

**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:

April 16, 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: 510 985 825#

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

AGENDA

- I. Roll Call (Emme Handy)
- II. Review and Adoption of Minutes of March 19, 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 Administration, Finance, & Personnel Committee
 - a) Insurance update (Bradley McMillin)
 - b) February 2026 Financial Update (Bradley McMillin)
- VII. Executive Session for the purpose of discussing strategy with respect to litigation if an open meeting may have a detrimental effect on the litigating position of the public body and the Chair so declares
- VIII. Old Business

MCCA Board Retreat (Mass Mutual Center)

IX. New Business

X. Adjournment

On this date, April 13, 2026 before 5:00 pm, this Notice was posted as Notice of Meeting – Massachusetts Convention Center Authority Meeting at www.massconvention.com and e-mailed to: regs@sec.state.ma.us , contactanf@mass.gov

∴∴∴ MassMutual Center



MASSACHUSETTS
CONVENTION CENTER
AUTHORITY

 **OVG**
OAK VIEW GROUP



March - April 2026



Disney on Ice
7 shows across 4 days



American Legacy Cheer
3,100 attendees across Arena + Convention Center



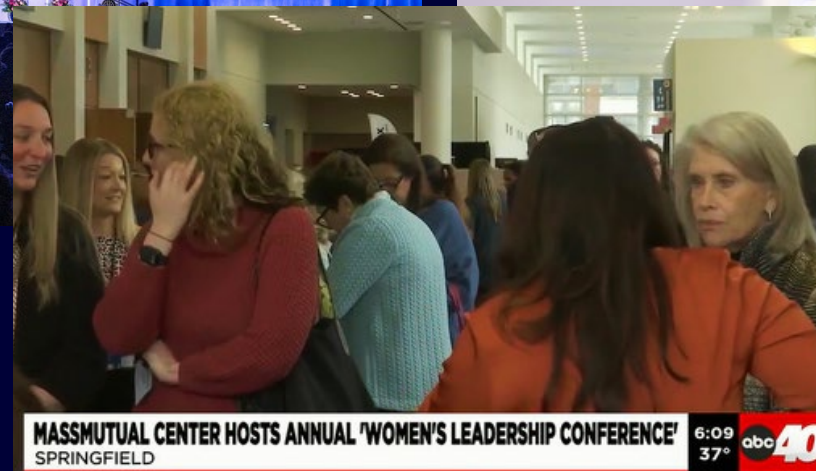
The Landing Easter Egg Hunt
Over 400 attendees prior to Thunderbirds Game!



MercyMe Wonder + Awe Tour
Team presented Proclamation from Mayor's Office to the tour!



Over 1,600 Attendees!



Baypath Women's Leadership Conference with Keynote Speaker, Gayle King
photos MassLive

Public Safety Officer Anthony Saves a Life



Anthony Walker
Public Safety Officer

Date: Saturday, April 4, 2026
Time: 12:40 pm

While manning the security screening station located at the main entrance of the MassMutual Center, Anthony Walker encountered two younger individuals entering and stated that they needed help. They reported that there was a “man down” outside on the Main Street sidewalk.

Anthony immediately exited the building to assess the situation. Upon arrival Anthony found an eighty -seven -year -old man lying on the sidewalk unresponsive. Anthony immediately called for assistance from the extra duty police officer that was working the event at the Convention Center. The police responded across the street and called for an ambulance.

While the officer was responding Anthony followed his training and checked to see if the man was breathing and had a pulse. At that point he realized that the man did not, so he began a cycle of CPR. Anthony and the Officer continued CPR until the ambulance arrived and other responders arrived. As the ambulance was pulling up the man began to slowly breathe and regain consciousness.

At this time the ambulance crew took over care of the man and began their assessment. After the crew got the man loaded into the ambulance, they let Anthony know that the quick reaction and quick start of CPR probably saved the man’s life. The ambulance transported the man to the hospital to be evaluated. At that point, all units were back in service.

