



September 19, 2018

Jay Cloutier  
Director of Sales  
Discover Albany  
25 Quackenbush Sq, Albany, NY 12207

Dear Jay:

CMI AV is thrilled to have the opportunity to participate in Albany’s proposal to host Connect NE in 2020. As the preferred and in-house audiovisual services provider in the Albany Capital Center and many area hotels, we will do our part to support Discover Albany’s bid to host Connect NE for 2020:

As an expression of our interest in hosting Connect 2020, CMI AV will offer the following:

- Offer a fifty percent (50%) discount off any audiovisual equipment rentals
- Provide additional upgrades to A/V services
- Work closely with Connect NE and Discover Albany staff to prepare creative ways to integrate technology into the event
- Assign a project manager to attend planning and pre-con meetings to assure success

Jay, as you know, CMI AV’s takes it’s responsibilities as a stakeholder and a partner with Discover Albany very seriously and we will do our best to help you and your team earn the right to host NE Connect. Once the bid is awarded we will continue with our support by working with the team to provide an exceptional experience for all of the attendees.

Please let me know what else we can do to support this bid? Thank you for your partnership.

Sincerely,

Chip Lacure  
Business Development  
CMI AV

Cc: Eric Smith, President, CMI AV  
Kevin Marsh, Rental Manager, CMI AV  
Rob Flick, CMI AV Event Manager ACC