

# The New Raleigh Convention Center

*A taxpayer-funded money pit*

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## EXECUTIVE SUMMARY

Although many Raleigh and Wake County taxpayers do not realize it, city and county officials knew from the beginning that the new Raleigh Convention Center (RCC) would require taxpayers to pay for large operational losses and even pay large subsidies to organizations to use the facility. Even before the doors open on September 5, the losses and subsidies have begun to mount.

This report shows that the 164 contracts already signed by RCC officials provide users with room discounts totaling almost \$2.3 million. Some organizations have received rooms valued at \$20,000 and even \$40,000 for the price of one dollar. What is worse for taxpayers, the first six taxpayer-funded subsidies, totaling \$166,720, have been approved. The largest of these taxpayer subsidies — \$96,900 — goes to NC State University to hold a meeting for the NC Community College System, all supported by state and county taxpayers. Thus from day one, city and county taxpayers are on the hook for an endless flow of money into the RCC money pit.

## INTRODUCTION

The Raleigh Convention Center (RCC) will open with a spectacular party on September 5. Once this party is over, the taxpayers will wake up with a painful hangover because the new RCC promises to be a money pit of gigantic proportions.

Many taxpayers assume that when the RCC opens for business, it will operate like a business, charging users for the rooms and services provided. The prices for rooms and services, taxpayers assume,

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**Table 1. Raleigh Convention Center Conventions and Meetings, September 2008 to June 2009 (remainder of FY 2009)**

<i>Type of Convention or Meeting</i>	<i>Total Number</i>	<i>Rental Discount</i>	<i>Average Rental Discount Percentage</i>	<i>Economic Impact</i>
Raleigh & Triangle	20	\$85,944	43%	\$0
North Carolina	33	\$315,777	70%	Cannot be determined*
National	15	\$153,474	62%	\$8.1 million**
<b>Totals</b>	<b>68</b>	<b>\$555,195</b>	<b>58%</b>	

\* The economic impact cannot be determined because many of those conventions and meetings would be held in the Triangle without the new RCC.

\*\* This figure is based on the generous formula from the International Association of Convention and Visitors Bureaus. For example, this formula assumes that the average convention attendee spends \$25 every day in retail shops and \$29 every day on meals in addition to the meals at the conference.

will cover the operational expenses and even pay off the debt incurred to build the building. Unfortunately, the opposite is true. The only way the RCC attracts users is by offering deep discounts on rooms and services and even paying large subsidies to attract conventions and meetings.

#### **DEEP DISCOUNTS FOR RCC ROOMS**

Many of the first 68 conventions and meetings held at the RCC over the first ten months have received steep room discounts. Overall, RCC room discounts have averaged 58 percent (see Table 1). Some groups are paying \$0 or \$1 in rent for their rooms. The NC Association of Elementary Educators is paying nothing for rooms that would normally rent for more than \$20,000. The NC Association of Educational Communication and Technology and the Commission on Accreditation for Law Enforcement Agencies is paying one dollar for rooms that would cost over \$40,000 for other groups. The American Chamber of Commerce Executives is paying one dollar for rooms that otherwise would rent for more than \$50,000.

It is understandable that a city organization such as the Raleigh Appearance Commission should pay only a \$1 for a \$650 room to hold its meeting in the city-owned RCC. On the other hand, large corporations and private associations such as Red Hat, RBC

Bank, and the NC Bankers Association are paying nothing for rooms for which other groups must pay about \$5,000.

#### **NO ACCOUNTABILITY FOR 'PROFITS' ON FOOD**

It is true that the city profits from the meals served at RCC events and that the RCC sometimes charges low or no rent for rooms when meals are served.<sup>1</sup> To make this trade-off a good deal for taxpayers, most would argue that the profits from the meals should be equal to or more than the list price of the room.

Unfortunately, it is impossible for anyone outside city government to confirm how much the city will profit from the meals at those events because the contracts with Centerplate catering, the exclusive caterer for the RCC, are not public documents, and Centerplate has refused to make them available. Curiously, RCC officials consider Centerplate part of the RCC operations because they advertise that Centerplate "is part of our staff and operates in the same building, same billing, etc."<sup>2</sup>

Without public accountability, Centerplate and the city are free to interpret the contract to their mutual advantage, which may be to the disadvantage of taxpayers. In addition, graft and corruption can result when officials know that the public is not able to supervise government operations.

