



July 24, 2017

Dear Visit Austin,

I am delighted to write this letter of support and endorsement for AustiNight. This concierge service for travelers to our beautiful city is innovative and exciting. As the representative for Austin's live music venue community, I am encouraged to see technology creating new ways for those seeking a true Austin experience to find hidden gems, as well as our iconic music destinations. This is a win for consumers, venues, artists, and our tourism economy.

I have seen Bak Zoumanigui work enthusiastically to become an expert on Austin's nightlife, with an ever-present positive attitude and professionalism. He has a passion for bringing out the best in what our "scene" has to offer, and has my implicit trust in curating experiences for travelers that will leave them nurtured by that great Heart of Texas spirit.

I recently met Rob Stuart, and was immediately impressed by his commitment to this project. He has shown himself to be a true professional and ready to serve our community through partnerships and hard work.

During the Visitor Impact Task Force meetings, I learned that Visit Austin is interested in finding new ways to market Austin's commercial music industry, and has hotel tax funds available for this purpose. AustiNight would be a wise investment for these funds and would encourage smart entrepreneurship by our own community experts.

Thank you for showing interest in Bak and Rob's work. Music Venue Alliance Austin is looking forward to what they will achieve.

Take care,

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