

**MINUTES OF THE MEETING**  
**of the**  
**MASSACHUSETTS CONVENTION CENTER AUTHORITY**  
**JUNE 12, 2025**

A meeting of the Massachusetts Convention Center Authority (“MCCA or “Authority”) was convened on June 12, 2025, at 10:00 a.m. at the Boston Convention and Exhibition Center (“BCEC”), 415 Summer Street, Boston, MA in Meeting Room 107A, and via MICROSOFT TEAMS MEETING OR JOIN BY TELEPHONE: DIAL-IN NUMBER 1-857-702-2232; CONFERENCE ID: 410 805 48#.

Members in attendance at the BCEC or via MICROSOFT TEAMS were the following: Emme Handy, Khushbu Webber, Dr. Aisha Miller, Cindy Brown, Sheena Collier, Michael Donovan, Michael Flaherty, Ashley Groffenberger, Meg Mainzer-Cohen, Chris Pappas and Xiomara Albán DeLobato.

Staff members in attendance at the BCEC or via MICROSOFT TEAMS include the following: Marcel Vernon, Kevin Scanlon, Bradley McMillin, Milton Herbert, Lennie De Souza, Robert Noonan, John Donahue, Dave Silk and Mark O’Leary.

**I. ROLL CALL**

Chair Emme Handy called the meeting to order at 10:00 a.m. and a quorum was established by a roll call.

Roll Call:

Emme Handy	Present
Khushbu Webber	Present
Dr. Aisha Miller	Present
Cindy Brown	Present
Sheena Collier	Present
Michael Donovan	Present
Michael Flaherty	No Answer <sup>1</sup>
Ashley Groffenberger	Present
Meg Mainzer-Cohen	Present
Chris Pappas	Present
Gwill York	No Answer
Xiomara Albán DeLobato	Present

**II. REVIEW AND ADOPTION OF MINUTES**

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<sup>1</sup> Michael Flaherty joined at approximately 10:20 a.m.

Upon motion duly made and seconded, the minutes of the May 15, 2025 Board Meeting were unanimously approved by roll call vote.

Roll Call:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes
Michael Donovan	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes
Xiomara Albán DeLobato	Yes

### **III. CHIEF EXECUTIVE OFFICER’S UPDATE**

Marcel Vernon, Chief Executive Officer, provided an update focusing on a proposed revision to the MCCA mission statement to emphasize workplace culture alongside economic growth and customer service excellence. He highlighted the ongoing strategic plan development and discussed plans to revitalize the Hynes Convention Center by introducing new digital advertising spaces to enhance visitor experience and generate additional revenue. There was a discussion with Board members about the location of the signage, permitting and site visits to the Hynes during its shutdown.

### **IV. DEPARTMENT UPDATES**

Members of the Executive Team made short presentations to the Board about what is happening within their departments. Presentations were made by Dave Silk, Chief Communications Officer who showed a video of various events that were recently held. Lennie De Souza, Chief Human Resources Officer, presented an initiative to improve new employee onboarding to foster better integration, performance and retention. And John Donahue, Chief of Operations and Capital Projects, who reported on the management of facility maintenance and capital projects.

### **V. BOSTON CONVENTION AND MARKETING CENTER REPORT**

Milt Herbert, Executive Director of the Boston Convention Marketing Center (“BCMC”), provided an update on sales and marketing efforts, reporting strong bookings with over 1,200 room nights from 10 new contracts in May and a robust pipeline extending through 2030.

**VI. MASSMUTUAL CENTER/MGM SPRINGFIELD SALES AND MARKETING UPDATE**

Sean Dolan, General Manager of the MassMutual Center, presented an update on the events and sales at the MassMutual Center.

**VII. REPORT OF ADMINISTRATION, FINANCE & PERSONNEL COMMITTEE**

**1. BOARD VOTE - Specialty Security Services**

Chair Webber introduced Rob Noonan, Chief Information Security Officer, who presented the following vote to the Committee. An RFP for Specialty Security Services was published and advertised on March 10, 2025. Based upon proposals submitted, the Authority recommends Allied Universal for the Authority's future Specialty security services provider.

