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Thank you for joining the webinar will begin in just a moment.

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And we're all set to begin Jerry.

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Thank you so much Susan Good afternoon everyone. On behalf of all New Yorkers and our president and CEO Fred Dixon. We welcome you to our seventh installment of our all in NYC webinar series with this month's topic, meet the many sides of Brooklyn.

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In the last decade, Brooklyn has become widely acknowledged as one of the most exciting places in the city, but New Yorkers have known it all along with a limitless supply of food, culture, parks and history.

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New York's most populous borough has a style all its own. And what local and has firmly established itself as a destination in its own right, easy access to and from Manhattan and Queens are just a few moments away.

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As a reminder, these webinars take place on the third Thursday of every month at 2pm. Eastern Standard Time, and focus on our New York City meetings recovery effort.

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Each month we bring you a new topic related to the meetings industry and features select members to update you on their individual services, their venues or their hotels.

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We look forward to bringing you fresh content and updates throughout the summer, so please join us once again in May, for our exclusive Javits Center expansion update must see, and one to tune back in for for sure so please hope you join us.

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Before we begin, Should you have any questions feel free to type them into our q amp a field if time permits will have a chance to answer any questions at the end of all the presentations.

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Additionally, NYC and company is striving to be more accessible during our webinars, the zoom platform is accessible by screen reader and captioning. If you'd like to turn your closed caption off, you can do so at the bottom of your screen.

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Next, a q&a button you'll see live transcript. Once you click on that you'll be able to show or hide captioning.

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We will also be providing a full transcript of this webinar, along with the recording in our follow up email that you received within the next few days.

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I would be remiss if I didn't acknowledge today as Earth Day, New York City celebrates sustainability and ways to live in harmony with the planet for sure.

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We encourage you to connect virtually around climate action, and ways we can build a better future. Some of you may have seen the today show this morning, where they had a features, specifically on Earth Day from Randalls Island here in New York City.

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We were excited to be showcased in this way nationally.

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Now more than ever, it's important for NYC and company to connect build and strengthen relationships with all of you. We know that communication is key to the success of our industry.

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And we're the condo between you and our NYC and company members, as we partner together, focus on rebuilding New York City, and our industry throughout this presentation, in addition to myself, you'll be hearing from God saying, regional vice president

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of the Mid Atlantic from our convention development team will both be taking you through some detailed steps and how New York City has addressed the pandemic.

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And we'll be showcasing a select group of members, you'll be hearing from the Brooklyn Chamber of Commerce, Pioneer Works, The Brooklyn Museum and Marriott at the Brooklyn Bridge and The Brooklyn Navy Yard.

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It's our honor to have him join us today. So thank you all advance. Now we'll jump right into it.

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NYC and Company is the official destination marketing organization for the five boroughs of New York City. We advocate for convenient champion New York City's tourism and hospitality organizations, and are at the forefront of bringing the best meetings

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and events in the world to New York City, through our global sales team and our marketing platform, make it NYC.

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As always NYC and companies here to assist you with sourcing suggestions and how to best navigate the city or resources extend not only to hotels but restaurants attractions venues and our convention center.

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Best of all, or services are 100% complimentary, and we're here to simply make your booking experience as easy as possible in our city. Now more than ever we are here for you.

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Let's start with the covid 19 guidelines, we're happy to announce increased capacities, and loosening of certain restrictions, some of them include quarantine requirements for domestic and international travelers have been lifted.

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We have already seen an uptick and leads generated do the adjustment in these restrictions.

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As of last month, NYC venues and hotel meeting spaces are permitted to host guests at 50% capacity, with no more than 150 people per event shows socially distance and with masks mandated multiple events can happen in the same venue that aren't associated

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with each other.

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Additionally, the hours have also been extended so excited that restaurants and bars are now able to operate until midnight. Well catered events may extend until 1am.

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This is the New York City restaurant industry's largest increase permitted since the pandemic began so that's great news for restaurants.

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Also we're happy to report that starting Monday April 26 movie theaters, museums, aquariums botanical gardens and zoos across the state and here in the five boroughs will be allowed to operate at 50% capacity, exciting announcements that meeting planners

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and delegates and take advantage of weather in your city right now.

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Now onto the travel advisory and while hospitalizations continuing to drop, and the continued administration of the coven 19 vaccine is being widely distributed nationally.

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We're happy that eligibility in New York State now extend to ages 16 and older, an important milestone equally as exciting and worth repeating this month, our quarantine requirement has been lifted for all domestic and international travelers, allowing

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for visitors to travel freely in and out of New York state and city. Again, an exciting step forward and more progress is being made weekly while we're thrilled to see these hospitality friendly policies, we as industry must remain vigilant in an effort

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to keep our community safe we continue to monitor these developments closely. And I'll be covering more of a bit on how in your how New York City's ensuring safety, through our stay well pledge.

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All of the NYC guidelines are conveniently available on NYC. go. com forward slash coven 19, including overall resources to New York four phases, along with what to know now, an easy resource for all of you to be using.

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And any if not all of New York City, businesses have adopted standard operating procedures, joining together to reconnect the.

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We all love and to remind visitors that public health is the most important.

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In addition to these adopted procedures. We've developed the stay well and yc pledge. We asked local Hospitality and Tourism businesses, and their guests to take this pledge, which included asking everyone to follow public health protocols to mask up,

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social distance and other important safety steps along with traveling responsibly, when visiting the five boroughs, as we recover. We asked visitors and businesses to continue to ensure that the travel experience from being safe for all, which we know

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is most important for everyone.

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You may have seen our revitalization campaign platform, all in NYC. that helps New Yorkers and New Yorkers at heart, again, connect with the city we all love reminds all of us that New York City remains the greatest city in the world no question there.

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The deceptively simple tagline and idea bodies how New Yorkers feel about their city. And as a reminder of us that all we have to offer.

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Recently, NYC and company also announced commit to the comeback meet local NYC, a new initiative designed to drive local business meetings and help stimulate New York City's economic recovery and collaborate and collaboration with the Partnership for

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New York City, and the New York City Economic Development Corporation. It's an exciting message that our local base planners have embraced. You'll be hearing from some of our partners that are all in on your city and just a bit businesses across all the

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five boroughs are working toward a common goal to welcome guests back, employees, and the community at large, while ensuring everyone's health and safety.

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As you think about your next event, we're happy to remind everyone that not only are a large number of our hotels open. But our parks and museums and many Brooklyn favorites are open right now, places like the New York aquarium, and Luna Park at Coney

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Island Barclays Center Jr's restaurant and bakery Botanical Gardens in Brooklyn Prospect Park Zoo, Brooklyn Bridge Park with amazing views of Manhattan one of my favorites and cu Park, home with the Brooklyn cyclones.

