

**MASSACHUSETTS  
CONVENTION CENTER  
AUTHORITY**

**NOTICE OF MEETING & AGENDA**

Pursuant to the Massachusetts Open Meeting Law, G.L. c30A, §§ 18-25, notice is hereby given of a meeting of the Massachusetts Convention Center Authority. The meeting will utilize remote technology and will take place:

**March 19, 2026– 10:00 a.m. – 12:00 p.m.**  
**Massachusetts Convention Center Authority Board Meeting**  
**Thomas M. Menino Convention & Exhibition Center**  
**415 Summer Street**  
**Boston, MA 02210**  
**Board Room 201**

and

VIA MICROSOFT TEAMS MEETING

[Join the meeting now](#)

OR DIAL-IN: 1-857-702-2232 - Phone Conference ID: 828 270 340#

Please only use dial-in or computer and not both as feedback will distort meeting.

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**AGENDA**

- I. Roll Call (Emme Handy)
- II. Review and Adoption of Minutes of February 12, 2026 (Emme Handy)
- III. Executive Director Update (John Barros)
- IV. MassMutual Center/ MGM Springfield Sales and Marketing Update (Sean Dolan)
- V. Boston Convention Marketing Center Performance Report (Milt Herbert)
- VI. Report of the Executive Committee
  - Executive Session for the purpose of discussing strategy with respect to collective bargaining if an open meeting may have a detrimental effect on the bargaining position of the public body and the Chair so declares - Local 103 Agreement
    - a. Local 103 Agreement (John Donahue) (VOTE)
    - b. Litigation Update (Alain Mathieu and Paige Scott Reed)
- VII. Report of the Development & Construction Committee (VOTE)
  - a. MMC compliance (MAAB) Sidewalk Improvements (VOTE) (John Donahue)

- VIII. Report of the Administration, Finance, & Personnel Committee (VOTE)
  - a. Approve renewal of insurance policies (Bradley McMillin)
- IX. Old Business
  - a. MCCA Board Retreat in April 2026 (Mass Mutual Center)
- X. New Business
- XI. Adjournment

On this date, March 17, 2026 before 10:00 am, this Notice was posted as Notice of Meeting – Massachusetts Convention Center Authority Meeting at [www.massconvention.com](http://www.massconvention.com) and e-mailed to: [regs@sec.state.ma.us](mailto:regs@sec.state.ma.us) , [contactanf@mass.gov](mailto:contactanf@mass.gov)

# ∴ MassMutual Center



MASSACHUSETTS  
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 **OVG**  
OAK VIEW GROUP



# February - March 2026

**SOLD OUT**  
**SOLD OUT**  
**SOLD OUT**



The Springfield Regional Chamber hosted its annual "Outlook 2026,"  
*photo taken from WWLP 22 News video clip*



- ✓ 27.03 Per Cap - Single Night Record!!!
- ✓ Over \$150K in total revenue



Franklin's John Woodall placed first in the finals at the 2026 MIAA All-State Wrestling Championships in the 113 pound weight class at the MassMutual Center in

2026 MIAA All -State Wrestling Championships  
*photos MetroWest Daily News*



# SALES UPDATE: FEBRUARY 2026

**11** NEW INQUIRIES

**45** WORKING INQUIRIES

## February Highlights



FEBRUARY 2026		
Category	Total	Room Nights
<b>Definite Booked</b>		
3 Bookings*	\$24,100	1,466*
<b>Tentative Booking</b>		
13 Bookings	\$147,910	