SALES UPDATE: MARCH 2026

25 NEW INQUIRIES

5 WORKING INQUIRIES

MARCH 2026 PRODUCTIVITY

Category	Total	Room Nights
Definite Booked		
16 Bookings*	\$179,660	561*
Tentative Booking		
13 Bookings	\$132,125	

* 1 Bulls Eye Booking

FY26 YTD

Category	Total	Room Nights
Definite Booked		
79 Bookings*	\$1,886,735	11,587*
Tentative Booking		
10 Bookings	\$167,500	

* 11 Bulls Eye Bookings



TEAM ATTENDED GOVERNOR'S CONFERENCE ON TRAVEL & TOURISM IN DANVERS!

UPCOMING TRADESHOWS

CONNECT Spring Marketplace

- April 14-16, 2026
- 26 confirmed Appts.
- Association & Diversity Planners

Sports ETA

- April, 20-24, 2026
- Participation with MGM Global Sports Sales Teams

GROUP HIGHLIGHTS - MARCH & APRIL

Massachusetts Recreation & Parks Association

- 1st time event for Springfield
- Mid-week Convention
- 300+ Attendees
- 200+ Hotel Rooms
- 2027 dates on hold

NE HAZMAT Conference/MA Assn. of Hazardous Material Technicians

- 1st time event for Springfield
- Mid-Week Convention
- 400-450 Attendees
- 100+ Hotel Rooms

Church of the Pentecost Easter Convention

- Booked Definite – March 10
- 3,000 + Attendees
- 550+ Hotel Rooms

USA Gymnastics

- 2 Back-to-Back programs
 - Level 9/10 and 6/7/8
- 5,000+ Attendees
- 500+ Hotel Rooms

Looking Ahead



BUY TICKETS NOW!

AMERICA'S CHAMPIONS ARE COMING HOME WITH GOLD!

STIFEL STARS ON ICE

2026 TOUR

MASSMUTUAL CENTER
APRIL 28

starsonice.com



THE UP UP DOWN DOWN TOUR

YELLOWCARD

NEW FOUND GLORY
PLAIN WHITE'S

SATURDAY, JUNE 20
MASSMUTUAL CENTER

MGM



THE WORTHY BREWFEST

PRESENTED BY **BeaconBank**

LEARN MORE AND PURCHASE TICKETS AT SPRINGFIELDDOWNTOWN.COM/THEWORTHY

SAT. JUNE 27
12PM-4PM
THE LANDING AT THE MASSMUTUAL CENTER

TICKETS ON SALE NOW

SPRINGFIELD DOWNTOWN



DOWNTOWN SPRINGFIELD

farmers market

LOCAL • FRESH • UNIQUE

FRIDAYS 11AM TO 3PM
JUNE - AUGUST

THE LANDING AT MASSMUTUAL CENTER
1277 MAIN STREET, SPRINGFIELD, MA

LOCAL FARMERS • VENDORS • MUSIC • FOOD TRUCKS



YOGA

on the Landing

FREE COMMUNITY YOGA SERIES

REGISTER

SPRINGFIELD DOWNTOWN

YOGA WITH *Christina Lam*

Boston Convention Marketing Center

MCCA Board Meeting
April 2026

Signature BOSTON



March 2026

- Technical Knowledge Makeup – March 2026 with 15 attendees
- Signals Innovators Change – May 2026 with 40 attendees
- Eastern Bank Companywide Management Meeting – June 2026 with 900 attendees
- Webflow, Inc. – September 2026 with 20 attendees
- RE+Northeast – February 2027 with 2,000 attendees
- MGH Institute Commencement – May 2027 with 2,000 attendees
- Yardi Systems, LLC YASC Boston 2035 – September 2035 with 16,440 room nights



Hynes Convention Sales

March 2026

- 23rd Annual AILA New England Law Conference – November 2026 with 300 attendees
- TechConnect World Innovation Conference and Expo – March 2027 with 1,000 attendees
- Psych Congress NP Institute – April 2027 with 1,200 attendees
- TradeshowLogistics.com Analytica USA 2027 – November 2027 with 1,650 room nights



Lawn on D Convention Sales

March 2026

- TPIO Reception – June 2026 with 100 attendees
- Sionna Culture Blast – June 2026 with 50 attendees
- C3 Summer Social – August 2026 with 125 attendees
- Berkshire Hathaway Specialty Insurance – August 2026 with 160 attendees & September 2026 with 150 attendees
- USDS Boston Onsite – August 2026 with 400 attendees



