

TESTIMONY BY CHIP HART, HART PRODUCTIONS INC, NEW RICHMOND (Cincinnati), OHIO

OPPOSING S.B. 252

To Senator John Eklund &amp; Committee Members:

Thank you for this and the prior opportunities to provide testimony. I would be present however school is out and a previous out of state engagement with family took precedent. As succinctly as possible, I wish to show how the Gr. Cincinnati Convention & Visitors Bureau (GCCVB) staff and executives regularly had distorted facts when engaging government, political, business leaders, and media to sway policymaking decisions and attempting to spend the lodging tax money on prior and future expansions of the Cincinnati Convention Center.

First, to convince Cincinnati City Council to vote against Hart Productions' desire to seek an expansion of a current City ordinance to give consumer shows better date protection, they:

- A) Provided a list of cities with convention centers that do not protect consumer show dates. However, they intentionally omitted (provided false information) that these cities have not 1 convention center like Cincinnati, BUT 2 facilities (1 to house consumer events and 1 to house conventions) OR 1 FACILITY up to 3 times as large as Cincinnati. By omission, this leads elected leaders and administration to assume that Cincinnati should be like those other cities when this is completely false. SEE COMPETITIVE FACILITIES DOCUMENT ATTACHED
- B) Provide elected officials, administration, and business leaders with completely false, erroneous, and intentionally artificially constructed economic impacts of conventions and trade shows based solely on "projected attendance and projected hotel room usage". Never is factual data provided by the GCCVB and their hotel partners on actual hotel room block pickup, duration of stays, or post-convention attendance detailing single and multiple day registrations. SEE DOCUMENTS PERTAINING TO THE BAPTIST CONVENTION AND OTHERS.

Projected for Baptist Convention – 20,000 people

Actual – 5200

Projected for Nat'l Square Dance- 4,000

Projected for Nat'l Square Dance – 3,000

Accounts of attendance ranged at 1,500 according to the Millennium Hotel

There are literally dozens upon dozens of examples, if not hundreds.

However, since the first hearing on SB 252, The Board of the GCCVB has just hired a new Executive/CEO by the name of Julie Harrison Calvert. It is my gut feeling that she will be cleaning up the reporting practices and vetting of all convention and trade show business. And I will certainly be encouraging her to do that.

In the meantime, I urge this Committee to again make all CVB's subject to the open records act and also encourage the responsible, accurate reporting, and transparency of the use of the bed tax funds when elected officials and/or their appointees are on the board of directors.



5-21-18

COMPETITIVE SET FACILITIES –

The majority of cities cited have either 1 building TWICE as large as Cincinnati or a second facility that can exceed 500,000 sq ft of space and housing all or most LPEs (Large Public Expositions).

NKY	50,000 sq ft	(no public shows of significance except 1)	Immaterial
Columbus	500,000 sq ft	(1 public show, Auto)	Ohio State Fairgrounds houses all other LPEs, 250-300,000 sq ft avail
Nashville	354,000 sq ft	(auto, boat shows) (2 <sup>nd</sup> & 3 <sup>rd</sup> facility, including Opryland), Tennessee	
		State Fairgrounds	
St. Louis	502,000 sq ft	(Houses all LPEs)	
Louisville	200,000 sq ft	(no public shows of significance)	All held at Kentucky Fair & Expo Center, 1,000,000 sq ft +

CINCINNATI 200,000 sq ft (HOUSES ALL LPEs)

Indianapolis	500,000 sq ft	(1 show, Auto)	Indiana State Fairgrounds houses all other LPEs, 300,000+ sq ft
Cleveland	225,000 sq ft	(no LPEs)	All at IX Center with 1,000,000 sq ft
Detroit	700,000 sq ft	(Houses all LPEs)	
Pittsburgh	315,000 sq ft	(houses all LPEs)	
Kansas City	390,000 sq ft	(Houses all LPEs)	
Milwaukee	190,000 sq ft	(Houses all LPE's)	Wisconsin State Fairgrounds, 200,000 sq ft

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### THOUSANDS TO DANCE IN CINCINNATI AT NATIONAL SQUARE DANCE CONVENTION

2017-06-19

This week, more than 3,000 dancers from around the world will converge in Cincinnati USA for the 66th National Square Dance Convention. The convention, which will run through Saturday, June 24, marks 25 years since the NSDC's first Cincinnati meeting in 1992.