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We also want to highlight many only in New York City experiences, such as the Highline the edge of Hudson Yards, the Empire State Building observatory and of course, the Statue of Liberty and Ellis Island.

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All are open right now, as we welcome warmer weather. We also see vibrancy returning. There's a lot to see and do in New York City, right now so come visit and see for yourself.

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With so much positive momentum over the last month I'm happy to share, even more right news with you.

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We're excited to announce that Mayor de Blasio announced just yesterday that New York City will undertake an unprecedented $30. million dollar $30 million tourism recovery campaign that will launch in June.

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As we look toward recovery. We are committed to building back stronger and better, we can't think the mayor enough for this much needed shot in the arm so to say, an investment in our industry.

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Also on the good news front, according to long words international bi weekly survey of us travel or sentiment. The past few weeks I've seen a marked increase in traveler optimism, as the vaccine rollout continues to advance across the US.

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For the past three weeks over 80% of travelers now indicate willingness to travel over the spring and summer months. These are the highest levels recorded since the start of the pandemic lot lockdown so that's great news.

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In addition, just last week, and why pops up presented the very first performance inside of Broadway theater, since venues was shuttered more than a year ago.

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The Back to Back performances held at the theater with a socially distance audience of primarily frontline workers was part of the pilot program created as a large scale model for how to bring live performances back safely, so excited to see this important

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step happening.

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We're also excited to announce the summer stages is returning to New York City this summer is free outdoor performing arts festival will feature distinctively New York genres including hip hop Latin indie rock contemporary dance, and will also include

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a celebration of jazz at the annual Charlie Parker Jazz Festival performances will be held in Ramsey play field in Central Park, and in Harlem's Marcus Garvey park at the Richard Rodgers amphitheater again, amazing steps forward that the city is taking

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so excited to be communicating all this to you all. Stay tuned as we're feeling even more optimistic that the season ahead will bring even more good news to our city.

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Now, I'm happy to introduce you to our first member spotlight.

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Miss Lori Raphael with The Brooklyn Chamber of Commerce, Lori has an extensive background in public service, and not management, and currently serves as senior vice president membership with the Brooklyn Chamber of Commerce.

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Lori spearheads membership efforts, events, and oversees corporate relations and sponsor sales. She's a board member of the North Brooklyn chamber, a graduate of Brooklyn College, and a proud lifelong Brooklyn resident Lori it's our honor to have you

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with us. And thank you for joining. Now, over to you, Lori.

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Thank you very much, Jerry I'm so happy to be here representing Brooklyn, and I'd like to give you a little bit of an overview of what we consider the fourth largest city in America, maybe a handful of folks behind Chicago.

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So Brooklyn, it has a very strong tech and creative economy where we're growing strong we've made it well out of the current year, and even our smallest businesses are starting to see their way out.

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We're finding indications by the fact that we retain a very strong real estate market. Our office.

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They can seize have not tumbled in the same way that we've seen in other large cities we're holding our own. And, and I think an even greater indicator is that our residential real estate market is still really strong and very little inventory on the

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market, it's selling high there's lots of disposable income and people really still want to live here we didn't see a big Exodus in the last year and we're seeing absorption of those residential units and we're seeing construction so this is all really

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really good news, in terms of our local strengthened economy, and we are city of neighborhoods in Brooklyn or 2.6 million or so of us.

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We've got a very diverse population that we have tons of neighborhoods, they all look and feel very different architecturally retail mix, arts and culture it's all there and it looks very different no matter where you are.

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We are college town, and this is this is important I think to to event planners and that we've got a tremendous brain trust, we've got speakers and venues on in the academic world, that could compete with any that are world class on New York University

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has all of its engineering department here, much of its biotech and, and a good portion of its arts programming as well.

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We've got some small liberal arts colleges like St Francis and St Joseph's colleges and four City University of New York five excuse me, colleges and universities as well.

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Um, What else are we in Brooklyn, we are a beach town. We have extensive waterfront that has everything from yb to boardwalk to, you know, the in Dumbo Brooklyn Bridge Park with the amazing views Jerry was talking about of Manhattan.

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We've got ferry service that can take you from one to end of Brooklyn and can be a great way of getting around town in multi venue events, it's seen it, it's easy.

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You can jump on where the fairies have scheduled stops or you can even charter your own.

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And this is a great thing to do.

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So why is Brooklyn a great place for meeting and meetings and conferences.

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I can give you so many reasons, one of them being is that we are uniquely walkable, allowing for endless countless curated neighborhood experiences. I'm going to give you a couple of examples of those.

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And I'm not going to refer, much to the partners that we have on here with us today Brooklyn Navy Yard Brooklyn Museum, and the Marriott Brooklyn Bridge, but they are certainly amazing parts of that mix it all of which I have done my own events that can

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can hardly recommend as well.

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Example number one Coney Island Coney Island is a great destination. It's Brooklyn it's Honky Tonk it's new its old, so we've got this wonderful boardwalk on this very wide beach.

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We have in terms of actual venues. The New York aquarium, which had saw after Superstorm Sandy, an enormous infusion of capital funds that sees now.

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I think 50,000 square foot. Shark Tank which is a major attraction with a roof deck for parties and lots of other party and meeting spaces in the aquarium as well.

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We have a minor league ballpark, with the Brooklyn cyclones which is a Yankees foreign team which has recently been upgraded so that we have even more games than ever before and a higher quality of player swing by there for a game on a Friday night and

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you can stay through for fireworks on the beach as well.

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can stay through for fireworks on the beach as well. Come out during the day you can spend the whole day at the ballpark and do team building exercises the Brooklyn chamber is actually done that internally with our own staff.

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We've all been out on the battlefield and run the bases done other kinds of games on the field and done some breakout sessions in some internal spaces there as well, where we were also able to break out into a meeting room in the, in the carousel on the

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boardwalk as well.

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We've got some great you know really Brooklyn centric old Coney Island style Coney Island museum and sideshow, which is not only has some really fun memorabilia and shows available, but is a venue in its own right, with, with a bar and a smaller tourism.

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And let's not forget the actual Cyclone itself one of the oldest wooden roller coasters in the nation, something many people have heard of and if they have the nerve they can actually take a chance and write on it for the day along with many other rides.

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rides. This is a great full day or multi day destination and it's a really worthwhile and really different. I'm seeing on the screen the Wonder Wheel.

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And that is, that's an experience itself I've been on that many many times.

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large blocks long campus of old industrial loft buildings, except these loft buildings are tied together with incredible courtyards with tons of activities from live music too many golf distilleries.

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Lots of entry of both educational and recreational opportunities.

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The business is that and have an industry city are tend to be small maker businesses were doing everything there from chocolate to architecture and all kinds of creative and tech oriented industries as well, and some education to New York University is

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running their maker lab and incubators out of there it's really inspirational venue.