Citywide Convention Sales & Hotel Relations

FY2026 (July 2025 – March 2026) Signed License Agreements

	Bulls Eye *	Non Bulls Eye	Totals
MCEC Events	4	3	7
Hynes Events	21	2	23
Total Events	25	5	30

MCEC Room Nights	76,647	7,575	84,222
Hynes Room Nights	141,690	4,525	146,215
Total Room Nights	218,337	12,100	230,437

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

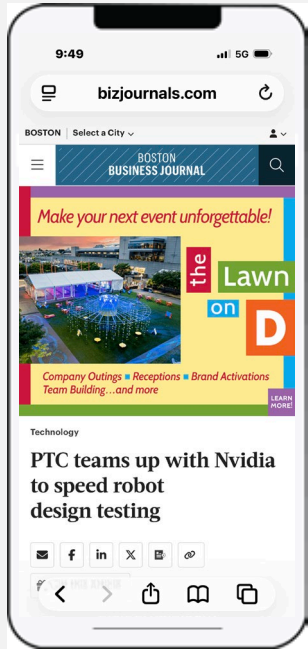
Event & Media Sales

	March 2026	FY2026 Year to Date
MCEC Events	6	25
HYNES Events	3	20
Lawn on D Events	6	16
Total Events	15	61
MCEC Room Nights	1,529	3,101
HYNES Room Nights	3,215	6,202
Lawn on D Room Nights	0	0
Total Room Nights	4,744	9,303



March 2026

- Six (6) events were booked on the Lawn on D in March, with new inquiries increasing for August.
- Actively securing 2026 event contracts at the MCEC and HYNES while engaging with and converting new short-term inquiries into potential customers.
- Sponsorship and Advertising revenue surpassed \$330,000 in March, driven primarily by digital display sales.



Advertising

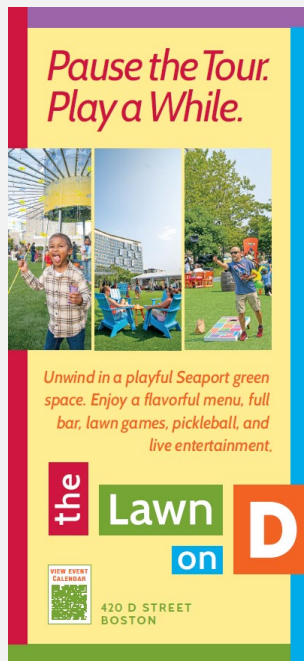
- Promoted the Lawn on D for private events through mobile ads with the Boston Business Journal.
- Promoted the Lawn on D for public access in Meet Boston's upcoming Explore Boston map, which will be available throughout the city to visitors during the Lawn on D season.
- Continued running "Accessibility" ads in national trade publications.

March Blog Posts

- March 10 – *Optimize Your MCEC Presence with High-Performance Digital Displays* – featuring the new Video Wall and Marquee with video included.
- March 20 – *Massachusetts Convention Center Authority Announces General Counsel and Senior Leadership Appointments* – reposting of MCCA press release.

Website Development

- Engaged in discovery sessions to determine the structure and technical requirements for the new website.



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 SME 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

MCEC & Hynes Citywide Convention Sales Events May 2026

Event Name	Year Sold	Venue	Dates	Total Room Nights
IBM Corporation IBM Think 2026	2025	MCEC	05/05/26 - 05/07/26	19,945
Massachusetts Teachers Association Annual Meeting of Delegates 2026	2023	Hynes	05/08/26 - 05/09/26	992
Informa Connect USA LLC Tides 2026	2024	Hynes	05/11/26 - 05/14/26	1,870
American Society of Gene + Cell Therapy Annual Meeting 2026	2024	MCEC	05/12/26 - 05/15/26	12,096
American Society for Aesthetic Plastic Surgery, Inc. Aesthetic Meeting 2026	2022	MCEC	05/15/26 - 05/17/26	8,787
Veeva Systems Inc. Commercial Summit 2026	2024	Hynes	05/19/26 - 05/20/26	5,317
American Philatelic Society Boston World Stamp Show 2026	2015	MCEC	05/23/26 - 05/30/26	14,860
Council of State and Territorial Epidemiologists Annual Meeting 2026	2024	Hynes	05/31/26 - 06/03/26	8,472