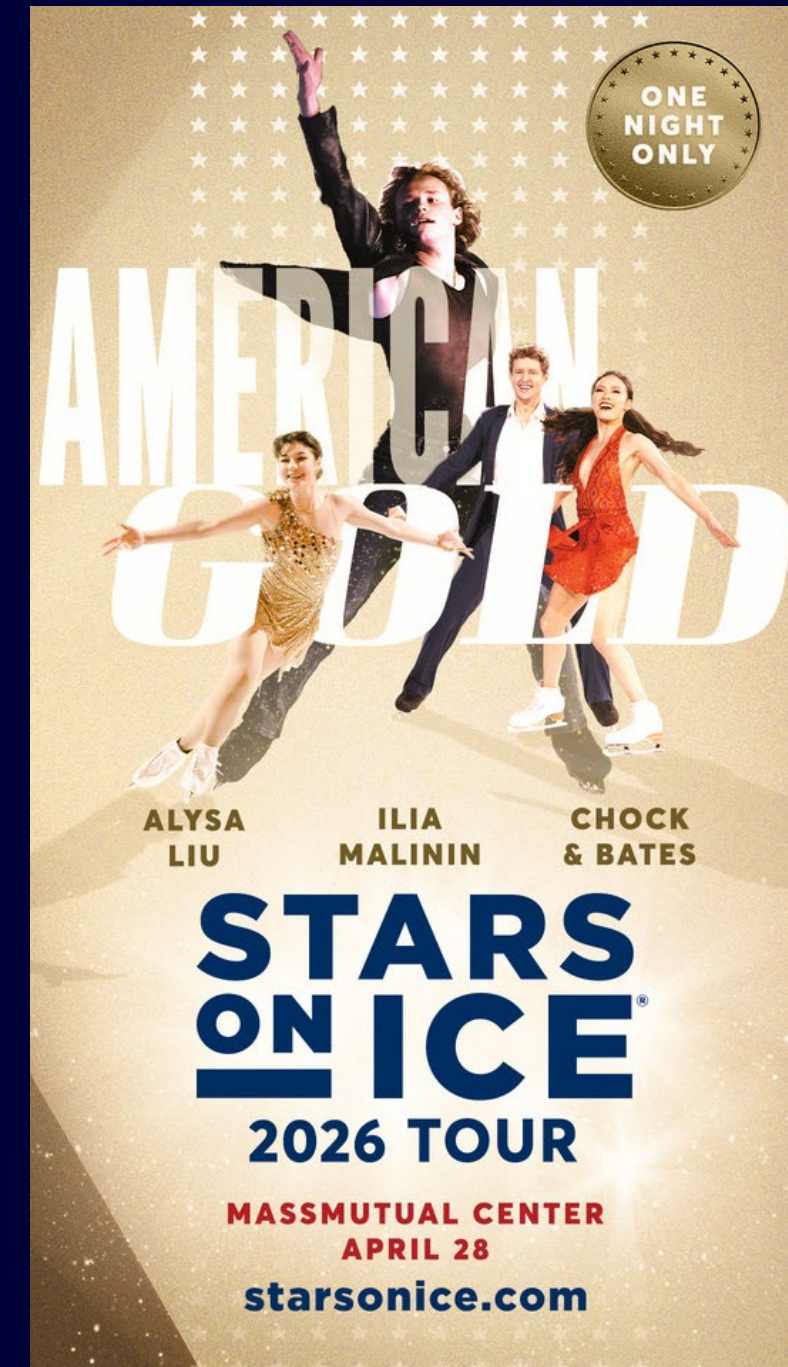
\* 1 Bulls Eye Booking

FY26 YTD		
Category	Total	Room Nights
<b>Definite Booked</b>		
63 Bookings*	\$1,707,075	11,026*
<b>Tentative Booking</b>		
16 Bookings	\$209,785	

\* 10 Bulls Eye Bookings



# Looking Ahead



# Boston Convention Marketing Center

MCCA Board Meeting  
March 2026

*Signature* BOSTON



# Citywide Convention Sales

## February 2026

- International Trademark Association INTA Annual Meeting 2031
  - MCEC event for April 2031 with 27,280 room nights
- National Kidney Foundation NKF Spring Clinical Meeting 2039, 2045
  - Hynes event for April 2039 with 5,265 room nights
  - Hynes event for April 2045 with 5,265 room nights



# Citywide Convention Sales & Hotel Relations

FY2026 (July 2025 – February 2026) Signed License Agreements

	<b>Bulls Eye *</b>	<b>Non Bulls Eye</b>	<b>Totals</b>
<b>MCEC Events</b>	<b>3</b>	<b>3</b>	<b>6</b>
<b>Hynes Events</b>	<b>21</b>	<b>1</b>	<b>22</b>
<b>Total Events</b>	<b>24</b>	<b>4</b>	<b>28</b>
<b>MCEC Room Nights</b>	<b>60,207</b>	<b>7,575</b>	<b>67,782</b>
<b>Hynes Room Nights</b>	<b>141,690</b>	<b>2,875</b>	<b>144,565</b>
<b>Total Room Nights</b>	<b>201,897</b>	<b>10,450</b>	<b>212,347</b>

