

NYSPA *NEW YORK STATE PYROTECHNIC COALITION*

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ATTACHMENT 1

Date: Mon, 22 May 2006 07:25:27 -0400
From: "Thomas H. Handel" <thandel@verizon.net>
Subject: PGI Conventions and New York State
To: "'Curt Dunnam'" <crd4@cornell.edu>
Cc: <Board@PGI.org>, <dmawhorr@brookemawhorr.com>, <Jrsrocket@aol.com>
Thread-index: AcZ9Tfh14/mnfEfSTy2iUA9Sipb5ggAQIXNQ

Curt,

I can say without fear of contradiction that there is currently NO consideration of any New York State venue as a possible future convention sites for the Pyrotechnics Guild International, Inc.

Potential convention sites must meet many, disparate requirements for serious consideration. Among these are availability of a suitable and suitably situated venue, availability of adequate hotel accommodations for our members, our ability to arrive at a mutually agreeable business model with the venue/locality, and many others. All are important, but one of the MOST important requirements is the existence of (or our ability to negotiate) a legal and regulatory framework which will allow the PGI to conduct its convention and all of its pyrotechnic activities in a fully legal, lawful and permitted manner. The current legal and regulatory climate in New York State is a primary reason that no NYS venue has been considered by the PGI for its convention for many years. Based on my understanding of the issues, the NYSPA pro-industry legislation currently under consideration is, at the very least, an important step in correcting this situation, and - if enacted - could very well prove to be a significant enabler, leading to future consideration of New York State venues as PGI convention sites.

Thomas H. Handel
1st VP, PGII

[1]

Good Morning John [Steinberg, past PGI president].....Very interesting bit of history of the last several PGI Conventions. When figuring economic impact I also use \$ 150 per person per day. If my calculations are correct, using 2,000 attendees at \$150 per day for 7 days equals 2.1 million. BUT I think most places add a "Turnover", and I use 1.75 for a total of \$3,675,000.00!!!! I will be anxious to hear what the other communities have to say, I assume you will share their comments with us. Great hearing from you.....Safe travels....Rex

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[2]

John: There are a variety of ways you can estimate economic impact. My suggestion is that you might want to use the IACVB (International Association of CVBs) economic impact formula and apply it to all the communities you go to. IACVB's research indicates that the average conventioner spends \$266 per day and the average association spends \$22 more per delegate. So you'd multiply number people x nights spent x \$288 [\$4,032,000]. This will only tell you direct economic impact which is, in my opinion, the cleanest way to go.

We use a more conservative formula based on our own local research, but I think IACVB's number would serve you better since you're dealing with multiple locations in the country.

Lynn

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