

Massachusetts Convention Center Authority

Thursday – January 15, 2026

10:00 a.m. – 12:00 p.m.

415 Summer Street

Boston, MA 02210

Board Room 201

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 [**Join the meeting now**](#) OR JOIN BY PHONE:
DIAL-IN NUMBER: [+1-857-702-2232](tel:+18577022232), Phone Conference ID: 853 397 22 #

AGENDA

- I. Roll Call (Emme Handy - 1 minute)
- II. Opening Remarks and Introduction of John Barros (Emme Handy – 1 minute)
- III. Review and Adoption of Minutes of November 20, 2025, December 7th and 12th, 2025 (Emme Handy - 1 minute)
- IV. Boston Convention Marketing Center Performance Report (Milt Herbert – 5 minutes)
- V. MassMutual Center/MGM Springfield Sales and Marketing End of Year Update (Sean Dolan – 5 minutes)
- VI. Report of Administration, Finance & Personnel Committee
 1. November YTD and MTD Financial Report (Bradley McMillin – 5 minutes)
 2. Q2 2026 Forecast Vs. 2026 Budget (Bradley McMillin – 5 minutes)
 3. Finance Department Progress Report (Bradley McMillin– 5 minutes)
- VII. Report of Development & Construction Committee
 1. MMC Chiller Ice Plant Replacement [VOTE] (John Donahue/ Erin Anderson – 5 minutes)
 2. Design Services: Consulting Engineering & Architectural Services RFP [VOTE] (John Donahue/ Erin Anderson – 5 minutes)
- VIII. Old Business
- IX. New Business
- X. Adjournment

Boston Convention Marketing Center

MCCA Board Meeting
January 2026

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Citywide Convention Sales

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November – December 2025

- 42 Analytics Educational, Inc. MIT Sloan Sports Analytics Conference 2028
 - MCEC event for March 2028 with 1,390 room nights
- American Society of Retina Specialists ASRS Annual Meeting 2028
 - MCEC event for July 2028 with 3,520 room nights
- IBM Corporation IBM Think 2029
 - Hynes event for May 2029 with 16,055 room nights
- Student & Youth Travel Association SYTA Annual Conference 2029
 - Hynes event for August 2029 with 2,875 room nights



Citywide Convention Sales

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November – December 2025

- Materials Research Society Fall Meeting & Exhibit 2031, 2032, 2033
 - Hynes event for December 2031 with 10,822 room nights
 - Hynes event for November 2032 with 10,822 room nights
 - Hynes event for November 2033 with 10,822 room nights
- National Association of School Psychologists Annual Convention 2032
 - Hynes event for February 2032 with 8,577 room nights
- National Kidney Foundation NKF Spring Clinical Meeting 2033
 - Hynes event for April 2033 with 5,260 room nights



Citywide Convention Sales & Hotel Relations

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FY2026 (July – December 2025) Signed License Agreements

	Bulls Eye *	Non Bulls Eye	Totals
MCEC Events	2	3	5
Hynes Events	19	1	20
Total Events	21	4	25

MCEC Room Nights	32,927	7,575	40,502
Hynes Room Nights	131,160	2,875	134,035
Total Room Nights	164,087	10,450	174,537

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

	November – December 2025	FY2026 Year to Date
MCEC Events	3	12
HYNES Events	4	15
Lawn on D Events	1	7
Total Events	8	34
MCEC Room Nights	612	612
HYNES Room Nights	2,155	2,987
Lawn on D Room Nights	0	0
Total Room Nights	2,767	3,599

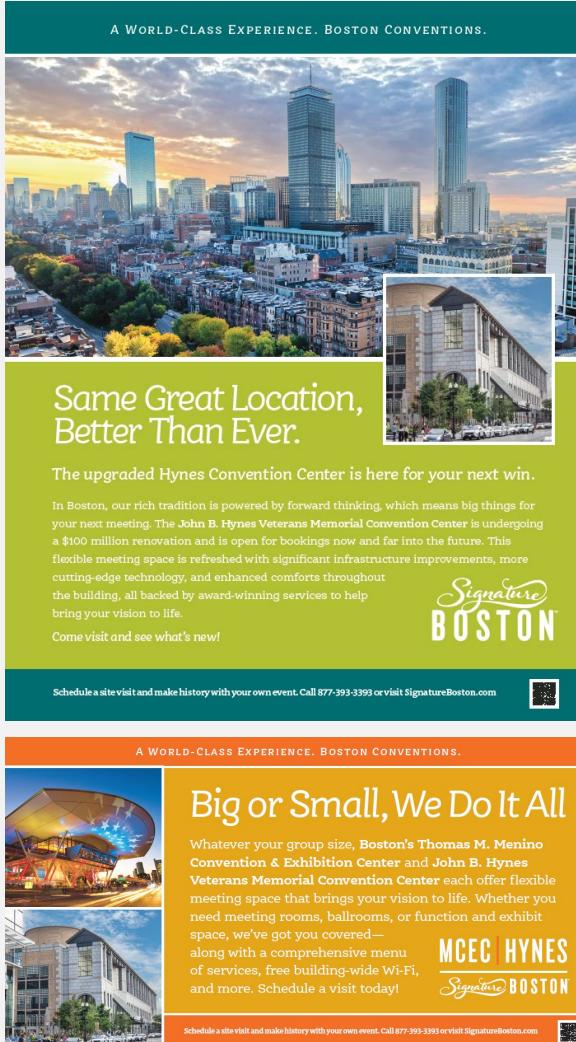


November – December 2025

- Securing 2026 and 2027 agreements with annual events at MCEC and Hynes.
- Organizations are increasingly interested in capitalizing on the FIFA World Cup excitement by hosting related events on the Lawn on D to boost their brand visibility.
- Events planned for the first quarter of 2026 are positioned to secure and finalize sponsorship and advertising packages, particularly on the digital displays.