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

# Event & Media Sales

	February 2026	FY2026 Year to Date
MCEC Events	2	19
HYNES Events	0	17
Lawn on D Events	1	10
<b>Total Events</b>	<b>3</b>	<b>46</b>
MCEC Room Nights	0	1,572
HYNES Room Nights	0	2,987
Lawn on D Room Nights	0	0
<b>Total Room Nights</b>	<b>0</b>	<b>4,559</b>



## February 2026

- FIFA World Cup's volunteer training will continue to be held at the MCEC in May
- Rising demand for the Lawn on D in the month of June particularly from the healthcare market segment
- Citywide conventions in May and June are finalizing their sponsorship packages with several opting for a full buyout of the digital display network

# Marketing & Creative Services

A WORLD-CLASS EXPERIENCE. BOSTON CONVENTIONS.




**Arrive in Boston, Thrive in Minutes.**

The Fastest Airport-to-Convention Center Times in the US

Get to the good stuff, fast. In Boston, your attendees will be in the neighborhood quicker than anywhere else, thanks to the fastest airport-to-convention center times in the country. With the Thomas M. Menino Convention & Exhibition Center and the John B. Hynes Veterans Memorial Convention Center both in the heart of the city, diverse dining and exciting entertainment are steps from our front doors. Come see for yourself how Boston, and our neighborhoods, are closer than you think.

MCEC | HYNES  
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Schedule a site visit by calling 877-393-3393 or visit [SignatureBoston.com](http://SignatureBoston.com)



**The MCCA Celebrates Black History Month**

In recognition of Black History Month, the Massachusetts Convention Center Authority celebrates the leaders, organizers, and communities who come together to create meaningful experiences. The **Thomas M. Menino Convention & Exhibition Center (MCEC)** and the **John B. Hynes Veterans Memorial Convention Center (Hynes)** welcome diverse voices from across industries for events that inspire progress and lasting change.

From community-based gatherings and fundraising galas to national and international meetings, our inclusive spaces support connection and collaboration—whether you're convening 100 people or 25,000. Join the organizations who choose Boston's convention centers.

Learn more at [SignatureBoston.com](http://SignatureBoston.com).

**John Barros**  
INTERIM EXECUTIVE DIRECTOR

**MASSACHUSETTS CONVENTION CENTER AUTHORITY**

## Advertising

- Current ads in national trade publications highlight Boston's accessibility and fast airport-to-convention center times.
- Provided creative support for MCCA advertising in local neighborhood publications.


## Collateral Materials

- Updated fact sheets highlighting Boston's industry strengths in Healthcare, Life Sciences / Biotech, Technology, and Education.

## Social Media


- Created reels about winter activities near the MCEC and the Hynes to show Boston's year-round vibrancy – featured Boston Frostival Lodge and The Rink at The Tall Ship.

**Big or small, we do it all.**



**MCEC HYNES**  
Signature BOSTON

Start planning your next great event by scheduling a site visit. Call 877.393.3393 or visit [SignatureBoston.com](http://SignatureBoston.com)



signatureboston  
Original audio

signatureboston The coziest pop-up in Boston's Back Bay!

Frostival Lodge is a winter escape in the heart of Copley Square!  
Open from 11-9 daily from February 6th - 28th and FREE to enter!

Here you'll find:  
\* Seating furniture provided by @weyfair  
\* TVs playing the Winter Olympics  
\* Board games like chess, jenga, scrabble, etc.  
\* Food & drinks from @greatlyboston  
\* Take cooking classes (sign-up on Cataly's website or Eventbrite)  
\* Outdoor seating area with fire heaters, curling, & hot chocolate from @snacksinboston

Add this to your Boston in winter bucket list before the end of the month. You don't want to miss this pop-up!

#Boston #Frostival #CopleySquare #thingstodoinboston #bostonvents @meestonians

Edited · 2h

Liked by [BeeBostonus](#) and 14 others  
February 13

Add a comment...