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If I get a chance to see you on screen later you'll note that the sweater I'm wearing right now was a 3d printed at a business called Taylor at a Industry City as well and they'd be happy to take you and your attendees.

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on. tour through their 3d printed knitting mill. There's outlet shopping, their game rooms distilleries fine dining and fun dining, and a beautiful loft style ballroom overlooking the Statue of Liberty.

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For those of you who are looking for eco tourism destination Industry City is soon to be the home to the largest wind farm on the eastern seaboard and you'll be able to see that directly from many of the rooms, including this this beautiful banquet hall

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as well.

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I would suggest you come out it's a really unique venue let us not forget the Japanese market that people come to from far and wide, not only for shopping but for the authentic dining experience as well.

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You can easily spend days there at Industry City do breakouts and different types of sessions there and really just show everybody a great time.

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My third and last example of a curated neighborhood experience would be the fam cultural district downtown, bam, as many of you know stands for Brooklyn Academy of Music.

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This is a multi venue neighborhood district that has been used from a spectacular 3000 seat opera house to art cinemas dance studios meeting and reception spaces that are all available either singly or together for any type of event.

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The district also includes on smaller destination venues such as urban glass. You can both shop for unique blown glass pieces and actually watch glass being made, and the Center for fiction and nonprofit that has some great breakout kind of and reception

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rooms as well. and I would urge you to give the BAM cultural district a shot it's a real Brooklyn experience.

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Um. In addition, we've got from the very smallest to some large venues our sweet spot is small to medium size but we have a couple of larger venues that we can talk about also want to give you some examples of the smallest venues might be Brooklyn winery

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and Red Hook wineries, these are great places to do any kind of event which may or may not include wine tastings and cocktail parties.

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I love the Williamsburg hotel which has a rooftop bar, it which is actually housed in a repurposed water tower spectacular views and the hotel also has a good sized banquet room downstairs that can hold 400 attendees as well you can really do a full day

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Some of our, our medium sized venues would include the Liberty warehouse and other loft style event and resection venue with a really huge outdoor deck that also overlooks the Statue of Liberty that's a common theme with us.

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The one hotel which is located in Brooklyn Bridge Park and is is just really, really spectacular but also lends itself to those with an eye on eco tourism, as.

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That's been a real ethos of the one hotel community and I won't go into every, every ecological measure they've taken except to tell you that they actually have lighting fixtures that are made out of mushrooms and so grow out of almost nothing and they're

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beautiful and they are interesting. And the Wayland and self Williamsburg, which is a, an amazing venue and the old Williamsburg save savings bank with, you know, unbelievably tall don't ceiling and then an additional space where you can actually do programming

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in the old bank ball. It's different. It's unique it's it's not the kind of me you're going to see in many other places.

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And some larger venues include of course as you know Barclays Center which has multiple venues from the practice for to, you know the the various clubs and and the actual arena itself which I think can hold 18,000.

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We have the Brooklyn crews terminals. This is a very large space that is probably underutilized and could really hold very large conferences that you may not always think of when you think of Brooklyn, and then a favorite of mine, which I've done a lot

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of events at is the Brooklyn Expo Center which has up to 60,000, square feet. It's in Greenpoint which is a you know a kind of new up and coming walking distance from Williams for kind of neighborhood.

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We've I've done design shows there there's a hot sauce show and a coffee show, and the other art fair and all kinds of events that have taken place there successfully, it's just it's a giant glass box, and that lends itself to subdivided into everything

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from breakout to, you know, you can do a great Auditorium in there too for a full conference experience.

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Um, in addition to these uniquely Brooklyn experiences I, I really have to know that we offer the kind of sought after amenities that you might be looking for in any location.

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We've got two golf courses marine park golf course has a less formal large tented area that receptions can be done in, but the course itself is recently renovated and mirrors the Scottish links course which is really unusual and special for golfers on

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Tiger Beach Golf is our venue that you know is a more conventional course that has a more traditional banquet hall venue attached to it so we can kind of go either way on the golfing arena.

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On our recreation center aviator sports is on the old band Floyd Bennett field a huge federal site in which you could do many outdoors, do outdoor activities and aviator itself can run team building events for you there's indoor ice skating there's a

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climbing wall.

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And it's a, it's actually right off the belt Parkway and very very close to JFK Airport, Brooklyn boulders which is a very Brooklyn style climbing gym on the outskirts of Park Slope and not far from there.

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I want to talk about Royal Palm shuffleboard a really fun unique retro experience with dining taking place from a rotating cast of food carts, that pull right up to a window in the venue.

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and then only in Brooklyn. What's only in Brooklyn.

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We've got Greenwood Cemetery tours and events. This is an amazing large park like cemetery, that runs its own events and trolleys that actually has very distinguished residents, if you will, from the artist john Michel Basquiat to Louis comfortability,

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lots of Tiffany windows on site as well. We've got Russian nightclubs in in Brighton Beach and their bath houses.

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Chinese Dim Sum palaces in Sunset Park in our China town where you can be in this great bustling dining hall or take your own private rooms and be fed give some you know delicious appetizers off carts you don't know what you're going to find or traditional

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multi course Chinese banquets and. How about a Korean karaoke and Park Slope it into a restaurant you know all kinds of unique and fun things going on.

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And I'm going to leave you with with this thought, food, we are such a foodie destination. There's nothing you can't eat in Brooklyn and we think it's more delicious than anywhere else.

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Try a pizza tour, I can assure you, nobody has better pizza. Um, try the fine dining let me mention that gage and told are 125 year old landmark restaurant has recently reopened with some dedicated known Brooklyn restaurant tours who were looking at bringing

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back the full experience in their landmark building, and we're really excited about that. We've got world class chocolate makers including Jacques Torres you can tour their facilities.

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And I can tell you this, we've got a little Caribbean, we've got one of the hugest Caribbean populations outside the Caribbean and we actually manufacture more Jamaican beef patties in Brooklyn, that are made in Jamaica.

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I invite you to come explore Brooklyn to stay in touch with the chamber if we can offer you any other only in Brooklyn ideas, and when Thank you for having me here today.

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Thank you, Lori, it's always incredible to be reminded about the myriad of things to do and see right now in Brooklyn.

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Hello everyone, I'm Trudy Singh, and the Regional Vice President of Convention Development for NYC and Company, and it's my pleasure to take a moment to dig deeper into the investments that that are being made in our city, especially on the hotel side.

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Brooklyn has seen tremendous growth in its hotel and meeting space offerings, with more than 21 hotels in the pipeline by 2024, the borough is expected to be home to more than 3500 hotel rooms.

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Some of these hotels in Brooklyn, in the borough of Brooklyn include the wellness oriented even hotel, the boutique brand hotel Indigo Brooklyn, which is in downtown Brooklyn, as well as the Dazzler Brooklyn and Brooklyn Heights.