**Table 2. RCC Room Rent Discounts and Subsidies Paid to Convention Organizations (the first six subsidies paid out of the “Business Development Fund”)**

<i>Convention</i>	<i>Dates</i>	<i>Contract amount (paid to RCC)</i>	<i>List price for rooms</i>	<i>Room discount</i>	<i>Taxpayer subsidy paid to convention organization</i>	<i>Total: discount plus subsidy</i>
National Agents Alliance, Fall Conference*	Sept. 11–14, 2008	\$0	\$22,725	\$22,725 (100%)	\$12,800	\$35,425
NC Association of County Directors of Social Services	Oct. 7–10, 2008	\$7,000	\$23,950	\$16,950 (71%)	\$11,340	\$28,290
NC Community College System	Oct. 10–14, 2008	\$0	\$92,600	\$92,600 (100%)	\$96,900	\$189,500
NC Elementary Educators, 2008 Conference	Oct. 25–28, 2008	\$0	\$21,450	\$21,450 (100%)	\$15,560	\$37,010
NC Health Care Facilities Association	Jan. 25–28, 2009	\$5,250	\$13,400	\$8,150 (61%)	\$11,060	\$19,210
National Agents Alliance, Winter Conference*	Jan. 29–Feb. 1, 2009	\$0	\$22,725**	\$22,725 (100%)	\$19,060	\$41,785
<b>Totals</b>		\$12,250	\$196,750	<b>\$184,600 (89%)</b>	<b>\$166,720</b>	<b>\$351,220</b>

\* The “Business Development Fund Application” for the National Agents Alliance states, “This group *does not pay room rental* due to the fact they usually meet in large hotels” (emphasis added).

\*\* RCC failed to provide the contract for this convention. List price for rooms is assumed to be the same for the as the first conference.

### NO CONVENTIONS WITHOUT LARGE SUBSIDIES

To make matters even worse for taxpayers, city and county officials and the hospitality industry all admit that the RCC must offer substantial subsidies to win contracts for conventions. In other words, instead of convention organizations paying the city to use the RCC, the city pays large subsidies to the convention organization to come to Raleigh (see Table 2).

In order to fund these subsidies, the city, county and hospitality industry have set up a “Business Development Fund” using taxpayer money. A November 2006 report used to justify this fund noted that meeting planners start their negotiations with the assumption that “the host city will be willing to offer free or substantially reduced facility rental.”<sup>3</sup> As the report states, “Virtually all of the groups [conventions] require some form of price concession [subsidy] by the RCC or expenditures to underwrite ancillary services such as transportation or parking.”<sup>4</sup>

The report illustrates that by noting

that Charlotte’s new convention center “set aside a total of \$1.5 million in local funds to subsidize the demands of convention planners” for 2005 and 2006, and “a similar fund has been in place in Greensboro for several years.”<sup>5</sup>

In other words, the taxpayers in Charlotte and Greensboro are paying subsidies to attract conventions, while the taxpayers in Raleigh try to outbid them by offering even larger subsidies. It is clear that the primary losers in this bidding war are taxpayers in Charlotte, Greensboro, and Raleigh.

Raleigh and Wake Managers have approved the first six subsidies from the Business Development Fund, which total \$166,720 (see Table 2). The largest of these first six subsidies is for \$96,900, just under the \$100,000 limit for subsidies that must go to the Raleigh City Council and Wake County Commissioners for approval. That amount will subsidize the NC Community College System Convention, sponsored by the NC State University Office of Continu-

ing and Professional Education.

Another way to look at this is that taxpayers in Raleigh and Wake County are paying a subsidy worth nearly \$100,000 to a university funded by state taxpayers so that it can sponsor a conference for officials of community colleges funded by state and county taxpayers. Obviously, taxpayers all over the state are getting the short end of this stick.

### JUSTIFYING THE UNJUSTIFIABLE

How does the city and county justify this use of taxpayer funds? First, they argue that the funds come from a six-percent hotel tax and a one-percent prepared meals tax, although any shortfall would be made up by money from the Raleigh general fund. All hotel and motel patrons in Wake County pay the hotel tax. Thus customers at low-end motels who will never use the convention center are subsidizing high-end hotels, especially those located next to the RCC, to provide rooms for convention attendees — including the Marriott Hotel, which received taxpayer subsidies worth about with \$20 million.

Wake County residents pay the vast majority of the one-percent prepared meals tax. This tax is collected at restaurants all over the county to subsidize restaurants downtown next to the convention center. It is unfair to force one business to collect a tax that subsidizes its competitors. (This discussion does not include the \$1 million in subsidies that the City of Raleigh put into The Mint Restaurant, a white-tablecloth, high-end restaurant on Fayetteville Street.)

Second, the subsidies are supposed to be small compared with the economic impact. While city officials including the mayor boast of enormous economic impact from the RCC, they are short on the specifics of who pays and who benefits. In 2003, supporters of the convention center admitted that it would operate at a loss and would need to subsidize conventions to stay in business, but they justified the losses by stating that the RCC would bring in \$100 million to the local economy each year.<sup>6</sup>

By 2008 that number had dropped; Mayor Meeker claimed that the RCC would boost the local economy by \$80 million per year.<sup>7</sup> The city's adopted Performance Standards for the RCC sets an economic impact goal of \$21 million for the first ten months in FY 2009 (\$25.2 million on for 12 months).

