



Chairman Pietrewicz motioned to have research done on why the chiller is inoperable; Commissioner Harrity seconded the motion. (4 years, 0 nays) *Motion passed.*

Sandy Dunn reported that she and Heather Gould have been working over the past several weeks on the FF&E to secure the light boxes, chairs, furniture, televisions, etc. Punch lists in all areas will be completed.

Heather noted that Chairman Pietrewicz's term is expiring as of October 4<sup>th</sup>, but will be offered an extension if necessary. The City Manager has asked the Chairman to speak at the Ribbon Cutting Ceremony and other Commissioners are invited to be on the main stage. The arena lobby is now named the Harvard Pilgrim Healthcare Pavilion. Following the ribbon cutting, an open house atmosphere will take place with complimentary snacks and drinks. Access will be provided to only the newly constructed spaces. Sandy Dunn stated that the Commissioners will also be invited to attend the VIP Pre-Game Reception on Saturday, October 19<sup>th</sup>, from 4:30 to 6pm, in the New Club Lounge followed by attending the Sharks Home Opener. Chairman Pietrewicz expressed that he was honored and privileged to work with the City of Worcester and SMG Staff to see this project come to its' completion.

## 5. SMG Reporting

### a. Monthly Highlights/Sales – Sandy Dunn / Jim Moughan

**Highlights** – Harvard Pilgrim Healthcare Pavilion on board with the naming of the lobby space for a 3 year term, “The Zone” is close to being renamed as well and there is still opportunity for naming the new club lounge space. Hanover Insurance has purchased an entire Suite (C&D) which includes every event, and Fallon Community Healthcare has purchased a Suite “Opener” package (A) with tickets to each opening night performance. Advertisers have been wonderful through the transition period and we have provided them with various incentives for their cooperation. The box office will be relocated this weekend. We have been working on hiring 150 new employees for this new season and are still in the process of interviewing. To date, we have hired the full time positions of receptionist, group sales manager and an accountant.

The NCAA Hockey bid was submitted with Holy Cross as host. The competition is getting stronger, but it is anticipated that we will stay on the two year cycle. We will continue to also bid for the basketball tournament though hotel rooms are critical to be considered.

The Annual Blood Drive was hosted in the Convention Center in early September.

The Operations Department has completed the work in the older restrooms with stripping the bathrooms, installing new partitions, paper towel/toilet paper/soap dispensers. Also concession stands were stripped and repainting. The focus is now on cleaning.

The City Council was reviewing the current Animal Ordinance with consideration to ban exotic & endangered animals from performing within the City limits. The City Manager took the lead in responding to this and asked for our assistance in providing detail on the financial impact this would have. All pertinent information has been forwarded to the City Manager.

Jim Moughan reported that the Royal Plaza in Fitchburg is due to close. He anticipates that we will be able to pick up some of their events including the New England Public Works event for August or September, along with two dog shows.

Balance of the report as provided.

**b. Financial Statements – J.Iorio**

General discussion of Financials – **April & May 2013**

*Highlights* – April and May were busy months for the Convention Center.  
Sharks had a great year with attendance up along with Food & Beverage.  
Event count reached 47 with all of the graduations and proms.  
June budget was met, coming in \$5,000 above budget.

June Financials and audit information will be provided for the October meeting. Two more concerts for March are being announced before the Ribbon Cutting Ceremony.

Occupancy Report / Convention Center was provided to Commission for review. Trending unusually high in this particular report. Will continue to participate and provide this information along with the Price Waterhouse report.

**6. New Business – Sandy Dunn**

Tour of Construction Site was offered to the Commissioners. Touring the renovation site were Vice- Chair Najarian, Commissioner Harrity, Commissioner Knowlton, Heather Gould, Amanda Gregoire, and SMG's James Moughan, Julia Iorio, & Paige Williamson.

**7. Next Meeting**

**a. 2013 Meeting Schedule – Wednesday, October 23, 2013 / 12pm**

*DCU Center Conference Room*

Chairman Pietrewicz moved to adjourn the meeting; Seconded by Commissioner Harrity.  
(4 yeas, 0 nays) *Motion passed.*

*Meeting Adjourned – 1:05pm*