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We also have the wife Hotel in Williamsburg, and the Hilton Brooklyn in the Boerum Hill neighborhood, which is Hilton's first name brand property in this area.

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Also debuting in Brooklyn, in July of 2021 is the Ace Hotel, which will feature panoramic views of Manhattan Staten Island, and the Statue of Liberty.

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Among the hotels with meeting space in Brooklyn, there is the William Vale, which is located in Williamsburg. We also have the one hotel Brooklyn Bridge in the Brooklyn Heights neighborhood.

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The one hotel brand. This is their second property in New York City. So we're very excited about the one hotel Brooklyn Bridge.

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But when we're talking about hotels with meeting space in Brooklyn. We can't leave out the New York Marissa at the Brooklyn Bridge in downtown Brooklyn.

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This hotel both 667 guests rooms, and more than 40,000 square feet of banquet space.

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So now I'd like to introduce you to Emily Muniz who's going to present today for the Marriott at the Brooklyn Bridge, Emily has been the destination sales executive at the hotel, since March of 2018, and she's passionate about connecting people to hospitality,

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comedy, and great food.

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Even though she sleeps on the Upper East Side.

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Emily lives in Brooklyn.

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Now let's hear more from Emily and the team at the Marriott at the Brooklyn Bridge, take it away.

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Hello, my name is Sam Ibrahim, I am the General Manager of the New York Marriott at the Brooklyn Bridge, located in New York most dynamic borough.

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I am standing here at the beautiful m club lounge located in our lobby.

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Next is Emily, our destination sales executive who would share with you additional information about the property.

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On behalf of the entire team. We look forward to welcome you back to Brooklyn very soon.

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Hello from Brooklyn My name is Emily Muniz and I'm the Destination Sales Executive here at the hotel. Thank you so much for joining and to NYC and co for putting this all together at married it's always been our top priority to provide our guests with

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the best service and cleanest experience in our industry and we're taking that mission even further with our commitment to clean initiatives. And you'll notice several enhancements throughout our practices to throughout the hotel, including elevated public

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space and guest room cleaning.

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Social distancing practices, use of mass and all from all associates and the addition of the electrostatic spring to our cleaning protocols can tap into the energy of our dynamic borough and give your next meeting conference or event, some real personality,

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you can be confident that today's tech minded attendees will be a bus with excitement and swept up in the energy of our thriving neighborhoods. In addition to being steps from Dumbo and Brooklyn Heights.

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The hotel is in the heart of the Brooklyn Tech triangle, this cluster of pioneering and an energetic and creative entrepreneurs have been instrumental in creating the trendy forward thinking neighborhoods that exemplify Brooklyn spirit.

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So the three most important things to know about this hotel is the flexibility accessibility and affordability, we have more than 47,000 square feet of meeting space, and 667 guestrooms.

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This means you'll be able to be much more flexible with meeting space to guest room ratios. So typically for about 150 to 200 guestrooms you can own all of the space.

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And in terms of accessibility We're located on the street, which leads into the iconic Brooklyn Bridge, just 15 miles from all three airports, you can get to pioneer works in the Navy Yard and Brooklyn Museum and on less than 15 minutes, and we have eight

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subway lines which one beneath the hotel, they'll take you to lower Manhattan in 10 minutes. Time Square Grand Central and 25, and we completed a $45 million renovation in 2016 reimagining the entire hotel with Brooklyn curated elements throughout resource

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local vendors for a taste of Brooklyn and all of our outlets and just outside our doors, you can discover the progressive culture rich history and intimate dining spots in Brooklyn Heights Dumbo cobble Hill and Boerum Hill.

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And then in terms of affordability to typically you'll find about a 15% savings compared to our counterparts in Manhattan. And you can indulge in the creative spirit of our borough while being right next to everywhere.

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The hotel features some incredible unique spaces, including, one which is outdoors, we call it Brooklyn comments. It's the walkway between our two buildings and normally this is open to the public, but we can shut it down for private events like this

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Cinco de Mayo Fiesta we hosted here in 2019, food and beverage was catered through a local restaurant and we had five food trucks and even a band. Another great option is to the right.

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This is our Brooklyn Heights room it's on our 23rd floor. It offers stunning views of the Manhattan skyline Statue of Liberty, and New York Harbor from its two outdoor terraces.

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This is a great space for upscale board meetings, and can do receptions for about 75.

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We are evolving at the speed of Brooklyn and the latest iteration of that is our true tour platform which allows us to sort of virtually walk through all of our space will take you there now.

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And here we are in our lobby. So, to the right you'll notice the escalators This is our second floor lobby level, and 95% of our meetings this is on this floor.

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So as your attendees come up through the escalators the entrance to the meeting space is located straight ahead for them so the arrival experience is seamless back here we have our front desk and as we spin around you'll see our great room, which features

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are Brooklyn pantry and are great room bar and lounge and the club.

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Brooklyn pantry is grabbing go options for breakfast and lunch, and the bar Lounge is open for dinner and drinks in the evenings. And so, we will spin around and walk into the prominent here, This is sort of a four year before the foyer, it works really

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well for exhibit space or food and beverage as you can see it's quite wide. It's about 20 feet wide, and we'll connect from our Grand Ballroom to our north side bar which is just on the other side.

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As we walk down here you'll notice to the right, this is our coat room. This is a great space for registration it's quite large. Some people will use it also for an office space.

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And because it connects to both ballrooms it's very convenient for staff.

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And we will continue into the salon DNA for this room can be split up into two rooms using the firewall, if you'd like, but again it is quite large also works great for exhibits, food and beverage, et cetera.

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And then we'll walk into the Grand Ballroom This is the fourth largest Ballroom in New York City at 18,000, square feet. We are standing in salon E which is 4000, square feet to the left you'll see salon de And beyond that, A, B and C can be split up

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into three rooms are used as one.

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So each of those salons is 4000, and then to the right we have F G H and I combined is 6000, square feet. And then we have these great chandelier is and our 20 foot ceilings rigging points can be taken from almost any place in the ballroom which is great

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for that easy.

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So as we pop out you can see that each of the unique spaces for the Grand Ballroom has its own foyer so we already walked through salon D and E foyer.

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And then, ABC up here has its own entrance back into the lobby. The ghi for your is just on this other side and features a large window will pop into the golden border which is so toys in conjunction with our Grand Ballroom.

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It works really nicely for a breakout space VIP boardroom has this great large window, and again it's so conveniently located to the Grand Ballroom.

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So as we continue back out to the prominent, We'll just turn over and go to the north side ballroom.

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This again is 3100, square feet can be split up into as many as four rooms.

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And each of the salons in there has its own window so even with the air was closed. The rooms will have natural light and has this great large foyer area as well.