### HOW MUCH IMPACT?

It is best to think of the economic impact of RCC conventions and meetings in three categories: the Triangle, North Carolina and national (see Table 1).

Those conventions and meetings that are for Triangle residents have no economic impact. They are simply shifting conventions and meetings from other Triangle venues, such as private hotels, venues at the state fairgrounds and the McKimmon Center at NC State (another taxpayer-subsidized venue). Thus, this is money shifted from other parts of the Triangle to downtown. Again, only a very small number of businesses and property owners benefit.

Many state-level meetings and conventions would be held in the Triangle with or without the new RCC. These meetings and conventions also just shift money from other parts of the Triangle to downtown. For example, the Animazement convention has held its convention in Raleigh for the past ten years and has signed contracts with the RCC for a yearly conference from 2009 to 2018. Animazement was given a 69 percent discount for its 2009 convention. The NC Association for Educational Communication and Technology conference was attracted to the RCC away from Sheraton RTP, where it held its conference in 2005, by charging \$1 for rooms that would cost other users \$43,950.

Those who have been attracted to the RCC from other parts of the state usually have received large discounts on rooms and, in some cases, taxpayer subsidies. For example, the NC Department of Environment and Natural Resources' Geographic Information Systems convention was attracted away from the privately owned, tax-paying Koury

Conference Center in Greensboro by the RCC's offer of a 72-percent room discount.

As noted before, other meetings have been attracted away from other taxpayer-subsidized city convention centers such as those in Charlotte and Greensboro. In this competition between taxpayer-subsidized convention centers, taxpayers are the big losers.

National meetings do bring attendees from out of state who spend money that would not otherwise be spent in downtown Raleigh, but is this amount enough to justify the deep room discounts used to attract these conventions? The discount on room rentals offered to 15 national organizations amounts to nearly \$154,000 for the first 10 months of operation. On the other hand, using the generous formula developed by the International Association of Convention and Visitors Bureaus, the trade association for city convention centers, these conventions will bring in about \$8.1 million.

Of course, the RCC will continue to book events, given the ability to offer deep room discounts and large taxpayer subsidies. It would not be surprising that this initial level of discounts at subsidies paid by taxpayers will only grow larger. Experience from

new convention centers in other cities shows that the first year or two is the high-water mark. After the luster wears off the new building, it is harder and harder to attract conventions and meetings even with deep discounts and large subsidies.

## NOTES

1. "Food and Beverage Management agreement for the Raleigh convention Center Complex," a contract between the City of Raleigh and Service America Corporation (Centerplate), March 1, 2008.
2. Letter from Laurie Okun, RCC, Director of Sales to Pam Peterson Associate Director, The Phoenix Society for Burn Survivors, Feb. 19, 2007
3. "Convention Center Business Development Fund," Discussion Document, by the Hospitality Alliance of North Carolina, updated November 7, 2006, p. 2.
4. *Ibid.*, p. 3.
5. *Ibid.*, p. 2.
6. Stephanie Hawco, "Funding may be sticking point for New Raleigh Convention Center," News & Observer, March 5, 2003.
7. Beau Minnick, "Convention Center expected to boost downtown's bottom line," WRAL, August 16, 2008.
8. "Adopted Performance Indicators" Fiscal Year 2008-2009, City of Raleigh, p. 64.

## APPENDIX A. RCC CONVENTIONS AND MEETINGS, BY TYPE, SEPT. 2008 – JUNE 2009

<b>National Conventions and Meetings</b>					
<i>Contract Organization</i>	<i>Title of Conference</i>	<i>Start Date</i>	<i>Duration (No. of Days)</i>	<i>Amount of Contract</i>	<i>List Price for Rooms</i>
National Agents Alliance	National Agents Alliance 2008 Leadership Conference	9/11/08	3	\$0	\$22,725
The Phoenix Society for Burn Survivors	World Burn Congress	9/30/08	4	\$10,000	\$26,650
National Consortium on Health Science and Tech Ed.	2008 National Health Science Curriculum Conference	10/22/08	3	\$12,325	\$21,000
Kindermusik Intl. Inc.	2008 Kindermusik Intl. Inc. Annual Conference	11/5/08	4	\$6,500	\$15,325
Association for the Advancement of Sustainability in Higher Education	2008 AASHE Conference	11/9/08	3	\$15,000	\$41,400
The International Society for Disease Surveillance	Annual Conference	12/3/08	2	\$3,500	\$10,225
National Student Exchange		3/11/09	1	\$2,000	\$3,950
Commission on Accreditation for Law Enforcement Agencies	2009 CALEA Conference	3/16/09	6	\$1	\$41,150
Queens Together Motorcycle Club	Queens Together 2009	4/2/09	3	*	*
Southern Assn for College Admission Counseling (SACAC)		4/17/09	3	*	*
TCOYD	Taking Control of Your Diabetes	5/1/09	1	\$18,075	*
On Course National Conference	2009 On Course Conference	5/7/09	2	*	*
National Genealogical Society	The NGS Conference in the States and Family History Fair	5/11/09	4	\$14,000	\$25,900
The Research Triangle Park	International Association of Science Parks 2009	6/1/09	4	\$7,000	\$19,175
Tekakwitha Conference		6/30/09	4	\$6,000	\$20,375
			47	\$94,401	\$247,875