# MCEC & Hynes Citywide Convention Sales Events March 2026

Event Name	Year Sold	Venue	Dates	Total Room Nights
Joseph Volleyball Camps Nike Boston National Qualifier #1	2018	MCEC	02/27/26 - 03/01/26	19,990
42 Analytics Educational, Inc. MIT Sloan Sports Analytics Conference 2026	2022	MCEC	03/05/26 - 03/07/26	1,571
Joseph Volleyball Camps Nike Boston National Qualifier #2	2017	MCEC	03/06/26 - 03/08/26	18,956
Massachusetts Distributive Education Clubs of America Annual Event 2026	2022	MCEC	03/12/26 - 03/14/26	2,510
Diversified Communications Seafood Expo North America / Seafood Processing North America 2026	2014	MCEC	03/15/26 - 03/17/26	28,660
Reed Exhibitions a division of RELX Penny Arcade Expo East 2026	2014	MCEC	03/26/26 - 03/29/26	22,227

# MCEC & Hynes Citywide Convention Sales Events April 2026

Event Name	Year Sold	Venue	Dates	Total Room Nights
New England Anime Society, Inc. Anime Boston 2026	2019	Hynes	04/03/26 - 04/05/26	6,396
New England Region Volleyball Association Nike Boston National Qualifier #3	2024	MCEC	04/03/26 - 04/05/26	14,131
Society of Manufacturing Engineers RAPID + TCT 2026	2022	MCEC	04/14/26 - 04/16/26	10,153
American Association of Immunologists, Inc. (AAI) IMMUNOLOGY2026™	2022	MCEC	04/16/26 - 04/18/26	8,516
Pediatric Academic Societies Inc. Annual Meeting 2026	2019	MCEC	04/25/26 - 04/28/26	13,724

# Progressive New England Boat Show

This table represents the number of paid tickets by event day

Event Year	Feb 2023	Jan 2024	Jan 2025	Jan 2026
Wednesday	1,753	1,524	1,173	1,286
Thursday	3,083	2,550	2,661	2,235
Friday	4,109	3,349	3,416	3,207
Saturday	12,993	10,839	9,254	9,745
Sunday	8,032	6,489	5,618	4,605
<b>Totals</b>	<b>29,970</b>	<b>24,751</b>	<b>22,122</b>	<b>21,078</b>

Note: The Progressive New England Boat Show is contracted for 2027 and 2028.

# Thank You!

Questions / Comments



MCCA Agreement with Local 103, IBEW  
MCCA Board Meeting  
March 19, 2026

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AUTHORITY**

*Signature*  
**BOSTON™**

# Local 103 IBEW Background

- **Building Maintenance Trades Representation, since July 1, 2022**
  - Full-time MCCA employees responsible for daily maintenance activities within the Boston-based MCCA facilities.
    - 59 Trades Employees
      - 16 Electricians
      - 10 HVAC Mechanics
      - 9 Sound/Network Technicians
      - 8 BMS Technicians
      - 5 Carpenters
      - 4 Plumbers
      - 3 Painters
      - 2 Skilled Maintenance
      - 2 Small Motor Mechanics
  - Tentative Agreement (TA) ratification received on February 11th.

# Key Contract Changes

- Duration: July 1, 2025 - June 30, 2028
- Wage Scale
  - Effective July 1, 2025:
    - 5% increase to base pay (COLA)
  - Effective July 1, 2026:
    - 3% increase to base pay (COLA)
  - Effective January 1, 2027:
    - 3.5% increase to base pay (Market Adjustment)
  - Effective July 1, 2027:
    - 3% increase to base pay (COLA)
  - Effective January 1, 2028:
    - 4.1% increase to base pay (Market Adjustment)
- Increase \$0.25 in each shift differential effective July 1<sup>st</sup> of 2026 & 2027
- CEU/License Allowance – Increased to \$1,250 for the term of Agreement
- Other housekeeping/administrative updates

# VOTE: LOCAL 103 IBEW CBA

## VOTE: Local 103 IBEW; Approval of Collective Bargaining Agreement for FY26, FY27, FY28.

A Vote to implement the Executive Committee's recommendation to authorize the contractual Agreement with Local 103, IBEW would take the following form:

### VOTE:

The Massachusetts Convention Center Authority hereby authorizes the Executive Director to execute on its behalf a Collective Bargaining Agreement with Local 103, IBEW, as bargaining agent for Maintenance Trades Employees of the Authority, for the period of July 1, 2025, to June 30, 2028, and to execute any necessary or ancillary documents in the name and on behalf of the Massachusetts Convention Center Authority.

