



April 23, 2010

Jeff McKenna
OSGeo VP Conferences
P.O. Box 446
Lunenburg, NS, Canada B0J 2C0

Dear Jeff,

I am pleased to submit ConferenceDirect's proposal to provide complimentary site search and venue negotiation services for Free and Open Source Software for Geospatial Annual Conference in Sept/Oct 2011.

Although I have been unable to collaborate with a specific LOC in order to submit a formal "Letter of Intent", I am really able to assist OSGeo with complimentary planning services in any city (with ANY LOC)– in or out of North America.

I have included a sample listing of Denver area Hotels and Free Standing Venues that could accommodate a group your size, and may be of interest to the Denver LOC. I could secure RFP responses to include availability and rates at hotels and venues such as these – or others.

As mentioned before, the first order of business for the awarded LOC should be to secure the venue. Here is where I can help that LOC at NO cost: ConferenceDirect's buying power in Denver is substantial. We sourced over \$8.1 Million in hotel room revenue into Denver 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.

ConferenceDirect is comprised of associates (like myself), who have spent much of their hospitality careers working as Sales Executives for these Hotel Brands and Convention Bureaus. Now at ConferenceDirect negotiating for you - we have the expertise to guide you, and secure your best value. Meanwhile, the LOC can focus on creating the conference content,

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