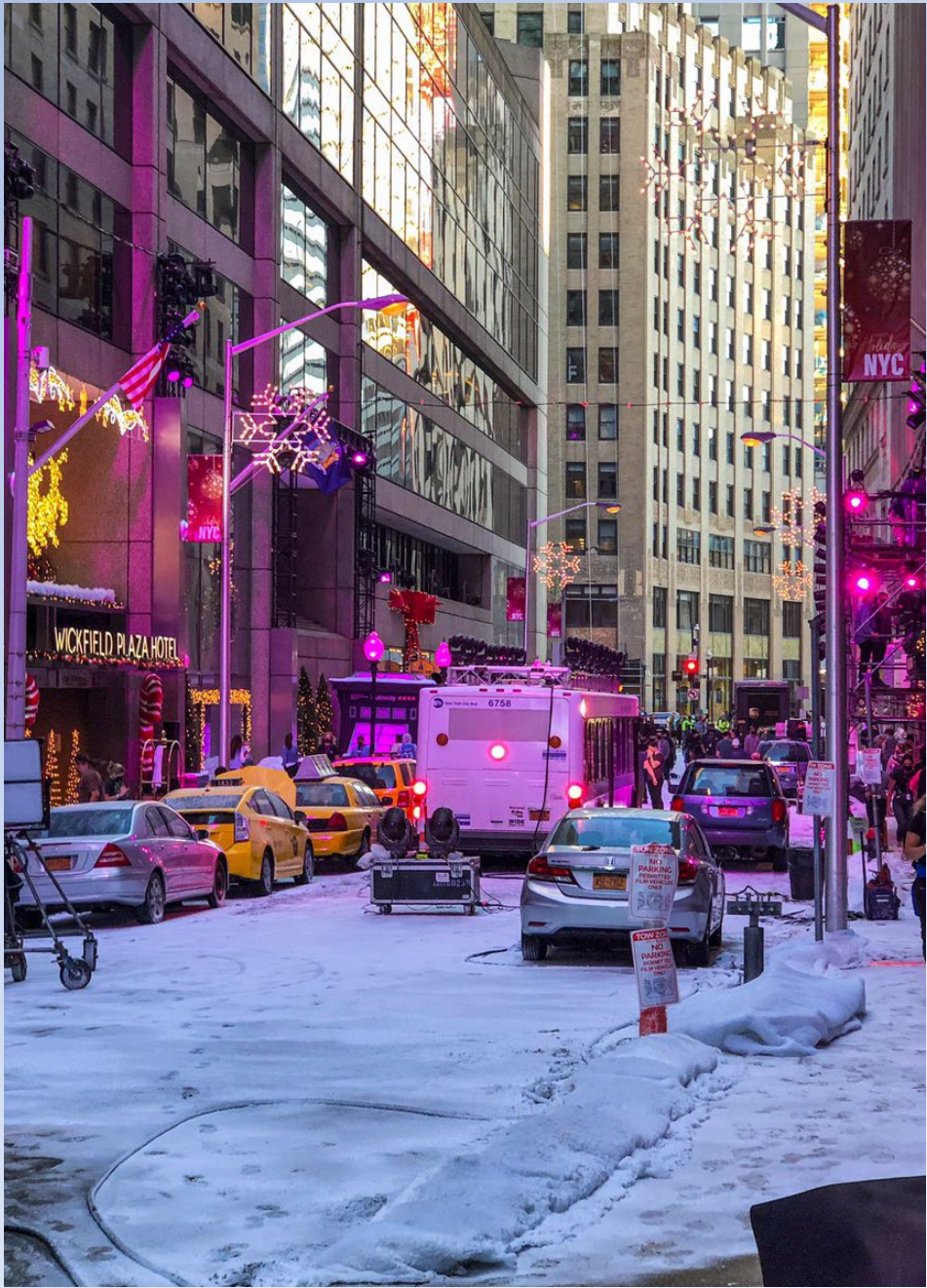
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City Kinex

























#Chronicle5





MASSACHUSETTS CONVENTION CENTER AUTHORITY

OPERATION JANUS

Cyber Security Tabletop Exercise

The Massachusetts Convention Center Authority (MCCA) and its partner Public Safety Agencies (Boston Police Department, Massport, Massachusetts State Police, FBI, USSS, DHS, MEMA, EOPSS, and EOTTS) have been collaborating on the development of a Cyber Security Tabletop Exercise. The purpose of this exercise is to develop a Cyber Security Incident Response Plan template to share with our industry partners and other large venues to benefit many throughout the country.

You are invited to come and be an observer of this exercise at
The Boston Convention & Exhibition Center on Wednesday, December 1, 2021

Registration from 9:30AM to 10:00AM

Lunch from 12:00PM to 1:00PM

Exercise begins promptly at 10:00AM to 3:00PM

Please RSVP to:

lmccrosson@signatureboston.com

by November 19, 2021



Quarterly Management Report

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

November 18, 2021

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Letter from the Executive Director

November 18, 2021

Dear Board Members,

Our team has been busy across each of our venues, most recently hosting the very popular Sneaker Con at the Hynes Convention Center after moving out the American Institute of Chemical Engineers Annual Meeting. At the BCEC, our team started the month by welcoming back the American Academy of Optometry for their 3-day annual gathering just before hosting the New College of Optometry Graduation on November 7.