Beginning Wednesday, June 21, a variety of dancers will arrive in Cincinnati to take part in panels, seminars, performances, exhibitions, a fashion show and various other events. All 50 states will be represented at the convention, along with attendees from Canada, Germany, Taiwan, Ireland, the Philippines and Japan.

"Cincinnati is thriving right now, which makes it the perfect time for such an energetic, spirited group to return to our city. Our region's passion for the arts, the vibrancy of downtown and its unprecedented revitalization will truly be showcased during this week of dance and celebration," said Dan Lincoln, president and CEO of the Cincinnati USA Convention & Visitors Bureau.

"Our region's passion for the arts, the vibrancy of downtown and its unprecedented revitalization will truly be showcased during this week of dance and celebration."

Dan Lincoln, President and CEO  
Cincinnati USA CVB



During the convention, which continues to be the largest of its kind, attendees will attempt to break the Guinness Record for largest square dance in the world. With approval from the Guinness World Records and the City of Cincinnati, dancers will come together at the Duke Energy Convention Center on Saturday, June 24 at 3 p.m. in an attempt to set the record. Currently, the largest square dance is 1,040 participants, achieved in Riverside, Calif., in May 2016.

"Our dancers are passionate about square dancing, and we want to share that passion not only with Cincinnati, but with the world. We're excited about our chance to record this world record, and look forward to dancing on Fountain Square after the event to celebrate the achievement," said Steve Stoehr, general chairman for convention.

Immediately following the world record attempt, dancers will gather at Fountain Square for a public performance from 3:30 - 4:30 p.m. The public is invited to purchase spectator tickets for \$5 throughout the convention for the opportunity to see various dance levels and styles, including contra, square, round, line, clogging and country western.

Programming for the convention will be held primarily at the Duke Energy Convention Center, with the exception of a few events at the Millennium Hotel and Hyatt Regency Cincinnati. Attendees will be staying at the Millennium, Hyatt, Hilton Cincinnati Netherland Plaza, Westin and Hampton

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# National Square Dance Convention returning in 2017

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CINCINNATI, OH (FOX19) - Circle left, circle right, grab your partner and do-si-do on down to the National Square Dance Convention (NSDC) coming in June 2017.

Yep, the NSDC's 66th National Convention will be in Cincinnati June 21-24, marking 25 years since the convention's first Cincinnati meeting in 1992.

Organizers say the event is expected to attract more than 4,000 square dancers from around the United States and the world, with key foreign delegations coming from Japan, Sweden, and Germany. Attendees will account for 5,500 hotel room nights at downtown hotels, meaning an economic impact of approximately \$1.6 million for the region.

"Square dancing is an integral part of the daily lives of our delegates, and traveling for our annual convention is the perfect way to meet other dancers while discovering a new city," said Steve Stoehr, general chairman for the 2017 convention. "I am looking forward to bringing our convention back to Cincinnati to showcase square dancing in a city that appreciates music and the arts."

*Ky Rooms \$400 pp*

The convention will be held primarily at the Duke Energy Convention Center, including panels, seminars, performances, exhibitions and a fashion show, organizers say.

The 1992 Square Dance Convention was the largest event ever hosted by the Cincinnati USA region until the [2012 World Choir Games](#).

According to the [Cincinnati USA Convention & Visitors Bureau](#), Cincinnati won the right to host the 2017 National Convention by a majority vote of 30 member delegates in the summer of 2013.

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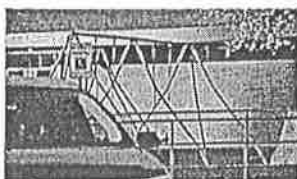
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# National Baptist Convention comes to town

Posted by Trina Kinstler - [email](#)

CINCINNATI, OH (FOX19) -- Cincinnati is hosting another big national convention this week.

Members of the Baptist church from across the country are in the Queen City.

The Duke Energy Center and the U.S. Bank Arena will host events, with 20,000 delegates expected to attend.

