From:	Larry Carl
To:	Sanders, Marilyn; Clerk
Subject:	References For Ordinance Number 200463 - Greenwave Technology
Date:	Friday, June 26, 2020 4:01:28 PM

To Whom it May Concern:

As the producer of the annual Kansas City International Auto Show, one of Bartle Hall's largest public events, I'm writing to strongly voice my support and endorsement of Green Wave Technology as the exclusive technology provider for the Kansas City Convention Center.

With 12 Kansas City Auto Shows produced as my points of reference, I can easily and confidently state that Mark Dresslaer and his team have never caused the Auto Show to miss a beat in our planning of the event; and always executed the contracted deliverables to us, and equally as important, our exhibitors. There are a lot of moving parts to the staging of our event --- knowing that Green Wave is reliable, dependable, capable, and has the experience of our show makes my "worry list" that much smaller.

Perhaps unique to the Auto Show, we view Green Wave as integral partners, not suppliers. With about 4 dozen exhibitors --- each with individual electrical, power, and internet needs --- I know that Green Wave handles them with professionalism, care, and efficiency. The majority of our exhibitors are national and international automakers. They have experiences and interactions with technology providers at hundreds of convention centers across the country...and their expectations are high and with little compromise. I have not had one bad word during my tenure about Green Wave from any of them.

Green Wave is generous with their time for us, the staff is easy to work with, and understands our needs and pressure-points. They never say "no" to us, are always available, and are appreciative of our business.

Despite the current pandemic, we are currently in the 2021 auto show planning season. Automakers, exhibit houses, and event planners are all working collaboratively to ensure the health and safety of the public, attendees, exhibitors, and workforce. There will be lots of adaptation and change as venues reopen. Unnecessary changes of vendors will only add more uncertainty to an already skittish environment ----- why make a shift away from an experienced provider to one without the proven track record?

Therefore, if I had a vote, I would vote to retain Green Wave Technology as the exclusive technology/utilities provider for the Kansas City Convention Center.
Thank you for your consideration.

LC
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