- Middle East – Events being cancelled due to military conflicts.
- North America (FIFA) – Most hotels in the block for FIFA are dropping rooms previously set aside for the event.
- Boston (FIFA) – An informal survey of 8 major hotels in the Boston metropolitan area have reduced their room blocks by 40 to 70% and are now focused on replacing that hotel inventory with in-house bookings not connected to FIFA.
- A 2026 survey by FCM Meetings & Events of meeting planner concerns has the top concern by 78.9% of respondents to be safety and security of their event and for their attendees.
- Boston is still seeing some decline in some international visitors mostly due to United States policies which are associated with visa availability and visa rules.

Thank You!

Questions / Comments



Finance Update

Board of Directors

April 16, 2026

**MASSACHUSETTS
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Agenda

1. February 2026 YTD versus Budget
 - Revenue commentary
 - Operating expense commentary
2. February 2026 MTD versus Budget
3. Project Updates
4. FY2026 External Audit Timeline (Susan Geary, Controller)

February 2026 YTD versus Budget

	FY26 Budget Board Approved	FY2025 Actual Year to Date	FY2026 Budget Year to Date	FY2026 Actual Year to Date	Variance	
					\$	%
Revenues:						
MCEC	\$ 48,857,108	\$ 27,589,470	\$ 30,355,959	\$ 29,320,375	\$ (1,035,584)	(3.4)%
Lawn on D	1,018,332	991,209	839,810	655,168	(184,642)	(22.0)%
Hynes	10,070,896	7,019,409	6,096,166	4,239,525	(1,856,641)	(30.5)%
Boston Common Garage	12,622,200	8,344,934	8,481,800	8,323,321	(158,479)	(1.9)%
MassMutual Center	8,328,560	4,723,961	5,144,066	5,329,040	184,974	3.6 %
Springfield Civic Center Garage	690,931	—	355,985	430,470	74,485	20.9 %
Other Income	1,040,080	623,194	699,183	541,912	(157,271)	(22.5)%
Operating revenue	82,628,107	49,292,177	51,972,969	48,839,811	(3,133,158)	(6.0)%
CCF Funding	20,050,466	15,428,970	15,996,103	20,030,816	4,034,713	25.2 %
Total revenues	102,678,573	64,721,147	67,969,072	68,870,627 ✓	901,555	1.3 %
Expenses:						
MCEC	47,804,011	30,883,364	31,634,543	33,726,485	(2,091,942)	(6.6)%
Lawn on D	906,362	439,338	617,438	305,171	312,267	50.6 %
Hynes	14,258,028	9,274,336	9,364,852	8,238,004	1,126,848	12.0 %
Boston Common Garage	2,922,624	1,604,150	1,914,677	1,697,946	216,731	11.3 %
MassMutual Center	13,636,472	9,086,486	8,894,753	9,628,233	(733,480)	(8.2)%
Springfield Civic Center Garage	1,252,451	(963)	838,025	463,436	374,589	44.7 %
Subtotal operations	80,779,948	51,286,711	53,264,288	54,059,275	(794,987)	(1.5)%
Central administration	12,976,125	8,634,836	8,756,451	10,072,800	(1,316,349)	(15.0)%
Sales and marketing	8,922,500	4,799,600	5,948,333	4,738,552	1,209,781	20.3 %
Subtotal administration	21,898,625	13,434,436	14,704,784	14,811,352	(106,568)	(0.7)%
Total expenses	102,678,573	64,721,147	67,969,072	68,870,627 ✓	(901,555)	(1.3)%

February 2026 YTD versus Budget

Revenue:

- **MCEC** revenue decreased from the budget by \$1.0M primarily as a result of:
 - Service revenue (-\$0.9M)
 - Cancelled show (-\$0.3M)
 - Parking revenue (-\$0.3M)
 - Partially offset by food and beverage (+\$0.5M)
- **Hynes** revenue decreased from the budget by \$1.9M primarily as a result of food and beverage (-\$1.6M) and convention center rent (-\$0.4M).
- **MassMutual Center (MMC)** revenue is on budget primarily as a result of significant groups in the Convention Center (Meetings/Conferences, Consumer Shows, Banquets, and Conventions) and stronger than anticipated Family Shows in the Arena (previous months were decreased from the Budget)
- **Lawn on D, Boston Common Garage (BCG), and Springfield Civic Center Garage (SCCG)** revenue are materially on budget.