Marketing & Creative Services

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A WORLD-CLASS EXPERIENCE. BOSTON CONVENTIONS.

Same Great Location, Better Than Ever.

The upgraded Hynes Convention Center is here for your next win. In Boston, our rich tradition is powered by forward thinking, which means big things for your next meeting. The John B. Hynes Veterans Memorial Convention Center is undergoing a \$100 million renovation and is open for bookings now and far into the future. This flexible meeting space is refreshed with significant infrastructure improvements, more cutting-edge technology, and enhanced comforts throughout the building, all backed by award-winning services to help bring your vision to life. Come visit and see what's new!

Schedule a site visit and make history with your own event. Call 877-393-3393 or visit SignatureBoston.com

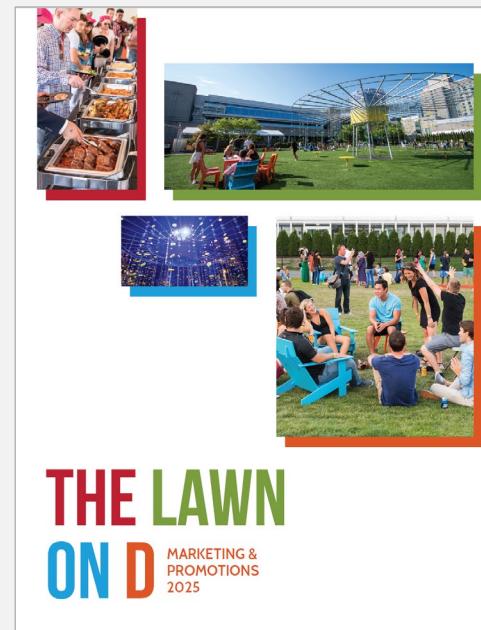
A WORLD-CLASS EXPERIENCE. BOSTON CONVENTIONS.

Big or Small, We Do It All

Whatever your group size, Boston's Thomas M. Menino Convention & Exhibition Center and John B. Hynes Veterans Memorial Convention Center each offer flexible meeting space that brings your vision to life. Whether you need meeting rooms, ballrooms, or function and exhibit space, we've got you covered—along with a comprehensive menu of services, free building-wide Wi-Fi, and more. Schedule a visit today!

MCEC HYNES
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Schedule a site visit and make history with your own event. Call 877-393-3393 or visit SignatureBoston.com



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THE LAWN ON D MARKETING & PROMOTIONS 2025

The image shows a collage of four photos: a food service area, a large outdoor event space with a geodesic dome, a night view of a city skyline, and a group of people sitting on blue chairs on a lawn.

Trade Shows & Events

- 20'x20' booth with Meet Boston at Holiday Showcase in Chicago
- 10'x10' booth at Expo! Expo! in Houston
- Planning for Convening Leaders 2026 in Philadelphia-Boston Party (over 200 invites accepted) & Boston Activation

Advertising

- Hynes ads in trade publications promoting facility updates
- “Big or Small” ad in the BBJ Book of Lists

Direct Mail & Database Development

- Redesigned new prospect mailing campaigns
- Identified new leads from the Tradeshow Calendar database

The Lawn on D

- Marketing & Promotions 2025 Annual Report

MCEC & Hynes Citywide Convention Sales Events

January – February 2026

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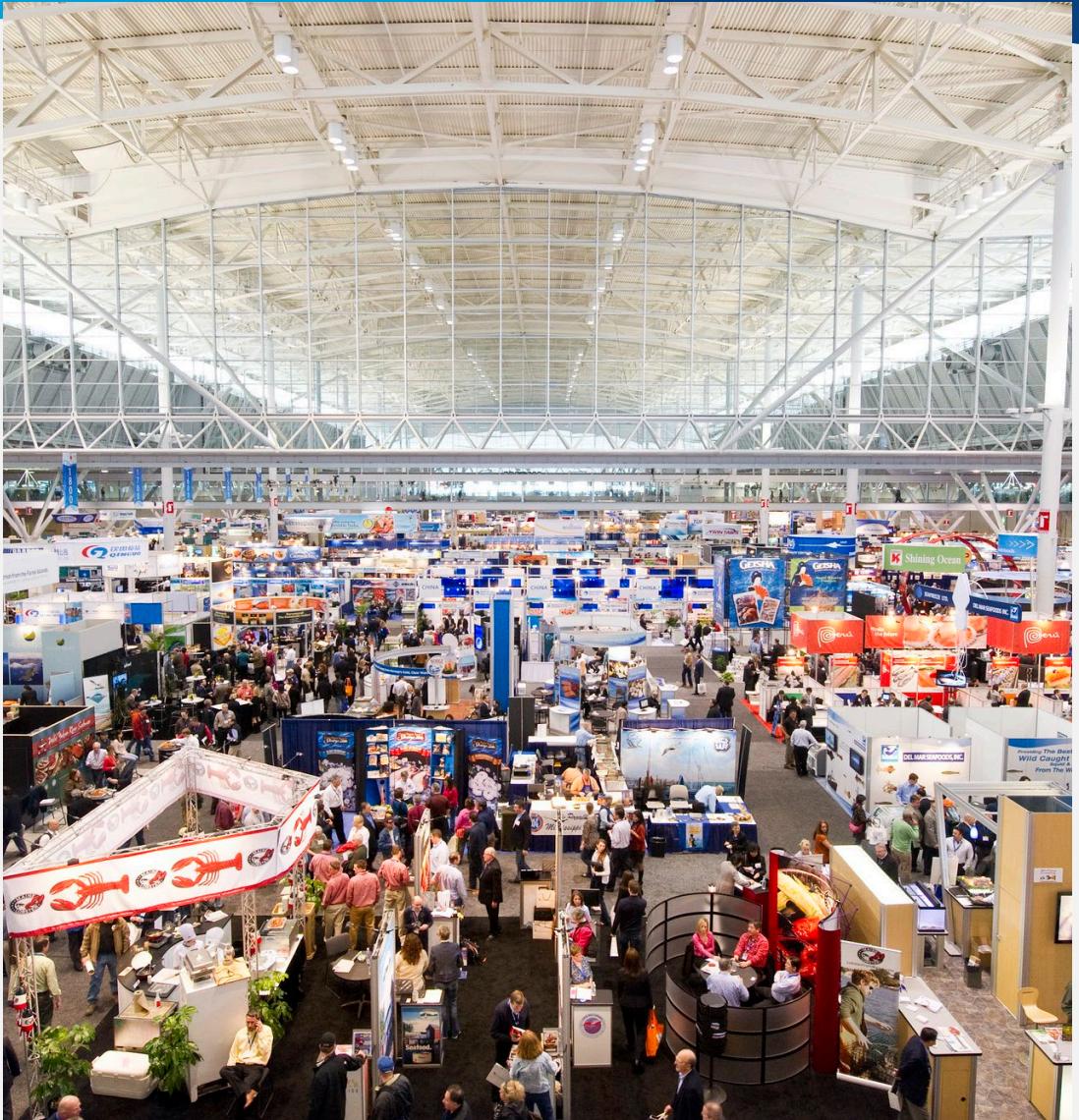
Event Name	Venue	Start Date	End Date	Attendance
Mathworks Sales Kickoff 2026	MCEC	01/18/26	01/24/26	4,300
Massachusetts Municipal Association Connect 351 MMA's Annual Meeting and Tradeshow 2026	MCEC	01/23/26	01/24/26	1,200
Massachusetts Dental Society Yankee Dental Congress 2026	MCEC	01/29/26	01/31/26	28,000
Society for Laboratory Automation and Screening Annual Meeting 2026	MCEC	02/09/26	02/11/26	6,000
Alpha Kappa Alpha Sorority, Inc North Atlantic Regional Conference 2026	MCEC	02/20/26	02/21/26	5,000
Joseph Volleyball Camps Nike Boston National Qualifier #1 2026	MCEC	02/27/26	03/01/26	11,000