We were honored to again welcome back the Marines Corps Luncheon on November 8, celebrating the 246th Birthday of the United States Marines. Governor Baker attended, along with General Dunford and other dignitaries, in what is one of the most rewarding and inspiring annual events we host at the BCEC.

Out in Springfield, the MassMutual Center has welcomed more than 20,000 fans for ten hockey games this month between the Thunderbirds and AIC Yellow Jackets. Attendance and excitement continue to grow as the Thunderbirds have built on their strong start to the season and currently sit in first place in the AHL's Eastern Division. After missing last season due to the pandemic, and not making the playoffs in the prior campaign, all signs point to more strong play ahead.

Progress on the Springfield Garage project continues to pick up momentum. The contract for design is expected to be awarded by Christmas. Three firms were in the final group and each made a compelling and impressive presentation. An RFP for demolition will be released in February with a contract awarded in April. Demolition is scheduled to commence at the end of the hockey season and is anticipated to be completed by August or September of 2022. Construction will begin thereafter and is expected to be completed in October of 2023.

The MCCA team will have a large and constant footprint in Springfield led by Senior Project Manager and Project Lead Tara Coughlan, and includes Transportation Director Shannon McDermott, Legal Counsel Jeanmarie Joyce, Director of Finance and Planning Anthony Kinahan and many others in the Authority supporting their efforts. The City of Springfield and the Baker Administration have been tremendous partners on the project and all involved are confident the finished project will be a tremendous asset to downtown Springfield.

The Lawn On D Powered by Citizens Bank, wrapped up its seventh season as we closed out the month of October. This year, with the strong leadership of Milt Herbert and his Event and Media Sales team, we were able to host 91 private events, nearly double last season's pandemic total, and closer to the LOD's historical average for events. We were also able to maintain a strong balance of public and private programming with the return of our community series and partnership with the City of Boston that featured three visits from former Boston Mayor Kim Janey.

The Boston Centers for Youth & Families (BCYF) visited the Lawn and enjoyed the swings and lawn games on six different Mondays throughout the summer. We were also able to reestablish our partnership with the City of Boston's Age Strong Commission who had three fun "summer outing" events with us at The Lawn On D this season featuring DJ's, dancing, and the return of Animal Adventures exotic animal encounters.

As we head into the Holiday Season our team is gearing up for the return of a few of our favorite community partnerships. Next week, in partnership with Levy, Chef Kaeo and our community team will be preparing

turkeys for more than a thousand Thanksgiving meals that will be distributed to families in need through local programs such as the Friends of the Children Turkey Drive and the Monsignor Thomas McDonnell & Frank Kelley holiday dinner program at St. Monica's Church in South Boston.

In addition, after next week we will quickly shift gears and welcome back some of the local annual toy drives that we provide space for during this time of year. One new, and high profile, addition to the lineup will be Toys for Tots, who we have partnered with this year to host their regional operations at the BCEC.

I want to thank you for your continued support and wish you all a safe and happy Thanksgiving and holiday season with friends and family. Next time we meet it will be 2022 and we have a lot to look forward to in the year ahead!

Sincerely,

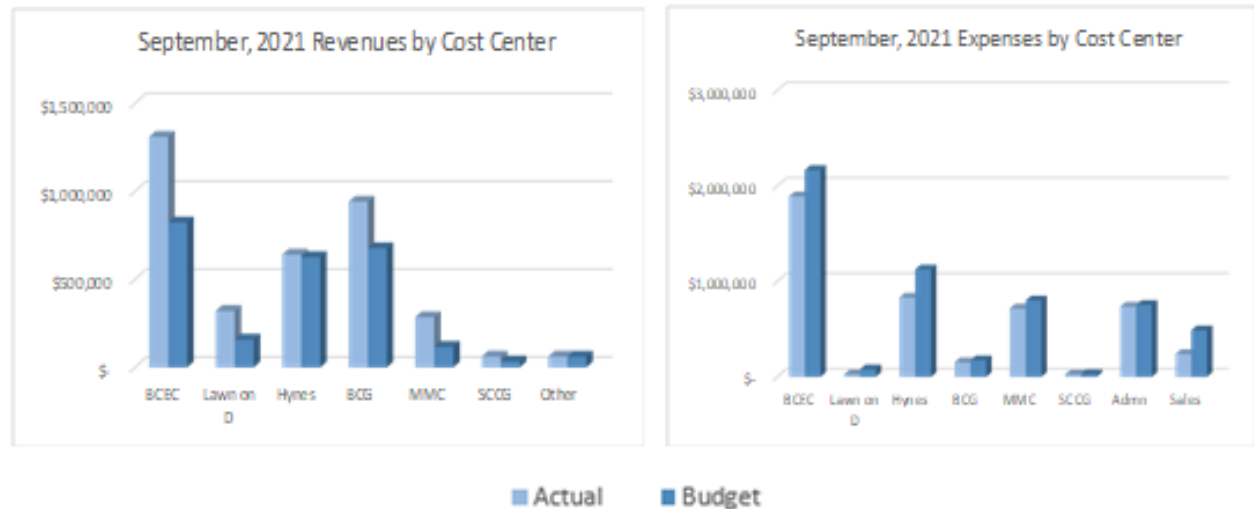
A handwritten signature in blue ink, appearing to read 'D. Gibbons', enclosed within a light blue rectangular border.