<b>National Events:</b> 15	<b>Discount:</b> \$153,474 (62%)
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**State Conventions and Meetings**

NC Chapter - American Planning Association		9/22/08	1	*	*
UNC Business School	UNC Kenan-Flagler Business School Alumni Reception	9/24/08	*	\$750	\$750
School of Government UNC Chapel Hill	NCAPA Convention	10/1/08	2	\$7,125	\$15,975
NC Assn of County Directors of Social Services	NC Assn of County Directors of Social Services Conference 2008	10/7/08	2	\$7,000	\$23,950
NCSU Continuing and Prof. Ed.	NC Community College System Conference	10/10/08	4	\$0	\$92,600
NC Center for Nonprofits	Convention	10/15/08	2	\$4,500	\$9,350
NC Dept of Public Instruction - Career-Technical Education		10/22/08	2	*	*
NC State Bar	NC State Bar	10/23/08	1	\$3,500	\$3,500
NC Assn of Elementary Educators	NC Elementary School Conference	10/25/08	3	\$0	\$21,450
High Five Regional Partnership	High Five Regional Partnership	10/30/08	1	\$300	\$300
RBC Centura Bank	Leadership Conference	11/11/08	2	\$0	*
NC Forum for Research & Economic Development	NC FREE Conference	11/13/08	1	\$6,000	\$8,000
State University Department of 4-H Youth development and Family & Consumer Sciences		11/15/08	1	\$5,500	\$5,500
Institute of Transportation	2008 NCSITE Annual Meeting	12/1/08	1	\$1	\$12,800
Association Executives of North Carolina	Trade Show	12/9/08	2	\$5,000	\$12,600
NC Bankers Association		1/5/09	1	\$1	\$4,750
North Carolina Health Care Facilities Association	Annual Convention and Expo	1/25/09	3	\$5,250	\$13,400
Blue Cross Blue Shield of NC	Winter Sales Conference	2/4/09	2	\$6,675	\$8,250
Diocese of Raleigh	Ignited by Truth Conference	2/13/09	1	\$17,000	\$17,000

<i>Contract Organization</i>	<i>Title of Conference</i>	<i>Start Date</i>	<i>Duration (No. of Days)</i>	<i>Amount of Contract</i>	<i>List Price for Rooms</i>
Council for Entrepreneurial Development (CED)	Biotech Conference	2/16/09	1	\$6,120	\$7,650
NC DENR, Center for Geographic Information and Analysis	2009 NC GIS Conference	2/18/09	2	\$6,600	\$23,100
Center for Geographic Information & Analysis		2/24/09	3	*	*
NC Division of Tourism Film and Sports Development		2/28/09	2	*	*
NC Restaurant and Lodging Association	NCRLA Meeting	3/1/09	1	*	*
NC Assn for Educational Communication and Technology	NCAECT Annual Conference	3/3/09	3	\$1	\$43,950
Girl Scouts-North Carolina Coastal Pines, Inc.	Girl Scouts- NC C.P. Annual Meeting	3/7/09	1	\$550	\$1,400
NC Assn of School Administrators	2009 NCASA Annual Conference	3/11/09	2	\$10,450	\$13,500
NC Assn of Educators	NCAE Annual Convention	3/25/09	3	\$14,500	\$25,625
NC Dept of Public Instruction	NC Future Business Leaders of America	4/15/09	3	\$12,000	\$30,400
Providence Day School	SACAC Annual Conference	4/17/09	4	\$6,400	\$16,250
Mental Health Association of North Carolina		5/16/09	1	\$1,500	*
NC Republican Party	Annual State Convention	6/12/09	1	\$4,000	\$6,700
NC State University	State FFA Convention	6/22/09	3	\$7,500	\$35,250
				\$138,223	\$454,000