# Questions

**VOTE: Local 103 IBEW; Approval of Collective Bargaining Agreement for FY26, FY27, FY28**

**VOTE:**

**The Massachusetts Convention Center Authority hereby authorizes the Executive Director to execute on its behalf a Collective Bargaining Agreement with Local 103, IBEW, as bargaining agent for Maintenance Trades Employees of the Authority, for the period of July 1, 2025, to June 30, 2028, and to execute any necessary or ancillary documents in the name and on behalf of the Massachusetts Convention Center Authority.**



# Litigation Update

Board of Directors Executive Session

March 19, 2026

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# Outline of Presentation

- Pending Litigation
  - Overview
  - Resolution Efforts
- Pending Investigations
  - Status Update
- Questions



# MMC Compliance (MAAB) – Sidewalk Improvements (T02A)

MCCA Board Meeting

Thursday, March 19, 2026

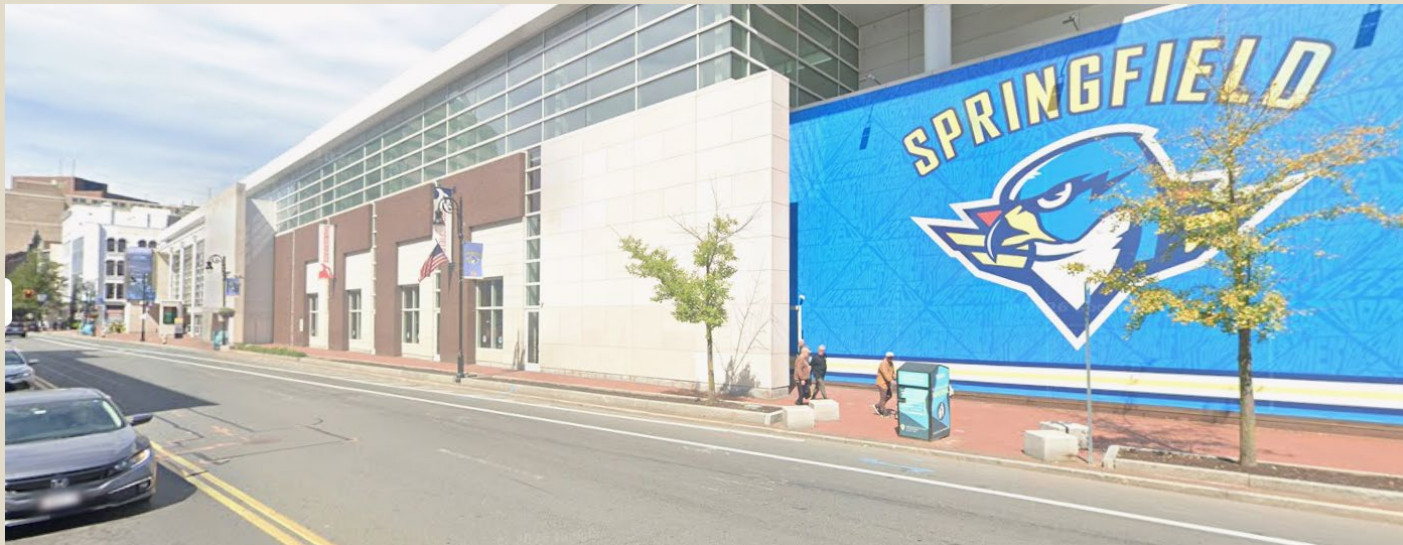
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# Project Background

The Massachusetts Convention Center Authority proposes to undertake:

- Targeted sidewalk repairs at the MassMutual Center to address non-compliant sidewalk approaches identified during a code and accessibility review.
- Project scope includes demolition of existing brick pavers and installation of new reinforcement & waterproofing at entrances and new concrete sidewalk to meet MAAB requirements for slope and approach
- MCCA obtained an emergency waiver under M.G.L. c.149 §§44A(4) and 44J(6).
- Waiver allows use of the City of Springfield's DCAMM-certified contractor already onsite who is bonded, insured, and prevailing-wage compliant.
- Approach avoids duplicate mobilization, minimizes public disruption, and accelerates delivery.
- Costs and performance overseen by Arcadis U.S., Inc., Owner's Project Manager.
- Enables timely completion of critical MAAB accessibility and safety improvements.