Please note: The Hynes is under maintenance 1st quarter 2026.

MCEC Performance

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- Approximately #30 in terms of physical size in the U.S.
- 67% of MCEC business is association
- Booking Room Nights
 - 8% (15+ years into future)
 - 32% (10 – 15 years into future)
 - 18% (8-10 years into future)
 - 20% (5-8 years into future)



Hynes Performance

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- Competes against 100s of other U.S. locations
- 77% of Hynes business is association
- Booking Room Nights
 - 0% (15+ years into future)
 - 9% (10 – 15 years into future)
 - 17% (8-10 years into future)
 - 26% (5-8 years into future)



Boston Record Breakers 2025 (attendance)

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Event	Venue	Dates
Massachusetts Distributive Education Clubs of America - Annual Event	Thomas M. Menino Convention & Exhibition Center	Mar-25
US & Canadian Academy of Pathology USCAP Annual Meeting	Thomas M. Menino Convention & Exhibition Center	Mar-25
American Organization of Nursing Leadership AONL Annual Meeting	Thomas M. Menino Convention & Exhibition Center	Apr-25
American Association of Endodontists Annual Session	John B. Hynes Convention Center	Apr-25
New England Region Volleyball Association Liberty Challenge of Boston	Thomas M. Menino Convention & Exhibition Center	Apr-25
American Association of Neurological Surgeons AANS Annual Meeting	Thomas M. Menino Convention & Exhibition Center	Apr-25
International Society for Heart and Lung Transplantation - ISHLT Annual Meeting & Scientific Sessions	John B. Hynes Convention Center	Apr-25
National Conference of State Legislators - Annual Meeting	Thomas M. Menino Convention & Exhibition Center	Aug-25
ClioCon 2025	John B. Hynes Convention Center	May-25
Gerontological Society of America – GSA Annual Scientific Meeting	John B. Hynes Convention Center	Nov-25
LeadingAge 2025 Annual Meeting & Exposition	Thomas M. Menino Convention & Exhibition Center	Nov-25

Thank You!
Questions / Comments

MassMutual Center



MASSACHUSETTS
CONVENTION CENTER
AUTHORITY

OVG
OAK VIEW GROUP



A Moment of Reflection for 2025...