David Gibbons
Executive Director

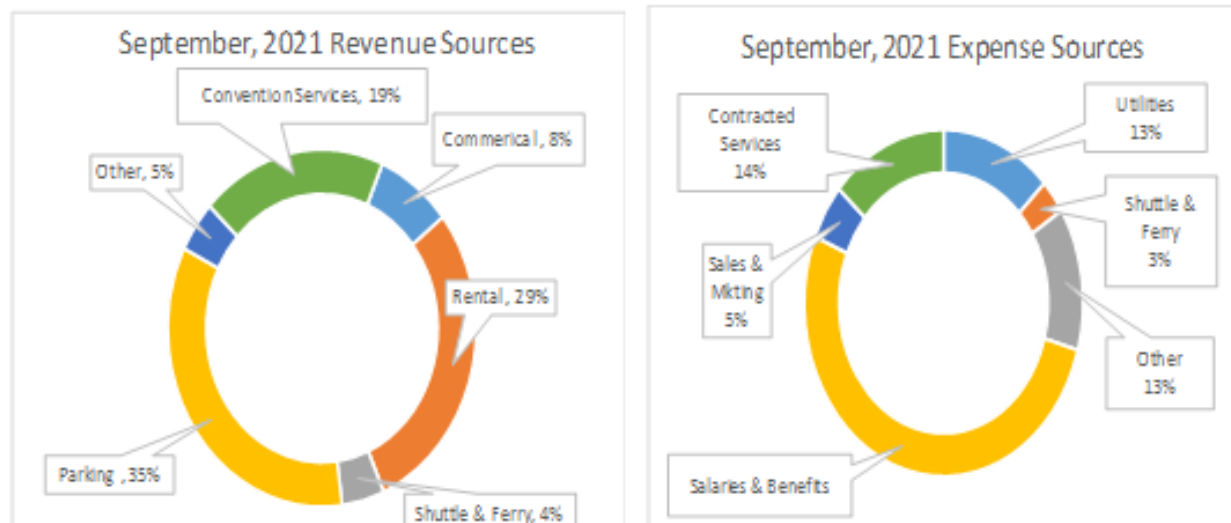
Financial Summary and Reports

I. Results of Operations

FY 2022 for the Month Ended – September 2021



	Budget September	Actual September	Variance Favorable/ (Unfavorable)	Budget YTD	Actual YTD	Variance Favorable/ (Unfavorable)
Net cost of operations.....	\$ (3,120,584)	\$ (993,577)	\$ 2,127,007	\$ (9,814,482)	\$ (3,520,409)	\$ 6,294,073



Results of Operations
FY 2021 for the Eleven Months Ending
September 30, 2021

	Budget September	Actual September	Variance Favorable/ (Unfavorable)
Revenues:			
BCEC.....	\$ 823,701	\$ 1,310,493	\$ 486,792
Lawn on D.....	157,896	320,509	162,613
Hynes.....	627,081	641,147	14,066
Boston Common Garage.....	677,169	941,618	264,449
MassMutual Center.....	117,096	285,340	168,244
Springfield Civic Center Garage.....	34,078	62,346	28,268
Other Income.....	60,979	61,939	960
Total revenues.....	2,498,000	3,623,392	1,125,392
Expenses:			
BCEC.....	2,167,288	1,890,624	276,664
Lawn on D.....	79,181	26,102	53,079
Hynes.....	1,126,157	831,278	294,879
Boston Common Garage.....	174,336	153,293	21,043
MassMutual Center.....	800,696	715,995	84,701
Springfield Civic Center Garage.....	28,720	24,326	4,394
Subtotal operations.....	4,376,378	3,641,618	734,760
Central administration.....	754,168	736,343	17,825
Sales and marketing.....	488,038	239,008	249,030
Total expenses.....	5,618,584	4,616,969	1,001,615
Net Income from/(cost of) operations.....	\$ (3,120,584)	\$ (993,577)	\$ 2,127,007

II. Explanation of Significant Financial Activities

Summary – September 2021, Fiscal Year 2022

For the month of September 2021, the net cost of operations was approximately \$994 thousand, which represented a favorable comparison to the budget by approximately \$2.127 million.

Revenues

- BCEC revenues exceeded the budget by \$487K. The largest factors for this were positive variances (actuals exceeded budget) in the convention center rental revenue, electrical revenue, and parking lot fees of approximately \$329K, \$97K and \$105K, respectively all of which were due to an increase in the number and size of events held during September, including one Gate Show event (Fan Expo).
- Lawn on D revenues were over budget by \$163K. This variance was due to food and beverage and convention center rental revenues coming in over budget by \$55K and \$101K, respectively due to increased number and size of outdoor shows and events.
- Hynes revenues were mainly in line with the budget as actual revenues exceeded budget by only \$14K.
- Boston Common Garage revenues were \$264K over budget. Transient parker revenues exceeded the budget by \$231K as fewer people are taking public transportation and instead are driving into Boston for work or for recreation as businesses continue to reopen.
- MassMutual Center revenues were over budget by \$168K because of more actual events than was expected during the month of September which caused an increase of approximately \$55K over budget in miscellaneous other income which comprises such revenues as audio visual, advertising and rebates, ticket service & facility maintenance fees. In addition, as a result of the increased number of events, there was also a positive variance to the budget of approximately \$137K in revenues from reimbursed charges.
- Springfield Civic Center Garage revenues exceeded the budget by \$28K as monthly parkers were \$17K over budget and transient parkers were \$11K over budget.