# Current Sidewalk Conditions



# Procurement Path

The DCAMM Emergency Waiver Processing Group approved Waiver No. 5228 – for the Massachusetts Convention Center Authority - sidewalk improvements associated with the Mass Mutual Center in Springfield, Mass to correct ADA Compliance, code deficiencies and safety hazards was granted by Office of the Attorney General on February 25, 2026.

Date of Documents: September 9, 2025  
Date of Advertisement: N/A  
Date of Proposal (Received): January 15, 2026  
Anticipate NTP: Spring 2026  
Substantial Completion: Fall 2026

Supplier Diverse Initiative and Efforts specific to the **MMC Compliance (MAAB) – Sidewalk Improvements (T02A) project** will be per city of Springfield agreement with Mountain View Landscapes.

Contractor	Contractor Price
Mountain View Landscapes (Bid)	\$268,497.00
Unforeseen Condition Contingency (<15%)	\$40,000.00
Requested Authorization Amount	<b>\$308,497.00</b>

# **VOTE**

## **MMC Compliance (MAAB) – Sidewalk Improvements (T02A)**

**VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director or his Designee to execute a construction agreement with Mountain View Landscapes for the MMC Compliance (MAAB) – Sidewalk Improvements (T02A) in the amount not to exceed Three hundred Eight thousand Four hundred and Ninety-Seven dollars (\$308,497.00) per construction plans and specifications documents dated September 9, 2025**

## **VOTE**

### **MMC Compliance (MAAB) – Sidewalk Improvements (T02A)**

**VOTE:** The Massachusetts Convention Center Authority hereby authorizes the Executive Director or his Designee to execute a construction agreement with Mountain View Landscapes for the MMC Compliance (MAAB) – Sidewalk Improvements (T02A) in the amount not to exceed Three hundred Eight thousand Four hundred and Ninety- Seven dollars (\$308,497.00) per construction plans and specifications documents dated September 9, 2025



Finance Update

Board of Directors

March 19, 2026

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## **Agenda**

- January 2026 YTD versus Budget Summary
- Project Updates

## **Appendix:**

### **Administration, Finance and Personnel Committee presentation from March 12, 2026**

1. January 2026 YTD versus Budget
  - Revenue commentary
  - Operating expense commentary
2. January 2026 MTD versus Budget
3. Project Updates
4. FY27 Budget Update (Tom Rowan, Director of Financial Planning & Analysis)

# January 2026 YTD versus Budget

(in millions of USD)

	FY26 Budget Board Approved	FY25 Actual YTD	FY26 Budget YTD	FY26 Actual YTD	Variance vs. Budget	
					\$	%
<b>Revenues:</b>						
Operating Revenues	82.6	45.9	47.5	43.4	(4.1) ←	-9%
CCF Funding	20.1	9.5	12.1	16.8	4.7	39%
<b>Total Revenue</b>	<b>102.7</b>	<b>55.4</b>	<b>59.6</b>	<b>60.2</b>	<b>0.6</b>	<b>1%</b>
<b>Expenses:</b>						
Operations	80.8	43.8	46.7	47.0	0.3 ✓	1%
Administration	21.9	11.6	12.9	13.2	0.3	2%
<b>Total</b>	<b>102.7</b>	<b>55.4</b>	<b>59.6</b>	<b>60.2</b>	<b>0.6</b>	<b>1%</b>

Operating revenue was **\$43.4M** compared with budget of \$47.5M and prior year of \$45.9M.

Total expenses were **\$60.2M** compared with budgeted of \$59.6M and prior year of \$55.4M.