February 2026 YTD versus Budget

Expenses:

- **MCEC** expenses increased from the budget by \$2.1M primarily due to:
 - Compensation (-\$1.1M) caused by overtime and higher benefits expenses.
 - Utilities (-\$0.7M)
 - Contracted services, e.g. public safety, professional, maintenance (-\$0.7M)
 - Community Outreach (-\$0.2M)
 - Partially offset by decreased software, computer equipment, and fiscal fees (+0.8M)
- **MassMutual Center** (MMC) expenses increased \$0.7M from the budget comprised of fiscal fees (+\$0.5M), driven by the timing of Oak View Food & Beverage hitting their sales incentive.
- **Hynes** expenses decreased proportionally to revenue from the budget by \$1.1M primarily due to:
 - Compensation (+\$0.6M) due to headcount
 - Utilities (+\$0.2M), cleaning (+0.2M), IT services (+0.2M) due to the partial maintenance shutdown
- **Central Administration** expenses increased from the budget (-\$1.3M) primarily due to compensation and benefits (-\$0.5M) from the timing of hiring and severance expenses and IT expenses (-\$0.6M) but was offset by **Sales and Marketing** (+\$1.2M) due to fewer contracted third-party services.

February 2026 MTD versus Budget

	FY2025 Actual Month to Date	FY2026 Budget Month to Date	FY2026 Actual Month to Date	Variance	
				\$	%
Revenues:					
MCEC	\$ 1,896,723	\$ 2,904,027	\$ 3,724,884	\$ 820,857	28.3 %
Lawn on D	—	—	—	—	—%
Hynes	259,306	168,735	(92,498)	(261,233)	(154.8)%
Boston Common Garage	1,126,303	827,700	820,693	(7,007)	(0.8)%
MassMutual Center	681,576	482,191	671,438	189,247	39.2 %
Springfield Civic Center Garage	—	66,363	87,135	20,772	31.3 %
Other Income	55,372	86,585	60,274	(26,311)	(30.4)%
Operating revenue	4,019,280	4,535,601	5,271,926	736,325	16.2 %
CCF Funding	3,800,965	3,797,416	3,476,799	(320,617)	(8.4)%
Total revenues	7,820,245	8,333,017	8,748,725 ✓	415,708	5.0 %
Expenses:					
MCEC	3,517,644	4,007,463	4,453,157	(445,694)	(11.1)%
Lawn on D	23,778	78,012	10,588	67,424	86.4 %
Hynes	1,051,547	1,142,069	982,609	159,460	14.0 %
Boston Common Garage	202,469	239,854	234,545	5,309	2.2 %
MassMutual Center	1,247,652	971,643	1,305,703	(334,060)	(34.4)%
Springfield Civic Center Garage	(2,188)	106,348	29,105	77,243	72.6 %
Subtotal operations	6,040,903	6,545,389	7,015,707	(470,318)	(7.2)%
Central administration	1,147,439	1,044,086	1,402,696	(358,610)	(34.3)%
Sales and marketing	631,903	743,542	330,322	413,220	55.6 %
Subtotal administration	1,779,342	1,787,628	1,733,018	54,610	3.1 %
Total expenses	7,820,245	8,333,017	8,748,725 ✓	(415,708)	(5.0)%

