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September 3, 2013

The Honorable Andrew M. Cuomo  
Governor of New York State  
New York State Capitol Building  
Albany, NY 12224

Dear Governor Cuomo:

The International Association of Venue Managers (IAVM) is comprised of more than 4,100 venue professionals representing venues such as convention centers and exhibit halls, stadiums, arenas, performing arts centers, university complexes and outdoor music venues around the world. As an association we support and educate our venue professionals on industry best practices and standards of operation to increase profitability, customer service, and safety.

I am writing to you today to express our dismay as an association and as an industry in regards to recent actions taken by your office to unilaterally move show dates at the Javits Convention Center in order to accommodate the New York Boat Show. Such action, which clearly disregarded the center's own scheduling policies, creates a lack of transparency and trust which can only harm the convention center and by extension, the economic benefits it brings to your city. Show organizers can and will choose to move events to cities where more reliable scheduling practices are followed.

By intervening to change the date of an event without advance notice, or any opportunity for discussion by the impacted parties, you have caused significant disruption to the venue's schedule and create an inequity in how one event is treated over another. You have also caused potential revenue loss for the exhibitors at the impacted show, who plan their participation around industry buying cycles.

Because transparency is so critical to the success of public venues, IAVM supports the use of booking policies that determine dates and licenses based on the economic impact of an event which includes stimulating the growth of the local economy. And while we do not take issue with consumer shows, we do know that trade shows tend to bring many more visitors from outside the city, who stay longer and spend more on the local economy. We strongly urge you to reconsider your actions, and allow the Javits Convention Center to follow the policies it has in place for booking events.

Sincerely,

Vicki Hawarden  
President and CEO  
International Association of Venue Managers