# Project Updates

- Remediation of “Reconciliation of significant account balances” is 75% complete.
- General ledger optimization (CLA recommendation) starting April 2026.
- Other process and system changes
  - SAP Concur expense/invoice is in progress
  - Momentus Pay is in progress
- 2027 Budget progress
  - Revenue assumptions are complete
  - Department submissions have been submitted
  - This year’s budget was developed through a bottom-up process, with each department head (or designated representative) entering their budget directly into the budgeting system and participating in monthly budget-to-actual review meetings with Finance to **strengthen ownership, accountability, and expense classification accuracy across the organization.**



# FY 2027 Insurance Budget

MCCA Board Meeting

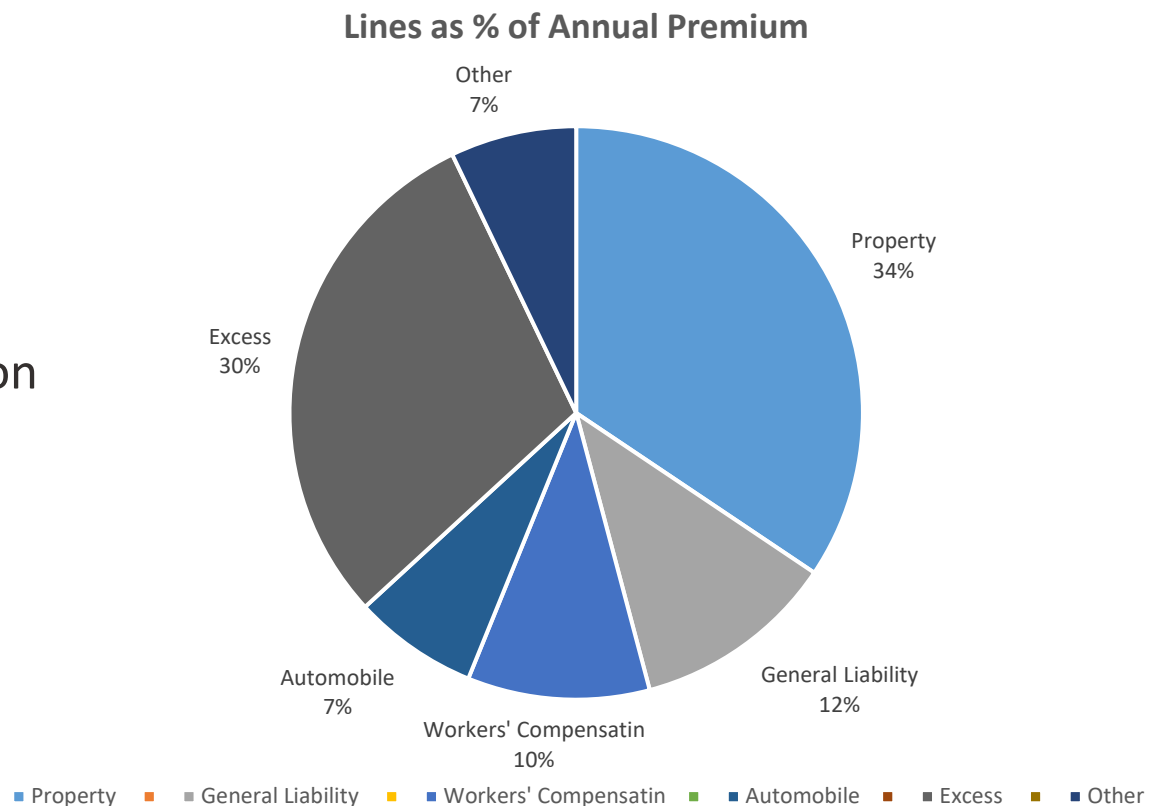
March 19, 2026

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# Insurance Budget Overview

- Insurance coverage bought through competitively-procured broker:
  - MCCA Broker, Arthur J. Gallagher & Co.