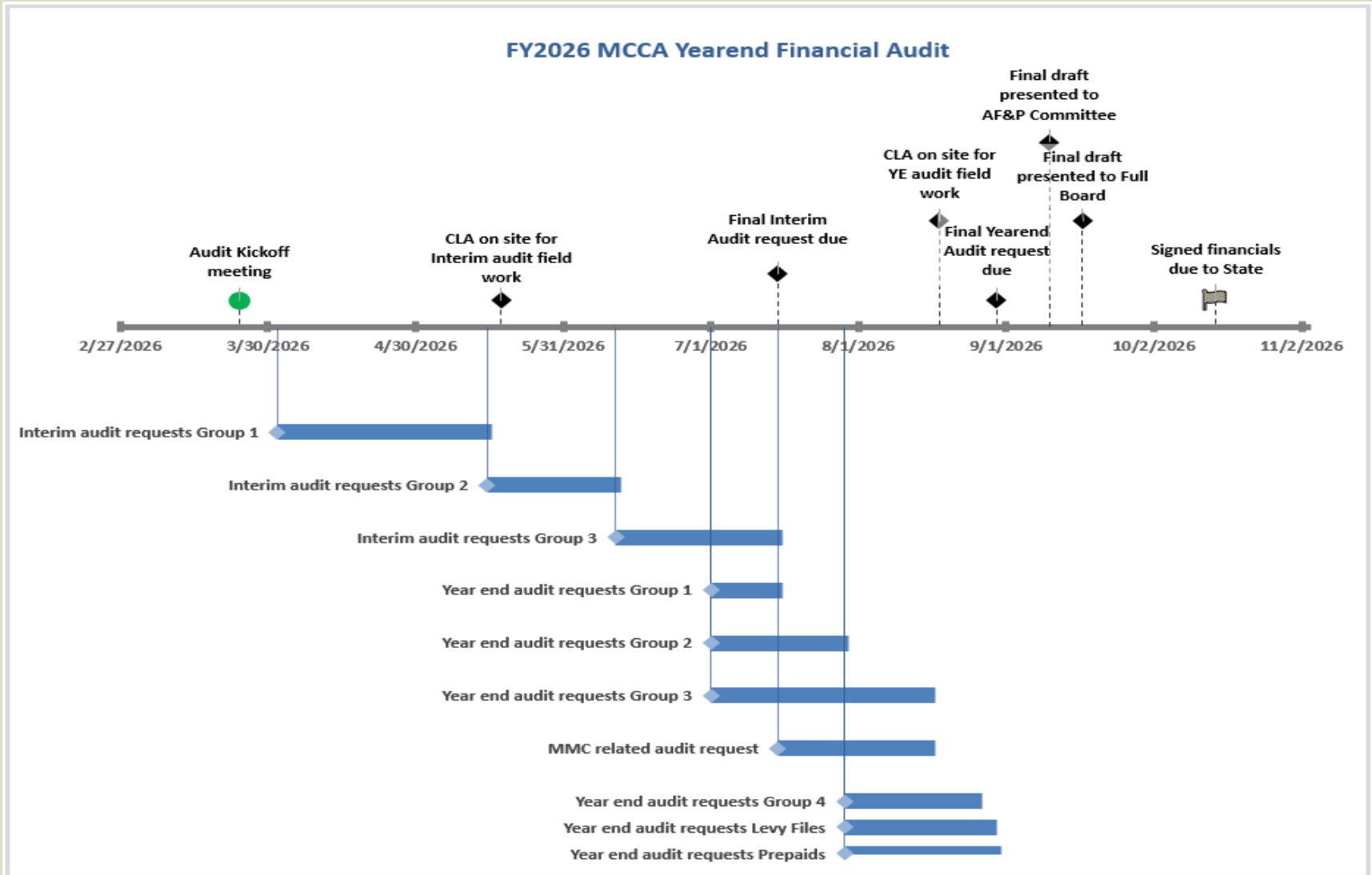
Operating revenue for the month was **\$5.3M.** (compared with: \$5.8M: January \$3.4M: December \$5.3M: November)

Expenses for the month were **\$8.7M** and an increase from the budget of **\$0.4M** or 5%.

Project Updates

- Remediation of “Reconciliation of significant account balances” is 80% complete.
- General ledger optimization
 - 18 hours of accounting team training in April
 - 28 hours of “discovery” working sessions in June
- Other process and system changes
 - SAP Concur expense GO LIVE: End of April
 - SAP Concur invoice kickoff: May/June
 - Momentus Pay GO LIVE: April 30

FY2026 Audit Timeline





MCCA Board Meeting

April 16, 2026

**MASSACHUSETTS
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Executive Session