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This space works really nicely for breakout space or a reception. And in addition to these ballrooms and the golden boardroom that I mentioned we have 10 additional breakout spaces, five of them are South Tower just around the corner from our front desk,

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and then five more are on the third floor, those in the south tower do have windows in each so there's natural light there, but that sort of wraps everything up once again thank you so much for your time.

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I really appreciate you joining to learn more about the hotel, and if you learn anything about the hotel, besides Oh charming their destination sales executive is its affordability flexibility and accessibility.

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So thank you so much and on behalf of our wonderful team. We look forward to welcoming you back to Brooklyn very soon.

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Thanks so much, Emily, I love your tagline evolving at the speed of Brooklyn that's so appropriate New York City is ever evolving and Brooklyn specifically, it exemplifies this in a grand way, Brooklyn is becoming more known as a premier location for

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large grand scale events like formula, the Formula E championship EP, and electric car circuit race that happens every year in Red Hook Brooklyn, as Emily alluded to Brooklyn offers planners, a multitude of options that combine the borough's local flavor,

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along with a one of a kind, event venues.

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Brooklyn is home to the Brooklyn Nets and the New York Islanders, and these teams play at the Barclays Center, a major sports and entertainment venue in the heart of Brooklyn, but this venue also doubles as a great space for large General Sessions, or

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product launches. We also have the Brooklyn Expo Center in Greenpoint, this is another space that planners have been looking for when planners are looking for spaces with 60,000, square feet of exhibit of event space for this is great for fashion shows

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design shows tech expos and product launches.

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Also, when the weather warms up planners have even more event venue options and entertainment to choose from. The 5000 seat Ford amphitheatre at Coney Island is Brooklyn's largest outdoor entertainment venue, featuring concerts in the summer and indoor

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entertainment in the winter. This is a great location for an offsite event.

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Also in Coney Island is MC Park. This is a multi purpose event venue, that's home to the Brooklyn cyclones our major or minor league baseball team. So no matter what you're looking for, for your event we have a solution in Brooklyn.

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Now, let's talk about infrastructure upgrades. During the pandemic the front door of New York City was literally being rebuilt and upgraded from a new Moynahan train station across from Penn Station, that looks like the fanciest train whole in America

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to a whole new LaGuardia Airport that is being rebuilt in Queens. The first complete build of the US airport in a quarter century.

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It's reassuring to see investments being made for the future of travelers at Newark Liberty construction is nearly 75% complete for an all new terminal a replacing the existing 150 gates will open next year.

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There are also future upgrades planned at JFK, and we will keep you posted on those as we get more information, NYC is also going to see it's very roots expanded later this year, with new service from St George in Staten Island, to the west side of Manhattan,

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and future service from Brooklyn locations like Coney Island and beverage to downtown Manhattan, and a great way to get around New York City is via bike.

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Our city bike program launched in 2013 with 6000 bikes and 332 stations. Since then, it's grown to over 19,000 bikes and over 1200 stations across four boroughs.

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This program will continue to expand to 40,000 bikes. By the end of 2023. What a way to get around.

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With our topic currently on infrastructure. Let's pivot to the one of a kind ecosystem, that's been called the center of urban manufacturing innovation on New York City's waterfront.

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The Brooklyn Navy Yard for 165 years the Brooklyn Navy Yard built some of America's most famous Fighting Ships. And today, the yard is a city owned industrial park and the hub of industry, technology and craft from New York City.

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As a born and raised Brooklynite, there's no surprise that Janyce Hunt loves the borough. Currently, she's a special events manager at the Brooklyn Navy Yard, where she manages their event rentals special partnerships and film productions, Denise, the

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floor is yours.

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Welcome to the Brooklyn Navy Yard.

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We are a one of a kind ecosystem of entrepreneurs, and growing companies. We're in our largest expansion phase since World War Two. With over $1 billion of investments in 2012, the arts is along the East River across from Manhattan between Dumbo and Williamsburg

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in the creative capital of New York, Brooklyn.

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Hello everyone my name is Denise hunt, and I'm be special events manager here at the Brooklyn Navy Yard.

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Today, we got offers and experience that is both historic and Martin with remarkable us and unique skylines that are perfect.

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Now before I jump into the different events pieces that we have a yard. I kind of want to talk to you all about how we're making beyond a more sensible place.

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So often people say well, where you guys located and how do I get there. Well, Today I'm going to share that information with you.

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There are 13 subway lines and three insane bus routes with service directly from Brooklyn, Manhattan and Queens and beyond. Seven city by chaos is within or immediately surrounding Br.

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Also, the NYC very. We are now a part of the story around that stops at the yards docks and YouTube. And depending on where you enter the yard to gain access to the theory, we have Optimus optimus prime is an autonomous vehicle system to transport passengers

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to and from there.

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Now that you all are quite familiar with how to get to the group they may be on, let's talk about some of the event spaces that we have here to offer and build a 92, we have quite a few spaces that you can utilize for your events.

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Starting off with the terrorists room that is a little bit over 1000 square feet. It's best suited for corporate trainings and workshops birthday parties networking receptions and intimate dinners, you have access to a outdoor terrace, a kitchen area,

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and even private bathrooms, a gallery space is 1230, square feet, and it's perfect, or cocktail parties and networking reception.

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What's unique about this space is there is rotating contemporary and on view that tends to elevate all cocktail reception, the permanent exhibition space is Andre force, which includes interactive features and video element, along with the historical

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timeline of the yards past president future event clients typically utilize this space so incorporate the art, and the overall aesthetic of their event.

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With over 6000 square feet for events, the fourth quarter of building 92 is perfect for social gatherings, and even serves as a great location to end your corporate retreat.

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In addition to the event spaces that we have that built in 92, we have an inventory of raw and manufacturing spaces ranging from 5000 to 30,000, square feet, which is perfect for trade shows and global conferences, you have exclusivity and privacy for

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event setup and build out with these spaces, you're able to bring your vision to life and transform the space of unforgettable experiences.

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Based on the information that I've shared with you all this far. I think you all are kind of getting a sense of why the Brooklyn Navy Yard is one of the kind of venue for all of in tights and special occasions.

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One thing that is great about VR is that in addition to the spaces that I manage. We have a number of businesses located right here in the yard, who also manage their own event spaces.

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So we're going to jump into those right now.

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The first hand space I like to start out with is the Brooklyn Grange other Grange is the leading rooftop farming business in the US, and this, they need space is our go to location for weddings.

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For about 75 to 150 people.

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Now we have roof temperance, which is the world's first commercial rooftop vineyard in New York City. And this space allows for private events for up to 75.

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Yes, the capacity of up to 3000 people. That's a girl greenhouse is a perfect choice with private functions such as live events fashion shows product launches movie and commercial production, and even more personal spaces, this space also grant you access

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to a private waterfront patio.