Expenses

- BCEC operating expenses were \$277K below budget. The primary causes of this positive variance are: 1) an approximately \$117K savings in water ferry services expenses due to limited service as commuters continue to work remotely due to the Covid pandemic; 2) approximately \$47K savings in shuttle bus services as no amounts have been spent on shuttle bus services during September; and, 3) approximately \$98K savings in electricity costs, which are highly variable from month to month.
- Lawn on D expenses were under budget by approximately \$53K. This variance was due to budget savings of \$13K and \$22K in payroll and professional services, respectively. While these line items had budgets in September, there were no charges this month.
- Hynes operating expenses were \$295K below budget, mainly due to the following: 1) restaurant real estate tax expense was \$52K under budget for the first quarter of FY22, 2) total contracted services, which includes expenses such as cleaning, houseman, maintenance, show security, etc. was under budget by a total of \$184K, 3) electricity costs, which are highly variable from month to month, realized a savings of \$58K.

- Boston Common Garage expenses were under budget by \$21K as managers/supervisors contracted services expenses were approximately \$12K under budget as well as basic maintenance expenses came in under budget by \$7K. These expenses are invoiced directly from ProPark, Inc.
- MassMutual Center expenses were below budget by \$85K. This savings can be attributed to 1) a savings of \$39K in electricity costs which are highly variable from month to month, 2) miscellaneous contracted services (which includes trash, background checks, police, fire, EMT, etc.) coming under budget by \$56K due a concerted effort by staff to control expenses.
- Springfield Civic Center Garage expenses were modestly under budget by \$4K for the month of September.
- Central administration expenses were under budget by \$18K. The main driver of this variance is due to community outreach expenses coming under budget by approximately \$12K as only one \$500 payment was invoiced and paid during the month.
- Sales and marketing expenses were under budget by \$249K. These expenses are primarily invoiced from the GBCVB.

III. Consolidated Statement of Operations – Budget vs. Actual

For the month ending September 30, 2021

	Budget September	Actual September	Variance Favorable/ (Unfavorable)	Budget Year to Date	Actual Year to Date	Variance Favorable/ (Unfavorable)	FY22 Original Annual Budget
Revenues:							
BCEC.....	\$ 823,701	\$ 1,310,493	\$ 486,792	\$ 2,509,961	\$ 3,283,229	\$ 773,268	\$ 20,592,697
Lawn on D.....	157,896	320,509	162,613	473,689	709,425	235,736	789,482
Hynes.....	627,081	641,147	14,066	1,094,754	1,446,913	352,159	6,763,963
Boston Common Garage.....	677,169	941,618	264,449	2,027,005	2,703,064	676,059	7,830,952
MassMutual Center.....	117,096	285,340	168,244	187,754	470,873	283,119	4,571,620
Springfield Civic Center Garage.....	34,078	62,346	28,268	100,230	127,230	27,000	100,230
Other Income.....	60,979	61,939	960	186,258	232,617	46,359	749,526
Total revenues.....	2,498,000	3,623,392	1,125,392	6,579,651	8,973,351	2,393,700	41,398,469
Expenses:							
BCEC.....	2,167,288	1,890,624	276,664	6,695,615	5,133,874	1,561,741	29,552,239
Lawn on D.....	79,181	26,102	53,079	223,286	76,362	146,924	460,456
Hynes.....	1,126,157	831,278	294,879	2,916,571	2,281,912	634,659	12,297,201
Boston Common Garage.....	174,336	153,293	21,043	541,316	513,627	27,689	2,152,047
MassMutual Center.....	800,696	715,995	84,701	2,410,909	1,688,468	722,441	9,675,924
Springfield Civic Center Garage.....	28,720	24,326	4,394	86,160	71,286	14,874	86,160
Subtotal operations.....	4,376,378	3,641,618	734,760	12,873,857	9,765,529	3,108,328	54,224,027
Central administration.....	754,168	736,343	17,825	2,173,663	2,095,320	78,343	8,818,564
Sales and marketing.....	488,038	239,008	249,030	1,346,613	632,911	713,702	5,386,450
Total expenses.....	5,618,584	4,616,969	1,001,615	16,394,133	12,493,760	3,900,373	68,429,041
Net income from/(cost of) operations.....	\$ (3,120,584)	\$ (993,577)	\$ 2,127,007	\$ (9,814,482)	\$ (3,520,409)	\$ 6,294,073	\$ (27,030,572)