**State Events:**  
33

**Discount:**  
\$315,777 (70%)

#### City and Regional Conventions and Meetings

Raleigh Appearance Commission		9/8/08	1	\$1	\$650
City of Raleigh Community Services	Community Services	9/19/08	1	\$1	\$4,500
Resources for Seniors, Inc.	Speaking of Women's Health	9/26/08	1	\$3,000	\$19,950
Wake Medical	Wake Medical	10/30/08	1	\$700	\$750
City of Raleigh	Community Services Dinner	10/30/08	1	\$1	\$5,000
The Rex Hospital Foundation	2008 Rex Gala	11/1/08	1	\$0	\$4,650
US Marine Corps	2D LAR Bn Marine Corps Ball	11/7/08	1	\$0	\$4,000
Kabala Temple #177		11/8/08	1	\$1	\$1,500
Lightner Youth Leadership Academy	Lightner Youth Banquet	11/20/08	1	\$4,000	\$4,000
O'Brien Atkins Associates, PA		12/4/08	1	\$1	\$650
Werner Publishing Corp.	Outdoor and Digital Photo Seminar	12/6/08	1	\$1,500	\$1,500
Cline Design Association PA	Michelle Money	12/6/08	1	\$1,500	\$1,500
Pepsi Bottling Ventures LLC	Pepsi Banquet	12/11/08	1	\$1,500	\$1,500
Red Hat, Inc.	Red Hat Holiday Party	12/12/08	1	\$0	\$5,500
Methodist Home for Children		1/23/09	1	\$1	*
Methodist Home for Children		1/30/09	1	\$6,000	\$8,000
American Consumer Shows., Inc.	Home Show	2/18/09	4	\$56,000	\$60,000
Sysco Foods of Raleigh		3/24/09	2	\$21,000	\$29,500
Wake Technical College		5/17/09	1	\$4,500	*
Educational Growth Across Oceans, Inc,	Animazement	5/21/09	3	\$15,000	\$47,500
			26	\$114,706	\$200,650

**City and Regional Events:**  
20

**Discount:**  
\$85,944 (43%)

**Total Events:**  
68

**Total Discount:**  
\$555,195 (58%)

\* Information provided by RCC was incomplete.

## APPENDIX B. RCC CONVENTIONS AND MEETINGS, SEPTEMBER 2008 TO 2023

<i>Contract Organization</i>	<i>Title of Conference</i>	<i>Start Date</i>	<i>Amount of Contract</i>	<i>List Price of Rooms</i>
Raleigh Appearance Commission		9/8/08	\$1	\$650
National Agents Alliance	National Agents Alliance 2008 Leadership Conference	9/11/08	\$0	\$22,725
City of Raleigh Community Services	Community Services	9/19/08	\$1	\$4,500
NC Chapter - American Planning Association		9/22/08	*	*
UNC Business School	UNC Kenan-Flagler Business School Alumni Reception	9/24/08	\$750	\$750
Resources for Seniors, Inc.	Speaking of Women's Health	9/26/08	\$3,000	\$19,950
The Phoenix Society for Burn Survivors	World Burn Congress	9/30/08	\$10,000	\$26,650
School of Government UNC Chapel Hill	NCAPA Convention	10/1/08	\$7,125	\$15,975
NC Assn of County Directors of Social Services	NC Assn. of County Directors of Social Services Conference 2008	10/7/08	\$7,000	\$23,950
NCSU Continuing and Prof. Ed.	NC Community College System Conference	10/10/08	\$0	\$92,600
NC Center for Nonprofits	Convention	10/15/08	\$4,500	\$9,350
National Consortium on Health Science and Tech Ed.	2008 National Health Science Curriculum Conference	10/22/08	\$12,325	\$21,000
NC Dept of Public Instruction - Career-Technical Education		10/22/08	*	*
NC State Bar	NC State Bar	10/23/08	\$3,500	\$3,500
NC Assn of Elementary Educators	NC Elementary School Conference	10/25/08	\$0	\$21,450
Wake Medical	Wake Medical	10/30/08	\$700	\$750
City of Raleigh	Community Services Dinner	10/30/08	\$1	\$5,000
High Five Regional Partnership	High Five Regional Partnership	10/30/08	\$300	\$300
The Rex Hospital Foundation	2008 Rex Gala	11/1/08	\$0	\$4,650
Kindermusik Intl. Inc.	2008 Kindermusik Intl. Inc. Annual Conference	11/5/08	\$6,500	\$15,325
US Marine Corps	2D LAR Bn Marine Corps Ball	11/7/08	\$0	\$4,000
Kabala Temple #177		11/8/08	\$1	\$1,500
Assn. for the Advancement of Sustainability in Higher Education	2008 AASHE Conference	11/9/08	\$15,000	\$41,400
RBC Centura Bank	Leadership Conference	11/11/08	\$0	*
NC Forum for Research & Economic Development	NC FREE Conference	11/13/08	\$6,000	\$8,000
State University Department of 4-H Youth development and Family & Consumer Sciences		11/15/08	\$5,500	\$5,500
Lightner Youth Leadership Academy	Lightner Youth Banquet	11/20/08	\$4,000	\$4,000
Institute of Transportation	2008 NCSITE Annual Meeting	12/1/08	\$1	\$12,800
International Society for Disease Surveillance	Annual Conference	12/3/08	\$3,500	\$10,225
O'Brien Atkins Associates, PA		12/4/08	\$1	\$650
Werner Publishing Corp.	Outdoor and Digital Photo Seminar	12/6/08	\$1,500	\$1,500
Cline Design Association PA		12/6/08	\$1,500	\$1,500
Association Executives of North Carolina	Trade Show	12/9/08	\$5,000	\$12,600
Pepsi Bottling Ventures LLC	Pepsi Banquet	12/11/08	\$1,500	\$1,500
Red Hat, Inc.	Red Hat Holiday Party	12/12/08	\$0	\$5,500
NC Bankers Association		1/5/09	\$1	\$4,750
Methodist Home for Children		1/23/09	\$1	*
North Carolina Health Care Facilities Association	Annual Convention and Expo	1/25/09	\$5,250	\$13,400
Methodist Home for Children		1/30/09	\$6,000	\$8,000
Blue Cross Blue Shield of NC	Winter Sales Conference	2/4/09	\$6,675	\$8,250
Diocese of Raleigh	Ignited by Truth Conference	2/13/09	\$17,000	\$17,000
Council for Entrepreneurial Development (CED)	Biotech Conference	2/16/09	\$6,120	\$7,650