- Main insurance lines:
  - Property
  - General Liability
  - Workers' Compensation
  - Automobile
  - Excess



# Market Conditions

- **Property**
  - The property market continues to soften with a reduction in rates and increased competition in the marketplace resulting in favorable renewal rates. Valuations continue to remain a concern for insurers.
- **General Liability / Umbrella**
  - Rates continue to increase in higher single digits to lower double digits as carriers continue to adjust to the “new normal” of heightened claims severity.
  - Nuclear verdicts and larger settlements continue to hit umbrella/excess layers and, as such, insurers are being more selective and deploying lower limits, as well as, applying an increase in rate. Umbrella / excess limits tend to be the most challenging lines to place at renewal.
- **Workers’ Compensation**
  - Rates remain flat. Increases or decreases in premium are typically a result of change in exposure (payroll) or change in the experience modification factor.
- **Automobile**
  - Auto liability remains extremely challenging. Rates have been increasing historically at high single digits to low double digits.
- **Other**
  - Rates within cyber insurance remain flat, as competitive forces exert downward pressure on pricing.
  - Public officials remains stable, however, clients with losses are experiencing increases in premium.

# 2026 Preliminary Estimate

Note: coverages highlighted in bold are firm indications.

4/1/25 - 4/1/26

COVERAGE	PREMIUM	CARRIER
Property & Terrorism	\$792,551	AFFILIATED
General Liability	\$248,708	NAVIGATORS
Umbrella Lead \$5M was \$10M	\$177,675	NAVIGATORS
Umbrella 1 - \$10,000,000	\$131,250	MARKEL
Umbrella 2 - \$5,000,000	\$65,000	CHUBB/FEDERAL
Umbrella 3 - \$10,000,000	\$64,648	AURENITY
Umbrella 4 - \$10,000,000	\$46,280	LIBERTY
Umbrella 5 - \$10,000,000	\$74,952	CRUM & FORSTER
Umbrella 6 - \$10,000,000	\$32,793	CNA
Foreign Package	\$2,500	ACE
Workers' Compensation	\$229,873	HARTFORD
Automobile	\$148,296	HARTFORD
Management Liability	\$106,375	CHUBB
Crime	\$10,811	CHUBB
Cyber Liability	\$36,400	AXIS
Storage Tank Coverage	\$7,334	ILLINOIS UNION
Broker Fee	\$92,500	*

**TOTAL**      **\$2,267,946**  
**Total Less Broker**      **\$2,175,446**

4/1/26 - 4/1/27

PREMIUM	CARRIER	\$CHANGE	% CHANGE
<b>\$790,000</b>	AFFILIATED	<b>(\$2,551)</b>	-0.32%
<b>\$263,193</b>	HARTFORD	\$14,485	5.82%
<b>\$100,938</b>	HARTFORD	<b>(\$76,737)</b>	-43.19%
\$104,000	TBD	\$104,000	
<b>\$150,938</b>	MARKEL	\$19,688	15.00%
\$74,750	CHUBB/FEDERAL	\$9,750	15.00%
\$74,345	AURENITY	\$9,697	15.00%
\$53,222	LIBERTY	\$6,942	15.00%
\$86,195	CRUM & FORSTER	\$11,243	15.00%
\$37,712	CNA	\$4,919	15.00%
<b>\$2,500</b>	ACE	\$0	0.00%
<b>\$235,859</b>	HARTFORD	\$5,986	2.60%
<b>\$161,460</b>	HARTFORD	\$13,164	8.88%
\$117,013	CHUBB	\$10,638	10.00%
<b>\$10,811</b>	CHUBB	\$0	0.00%
\$38,220	AXIS	\$1,820	5.00%
<b>\$8,144</b>	ILLINOIS UNION	\$810	11.04%
<b>\$92,500</b>	*	\$0	0.00%

**\$2,401,799**  
**\$2,309,299**

Through rest of March, AJG working to negotiate better rate offerings and finalize remaining coverage terms before binding.

# **VOTE**

## **Insurance Renewals**

**VOTE:** The Massachusetts Convention Center Authority hereby authorizes the Interim Executive Director, in consultation with the Authority's insurance broker, Arthur J. Gallagher & Co, to bind coverage in an amount not to exceed \$2,401,799 for period April 1, 2026 - March 31, 2027 for the premiums set forth, subject to such adjustments as may be necessary in connection with finalizing the terms of the policies, provided that the total amount of such premiums shall not exceed \$2,401,799.