IV. Statement of Capital Spending

As of September 30, 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	\$ 1,418,473	\$ 6,889,327
Vehicles (Ferry).....	800,000	-	800,000	-	800,000
Facility Improvement.....	7,346,935	-	7,346,935	1,251,026	6,095,909
Equipment & Fixture - Equipment.....	200,000	-	200,000	-	200,000
Equipment & Fixture - Fixtures.....	-	-	-	2,918	(2,918)
Subtotal - BCEC.....	16,654,735	-	16,654,735	2,672,416	13,982,319
Hynes					
Strategic Investment.....	-	-	-	-	-
Facility Improvement.....	2,379,020	-	2,379,020	62,504	2,316,516
Equipment & Fixture - Equipment.....	-	-	-	-	-
Equipment & Fixture - Fixtures.....	-	-	-	-	-
Subtotal - Hynes.....	2,379,020	-	2,379,020	62,504	2,316,516
BCG					
Strategic Investment.....	55,000	-	55,000	20,621	34,379
Facility Improvement.....	400,000	-	400,000	17,804	382,196
Equipment & Fixture - Equipment.....	-	-	-	-	-
Equipment & Fixture - Fixtures.....	-	-	-	-	-
Subtotal - BCG.....	455,000	-	455,000	38,425	416,575
MMC					
Strategic Investment.....	-	-	-	13,816	(13,816)
Facility Improvement.....	3,740,000	-	3,740,000	26,150	3,713,850
Equipment & Fixture - Equipment.....	111,245	-	111,245	500	110,745
Equipment & Fixture - Fixtures.....	-	-	-	12,388	(12,388)
Subtotal - MMC.....	3,851,245	-	3,851,245	52,854	3,798,391
Admin/Multi					
Facility Improvement.....	1,135,000	-	1,135,000	-	1,135,000
Equipment & Fixture - Equipment.....	1,000,000	-	1,000,000	-	1,000,000
Salary and Benefit Allocation.....	2,275,000	-	2,275,000	612,552	1,662,448
Subtotal - Admin/Multit.....	4,410,000	-	4,410,000	612,552	3,797,448
Total Annual Capital Projects.....	27,750,000	-	27,750,000	3,438,751	24,311,249
BCEC					
Master Planning.....	250,000	-	250,000	8,136	241,864
MMC					
Springfield Garage Replacement.....	2,000,000	-	2,000,000	5,824	1,994,176
Total Budgeted Capital Projects.....	\$ 30,000,000	\$ -	\$ 30,000,000	\$ 3,452,712	\$ 26,547,288

V. Long Term Sales Lead Status Report

American Association for the Study of Liver Disease – The Liver Meeting 2029

The American Association for the Study of Liver Disease (AASLD) is the leading organization of scientists and healthcare professionals committed to preventing and curing liver disease. AASLD fosters research that leads to improved treatment options for millions of liver disease patients. AASLD advances the science and practice of hepatology through educational conferences, training programs, professional publications, and partnerships with government agencies and sister societies. AASLD's membership encompasses all professionals dedicated to hepatobiliary discoveries and patient care. AASLD has been a repeat Hynes customer since 2002. They are confirmed at the Hynes for 2023 and 2026. For 2026, we offered availability to move to the BCEC in October, but the space did not accommodate AASLD's requirements for move in and set up. As the meeting has grown, they are looking to move to the BCEC in 2029. The client has expressed interest to confirm these dates by end of the year. The preferred dates and space are November 6-13, 2029 and are cleared for first option. Proposal due to client by mid-November 2021.

Building: BCEC

Attendance: 10,000

Peak Room Nights: 5,600

Total Room Nights: 27,630

Month / Year: November 2029

Keurig Dr Pepper National Sales Meeting 2023

Keurig Dr Pepper (KDP) is a leading beverage company in North America and headquartered in Burlington, Massachusetts. The KDP National Sales Meeting focuses on sales and marketing programs for the coming year for all KDP Brands. Attendees include executive and senior management, sales, packaged goods distributors, marketing, and IT. The group is looking at Boston for June 2023 at the Hynes Convention Center. Although we do not have their preferred June dates available, we are working together to see if July dates can be considered. 2023 will be the first year that this group is looking outside Texas for their National Sales Meeting if the July dates are accepted. A site visit would need to take place before the June 2022 meeting where a final decision will be made.

Building: Hynes

Attendance: 3,500

Peak Room Nights: 808

Total Room Nights: 2,492

Month / Year: June/July 2023

IBM Corporation Think 2024

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. Think, a premier IBM hybrid cloud and AI event, will be transformed beginning in 2022 to deliver a premier experience to IBM's "top strategic clients." Historically, a much broader audience has been invited to participate. 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. IBM will kick off the redesign of this program in Boston in 2022; the BCEC/Seaport Package was confirmed in September of 2021. IBM has

expressed interest in establishing a set rotation with Boston contingent on successful negotiations. Pricing, the ability to accommodate all needs, a strategic location with ample amenities and attractions are all key decision factors. IBM's CEO and Top-level Leadership will make the final decision with the recommendation of both IBM Procurement and the IBM Global Conferences & Events Team. Because the program agenda is still being conceptualized, room nights are a moving target; and we are told by IBM could increase. Decisions and contracting are set to be made by calendar year-end (end of 2021).

Building: BCEC

Attendance: 5,000

Peak Room Nights: 3,250

Total Room Nights: 11,417

Month / Year: June 2024

American School Counselor Association Annual Conference 2025

The American School Counselor Association (ASCA) supports school counselors' efforts to help students focus on academic, personal/social and career development so they achieve success in school and are prepared to lead fulfilling lives as responsible members of society. ASCA provides professional development, publications and other resources, research and advocacy to more than 25,000 professional school counselors around the world. The Annual Conference focuses on providing professional development, enhancing school counseling programs and researching effective school counseling practices. These activities help ASCA fulfill its mission to ensure excellence in school counseling in order to enhance the development of all students. The Annual Conference will bring together 3,500 school counselors, college professors, graduate students and counseling supervisors. ASCA last met in Boston at the Hynes in 2019 and had a fantastic meeting. ASCA mentioned when they were ready to source Boston again they would be interested in the BCEC over the Hynes. The 2019 program just fit at the Hynes and with their anticipated growth they feel as they will not fit in the Hynes in the future. This group typically does not rotate through cities for eight to ten years therefore we thought our next opportunity to welcome them back would not be until 2029. Kelly and I connected, and she mentioned she was sourcing 2025 – 2028 and that Boston would be included which was great news. We have a great layering opportunity at the BCEC in July of 2025 between definite business. We submitted our bid which is now under review. This event has great F&B spend at the center, decent room nights, and will meet in July, making it a great piece of business. This is an internal decision and Kelly is targeting year end to have a final decision on all future years 2025-2028.