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Kings County distillery is new york city's oldest, largest and premier whiskey distillery, that's the perfect venue, or rustic themed wedding or post event cocktail reception for about 50 people, new lab has multiple event spaces within their built in,

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and this is perfect for conferences that require additional space for breakout sessions, and typically the type of events that they tend to confirm our focus in tech entrepreneurship and innovation for about 250 people, transmitted theory, they offer

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a gathering place for corporate groups birthday parties, weddings, fundraisers for about 150 people. And you even get the opportunity to get a glimpse into their grooming process.

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Now that you were able to do some of the event spaces, after yard. It's time to jump into what really makes us a one of a kind destination, with over 500 businesses you have the opportunity to take your event to the next level.

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Whether you're looking for an appetizer to serve your guests, or in setup for a trade show the business just here at the Navy Yard, have you covered. We also encourage our event room to clients so work with the many businesses in the yard, because we

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Several rescue restaurant in catering companies called the yarn home, so why not make your event, even that much more special by providing products that are produced right here in the yard.

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offer an additional discount.

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We have Russ and daughters bond by Glen chumps pizza yard to lap and jar, some for food sermon Wegmans, just to name a few.

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Also, in regards to beverages, we have booth top reds transmitter Kings County distillery, and also the Brooklyn roasting company.

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We also offer swag bags, so you're able to provide your event guess quickly maybe your T shirts, hats, pencils notebooks, whatever you see fit. We have a selection of products that you can choose from, to create the perfect package for all of your attendees.

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In order to take your event to the next level. We have companies that curate design and build a collection of friendship into core, that is perfect for your overall event printing companies to help with the coordination of your marketing materials and

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event signage, even fabrication companies that partner with designers and architects to create innovative activations and unforgettable experiences for your events.

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Also, you'll be able to book a private tour with turnstile tours, while you go behind the scenes of the many companies located in VR, and even customize your experience to dive into the history and gave him the architecture of the Brooklyn Navy Yard.

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Now I know that was quite a bit of information on the Brooklyn Navy Yard. But once again, I thank you all for having me. I thank you all for joining. I look forward to working.

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If not, with one of you, some of you on your upcoming events, you know, and if you're interested in learning more about the company we are in urban spaces, please do not hesitate to send me an email, and I've provided my contact information here for you

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all, or even follow us on social media. And hey, knows, you might be able to get a discount on your next event.

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Thank you, Janyce and thank you to everyone at the Navy Yard for all you're doing to preserve history, while skyrocketing us forward through innovation.

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During our own pivot NYC has launched several programs that can be found at NYC go Comm.

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Check out our virtual dime shop and site tour programs to feel the energy of New York City from anywhere around the world, our virtual program allows you to be inspired by the creativity and diversity on display in New York City.

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It's motivation for what to do outside the meeting room on your next trip.

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Check out the meeting planner section of NYC go.com to learn more about these programs.

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Our next presenter, Taylor Spitzer is the Director of Partnerships at Pioneer Works, Art Foundation in her role she oversees the corporate foundation and government partnerships, as well as special events, which include an annual spring gala a bi monthly

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separate club chef dinner series, and a full benefit concert.

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Over the past decade, Taylor has created events and partnerships that build brand awareness and cultivate a dedicated audience, Taylor, over to you. Hi, my name is Tayor, director partnerships, at Pioneer Works Art Foundation.

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One of the most unique spaces in all of Brooklyn, and maybe even New York.

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Pioneer works is a 501 c three a mission free Cultural Center and Red Hook Brooklyn. Our mission is to build community through the arts and sciences, to create an open and inspired world.

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We offer programming across the disciplines of music, art technology narrative arts and science. We stand alone and offering science as a part of culture, our building is conveniently located one block away from the NYC fairy Red Hook stop.

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Constructed in 1866 to house pioneer works pioneer Ironworks. The building was originally a factory in 2011, the artist Dustin Yellin had a vision to transform the grand brick building into the cultural center, it is today.

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Creating a truly versatile space. That makes entertaining here as unique as the organization itself.

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Each year we serve over 1 million web visitors and 150,000 in person visitors in early.

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2500 students participate in our school tours and workshops, and we offer 200 annual programs across the disciplines.

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Each year, 50 Plus, artists, across technology visual arts, music, and narrative art, use our facilities.

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85% of all of our programming is free.

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Pioneer works exhibitions, invite artists to imagine, and present multidisciplinary site specific works on a large institutional scale, we seek to provide a platform for artists who are primarily emerging overlooked or historically underrepresented.

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We have three galleries. Two upstairs on our second and third floors, and our main hall, houses, and large scale exhibition, one time per year.

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You may have seen our most recent exhibition, brand new heavies, and the Sunday, New York Times art section. This amazing large scale exhibition will be up through the end of June, 2021 exhibition serve as the foundation of our engagement with local schools

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and community partners and steam education exhibiting artists and our artists and residents are paid to create unique free of charge workshops and 100% of the schools and are under resource school district participate.

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Since its founding in 2012 pioneer works residency program has turned out some of the most significant names in art today

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aren't music program provides a platform for experimentation in new music and sound through performance programming and an onsite month long residency in our custom built recording studio.

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Pioneer work has in house, a recording studio, a podcasting studio, and a ton of AV equipment to make set up such as this possible for your events.

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We are committed to reducing our impact on the environment and increasing our impact throughout South Brooklyn. We recently became a plastic free facility and help you make your event, a zero waste as possible.

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Pioneer works offers unique scalable spaces and a 20,000 square foot garden that can accommodate a wide variety of events from large scale build outs conferences and dinners film shoots screenings, and intimate reception income generated by our rentals

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goes directly back into supporting our programs are public events, and our artists and presidencies 85% of which are free and open to the public.

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Our main hall is our largest and most versatile space with almost 6000 square feet. It has 34 foot ceilings, and is located on the ground floor.

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We've done everything from intimate dinners, to large galas, and performances

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art fairs. This here is the African art fair and multi day conferences

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with our joining 20,000 square foot garden on the ground floor, our building provides a perfect place to have a campus style approach for large scale meetings and events.

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Our garden, it has a built in bar in the shipping container in the back. And it's completely flexible for activations dinners and other events.

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Our second floor classroom is a great breakout space, and it's equipped with a projector and AV equipment, and can be configured to your specifications, or third floor science studios, or another wonderful smaller breakouts space.

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This 1500 square foot space.

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Also has projector capabilities and can also be set up as bar.

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We would love to have a chance to walk you through our spaces in person, and hear more about the events that you have planned. You can visit us at pioneer works.org slash rental for information, including our floor plans, technical information and a gallery

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of images of past events. We hope to hear from you soon.

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Thank you so much for that information Taylor.

