

**Kevin F. Fry  
652 Alcott Drive  
Mount Joy, PA 17522**

February 9, 2012

Scott Martin  
Dennis Stuckey  
Craig Lehman  
County of Lancaster  
150 North Queen Street  
Lancaster, PA 17603

Dear Commissioners,

I was forwarded a letter today that was purportedly read into the record at your public meeting yesterday morning. In it, the author, Rodney Gleiberman, expressed a number of his personal opinions about the state of the local tourism industry and the Lancaster County Convention Center Authority. As the Authority's Chairman, I am compelled to comment.

Mr. Gleiberman makes a number of inaccurate comments, generalizations and misrepresentations in his letter. Foremost among those is that he is somehow excluded from conversations regarding the business of the authority. As you know, we are a public authority, and all of our business is done at our regular public meetings. We make all of our decisions at our monthly Board meetings, acting upon recommendations from our Operations, Finance & Audit, and Personnel Committees. All of the committees also meet in public, and the schedule of meetings is maintained on our web site. We always welcome comments and suggestions from those who wish to give them. Neither Mr. Gleiberman, nor any members of the hotel community, save two, have taken the time to attend any of our meetings in several years.

We also make a concerted effort to engage the hospitality community other ways. We meet with the PDCVB several times each month, and attend meetings of GLAHMA. I have personally visited with Mr. Gleiberman and other hoteliers to understand the community issues, and Mr. Molloy also engages industry members regularly.

I also need to comment on Mr. Gleiberman's characterization of the Authority's Executive Director. Mr. Molloy was hired to lead the Authority after an exhaustive national search. Before embarking on the search, the Authority exercised the fiduciary responsibility that the community would demand, defining our needs and developing a job description to fulfill them. Mr. Molloy was the outstanding candidate among over 40 who applied, and has continued to exceed our expectations. He is compensated at a level that is appropriate among those with his education, experience, and talent.

The Lancaster County Convention Center is an outstanding venue, exceeding expectations in almost every operational category. The deficiency of the community funding for the project is a condition that is not uncommon across the country, given the difficult financial times. Our community has embarked upon a process to define a solution to the funding issue, and our Authority has pledged full cooperation and involvement in that process. And, we are undergoing an operational review of our own, performed by an acclaimed national expert, to benchmark our internal procedures, agreements and results with other venues of our size.

While we understand that the community will always include those who do not approve of the Lancaster County Convention Center, we are continually assured that the vast majority of County residents have immense pride in the facility, are pleased with the manner in which it is being managed, and are happy to support its success.

Please feel free to contact me if you have any questions.

Very truly yours,

A handwritten signature in black ink, appearing to read "Kevin Fry". The signature is stylized with a large initial "K" and a long horizontal stroke at the end.

Kevin F. Fry

CC: Sharron Nelson  
RB Campbell  
Patrick Snyder  
Ted Darcus  
Lawrence Hinnenkamp  
Douglas Shand  
Kevin Molloy  
Christopher Barrett