Building: BCEC

Attendance: 3,500

Peak Room Nights: 1,400

Total Room Nights: 5,833

Month / Year: July 2025

American Orthopedic Society for Sports Medicine Annual Meeting 2025

The American Orthopedic Society for Sports Medicine (AOSSM) is a world leader in sports medicine education, research, communication, and fellowship. Founded in 1972, AOSSM is an international organization of orthopedic surgeons and other allied health professionals dedicated to sports medicine. We hosted the AOSSM Annual Meeting at the Hynes for the first time in 2019. The Hynes meeting was a record attended event for the AOSSM maxing out the exhibit floor and Tom Brady as the sold-out keynote speaker. We have been in communication to find a future year since the success of the last Boston meeting in 2019 but have been unable to find dates due to the uncertainty of the Hynes beyond 2023. Recently we discussed the possibility of the BCEC for 2025 and we presented dates for this smaller event to be layered along-side another contracted event that is only using half of the BCEC. AOSSM is interested in reviewing a proposal for

the June 2025 BCEC dates which are an ideal fit for all parties, including the hotels. The clients plan to make a decision on the location for the 2025 Annual Meeting and sign agreements before year-end 2021. Our competition is New York, Baltimore, Nashville and Atlanta. Boston is of great interest with the success of the 2019 meeting, but costs will be higher due to the need to set the plenary session in an exhibit hall since the ballroom is already contracted by another event. We expect an update from this client by the end of November and possibly a site visit to view the BCEC space offered for 2025.

Building: BCEC

Attendance: 2,500

Peak Room Nights: 1,100

Total Room Nights: 4,070

Month / Year: June 2025

VI. Event & Media Sales Definite Business

Brigham and Women's Hospital

Brigham and Women's Hospital (BWH) is the second largest teaching hospital of Harvard Medical School and the largest hospital in the Longwood Medical Area in Boston, Massachusetts. Along with Massachusetts General Hospital, it is one of the two founding members of Mass General Brigham, the largest healthcare provider in Massachusetts. They host an Annual Women's Health Luncheon, one of the largest women's health fundraisers in Boston to help improve healthcare for women around the world. This would be a first-time event for the BCEC/Hynes. After multiple outreach attempts that started in July 2021, we learned that they are starting to research venues for this event. Scheduling a site visit to tour both facilities

Building: BCEC/Hynes

Attendance: 800

Peak RNs: 0

Total RNs: 0

Month/Year: May 2022

Boston Celtics Shamrock Foundation

The mission of the Boston Celtics Shamrock Foundation is to extend the reach of the Celtics championship legacy into the community through programs that directly benefit children in need. To do this, the Foundation applies a team mentality and relies on key partnerships with New England-based non-profit organizations that provide vital services and support to youth. By providing resources, support, and funding, these and other local community-based organizations can increase their collective impact in the community and serve thousands of in need youth every year. The Tip-Off Gala is an annual Gala hosted by the Boston Celtics Shamrock Foundation in partnership with the New England Baptist Hospital. The event did not occur in 2020 or 2021 due to COVID, but they would be looking to host an in-person event for 2022. Event has historically been held at the Seaport Hotel and the Boston Public Library. This would be a new event at the BCEC.

Building: BCEC

Attendance: 2,000

Peak RNs: 0

Total RNs: 0

Month/Year: October 2022

Massachusetts Association of Insurance Agents (MAIA)

The Massachusetts Association of Insurance Agents is the leading trade association for over 1,100 Massachusetts independent insurance agencies and their estimated 9,000+ employees. MAIA is dedicated to strengthening and elevating the independent insurance agency system through unwavering advocacy and promotion, quality education, key insights and advice, market access and essential products. MAIA's Big Event Conference & Trade Show is an annual event that brings together the Massachusetts independent insurance agency community as well as related industries. This would be a first-time event.

Building: Hynes
Attendance: 2,000+
Peak RNs: 225 rns
Total RNs: 480 rns
Month/Year: Fall 2023

TCR2 Therapeutics Inc.

TCR2 Therapeutics is a clinical-stage cell therapy company developing a pipeline of novel T cell therapies for patients suffering from solid (cancer) tumors. The company is focused on the discovery and development of product candidates against novel and complex targets utilizing its proprietary T cell receptor (TCR) Fusion Construct T cells (TRuC®-T cells). This is their employee summer event, which would be a first-time event on the Lawn on D.

Building: Lawn on D
Attendance: 150
Peak RNs: 0
Total RNs: 0
Month/Year: Summer 2022

Pear Therapeutics

Pear Therapeutics discovers, develops, and delivers clinically validated software-based therapeutics to provide better outcomes for patients, smarter engagement and tracking tools for clinicians, and cost-effective solutions for payers. Pear has a pipeline of products and product candidates across therapeutic areas, including severe psychiatric and neurologic conditions. This is their staff outing and would be a first-time event on the Lawn on D.