**VOTE: The Massachusetts Convention Center Authority hereby authorizes the Chief Executive Officer or his Designee to enter into a contract with Allied Universal for Specialty Security Services for 3 years in an amount not to exceed \$1,437,268.50.**

Roll Call Vote:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes
Michael Flaherty	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes
Xiomara Albán DeLobato	Yes
Michael Donovan	Yes

**2. Fiscal Year 2026 Budgets**

**a. BOARD VOTE – Operating Budget**

Bradley McMillin, Chief Financial Officer, prior to presenting the vote on the FY2026 operating budget, gave the Committee a concise summary. Our FY26 revenue is projected roughly flat to FY25. FY2025 adopted revenue was \$ 82,273,362, FY 2026 proposed revenue is \$ 82,268,111. The BCEC is operating at, or above, practical operating capacity and forecasted revenue remains flat. The Hynes revenue declined in recent years primarily due to sales restrictions from Fall 2019-Spring 2023. There are moderate gains over FY25 anticipated at Lawn on D, Boston Common Garage, and Springfield Garage. MassMutual Center

anticipates a decline in arena event days, with revenue loss made up by increase in service revenue. The FY26 projected budget of \$102,705,863 are projected roughly flat to FY25 of \$102,678,572. The forecasted draw from CCF in FY26 is \$19.6 million.

**VOTE: The Massachusetts Convention Center Authority hereby adopts and approves the operating budget for Fiscal Year 2026 considered this day, providing for operating expenses in the amount of \$102,705,863 and anticipating total available revenues of \$82,628,111 and authorizes the expenditure of operating revenues in addition to said amount as received against operating expenses as they become due, provided that said revenues remain in excess of said expenditures, and authorizes the transfer of amounts among accounts established thereunder.**

Roll Call Vote:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes
Michael Flaherty	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes
Xiomara Albán DeLobato	Yes
Michael Donovan	Yes

b. BOARD VOTE – Capital Budget

John Donahue, Chief of Operations and Capital Projects, presented to the Committee on the proposed capital projects budget for FY26. The FY26 requested budget is \$97,541,405. The Forecasted spend per Building is BCEC 48%, the Hynes 27%, BCG 4%, and Springfield 22%. There was a discussion with Board members about the purpose and function of the Convention Center Fund (“CCF”). The Chair explained the purpose of function of the CCF and stated that a further discussion of the CCF would be appropriate at another board meeting.

**VOTE: The Massachusetts Convention Center Authority hereby adopts and approves the capital budget for Fiscal Year 2026 considered this day, providing for capital expenses in the amount of \$97,541,405 and authorizes the transfer of amounts among accounts within the category of Annual Capital Projects established thereunder.**

Roll Call Vote:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes
Michael Donovan	Yes
Michael Flaherty	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes
Xiomara Albán DeLobato	Yes

### 3. BOARD VOTE – Greater Boston Convention & Visitors Bureau Agreement FY 2026

Milt Herbert, Executive Director, Boston Convention Marketing Center, presented the following vote to the Committee. Mr. Herbert noted the Authority annually contracts with the Greater Boston Convention & Visitors Bureau (“GBCVB”) to assist in the marketing and selling of meeting and convention space of the Authority, through the Boston Convention Marketing Center (BCMC). Mr. Herbert discussed the key elements of the BCMC’s annual budget, noting the FY25 approved Budget was \$ 6,655,000 and the FY26 proposed Budget remaining flat at \$ 6,655,000. There was a discussion about the Boston marketing budget and how that compared to the MassMutual Center’s marketing budget given the cost to operate the 3 different facilities. There was further discussion about the terms and purposes of the MCCA’s agreement with Meet Boston and how it relates to the MCCA. This was explained by Milt Herbert.