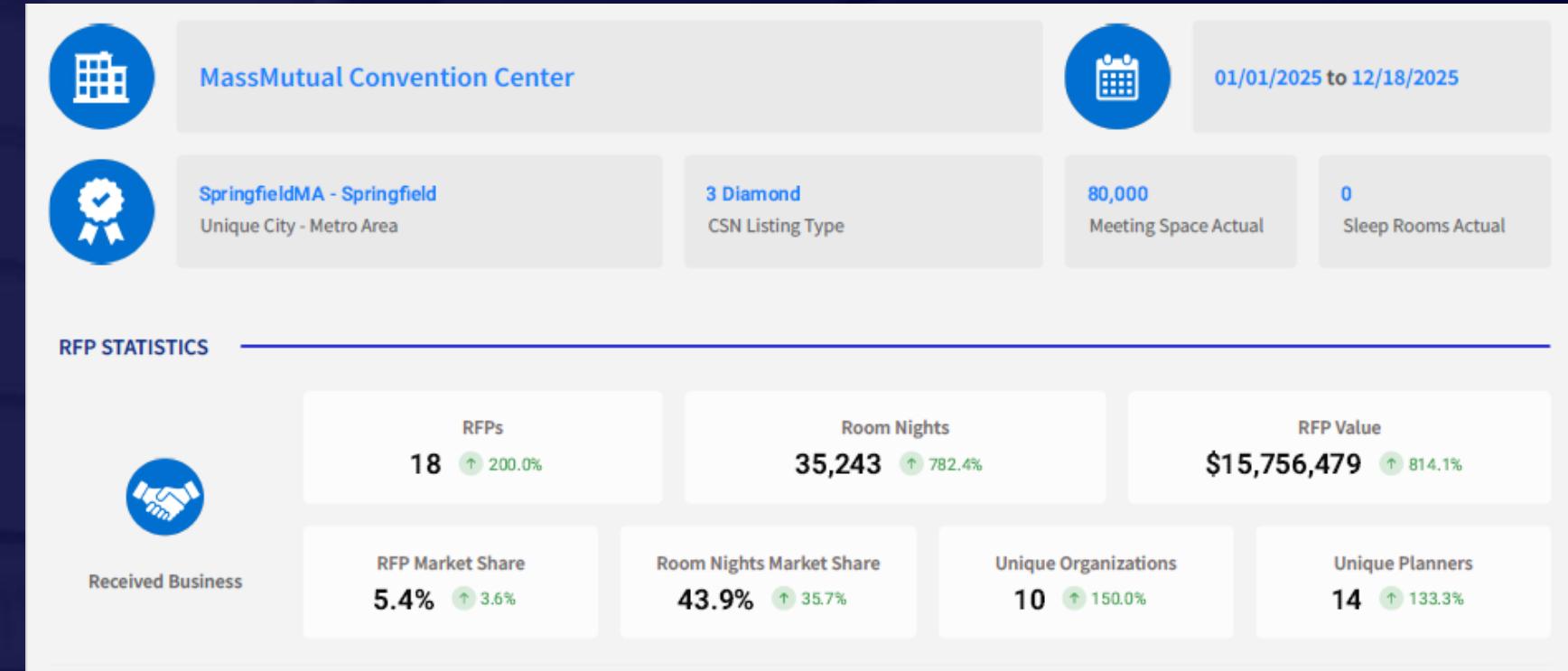


Harlem Globetrotters
Basketball Hall of Fame Classic
Festival of Trees
Breakfast with Santa
Plantella: Houseplant Exo
Springfield Harvest Festival
Launch at The Landing
Boomer's Block Parties
The 413 Card Show
WWE Monday Night Raw
Springfield Slam Jam
The Black Keys
Lamb of God
Counting Crows
IRONMAN 70.3
Springfield Public Schools Expo
Rumble on the East Bully Expo
Springfield Brick Convention
Tom Segura
Down & Dirty Boxing 13
Paw Patrol LIVE!
GB Con Card Show

AEW Presents Collision
Urban League Rise Up
Kevin Hart
Disney on Ice
I AM ME Kids Fashion Show
JAMFest Springfield 2025
Monster Trucks Nitro Tour
Steubenville East
Massachusetts Governor's
Conference on Travel & Tourism
Howdy Awards
Bay Path Women's Leadership
Conference
North East Toy Show
Yankee Security Convention
MA Democratic Issues Convention
MA Health Officers Association
OMG Roofing
Next Level Nationals
MA State Police Graduation

CY 2025 Sales Recap

CVENT RFP STATISTICS



18 RFPs
(up 200%)

35,243 Room Nights
(up 782.4%)

\$15,756,479 RFP Value
(up 814.1%)

5.4% RFP Market Share
(up 3.6%)

43.9% Room Nights Market Share
(up 35.7%)

10 Unique Organizations
(up 150%)

14 Unique Planners
(up 133.3%)

CY2025 Sales Productivity

Team Total - Rental & Catering						
Total	Goal	Variance to Goal	% Variance to Goal	2025	Variance to 2025	% Variance to 2025
\$2,750,609	\$2,200,000	\$550,609	25%	\$2,049,589	\$701,020	34%
	\$842,928	New Groups	31%			
	\$1,907,681	Repeat Groups	69%			
Team Total - Room Nights						
Total	Goal	Variance to Goal	% Variance to Goal	2025	Variance to 2025	% Variance to 2025
13,215	10,500	2,715	26%	11,017	2,198	20%
	4,745	New Groups	36%			
	8,470	Repeat Groups	64%			

CONVENTION CENTER HIGHLIGHTS

Notable December Groups



Notable New Bookings



Sales Update: November & December 2025

32

NEW
INQUIRIES

60

OPEN &
WORKING INQUIRIES

NOVEMBER & DECEMBER 2025

Category	Total	Room Nights
Definite Booked		
18 Bookings*	\$547,815	5,475*
Tentative Booking		
1 Bookings	\$3,250	

* 5 Bulls Eye Bookings

FY26 YTD

Category	Total	Room Nights
Definite Booked		
56 Bookings*	\$1,638,998	9,061*
Tentative Booking		
3 Bookings	\$39,475	

* 8 Bulls Eye Bookings



RTT 92nd Annual
State Police Graduation
January 7, 2026

Noteworthy January

ne/sae

NE/SAE Leadership &
Management Conference
January 14-15, 2026



Baystate Health
Leadership Meeting
January 21, 2026



MRPA Conference



NE Hazmat
Conference



Sigma Gamma Rho

✓ Strong Financial Finish to 2025

- OVG set records in the final week of 2025 with the highest F&B revenues in a 7 day stretch
 - 6 Events in 7 Days
 - 18,720 guests served
 - \$400K in Total Sales and Other Income

✓ Catering Smallware Upgrade

- New Rosseto Warmer Kit
- Cucina pots for hot holding
- Front of House display risers for buffets
- Bon Chef melamine bowls and platters
- Additional service ware
- Replacement glassware

Convention Center Bar Replacement



Community Alignment

November - December 2025



Western Mass is our home—and giving back to our community is at the heart of everything we do.