<i>Contract Organization</i>	<i>Title of Conference</i>	<i>Start Date</i>	<i>Amount of Contract</i>	<i>List Price of Rooms</i>
American Consumer Shows., Inc.	Home Show	2/18/09	\$56,000	\$60,000
NC DENR, Center for Geographic Information and Analysis	2009 NC GIS Conference	2/18/09	\$6,600	\$23,100
Center for Geographic Information & Analysis		2/24/09	*	*
NC Division of Tourism Film and Sports Development		2/28/09	*	*
NC Restaurant and Lodging Association	NCRLA Meeting	3/1/09	*	*
NC Assn. for Educational Communication and Technology	NCAECT Annual Conference	3/3/09	\$1	\$43,950
Girl Scouts-North Carolina Coastal Pines, Inc.	Girl Scouts- NC C.P. Annual Meeting	3/7/09	\$550	\$1,400
National Student Exchange		3/11/09	\$2,000	\$3,950
NC Assn. of School Administrators	2009 NCASA Annual Conference	3/11/09	\$10,450	\$13,500
Commission on Accreditation for Law Enforcement Agencies	2009 CALEA Conference	3/16/09	\$1	\$41,150
Sysco Foods of Raleigh		3/24/09	\$21,000	\$29,500
NC Assn of Educators	NCAE Annual Convention	3/25/09	\$14,500	\$25,625
Queens Together Motorcycle Club	Queens Together 2009	4/2/09	*	*
NC Dept of Public Instruction	NC Future Business Leaders of America	4/15/09	\$12,000	\$30,400
Southern Assn. for College Admission Counseling (SACAC)		4/17/09	*	*
Providence Day School	SACAC Annual Conference	4/17/09	\$6,400	\$16,250
TCOYD	Taking Control of Your Diabetes	5/1/09	\$18,075	*
On Course National Conference	2009 On Course Conference	5/7/09	*	*
National Genealogical Society	The NGS Conference in the States and Family History Fair	5/11/09	\$14,000	\$25,900
Mental Health Association of North Carolina		5/16/09	\$1,500	*
Wake Technical College		5/17/09	\$4,500	*
Educational Growth Across Oceans, Inc,	Animazement	5/21/09	\$15,000	\$47,500
The Research Triangle Park	International Association of Science Parks 2009	6/1/09	\$7,000	\$19,175
NC Republican Party	Annual State Convention	6/12/09	\$4,000	\$6,700
NC State University	State FFA Convention	6/22/09	\$7,500	\$35,250
Tekakwitha Conference		6/30/09	\$6,000	\$20,375
Poultry Science Assn	Annual Meeting	7/18/09	\$11,115	\$19,475
American Chamber of Commerce Executives	Annual Conference	7/29/09	\$1	\$50,400
Lott Carey Baptist Foreign Mission Convention	2009 Lott Carey Baptist Foreign Mission Convention	8/10/09	\$25,000	\$51,300
NC State Firemen's Assn	Convention	8/18/09	\$25,925	\$25,925
American Trucking Association		9/11/09		
Technology and Maintenance Council	TMC Fall Meeting and SuperTech Competition	9/12/09	\$24,000	\$54,175
Garden Writers Association	2009 Symposium	9/24/09	\$7,000	\$15,375
NC Assn. for the Education of Young Children	Ncaeyc Annual Study Conference	9/29/09	\$11,500	\$49,300
International Workers Compensation Foundation	Fourteenth Annual North Carolina Workers' Compensation Educational Conference	10/6/09	\$5,000	\$20,900
North Carolina Nurses Association	Annual Convention	10/7/09	\$3,500	\$10,500
UNC Institute on Aging	NC Conference of Aging	10/20/09	\$4,000	\$20,625
NC Assn of Elementary Educators	Elementary School Conference	10/25/09	\$5,000	\$21,450
North Carolina Veterinary Conference		11/5/09	\$0	\$19,700
Diocese of Raleigh Catholic Schools	North Carolina Catholic Schools Fall Conference	11/9/09	\$10,000	\$17,500
Association of Christian Schools International		11/10/09	\$25,000	\$52,650