Building: Lawn on D
Attendance: 100+
Peak RNs: 0
Total RNs: 0
Month/Year: Summer 2022

MassMutual Center - Springfield Update:

SALES UPDATE – October 2021

30

New Inquiries

59

Total inquiries Worked

October, 2021			FY22 YTD		
Category	Total	Room Nights	Category	Total	Room Nights
Definite Booked					
8 Bookings	\$68,750	0	36 Bookings*	\$505,350	2,328
New Tentative					
8 Bookings	\$60,750	0	11 Bookings	\$109,250	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:

- > 3 significant Convention Center Bookings in October
 - > 3,260 attendees
 - > \$1.02M in EI for Springfield
 - > 2 Booked within 6 months of arrival
 - > 1 Rebooked for 2022, remaining 2 in negotiation
- > Short-term bookings continue to be active
 - > 7 of the 8 definite events booked in October are for FY22
 - > 9 of the 11 tentative events are for FY22

Tradeshow Update:

- > Preparation for DC Appointments at the end of November – reviewing target accounts with GSCVB

Administrative Update:

- The Springfield Thunderbirds hosted five games this month with close to a sellout on opening night. The team is off to a great start and is currently holding down first place.
- AIC hockey hosted four games this month with three games against nationally ranked opponents.
- The MMC team hosted the following events this month: WNEU Formal, GBMP Northeast Lean conference, SNA of MA Fall conference, Greater Love Ministries and Herbalife.
- Staff has been working through the ballroom and meeting rooms and refreshing the painting of these spaces during the down time.
- Johnny Manningham has returned to MMC as our Production Coordinator – excited to have him back!
- Looking into opportunities to enhance wall signage on the BOH concourse.
- Attended the GSCVB Annual Meeting at the Sheraton.
- Began reviewing the results of the 2021 Employee Survey. Will be developing action plans for each department as well as a collective plan for the full results.
- Continuing to work on VIP Fighting Boxing event on January 14.

- Premier Fighting Championship is officially looking to move to contract for February 26 MMA event – they’ve decided to enforce their exclusivity clause, so we’ll be unable to host CES MMA on February 4.
- Reviewing our economic impact procedures and opportunity to improve how we quantify the impact of our events. Submitted a proposal to the MCCA for additional discussion.
- Close to moving to contract for March 6 Jiu Jitsu Event in Exhibition Hall A.
- Received and began reviewing RFP for PFL MMA in the Arena for 2022.
- Working on arranging a training event for our IATSE members on the Arena Lighting system so more of our team becomes efficient in operating the program.
- Fixed billing issue on USA Security invoices – saving some money for MMC.
- CES Boxing is working with the Sheraton on a room block for their November 27 event.
- Adjusted all building signage to highlight new ‘mask recommendation’ instead of the previous mask mandate.
- Held newly renovated Department Head Meeting to review high level opportunities for improvement and areas of focus.
- Completed October 2021 Month End report, PACE report, Pipeline Report and EI Report
- Began adding contacts into MMC Prospecting Account in preparation for launching the Target account solicitation plan for CY2022
- Presented new Electronic Client Survey to GM, Dir. of Events, Dir. of Ops for review. Adding in and adjusting some questions. Will work with DOM about adding as a blind page on the website for clients to log in and complete. Thank you to Koby for putting together the survey form.
- Went on-sale with November 19 Premier Fighting Championship MMA event.
- Went on-sale with November 27 CES Boxing event.
- Submitted proofs to Feld for Disney on Ice tour. Presale set for November 9.
- Evolv unit has been installed in the Convention Center – we will be utilizing it for this weekend’s event – holding off on installation for the arena unit.
- Held TEAM Springfield meeting to begin discussing FY22 marketing campaign.
- Met with MGM Booking to discuss list of arena events currently on-hold for 2022.
- Reviewing ‘Stars on Ice’ event through IMG – rider has been sent – looking for a \$100K guarantee, so likely will need to pass on this opportunity.
- Hosted employee potluck, costume contest, door decorating contest through the engagement committee.
- Continuing to work on the 2022 MassMutual Center Sales Incentive program.
- Fully executed the Bulkley Richardson sponsorship agreement.
- Sent over FY22 Reforecast to MCCA

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				
Premier Fighting Championships	N/A	Rental	November 19, 2021	11/9/2021
CES Boxing	N/A	Rental	November 27, 2021	11/9/2021
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	11/9/2021
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				
VIP Fighting	N/A	Rental	January 14, 2022	11/9/2021
Red Sox Winter Weekend	N/A	Rental	January 21-23, 2022	11/9/2021
WWE Live!	N/A	Rental	Sunday, February 27, 2022	5/28/2021
Jiu Jitsu	N/A	Rental	Sunday, March 6, 2022	11/9/2021
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				
CES MMA	N/A	Rental	December/January 2022	11/9/2021
Premier Fighting Championships	N/A	Rental	February 26, 2022	11/9/2021
Quiet Riot	N/A	Rental	March 2022	11/9/2021
TBD Urban Comedy	TBD	TBD	Spring 2022	10/14/2021
Stars on Ice	\$100K	Direct Buy	April/May 2022	11/9/2021
John Mulaney	N/A	Rental	June 2022	11/9/2021
Janet Jackson	N/A	Rental	July 2022	11/9/2021
Trolls Live	N/A	Co-Pro	Fall 2022	7/6/2021
Price is Right Live	TBD	Co-Pro	Fall 2022	5/28/2021
PFL MMA	TBD	TBD	TBD 2022	11/9/2021
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 & Capital Projects Update – FY22:

The MMC currently has the following projects in progress: MMC Convention Center Carpet Replacement, Webco Compressor Replacement, MMC Roof Repair, MMC Digital Signage/Marquee, MMC Content Management System (Colosseo)Replacement and Enhanced Security Detector System (Evolve). Additionally, the MMC Radio Infrastructure project is working on the project scope for the consultants and MMC AHU Refurbishment are finalizing documents for bid process in November.