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As a reminder, don't forget to submit any questions that you may have. For any of our presenters, in the q amp a section.

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I want to make special mention of our destination services team.

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Once a programs booked in New York City. The group is turned over to our destination services team who assist with a plethora of complimentary services, such as assistance with site inspections, development of marketing and attendance building tools,

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press and social media support exhibitor exists assistance event pre promotional tools and connection to thousands of member businesses through leads and referrals.

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Our destination services team is a great resource. Whether your meeting his face to face hybrid or fully virtual.

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As always reach out to a member of our team to learn more.

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Now, allow me to introduce you to our fifth and final presenter this afternoon, the Brooklyn Museum is one of New York City's premier cultural institutions.

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In addition to holding a fascinating mix of contemporary and historical exhibits. It ranks among the country's largest and oldest art museums. Here to tell us more about the Brooklyn Museum is Walden Huntley-Fenner.

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Hi everybody, I'm so excited to share a little bit about Brooklyn Museum with you.

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My name is Walden and I'm the Senior Manager of events and rentals at the Brooklyn Museum. I've worked at the museum for about five years now and I feel so lucky to work in one of the coolest places in the world.

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I work alongside Deseret Gonzalez Acevedo, and together we manage all external events at the Brooklyn Museum.

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Today I'm going to take you on a virtual tour of our 560,000 square foot Bose arts building, which was designed by the renouncement can meet in light in 1891, the Brooklyn Museum has been the cultural harder Brooklyn for nearly 200 years, we take so much

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much pride in our mission to create inspiring encounters with art that expand the ways we see ourselves the world and its possibilities.

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Before I show you our rental spaces. I want to acknowledge that the Brooklyn Museum stands on land that is part of the unseated ancestral homeland Illuminati a Delaware people as a sign of respect, we recognize and honor the Manabe Delaware nations, their

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elders past and present, and future generations. We are committed to addressing exclusions and the ratios I'm indigenous peoples and confronting the ongoing legacies of settler colonialism, in the museum's work.

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And with that, let's get into it.

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The museum reopened last September and we're so excited to welcome visitors back into our galleries, we have been very busy since then. In fact, we just opened to really exciting exhibitions, cause what party and Moreno Grady both and.

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In addition to putting on great shows and hosting incredible programming. We are also a rental space. We have eight types of rentals at the museum, but most of our rental events are for corporate and nonprofit partners, all of our events take place in

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the locations, I'm about to show you

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the space that we're looking at right now is the museum's Plaza, which is right off of the iconic Eastern Parkway in central Brooklyn. It's so easy to get to the museum, if you're traveling by train, you can just take the two three subway to the eastern

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Parkway Brooklyn Museum stop, which will let you right out on our Plaza. If you're driving and will only take you 20 minutes to get to the museum from lower Manhattan, and we have a large parking lot which guests can use right behind the building.

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If you're getting dropped off buses can pull up right in front of the Brooklyn Museum on Eastern Parkway. And there's also an Uber drop off pin right in front of the building.

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When guests walk through the museum doors, they immediately enter the museum's pavilion and lobby, which was renovated in 2000 and for the space features and expansive shared last exterior and five brick peers from the museum's original facade.

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Now, excavated restored and permanently exposing the space.

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The lobby and pavilion are great spaces for cocktail receptions presentations expos fairs and product launches.

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Both spaces can hold up to 500 people for a standing cocktail reception. And of course, all of our spaces are accessible.

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The next rental space we're going to look at is the museum's Cantor auditorium, which is on our third floor. This 4700 square foot auditorium is located in the heart of the museum and equipped to fulfill all the needs of your next event.

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The auditorium sees a total of 410 people to 80 on the main floor and 130 in the mezzanine auditorium has a 56 foot stage and a 20 foot screen, which can support, almost, which can support multiple projector formats, the space offers upgraded capacity

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for recording and playback wireless and intercom systems in a complete control system that allows for simple operation of own technologies.

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And it also has an assortment of podiums microphones tables, chairs, they're all available upon request, as well as the adjacent green room.

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The auditorium is perfect for conferences programs and concerts and the museum AV technician will be on site for the entire event to support with all of your techniques.

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Also on the third floor is the sunken to story of those arts Court, which can accommodate up to 660 guests for a seated event. We posted some of the most iconic parties in Brooklyn, right in the blizzards court, the grants base features original archways

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glass tile floor and a dramatic skylight.

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The court also houses the museum's permanent European collection. So guess good to eat and drink alongside works from Monet because selling Rodin.

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The court is 10,000, square feet. So it's a perfect location to have a spaced out socially distanced event.

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The court is also right next to the auditorium, which makes it ideal for conference breakfasts lunches and cocktail events.

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Right next to the court our Egyptian galleries, our collection of ancient Egyptian art is one of the largest in the United States, and is renowned throughout the world.

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Clients can use our different galleries, for conference breakout rooms are intimate dinners and cocktail events, and a hidden secret which we don't even share in our website is that we have a balcony off of the Egyptian gallery, which overlooks the plaza

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to space that we call the portico if you know you know the portico is a great outdoor event spot for VIP clients.

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We also have a number of smaller rental spaces and conference breakout rooms throughout the museum, including the education gallery which seats 40 people.

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The forum which seats 40 people as well.

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The second floor mezzanine which can hold 75 people, and the norm, which is the museum's restaurant, another smaller space is the beer garden in Sculpture Garden tucked away at the rear of the museum.

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These outdoor spaces provided intimate yet open space that can be transformed to meet your particular event needs the space feels very Brooklyn, that streamlines and movable picnic tables and artwork from the museum's collection.

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In the summertime. The garden is the perfect event add on food trucks can pull up right alongside the museum, and it's a great spot to relax after a long day of meetings.

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We have a few exclusive vendors here at the Brooklyn Museum. Great Performances is our exclusive catering partner and event like Inc is our lighting partner.

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If you're looking to arrange for parking at the museum GMC is a company that manages our lot.

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And for everything else music AB de corps, you can work with whatever vendor you would like.

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So those are spaces. If you're looking for unique and large venue with plenty of open space and flexibility to social distance. And do you want to find a location that's in the center of Brooklyn culture and the museum's a space for you.

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Also, by selecting the Brooklyn Museum as a venue, you help support the museum's groundbreaking it submissions, award winning education and public programs and community initiatives, helping us with our commitment to use art to advocate for social justice.

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So thank you so much. We would love to host you and bring what you're envisioning to life, head on over to Brooklyn Museum not or to support an inquiry today, or email us at rentals at Brooklyn Museum.

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org. See you soon.

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Thank you so much Walden. Great job there and before we get to our QA really want to thank all of our members for participating today. Thank you all so very much so thank you and everyone Don't forget to sign up for our NYC and company meeting planner

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new list newsletter.

