



Office of the Chancellor

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July 17, 2018

Marcus Jones, City Manager
City of Charlotte
600 E Fourth St
Charlotte, NC 28202

Tom Murray, CEO
Charlotte Regional Visitors Authority
501 S College St
Charlotte, NC 28202

Dear Marcus and Tom:

The City of Charlotte, the Charlotte Regional Visitors Authority (CRVA), and UNC Charlotte have enjoyed a long, beneficial partnership that has together grown the number of visitors to Charlotte. As the Foundation of UNC Charlotte embarks on the most significant partnership with the City of Charlotte and CRVA—the Conference Center at the UNC Charlotte Marriott Hotel—we are entering a new era of visitor growth to the University area and Charlotte as we attract academic conferences and research symposiums that are not currently held here.

In support of this partnership, UNC Charlotte has begun in earnest a review of athletic and campus facilities that could assist the CRVA in securing new conventions and competitions. This is in addition to the other considerations we have discussed, including a room block agreement and five rent-free days of UNC Charlotte building space. The University will continue to explore the availability of venues that could be offered to the CRVA for the purpose of seeking visitor-generating events that require such facilities. In concept, the University would annually make five days of these venues available to the CRVA rent-free. All out-of-pocket expenses, including but not limited to security, staff, pre- and post-setup and cleaning, utilities, traffic, and parking, would be paid by the user. Additionally, University requirements for in-place insurance and adherence to all University policies including “minors on campus” would be required. And finally, all such events must be held in compliance with NCAA rules and must be pre-cleared with UNC Charlotte Athletics. Securing events that would commit with a contract to hold their event at least one year out would greatly assist the scheduling our facilities.



We are confident that a greater availability of venues on campus will enable us to host visitor-generating events that will boost Charlotte's summer and holiday tourism business. Our team looks forward to working with you and your team to explore these opportunities and to build upon our successful partnership.

Cordially,

A handwritten signature in dark ink, appearing to read "Phil", written in a cursive style.

Philip L. Dubois
Chancellor

cc: Niles Sorensen, President, UNC Charlotte Foundation
Betty Doster, Special Assistant to the Chancellor for Constituent Relations,