<i>Contract Organization</i>	<i>Title of Conference</i>	<i>Start Date</i>	<i>Amount of Contract</i>	<i>List Price of Rooms</i>
NC American Water Works Association-Water Environment Association	Annual Conference	11/14/09	\$7,500	\$28,725
Association Executives of North Carolina	Tradeshow	12/8/09	\$5,000	\$15,450
NC Assn. of Soil and Water Conservation Districts	Annual Meeting	1/2/10	\$5,000	\$20,175
Carolina Roofing and Sheet Metal Contractors Assn	Winter Convention	1/18/10	\$8,100	\$17,525
North Carolina Health Care Facilities Association	Annual Convention and Expo	1/24/10	\$5,250	\$13,400
Human Rights Campaign	HRC Carolinas 2010	2/26/10	\$9,150	\$19,100
NC Assn for Educational Communication and Technology	Ncaect Annual Conference	3/3/10	\$6,000	\$43,950
Mary Kay Inc.	Career Conference 2010	3/18/10	\$10,000	\$13,300
NC Dept of Public Instruction	NC Future Business Leaders of America	4/21/10	\$12,000	\$31,900
Educational Growth Across Oceans, Inc,	Animazement	5/27/10	\$18,000	\$48,925
NC State University	State FFA Convention	6/21/10	\$10,000	\$49,250
Omega Psi Phi Fraternity Inc.	National Conclave	7/23/10	\$1	\$63,780
NC State Firemen's Assn	NC State Firemans Association Convention	8/24/10	\$25,925	\$35,450
American Trucking Association		9/17/10	*	*
Technology and Maintenance Council	TMC Fall Meeting and SuperTech Competition	9/18/10	\$24,000	\$54,175
NC Assn for the Education of Young Children	Ncaeyc Annual Study Conference	10/5/10	\$11,500	\$38,300
International Workers Compensation Foundation	Fifteenth Annual North Carolina Workers' Compensation Educational Conference	10/6/10	\$10,000	\$20,900
Federation of Analytical Chemistry & Spectroscopy	Annual Conference	10/16/10	\$16,000	\$36,700
NC Assn. of Elementary Educators	Elementary School Conference	10/24/10	\$6,500	\$21,450
NC Assn. of County Directors of Social Services		10/27/10	\$7,000	\$23,950
North Carolina Veterinary Conference		11/4/10	\$0	\$19,700
Sigma Xi	Sigma Xi Annual Meeting and Student Research Conference	11/8/10	\$10,000	\$25,325
North Carolina Recreation and Park Association	Annual Conference	11/13/10	\$0	\$24,825
Association of Christian Schools International		11/16/10	\$25,000	\$52,650
Association Executives of North Carolina	Association Executives of North Carolina Tradeshow	12/7/10	\$5,000	\$15,450
NC Society of Surveyors, Inc.		2/3/11	\$3,000	\$8,450
Human Rights Campaign	HRC Carolinas	2/25/11	\$9,150	\$19,100
NC Assn. for Educational Communication and Technology	Ncaect Annual Conference	3/2/11	\$8,000	\$43,950
NC Reading Association		3/11/11	\$10,000	\$25,400
NC Assn. of Educators	NCAE Annual Convention	3/16/11	\$14,500	\$25,625
Building Owners and Managers Association-Raleigh Durham	Building Managers Assn Southern Region Conference	4/13/11	\$4,600	\$7,900
Educational Growth Across Oceans, Inc,	Animazement	5/26/11	\$20,000	\$48,968
NC State University	State FFA Convention	6/20/11	\$12,500	\$49,250
York Rite Masonic		8/23/11	*	*
NC Assn. for the Education of Young Children	Ncaeyc Annual Study Conference	9/13/11	\$11,500	\$38,300
NC Assn. of Elementary Educators	Elementary School Conference	10/9/11	\$8,000	\$17,950
NC League of Municipalities		10/21/11	*	*
Association of Christian Schools International		10/25/11	\$25,000	\$52,650
North Carolina Veterinary Conference		11/3/11	\$5,000	
Sigma XI	Sigma Xi Annual Meeting and Student Research Conference	11/7/11	\$10,000	\$25,325
Human Rights Campaign	HRC Carolinas 2012	2/24/12	\$9,150	\$19,100