**VOTE: The Massachusetts Convention Center Authority authorizes the Chief Executive Officer or his designee to execute an Agreement with Meet Boston (GBCVB) for Marketing Services for Fiscal Year 2026 in an amount not to exceed \$7,980,762.**

Roll Call Vote:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes
Michael Donovan	Yes
Michael Flaherty	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes

Xiomara Albán DeLobato      Yes

4.      BOARD VOTE – Greater Springfield Convention & Visitors Bureau Agreement  
FY 2026

Mr. McMillin presented the following vote to the Committee. The annual funding agreement with Greater Springfield Convention & Visitors Bureau is to promote the Greater Springfield area and the Commonwealth as a destination for conventions, meetings and trade shows, and assist in the Region's efforts to develop and market itself as a tourism destination. The agreement provides for annual collaboration between GSCVB and MassMutual Center management including joint sales and marketing efforts. There was a discussion about the amount allocated to the GSCVB and advocacy from one board member to increasing the amount to \$1,000,000.

**VOTE:            The Massachusetts Convention Center Authority authorizes the Chief Executive Officer or his Designee to execute an Agreement with the Greater Springfield Convention & Visitors Bureau for Marketing Services for Fiscal Year 2026 in an amount not to exceed \$300,000.**

Roll Call Vote:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes
Michael Donovan	No Answer
Michael Flaherty	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes
Xiomara Albán DeLobato	Yes

5.      FY 2025 Financial Update April MTD and YTD

Chair Handy asked if we could skip the Financial Update as the meeting was running late.

**VIII.      REPORT OF DEVELOPMENT & CONSTRUCTION COMMITTEE**

1.      BOARD VOTE – MassMutual Center Radio Infrastructure

John Donahue, Chief of Operations and Capital Projects, discussed upgrading the MassMutual

Center's Radio Infrastructure, emphasizing the need for equipment replacement and compliance with safety standards. He presented the following vote to the Committee.

**VOTE: The Massachusetts Convention Center Authority hereby votes to authorize the Chief Executive Officer or his Designee to execute a contract for the Equipment and Services to Applied Communications Systems Incorporated (ACSI) to support the radio replacement and infrastructure upgrades in the amount of three hundred sixty-three thousand eight hundred eighty-two dollars and fifty-five cents (\$363,882.55) per construction plans and specifications documents dated June 5, 2025.**

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

Roll Call Vote:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes
Michael Donovan	Yes
Michael Flaherty	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes
Xiomara Albán DeLobato	Yes

## 2. BOARD VOTE – Security Screening Equipment

Rob Noonan, Chief Information Officer, discussed the importance of security screening and its effectiveness during events. He presented the following vote to the Committee members.

**VOTE: The Massachusetts Convention Center Authority hereby authorizes the Chief Executive Officer or his Designee to enter into a contract with Evolv Technology for 4 years in an amount not to exceed \$1,189,700.**

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

Roll Call Vote:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes

Michael Donovan	Yes
Michael Flaherty	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes
Xiomara Albán DeLobato	Yes

## **IX. REPORT OF EXECUTIVE COMMITTEE**

### **1. Bylaw Amendment Discussion**

Chair Handy and members of the Executive Committee had a brief discussion on amending the MCCA Bylaw section 4.15 regarding the contract approval limit. The current amount of \$ 250,000.00, has not been updated in 20 years, the proposal is to increase the contract dollar amount to \$750,000 which Board Members would need to approve. This will be discussed in more detail at a future meeting.

## **X. OLD BUSINESS**

There was no old business.

## **XI. NEW BUSINESS**

There was no new business.

## **XII. ADJOURNMENT**

A motion duly made and seconded, the meeting was adjourned at 12:04 p.m. by a unanimous roll call vote at

Roll Call:

Emme Handy	Yes
Khushbu Webber	Yes
Dr. Aisha Miller	Yes
Cindy Brown	Yes
Sheena Collier	Yes
Michael Donovan	Yes
Michael Flaherty	Yes
Ashley Groffenberger	Yes
Meg Mainzer-Cohen	Yes
Chris Pappas	Yes
Xiomara Albán DeLobato	Yes