Monday, there's music and a fashion show. The official kickoff happens on Tuesday morning with an opening ceremony that includes a guest list with Gov. Ted Strickland, Mayor Mark Mallory and other religious leaders like Archbishop Daniel Pilarczyk.

This is a gathering of the largest and oldest African American religious group in the country.

And for hosting it, Cincinnati gets a big economic benefit. The delegates and attendees are expected to spend over \$4 million at hotels, restaurants, souvenir shops and transportation.

General sessions, issue forums and evening worship services are all open to the public.

Admission is free with the exception of music concert tickets and the education banquet.

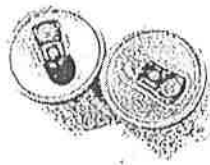
The National Baptist Convention runs through Thursday.

\$200 pp

## RECOMMENDED STORIES

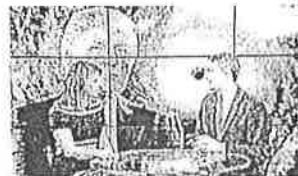


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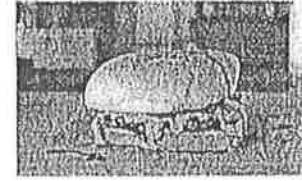


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8/30/17

A Buckeye Battle / Junior Volleyball Association	15,000	Duke Energy Convention Center	Feb. 25-27, 2017	Volleyball tournament
dwest Homeschool Convention / Great Homeschool Conventions	14,250	Duke Energy Convention Center	April 20-22, 2017	Homeschool convention
eater Cincinnati Remodeling Expo / L&L Exhibition Management Inc.	10,000	Sharonville Convention Center	Jan. 27-29, 2017	Home remodeling expo
ncinnati Baby & Beyond Expo / Hart Productions, Cincinnati-Horthern Truck Honda Dealers, TriHealth	9,500	Sharonville Convention Center	July 29-30, 2017	Expo for new moms
AA Division I Men's Ice Hockey Championship gionals / NCAA	8,500	U.S. Bank Arena	March 23-27, 2017	Ice hockey championship
rassic Quest / Jurassic Quest	7,200	Duke Energy Convention Center	March 31-April 2, 2017	Dinosaur exhibit
tory of Light Spring Expo / Victory of Light	6,000	Sharonville Convention Center	April 8-9, 2017	Psychic festival
tory of Light Fall Expo / Victory of Light	6,000	Sharonville Convention Center	Nov. 18-19, 2017	Psychic festival
ncinnati Wine Festival / Cincinnati International Wine Festival	5,500	Duke Energy Convention Center	March 3-4, 2017	Wine tasting and appreciation festival
reen Bee Half Marathon / Queen Bee Half Marathon	5,500	Duke Energy Convention Center	Oct. 7, 2017	Women's half marathon
tional Baptist Convention 137th Annual Session / National Baptist Convention U.S.A. Inc.	5,200	Duke Energy Convention Center	Sept. 4-8, 2017	Business meeting of the boards, auxiliaries and member churches of the National Baptist Convention USA Inc.
lidas Blue Chip Showcase Womens 2017 / Kings Hammer Academy	5,000	Kings Hammer Soccer Complex	April 20-23, 2017	College soccer showcase <i>College soccer showcase</i>
lidas Blue Chip Showcase Mens 2017	5,000	Kings Hammer Soccer Complex	April 27-30, 2017	College soccer showcase <i>College soccer showcase</i>
ite 2017 / Christian Booksellers Association	5,000	Duke Energy Convention Center	June 27-July 2, 2017	International convention
ampaway / Stampaway USA	5,000	Sharonville Convention Center	Aug. 8-10, 2017	Rubber stamping convention
oks by the Banks Cincinnati Regional Book Festival / Books by Banks	5,000	Duke Energy Convention Center	Oct. 28, 2017	Regional book festival

s: Duke Energy Convention Center, Sharonville Convention Center, Hart Productions, Cincinnati USA Convention & Visitors Bureau. \*Data current as of September 2017. Attendance for events occurring Oct. 1 or after are estimates based on event registration or  
: Hart Productions Inc. produced the 2017 show, but sold the event to Marketplace Events in May.