<i>Contract Organization</i>	<i>Title of Conference</i>	<i>Start Date</i>	<i>Amount of Contract</i>	<i>List Price of Rooms</i>
NC Assn. for Educational Communication and Technology	Ncaect Annual Conference	3/7/12	\$10,000	\$43,950
NC Reading Association	NC Reading Assn. Conf. 2012	3/16/12	\$10,000	\$25,400
Educational Growth Across Oceans, Inc.	Animazement	5/24/12	\$23,000	\$56,000
NCSU Coll. Of Ag. & Life Sci.	2012 State FFA Convention	6/18/12	\$12,500	*
NC Assn. of Elementary Educators	Elementary School Conference	10/21/12	\$8,000	\$21,450
NC Assn. of County Directors of Social Services		10/23/12	*	*
NC Veterinary Medical Association	NC Veterinary Conference	11/1/12	\$7,500	\$19,700
Association of Christian Schools International	Assn of Christian School Intl.	11/6/12	\$25,000	\$52,650
North Carolina American Water Works Association	Water Environment Assn 2012 Annual Conference	11/10/12	\$10,000	\$30,235
Human Rights Campaign	HRC Carolinas 2013	2/22/13	\$9,150	\$19,100
NC Assn. for Educational Comm. And Tech	Ncaect Annual Conference	3/6/13	\$10,000	\$43,950
NC Reading Association	NC Reading Assn. Conf. 2013	3/8/13	\$10,000	\$25,400
NC Assn. of Educators	NCAE Annual Convention	3/20/13	\$14,500	\$24,275
Educational Growth Across Oceans, Inc.	Animazement	5/23/13	\$25,000	\$57,680
NCSU Coll. Of Ag. & Life Sci.	2013 State FFA Convention	6/17/13	\$15,000	\$49,250
Association of Christian Schools International	Assn of Christian School Intl	10/15/13	\$25,000	\$52,650
NC Veterinary Medical Association	NC Veterinary Conference	10/31/13	\$10,500	\$19,700
NC Alliance for Athletics, Health, PE, Recreation & Dance	NCAAHPERD Annual Convention	11/20/13	\$17,175	\$31,250
NC Assn. for Ed. Comm. And Tech	Ncaect Annual Conference	3/5/14	\$10,000	\$43,950
NC Reading Association	NC Reading Assn. Conf. 2014	3/14/14	\$10,000	\$25,400
Educational Growth Across Oceans, Inc.	Animazement	5/22/14	\$28,000	\$59,410
NC Veterinary Medical Association	NC Veterinary Conference	10/30/14	\$10,000	\$32,750
Association of Christian Schools International	Assn of Christian School Intl	11/4/14	\$25,000	\$52,650
NC Alliance for Athletics, Health, PE, Recreation & Dance	NCAAHPERD Annual Convention	11/19/14	\$17,175	*
NC Reading Association	NC Reading Assn. Conf. 2015	3/13/15	\$10,000	\$25,400
NC Assn of Educators	NCAE Annual Convention	3/18/15	\$14,500	\$25,625
Educational Growth Across Oceans, Inc.	Animazement	5/21/15	\$28,000	\$60,922
NC Alliance for Athletics, Health, PE, Recreation & Dance	NCAAHPERD Annual Convention	11/18/15	\$17,175	\$20,750
NC Reading Association	NC Reading Assn. Conf. 2016	3/11/16	\$12,000	\$25,400
Educational Growth Across Oceans, Inc.	Animazement	5/26/16	\$28,000	\$62,749
NC Reading Association	NC Reading Assn. Conf. 2017	3/17/17	\$13,000	\$23,400
NC Assn of Educators	NCAE Annual Convention	3/22/17	\$17,500	\$28,841
Educational Growth Across Oceans, Inc.	Animazement	5/25/17	\$28,000	\$64,631
NC Reading Association	NC Reading Assn. Conf. 2018	3/16/18	\$17,500	\$25,400
Educational Growth Across Oceans, Inc.	Animazement	5/24/18	\$28,000	\$66,569
NC Assn. of Educators	NCAE Annual Convention	3/20/19	\$17,500	\$29,706
NC Assn. of Educators	NCAE Annual Convention	3/17/21	\$17,500	\$30,597
NC Assn. of Educators	NCAE Annual Convention	3/22/23	\$17,500	\$31,515
NC State University Foundation		*	*	*
American Institute of Architects-Triangle Chapter	AIA Triangle Winter Social	*	*	*

**Total Contract Amount: \$1,500,372**

**Total List Price of Rooms: \$3,756,428**

**Total Discount: \$2,256,056 (60%)**

\* Information provided by the RCC was incomplete.