



March 10, 2014

Commissioner Anthony "Skip" Scirocco  
Department of Public Works  
City of Saratoga Springs  
City Hall  
474 Broadway  
Saratoga Springs, NY 12866

Re: Canfield Casino Rental

Dear Commissioner Scirocco,

Thank you for meeting with Kathy Denkenberger and Tom Ellis from the SCTB today. As was discussed, the Saratoga Convention & Tourism Bureau and the Saratoga Economic Development Corporation will be once again hosting a Welcome Tour & Reception for the SEMI ASMC Conference at the Canfield Casino on Tuesday, May 20, 2014 for one hour from 6 - 7pm.

Saratoga was fortunate enough to host the SEMI ASMC II Conference in 2011, 2012 and 2013 which generated a total of 1,084 room nights and an estimated economic impact of \$458,920.00 for the three years combined. As a result of the incredible welcome they have received from the Saratoga community the past three years (which included the City of Saratoga Springs) we were fortunate to sign this conference for a fourth straight year and are currently holding dates for a possible 5<sup>th</sup> year in 2015. We anticipate this year's conference will generate roughly the same room night production as in the past three years, which is an average of 361 rooms per year and have the same average economic impact on our beautiful city.

We are requesting the City of Saratoga Springs partner with the Saratoga Convention & Tourism Bureau and the Saratoga Economic Development Corporation as you did in 2011 and 2012. (Note: in 2013 the group held their reception at Global Foundries in Malta). The City of Saratoga Springs will be listed as a sponsor for this conference and will have access to attend this welcome reception in exchange for waiving the fee for the rental of the Canfield Casino for the one hour reception on May 20, 2014.

Saratoga Convention & Tourism Bureau



Saratoga Springs is fortunate to be in an enviable position as a global convention destination. We are seeing more meetings, conferences and events than ever before. The same cannot be said of our competitors around the state or the country. There are many factors that are key contributors to our success, none more important than our safe, walkable and vibrant downtown or the hospitality of our people that set us apart.

*I hope that you will join us as a key contributor and sponsor. Thank you for your consideration.*

Sincerely,

A handwritten signature in black ink, appearing to read "T. Garofano", with a long horizontal flourish extending to the right.

Todd Garofano  
President

Saratoga Convention & Tourism Bureau