MassMutual Center Initiatives

- Festival of Trees had 12,461 recorded attendees in 2025
- Breakfast with Santa raised \$7,033.92 for the Springfield Boys & Girls Club

In Partnership With MGM Springfield

- Served 1,800 meals at Friends of the Homeless & Loves and Fishes
- Awarded Square One kids with over 250 Holiday Craft Kits
- Hosted a record-breaking Mayflower Marathon (Over \$262,000 in cash and nonperishables)
- Collected over 800 toys to benefit Toys for Tots of Western Massachusetts
- Sorted over 1,500 toys to support local kids at the Gray House
- Partnered with the United Ways Grocery Distribution serving hundreds of families biweekly
- Donated 53 hours of volunteering at the Springfield Cemetery in honor of local Veterans
- Community reading and book distribution with Link to Libraries at Gerena Community School



Upcoming Events



Jurassic Quest

January 9 - 11

Monster Trucks

January 16 & 17

Dropkick Murphys

March 11

GB Con Card Show

March 15 & 16



Disney on Ice

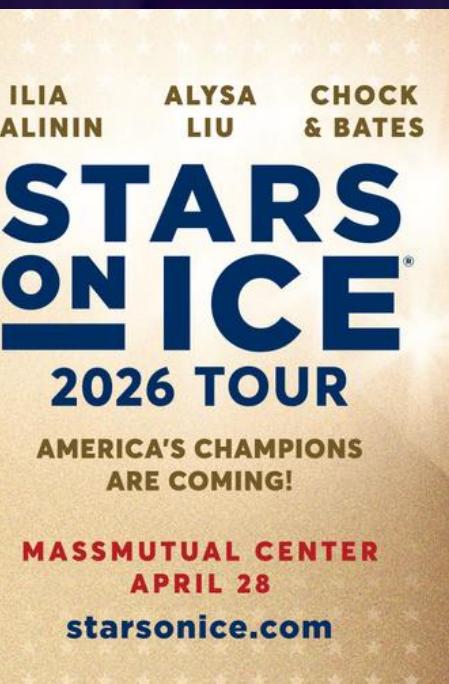
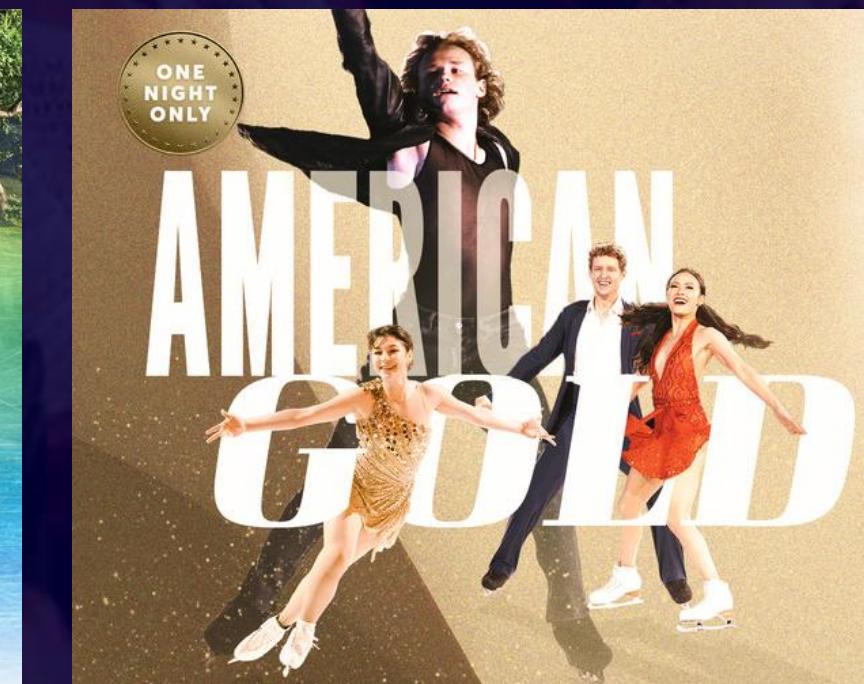
March 19 - 22

Mercy Me

March 26

Stars on Ice

April 28





FY 2026 Finance Update

Board of Directors

January 15, 2026

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Agenda

1. FY 2026 November YTD versus Budget
 - Revenue commentary
 - Operating expense commentary
2. FY 2026 November MTD versus Budget
3. FY 2026 Q2 Forecast vs Budget
 - Forecasted Expense Highlights
4. Project Updates

FY 2026 November YTD versus Budget

	FY26 Budget Board Approved	Budget Year to Date	Actual Year to Date	Variance	
				\$	%
Revenues:					
MCEC	\$ 48,857,108	\$ 20,408,013	\$ 20,514,098	\$ 106,085	0.5 %
Lawn on D	1,018,332	839,810	655,168	(184,642)	(22.0)%
Hynes	10,070,896	5,589,961	3,966,987	(1,622,974)	(29.0)%
Boston Common Garage	12,622,200	5,678,200	5,549,723	(128,477)	(2.3)%
MassMutual Center	8,328,560	3,263,363	2,936,194	(327,169)	(10.0)%
Springfield Civic Center Garage	690,931	246,564	187,528	(59,036)	(23.9)%
Other Income	1,040,080	440,370	339,062	(101,308)	(23.0)%
Total revenues	82,628,107	36,466,281	34,148,760	(2,317,521)	(6.4)%
Expenses:					
MCEC	47,804,011	19,627,280	20,528,937	(901,657)	(4.6)%
Lawn on D	906,362	383,289	278,293	104,996	27.4 %
Hynes	14,258,028	5,921,145	4,293,242	1,627,903	27.5 %
Boston Common Garage	2,922,624	1,194,045	1,013,247	180,798	15.1 %
MassMutual Center	13,636,472	5,591,982	5,377,290	214,692	3.8 %
Springfield Civic Center Garage	1,252,451	521,943	251,093	270,850	51.9 %
Subtotal operations	80,779,948	33,239,684	31,742,102	1,497,582	4.5 %
Central administration	12,976,125	5,523,135	6,113,120	(589,985)	(10.7)%
Sales and marketing	8,922,500	3,717,708	2,874,549	843,159	22.7 %
Subtotal administration	21,898,625	9,240,843	8,987,669	253,174	2.7 %
Total expenses	102,678,573	42,480,527	40,729,771	1,750,756	4.1 %
Net income from/(cost of) operations	\$ (20,050,466)	\$ (6,014,246)	\$ (6,581,011)	\$ (566,765)	9.4 %

November YTD revenue was **\$34.1M**

- -\$2.3M or -6% unfavorable to the Budget

November YTD expenses were **\$40.7M**

- +1.8M or 4% favorable to the Budget

November 2025 YTD net income from operations is unfavorable to Budget by **-0.6M or -9%**.

