

CIVIC CENTER COMMISSION

Date: Thursday, December 1, 2022 at 9:00am
DCU Center, 50 Foster Street, Worcester, MA
2nd Floor conference room
and virtually via Webex

MEETING MINUTES

Attendees

Civic Center Commissioners

Commissioner Economou, Dist. 1; Commissioner McEvoy, District 2; Commissioner Herideen, Dist. 1; Chair Brissette, District 1; *Commissioner Alexander, Dist. 5 (absent).*

City Staff

Julie Lynch, Chief of Public Facilities and Damaris Acevedo, Staff Assistant

ASM Global (SMG):

Sandy Dunn, Jim Moughan, and Melissa Bishop

1. Call to Order

Commissioner Economou called the meeting to order at 9:00am. He welcomed new Commissioner McEvoy and called the meeting to order.

2. Acceptance of Meeting Minutes

Commissioner Economou motioned to accept October 27, 2022 meeting minutes.

3. Project Status Updates – City of Worcester

Ms. Lynch noted the current projects and repairs of the DCU facility.

- a. Arena Seating – Populous Architects determined project is \$6.4 million which is being split into two pieces, 1) to meet schedule, arena chairs are being procured through Sourcewell 2) demolition and installation are being bid through the City of Worcester.
- b. Convention Center Electrical Valve Upgrade – Ms. Lynch noted project continues through contractor, JJ Cardosi and designer, EDM Engineers.
- c. Existing Fire Alarm Notification Integration – Although there is an operating fire alarm notification system when project began, devices were not functioning when added (tried multiple times to bring system on line), thus JCI (City Vendor) is going to inspect for fire notification/power issue.
- d. Installation of inlet on Commercial Street – five days away of completion.
- e. Controls Integration with sensors in the Green Room project is complete.

- f. Vault Sprinkler Installation/Inspection – should be complete the following week.
- g. Telephone/Camera System – Seventy-seven (77) to Seventy-eight (78) cameras are installed and training will be provided by the City of Worcester’s Public Facilities Staff. Phones are going to have stage rollout with ASM Global’s contractor, Windstream. They are going to port over phone numbers including the ones in the elevators. Project should be complete by the end of December 2022.
- h. New Switches – facility is on temporary switches currently. Estimated delivery on the new switches is December 2022.
- i. Ballroom Chairs – are being procured through Shev and they are providing new sample. Once sample is approved, estimated delivery of chairs is twelve (12) to fourteen (14) weeks.
- j. Controls Upgrade for HVAC - wiring is complete, however, they are also on temporary switches and will be part of the switch over. Public Facilities’ Staff will provide training for the City of Worcester’s Building Management System, Alerton Control System.
- k. Phase II work with Populous Architects and Arcadus (OPM) is underway and short-term list of deferred maintenance items are taking up most of the \$21-22 million budget. Populous will provide next amendment for masterplan budget in order to request additional funding.

4. AMS Global Reporting

a. Monthly Event/Arena Highlights

- I. Ms. Dunn noted event highlights - 1) Worcester Railers opening weekend will include opening performance by Cara Brindisi. Record for Worcester Railers is 14 wins, 2 loses. 2) Disney on Ice – reported trending high with eight (8) performances and 36,000 guests, over \$1.5 million gross ticket sales. 3) Rod Wave is a new promoter coming from Mammoth out of New York City. ASM Global trying to find new promoters to come to the facility, which Ms. Dunn believes will help with number of concerts. 4) Black Friday & Cyber Monday sales went well. 5) Circus is ahead of sales and looking good. 6) TSO – top Christmas concert according to Boston Globe, sold 18,000 tickets, of these tickets TSO worked with radio stations, WXLO and WSRS to give charity donation to VHL Alliance.
- II. Ms. Dunn noted Arena Highlights – 1) comedy show by Sebastian Maniscalco will be held the first weekend of December with 15,000 guests and \$1.5 million gross ticket sales. 2) Wynona Judd and the Judds will have guest artist at their concert which is TBA later. 3) Oval Ice Ring opening first weekend of December and Cara Brindisi appearing at the Festival of Lights and has new Worcester Wonderland Jingle and songs.

b. Convention Center Highlights

Mr. Moughan noted Convention Center highlights - 1) Chamber of Commerce Annual lunch meeting had about 600 guests. 2) New England Winter Market – buyers only trade show for skiing apparel will be held on the first week of December. 6) Spirit Sports Worcester National Cheerleading Competition has about 195 teams registered with about 4,000

athletes. 7) Research Bureau and Algonquin High School Winter Ball will have about 600 to 700 guests.

c. Operations Update

Ms. Dunn noted Operations department is busy with concerts, events, oval simulation, etc. ASM Global has new Senior Ice Specialist who comes from Chicago and has worked for the Chicago White Sox and White Hawks. ASM Global's goal is to have three operations managers and they only have two. They are looking for more staff and have resulted to Temporary Agencies.

d. Finance Update

Ms. Bishop noted that ASM Global closed the month of October. Year-to-Date is over budget by \$600,000.00 with a net income of \$450,000.00 of which Ms. Dunn noted the revenue opportunity through the Railyard which is a lift where club members are allowed early entrance and a private bar/restaurant. It also allows access to coat room and intermission for the price of \$40.00 to \$75.00 per person.

e. Marketing Update

Ms. Dunn noted social media engagement through Facebook and Instagram and the most engaged event on social media is the upcoming concert on April 29, 2023 – *The Big Gig: Breaking Benjamin* with over 70,000 bands. Promoters will go through Mr. Chu and Mr. Starry with the same concept as *The Big Gig* promotion for upcoming events.

f. Sales Update

Mr. Moughan noted that Sales Manager, Ms. Ann Cruz was celebrated as Service and Excellence award by CXDay. Commissioner Economou commended Ms. Cruz on behalf of the DCU Commission. Mr. Moughan also noted high school graduations, Mass Development Conference, and Rear New England Conference events as well as ASM Global offered building to DCU that holds Jiu-Jitsu World League Championships of which there will be multiple shows and are expecting 800 to 1,000 competitors from the Northeast part of the country.

5. Community Day Event

Commissioner Economou took roll call vote on accepting Community Day Free Application for Umass Memorial's Annual Holiday Party for DCF Boston Children and Family to be held in the Grand Hall room. Vote was accepted.

6. Adjourn

Commissioner Economou motioned to adjourn. Motion was accepted at 9:26 am.

Next meeting: Scheduled on February 22, 2023 at 9am (holiday week)