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Visit NYC. go. com Click meeting planners tab at the top of the page, scroll over to the Connect with us tab, and then click newsletter. Information is typically released on a monthly basis so another great resource for you all.

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Additionally, check out these tools and resources that are also available on our website.

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We do hope you tune in every month for our webinars, and there are topics that if you want to hear about please reach out to a member of our team will be glad to add them to the list.

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Now, on to our q&a. I do want to mention that sitting in for Taylor from Pioneer Works will be Renee cough Renee is the manager of special events and partnerships, so thanks for joining us Renee so we're going to ask all of our members and panelists to

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come back on. We appreciate it.

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So let's see what kind of questions we have here we always get a few good ones and some interesting ones. Um, Emily. Let's see for the Marriott at the Brooklyn Bridge thanks for being with us great job I love the hotel and of course all the support that

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Great job, love the hotel and of course all the support that Sam gives us ugm. He's a true jewel So, um, are there hybrid meeting capabilities at your hotel big topic right that everyone's dealing with are their hybrid meeting capabilities that you offer

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offer at the property, tell us a little bit about that. Yeah, absolutely. So our AP partner is encore formerly PSAV, they have a great time live platform which allows you to host hybrid meetings without sacrificing audience engagement.

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So planning events like this can allow us to adhere to those limited gathering capacities while connecting to a larger audience, and having a dedicated specialist from the Encore team is a great way to allow you to focus on the content versus the attack,

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always important to have that pro right there on staff and right on the right. Absolutely. Cool great good thank you so much and then that virtual tour that you were doing before.

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that can be shared with others right I assume.

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Absolutely. Um, so you can use it yourself and try and, you know, walk around on your own, or I can do a guided tour like we did here, you know for for people through like a zoom call like like we're doing now, so it's really interactive we have guests

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from photos in there as well. Lots of sales collateral so it's a great one stop shop for everything you need to know about the hotel.

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That's awesome. Thank you so much again and we appreciate you guys, and really thank you so much for all you're doing for us so belts we have here or Walden for the Brooklyn Museum How long did vendors have to set up in the space How long did vendors

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have to set up in your space so while then can you tell us a little bit about that for us. Yeah. Really good question. Sometimes people ask us, you know, if you're a museum what time Can we get in there to set up and we're really really flexible.

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So for evening events vendors can come in from 8am but if they want to come earlier they can, and we allow vendors to kind of have set up areas that are standing and off, even in our lobby and Pavilion.

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So, you know, music as long as museum guests can get to our admissions desk. We're fine with setup for our rental events. That's perfect. Thank you so much love the venue great presentation really appreciate you I'm so excited that you all were able to

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reopen last September, like you mentioned.

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Thank you so very much appreciate that.

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Um, let's see Renee with the Pioneer works we've got a question for you so glad you were able to join us from a, how far in advance, can you book event space at pioneer work so they want to know how far in advance, they need to reach out to you in a,

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in order to book your space.

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Yeah, thanks for having me, at pioneer work. We are a multi use space, we have year round presidencies and internal programs.

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So we typically request people reach out to us not more than a year out. That way we know what's going on in our building and can let you know you know if a stage will be placed as well if that turns out to be a plus for your event or any other kind of

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temporary walls or structures, will let you know if that can add to your event space as well.

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That's great. Good good information to know within the year only that's great, thank you so much great space Renee I mean really fun and exciting options for people to take advantage of.

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So, great job and thanks for being with us today. We appreciate you all so very much.

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I'm further Brooklyn and Brooklyn Navy Yard genius. Let's see. So, if I was looking to do a multi day conference at the Navy Yard mid size 300 people with breakout sessions, what spaces, would you recommend at the Navy Yard that would fit perfectly for

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this Tunis, what do you think about that can you let us know. Yeah definitely you know we've hosted events like this in the past, and a lot of folks tend to gravitate towards the goal greenhouse, especially during a time like this you know their space

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is also close to a 30,000 square feet so people utilize that space to do everything. Check in back of house for catering staff.

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You know you're able to do breakout sessions within the same building. However, you know folks typically would also tap into the different buildings around the API just to provide their guests what an experience and have them walk around the Navy Yard.

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yes, we do host multi day events and it's possible. That's great, great, thank you so much and you know parking is come up so many times, especially now with visitors driving in our public transport is still, still transportation still great way to get

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in and out of the city of course, but for those that want to drive and you all offer and have parking available.

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Yeah so typically if it's an evening event we do allow for parking, however one new addition that we've added that didn't cover with you all is that we have boi DC shuttle buses.

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And so with events, you're able to work with our transportation team to make sure that there's a shuttle bus available before your event. That's awesome.

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Thank you so much, appreciate you being with us Denise, I mean the Navy Yard is so important to everything Brooklyn in, and to the city so we appreciate it.

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Thank you very much. Thank you, Laura Yeah, Lori we're going to end with you I've got two questions for you. It looks like we're going to let you bring it home here.

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If a customer is bringing a conference to Brooklyn, can you help them with promotions and promoting a conference so Laurie, what do you think ah Hi, we'd love to see everybody in Brooklyn, and I will tell you that a chamber of commerce first and foremost

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is a membership organization. It's not a heavy lift to join. But while we support the entire economy of Brooklyn, we would, and would be interested in a number of partnership relationships we would hope and expect that if you intend to do business in

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Brooklyn and participate the Brooklyn economy that you would join, and we would then be very very happy partners to work with you and promote and bring you and your attendees into Brooklyn to enjoy it.

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Awesome. Great, great information and understood completely definitely we've got to support right so and then finally in the final question for you, a lorry.

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One of our attendees, what is Dumbo Stanford. Okay so Dumbo This is, it's an interesting bit of Brooklyn trivia. So way back in the day you know you want to go back to like 70s and 80s, when the last scene came about.

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It wasn't even necessarily legal to live in these buildings, it was typically artists and the artists in Dumbo had great deals it wasn't a Dumbo that it was just like the Brooklyn waterfront, and they started jokingly calling it Dumbo for down under the

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Manhattan Bridge and we're kind of hoping it would seem like a ridiculous place to live and they fly under the radar and be left alone. So we now know it's one of the best most expensive ones most sought after places to live in Brooklyn, and Dumbo was

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no longer an acronym it's a neighborhood name now.

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Nice. Well good good information Lord shade and again to everybody on our panel. Thank you so much and also to turn our team. Great job. Again we all thank you so very much.

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So we want to thank everyone again for joining us. We know how busy you all are so we appreciate you taking the time. Don't forget to join our may webinar titled, an exclusive Javits Center expansion update you don't want to that.

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And if you have any further questions, we'd like to discuss topics offline, all our team's information is listed here, so don't hesitate to reach out and again thank you all for your support and we're going to leave you with a little taste of our all

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in campaign.