FY 2026 November YTD versus Budget

Revenue: Unfavorable to the Budget by -\$2.3M

- **Hynes** revenue is unfavorable to budget by -\$1.6M primarily as a result of food and beverage (-\$1.0M) and convention center rent (-\$0.6M).
- **MassMutual Center (MMC)** revenue is unfavorable to budget by -\$0.3M primarily as a result of convention center rent (-\$0.3M).
- **MCEC** revenue is favorable to budget by +0.1M primarily as a result of:
 - Convention center rent (+\$0.3M)
 - Water ferry services (+0.3M)
 - Parking revenue (-\$0.5M)
- **Lawn on D, Boston Common Garage (BCG), and Springfield Civic Center Garage (SCCG)** revenue are materially on budget.

FY 2026 November YTD versus Budget

Expenses: Favorable to the Budget by +\$1.8M

- **Hynes** expenses were favorable (+\$1.6M) primarily due to:
 - Utilities (+\$1.0M), security (+0.2M), cleaning (+0.1M) and rubbish removal (+\$0.1M) due to the partial maintenance shutdown
 - Compensation (+\$0.3M) due to headcount
- **MassMutual Center (MMC)** expenses were favorable (+\$0.2M) comprised of compensation (+\$0.1M) and utilities (+0.1M) primarily due to timing.
- **MCEC** expenses were unfavorable (-\$0.9M) primarily due to:
 - Compensation (-\$0.7M) caused by overtime and higher benefits expenses.
 - Security (-\$0.2M), cleaning services (-\$0.1M), driven by overtime.
- **Central Administration** expenses were unfavorable (-\$0.6M) primarily due to compensation and benefits (-\$0.3M) from the timing of hiring and software licenses (-\$0.3M) due to price changes but was offset by favorability in **Sales and Marketing** (+\$0.8M) due to fewer contracted third-party services.

FY 2026 November MTD versus Budget

	Budget Month to Date	Actual Month to Date	Variance	
			\$	%
Revenues:				
MCEC	\$ 2,858,801	\$ 2,360,612	\$ (498,189)	(17.4)%
Lawn on D	—	(5,536)	(5,536)	— %
Hynes	1,475,217	1,051,907	(423,310)	(28.7)%
Boston Common Garage	1,031,300	1,040,973	9,673	0.9 %
MassMutual Center	782,552	735,075	(47,477)	(6.1)%
Springfield Civic Center Garage	55,742	50,366	(5,376)	(9.6)%
Other Income	87,087	60,690	(26,397)	(30.3)%
Total revenues	6,290,699	5,294,087	(996,612)	(15.8)%
Expenses:				
MCEC	4,027,038	3,773,953	253,085	6.3 %
Lawn on D	50,902	39,517	11,385	22.4 %
Hynes	1,226,469	912,828	313,641	25.6 %
Boston Common Garage	245,038	188,569	56,469	23.0 %
MassMutual Center	1,168,841	1,121,549	47,292	4.0 %
Springfield Civic Center Garage	102,714	62,317	40,397	39.3 %
Subtotal operations	6,821,002	6,098,733	722,269	10.6 %
Central administration	1,029,065	1,103,329	(74,264)	(7.2)%
Sales and marketing	743,542	496,495	247,047	33.2 %
Subtotal administration	1,772,607	1,599,824	172,783	9.7 %
Total expenses	8,593,609	7,698,557	895,052	10.4 %
Net income from/(cost of) operations	\$ (2,302,910)	\$ (2,404,470)	\$ (101,560)	4.4 %

Revenue for the month of November was **\$5.3M**

- \$1.0M or -16% unfavorable to the Budget

Expenses for the month of November were **\$7.7M**

- +0.9M or +10% favorable to the Budget

The month of November was **ON Budget** (-0.1M unfavorable).

FY 2026 Q2 Forecast vs Budget

Revenues:

	FY 26 Budget	FY 26 Forecast	Variance
MCEC	\$ 48,857,108	\$ 49,461,382	\$ 604,274 1%
Lawn on D	1,018,332	839,226	(179,106) -18%
Hynes	10,070,896	8,871,231	(1,199,665) -12%
Boston Common Garage	12,622,200	12,484,051	(138,149) -1%
MassMutual Center	8,328,560	8,048,868	(279,692) -3%
Springfield Civic Center Garage	690,931	637,271	(53,660) -8%
Other Income	1,040,080	686,939	(353,141) -34%
Total revenues	82,628,107	81,028,968	(1,599,139) -2%

Expenses:

MCEC	47,804,011	49,311,730	(1,507,719) -3%
Lawn on D	906,362	808,084	98,278 11%
Hynes	14,258,028	13,447,950	810,078 6%
Boston Common Garage	2,922,624	2,798,295	124,329 4%
MassMutual Center	13,636,472	13,469,072	167,400 1%
Springfield Civic Center Garage	1,252,451	1,021,998	230,453 18%
Subtotal operations	80,779,948	80,857,128	(77,180) 0%
Central administration	12,976,125	15,699,524	(2,723,399) -21%
Sales and marketing	8,922,500	8,326,386	596,114 7%
Subtotal administration	21,898,625	24,025,910	(2,127,285) -10%
Total expenses	102,678,573	104,883,039	(2,204,466) -2%
Net income from/(cost of) operations	\$ (20,050,466)	\$ (23,854,070)	\$ (3,803,604) 19%

