



April 16, 2010

Dear Aaron,

I am contacting you today regarding the OSGeo Cascadia Chapter's potential interest in hosting the Free and Open Source Software for Geospatial Annual Conference in Sept/Oct 2011.

I have been in direct contact with Jeff McKenna, who recommended that I partner with a Local Organizing Committee in order to secure a planning assistance role for the event.

If your LOC is interested in hosting FOSS4G, I would like to propose that you include ConferenceDirect as your Professional Meeting Planning partner in order to create a more compelling case at the "Letter of Intent" stage, and subsequent "Bid Submission" stage of this process.

If the Fall 2011 FOSS4G Conference is awarded to your Local Organizing Committee, the first order of business should be to secure the venue. Here is where I can help you at NO cost to your LOC: ConferenceDirect's buying power in Seattle is substantial. We sourced over \$13.4 Million in hotel room revenue into your city in 2009. And, we have many large hotel/facility partners who would be eager to work with us, and become the host facility for your 2011 FOSS4G Conference. These Hotels and facilities pay our fee directly, so there is no cost to you. Before a Request for Proposal is sent out to any prospective venue, I would gather historical conference data (registered attendee numbers and actual Hotel/HOUSING information), and then formulate a list of appropriate options for your consideration.

A sample prospective venue listing is attached.

It appears that you have a strong/active membership base, and potentially a Local Organizing Committee already in place. ConferenceDirect could enhance your efforts – allowing you to focus on creating the conference content, while enlisting my help to secure the actual venue, and ensure your best value.

I look forward to your reply, and the opportunity to assist you. *Our promise is to save you time and money.*

Sincerely,

Kevin

Kevin G. Bell
Global Account Executive
ConferenceDirect®
9505 E. Juanita Avenue
Mesa, Arizona 85209
phone: 480-380-7678 / fax: 480-302-7872 / cell: 602-740-0839