Here are the updates for the MMC projects: Greenwood Industries has started work on the MMC roof repairs. The work majority of the work has been completed by the end of October. The remaining work is trim work and some small added repairs found during the project.

MMC Compressor replacement update- NB Kenney was the lone bidder at \$312,000 which included all alternates. The project was presented to the board by John Donahue and approved. Next steps will be a kick off meeting.

The following MMC projects are all in the design phase: CC Carpet Replacement update- FMA has requested large tufted samples of carpet from Shaw and these have been shipped to and received by the MCCA. MMC is waiting on final approval of samples. FMA visited the MMC and requested some interior detail drawings of the convention center which were sent. Digital Signage/Marquee update- the MCCA project team has responded to Selbert Perkins with content management system criteria. Kleinfelder has issued a revised budget and MCCA team is reviewing the costs and ROI. Selbert Perkins will begin meetings with vendors to review the scope.

Civic Center Garage designer services update – three bids were received and the next step is the MCCA will schedule meetings with the design firms.

Food & Beverage – Q2 FY21 Highlights:

A strong October in the convention center kicked off with a rescheduled event from May of 2020. WNE University hosted their 2020 senior formal. 175 graduates joined us for an evening of remembrance. The event started with a reception with passed appetizers as well as a cheese display. For dinner, they moved into the ballroom with strolling dinner stations to enjoy. Guests were given the option of tacos or pasta. A mini cannoli station was rolled out following dinner. The evening progressed with dancing and a cash bar. Guest had a wonderful evening catching up.

The following week, the NE Lean conference moved in for a two-day conference. The first started with our executive continental breakfast for 215. Attendees had a brief break mid morning with coffee and whole fruit before a buffet lunch with minestrone soup, garden salad and assorted sandwiches. Day one concluded with a kettle popcorn station which included sea salt and caramel, Siracha an garlic & rosemary kettle corn. Day two had the continental breakfast and AM break. Lunch on day 2 was a plated lunch featuring orange glazed Statler chicken breast, mashed potatoes and grilled asparagus.

The T Birds held a preseason game on 10/8. Typically, attended by just 500 season ticket holders, Spectra offered a free hot dog and soda to the first 1000 people through the gates. We saw over 1000 and revenues tripled a typical preseason game with canned beer topping sales.

AIC Hosted Quinnipiac for the first time in the 2021/2022 season. A decent crowd of 381 for an AIC game gave us a \$7.65 per cap. Canned Beer topped the sales for the night.

Saturday night we hosted the Oct-T-Birds Fest for the third time.

- A pre-game beer tasting which featured over 20 vendors sampling some of their new crafts, we had a record 400 guests turned out to enjoy the event.
- Vendors were supplied with tickets to the game following the tasting.
- Each guest was given 10, 2oz samples to try. All of the product sampled were available to purchase on the concourse following the event which contributed to a record per cap of \$12.71 for T Birds games.

On Sunday, a much milder crowd of just 1225 people came out for a Halloween matinee game against Charlotte. A fairly quiet day with a good Sunday per cap of \$8.53.

On the heels of our busiest weekend since before Covid, School Nutrition Association of Mass moved in on Monday. We host a reception for their vendors on Monday night with a cash bar, pizza and wings. The next morning, attendees enjoyed breakfast burritos and crème Brulé French toast. To conclude their day, we pour a sparkling apple cider toast and rolled out 70th anniversary cupcakes for all.

With things slowing down in the convention center, the arena is now in full swing. AIC hosted Army for a lightly attended night. Continued strong per caps across the board, this game saw \$9.23. Fans are enjoying the foot long hotdogs at Hot Dog Nation.

The next night, we had our first Friday night game for the Thunderbirds. This year's Friday promotion is called \$2 Fridays where fans can get a \$2 hot dog, \$2 Coors Light and a \$2 fountain soda until the first period ends. Coupled with a promotion with MGM offering any Mlife member 2 free tickets, the team was ready for a push on hot dogs. We prepared 1800 of them, only to find that the promotion did not go as well as we thought. With over 600 hot dogs still out there at the conclusion of the first period, we had the house announcer let the fans know the deal would run until supplies last. In the end, we sold all but 100 of them.

Halloween weekend kicked off with an AIC game against local rival Quinnipiac College. 381 fans showed up to cheer on their AIC Yellow Jackets. Our Dippin' Dots cart did especially well with a large number of families with kids.

On Saturday night, we hosted our third Oct-T-Bird Fest, a beer tasting featuring over 20 local craft beer vendors held in the back of the concourse before the game. A record 400 paid ticket holders were entitled to 10, 2oz samples from the vendor of their choice. Vendors were invited to stay for the game following the tasting. Vendors and guests enjoyed the evening. The trend of great per caps continued as once again, we set a per cap records for Thunderbirds games at \$12.71.

A busy month concluded on Halloween with a matinee game. Fairly light in attendance, kids were able to trick or treat on the concourse.