Coverage Ratio

76%

71%

During December 2025, MCCA management completed a revision to the FY 2026 Budget that we call the:

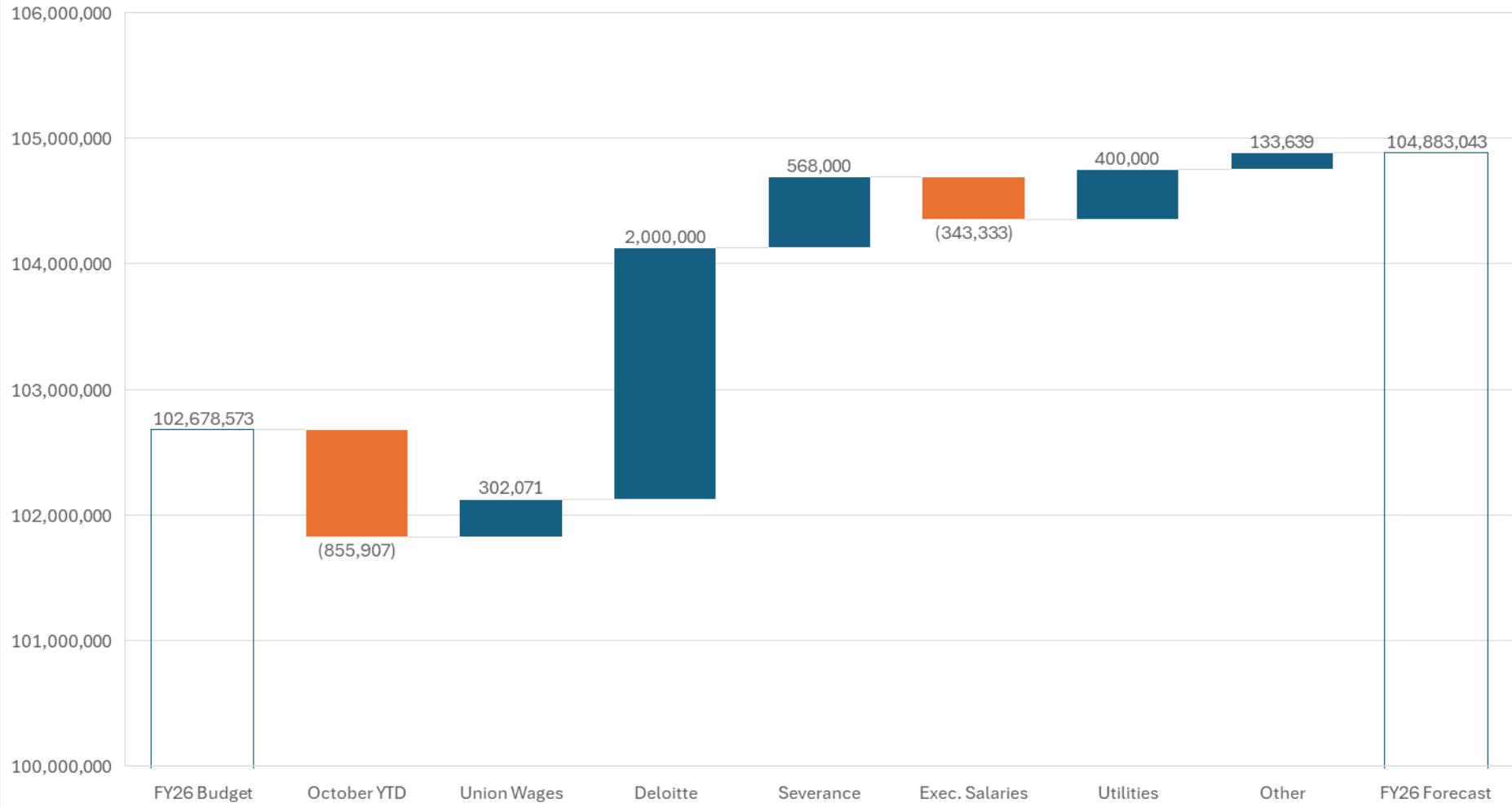
Q2 Forecast

- ❖ Revenue is based on 4 months of actuals and 8 months of 2026 Budget.
- ❖ Expenses are based on known variances to the Budget, i.e. expenses that were not contemplated during the FY26 Budget process (detailed on next page).
- MCCA is forecasting 12 months of net income between:
 - \$20.1M: FY26 Budget
 - \$23.9M: Q2 Forecast



FY 2026 Forecasted Expenses

Forecasted Expenses are \$2.2M greater than Budget



Project Updates

- FY25 audit material weakness identified:
“Reconciliation of significant account balances”
 - Remediation through November close:
 - ✓ 70% complete: All FY monthly account reconciliations
 - Goal:
 - ✓ 100% completion each month
 - ✓ BD+10 general ledger monthly close
 - Accuracy
 - Completeness
 - Timeliness
- SAP Concur travel and expense system implementation GO LIVE: **end of January 2026**
- Questica budgeting system upgrade completed in **December 2025**
- Microsoft Dynamics Business Central optimization will take place in **Q3/Q4 2026**



MMC Ice Plant Chiller Replacement

MCCA Board Meeting

Thursday, January 15, 2026

**MASSACHUSETTS
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Project Background

- Existing ice plant at the MMC
 - 22 years old & at end of useful life, posing reliability and lifecycle risk.
- The existing system uses R-22 refrigerant
 - phased out under the Clean Air Act due to ozone depletion and high global warming impact
 - Caused supply to be limited & costly.
- Project to replace existing ice plant system with new packaged CO2 chiller skid equipment



Project Scope

- Replace roof-mounted evaporative condensers with roof-mounted gas coolers
- System includes a new Zamboni/ice-melt system with associated environmentally friendly heat recovery equipment
- Include associated equipment replacements as part of the chiller skid assemblies
- Schedule and perform the work during summer months when the ice rink is not operating
- Coordinate partial or complete closures of State Street during designated hours for removal and installation picks



Procurement Path

Contractor Bids:

Contractor	Contractor Price
Kleeberg Mechanical Services Inc.	\$4,301,777.00
B-G Mechanical Inc.	\$6,190,700.00

The lowest responsible and eligible bidder per MGL c149, is **Kleeberg Mechanical Services Inc.** at **\$4,301,777.00**, in accordance with bids received on **November 13, 2025** per documents dated **October 08, 2025**.

