

Commissioner Harrity then continued, that in March 2016, the Commission granted the India Society a half (1/2) rent free day with the stipulation that no further “free” days would be considered for future vote. Commissioner Harrity then asked what the total revenues were for the event last year. Julia Iorio, Director of Finance, stated this event generated approximately \$16,000.00 in total income. Commissioner Harrity inquired about other activity in the venue in the month of August. Jim Moughan stated other August events included the Tattoo Festival and a Gluten Free event at this time and that August is becoming much more active.

Commissioner Harrity motioned to deny the India Society of Worcester a rent free day for their India Day event on August 5th, 2017; seconded by Commissioner Alexander. (4 yeas, 0 nays) *Motion passed.*

4. Phase 2 – Design Status Update – Populous to Present Master Plan Presentation

Jim Swords and Robert Wade of Populous presented a two part power point presentation that included a Facility Assessment and possible Master Plan – Where Could the DCU Center Be in 30 years?

Populous has provided the written report on the Facility Assessment including cost projections. The cost projections are over the next 20 years, but are estimated in today’s dollars. In addition, Populous is preparing a written report regarding estimated costs and potential for phasing for construction which are specific to the larger Vision/Master Plan. This should be available by the next meeting in September.

5. Major Projects - John Odell

a. Capital Projects – Status Updates

- i. **Windows*** – With weather being a factor in the past few weeks, one window was replaced thus far, with the balance of windows to be installed in the latter half of June.
- ii. **WIFI***– Equipment has been received, with work beginning in July and it is anticipated to be finished by the end of August.
- iii. **Scoreboard*** – Scheduled dismantle of the board & facias is occurring the week of June 25th. The process is about two weeks, with early August installation anticipated. Training discussions has been conducted and the control components have been installed. The Railers Hockey team has also been involved in the process. The new scoreboard will offer Hi Def, Green Screen, Background & significant Tech upgrades.

8. SMG Reporting Sandy Dunn / Julia Iorio / Jim Moughan (*detail included in monthly packet*)

a. Monthly Highlights May & June '17 / Financial Statements – March 2017

A general review was made of the monthly report sent to the Commission in advance of the meeting.

SMG is working with operator of Figs & Pigs, Candace Murphy, regarding next steps for the incubator program and will keep the Commission up to date as plans evolve.

Julia Iorio, reported that the DCU Center is well ahead of the original budget with March event numbers reporting at 39 events.

A market study was conducted and it was determined that an increase in Facility Fees be proposed from \$2.00 to \$3.00 charge. This would not impact any events

currently contracted nor does it impact Railers Hockey as the facility fee and any future increases are specifically stated in their contract.

Commissioner Harrity motioned to accept the increase of \$1.00 to a total facility fee of \$3.00; seconded by Commissioner Knowlton. (4 nays, 0 nays)

SMG staff was notified that the City and LAZ Parking are installing all new equipment in the garage across the street from the DCU Center. This should benefit our meeting planners as well as the City with various controls.

A major transformer failed on May 6th while two events were in progress in the Convention Center and one in the Arena. The Arena event had little impact. However, one convention center event was delayed and the second postponed their program until the following morning. The cause of the outage is still under investigation. However, Sandy Dunn commended the Fire and Police Department for a quick response to the situation and National Grid for a quick response upon occurrence but also, with replacing the transformer in less than a week.

b. Sales Report – Jim Moughan

Highlights in the Sales Department include *Sports Representative Buyers Event, Disc Golf* (Arena) with DCM heavily involved, and *Jurassic Quest*. SMG continues to provide both sales training at their Charleston location as well as auditing our sales staff with “shopping” them periodically to ensure they are utilizing the highest and best practices when responding to potential clients. Anne Kruse, Sales Manager, was recently “shopped over the phone”. Her results were ranked in the top 2% of the entire company. This is the second year in a row where she was recognized for her excellent sales skills. The PWC Annual Benchmarking Report included (insert).

9. Adjournment

Commissioner Harrity motioned to adjourn; seconded by Commissioner Alexander; (4 nays, 0 nays)
Motion passed.

Meeting Adjourned at 1:57pm

Next Meeting: June 16th, 2017 at 8:30am (Figs and Pigs)

Next Meeting: September 28, 2017 - 11:45 Lunch, 12:30 Meeting – DCU Center Conference Room

Meetings for July and August will not be held unless specific business requires a meeting at which time the Chairman will contact the Commissioners accordingly.