MCCA established a Supplier Diverse Initiative and Efforts specific to the **MMC Ice Plant Chiller Replacement** project per DCAMM recommendation.

- **Project goals are 9.3% WBE participation and 4.7% MBE participation.**

VOTE

MMC Ice Plant Chiller Replacement

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director or his Designee to execute a construction contract with Kleeberg Mechanical Inc. for the MMC Ice Plant Chiller Replacement in the amount of Four million three hundred one thousand, seven hundred seventy-seven dollars (\$4,301,777.00) per construction plans and specifications documents dated October 08, 2025.



Design Services: Consulting Engineering & Architectural Services RFP

MCCA Board Meeting

Thursday, January 15, 2026

**MASSACHUSETTS
CONVENTION CENTER
AUTHORITY**

Contract Background



Annually, the Authority initiates facility and capital improvements under the guidance of the Capital Program Budget.



Pursuant to Massachusetts General Laws, the majority of these projects require designer engagements (conceptual designs, cost estimates, procurement documentation, feasibility studies, and investigations).



Starting in 1982, the State Designer Selection Board authorized the MCCA to form its own Designer Selection Panel upon satisfying specific State requirements, including bi-annual reporting & renewal submissions every 5 years

Individual designer selections for each project are time consuming, cost inefficient, and do not facilitate consistent design deliverables or project outcomes.

On-Call Design Consulting Service contracts have effectively addressed these concerns allowing flexibility and faster project delivery.

Contract Background

The panel has a total of 6 members:

- MA Engineer,
- 2 MA Architects,
- Person in Building Construction,
- MCCA Executive Director/CEO or their designee
- 2 Public member(s)

MCCA Designer Selection Panel operates under Open Meeting Law

Panel responsible for:

- RFP evaluation,
- Rankings and award recommendation
- Ongoing compliance oversight

4 of the 6 Members are required for a quorum with at least the following individuals:

Architect, Engineer, MCCA Executive Director/CEO or their designee.

Contract Overview

Initial Contract Term: **March 1, 2026 – February 28, 2029**

Renewal Options: **Two (2) one-year Board-approved extensions**

Maximum Contract End Date: **February 28, 2031**

Contracts awarded on a **not-to-exceed basis**

Procurement Approach & Timeline

Procurement Approach

- Best value selection methodology
- RFP based on previous contract with refinements:
 - Updated supplier diversity requirements
 - Improved efficiency and reporting provisions

Evaluation Criteria

- Prior similar experience
- Past public & private sector performance
- Financial stability
- Qualifications of key personnel
- Qualifications of subconsultants
- Insurance
- Supplier diversity commitment

RFP Timeline



Evaluation Overview



- Proposals Received: **13 total**
- All proposals met **minimum RFP requirements**
- **Eight (8) firms** advanced to interviews based on:
 - Relevant experience
 - Team composition
 - Alignment with MCCA project needs
- Structured presentations and standardized interview questions provided in advance to bidders

The 8 interviewees were

- Fennick McCredie (FMA)
- Touloukian & Touloukian
- Simpson, Gumpertz & Heger (SGH)
- Kleinfelder
- STV
- KVA Architects
- HDR
- Gannett Fleming



Panel Recommendation

All interviewees ranked **equally across evaluation categories**

Expansion from **5 to 8 firms** recommended to:

- Address workload capacity limitations
- Prevent project delays experienced under prior contracts
- Support aging infrastructure at MCEC and Hynes
- Meet future capital and operational project demands

Recommend we enter into agreement with all 8 finalist firms:

- Fennick McCredie (FMA), Touloukian & Touloukian, Simpson, Gumpertz & Heger (SGH), Kleinfelder, STV, KVA Architects, HDR, Gannett Fleming

Not-to-exceed \$4.5M per firm

\$1.5M per year

Three-year base term

- No guaranteed spend
- Work authorized through negotiated Work Orders
- ***All costs covered within approved Capital Budget that goes before board***

Post Award Actions

- Execute negotiated contracts with awarded firms
- Conduct vendor onboarding sessions:
 - Contract compliance
 - Reporting requirements
 - Supplier diversity obligations



All interviewed firms committed to meeting or exceeding:

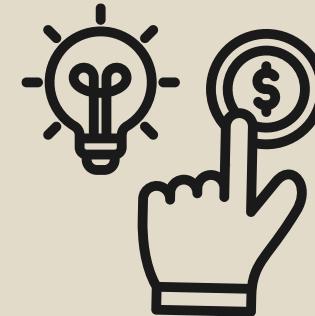
21.6% combined MBE/WBE

6.6% MBE

15% WBE

3% combined VBE / SDVOBE

- Quarterly supplier diversity reporting required as existing



VOTE

Design Services: Consulting Engineering & Architectural Services

VOTE: The Massachusetts Convention Center Authority hereby authorizes the Executive Director or their designee to negotiate a fee with Fennick McCredie, Tou Loukian & Tou Loukian Inc., Simpson, Gumpertz and Heger Inc., Kleinfelder, STV, KVA Architects, HDR and Gannett Fleming and upon said satisfactory negotiations to execute a contract with each firm for a not to exceed fee of \$4,500,000, for a term of three years, with two one- year renewal options, for Consulting Services in accordance with the Request for Proposals dated October 8, 2025