

convene

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CONVENE AND CITY CRUISES ANNOUNCE A BRAND NEW CROSS-REFERRAL PARTNERSHIP FOR CORPORATE CLIENTS

Meeting & Event Provider and Dining Cruise & Private Charter Company Partner to Cross-Sell Client Services at a Preferred Rate

New York, NY (May 14, 2024) - [Convene](#), a global hospitality company that designs, builds, and operates premium meeting, event, and flexible office spaces, and [City Cruises](#), which operates dining, sightseeing, and private event cruises and is part of City Experiences' expansive portfolio of water- and land-based experiences, announced today a new cross-referral partnership in select U.S. cities, which will allow Convene clients to seamlessly add a highly experiential outing to their corporate meeting or event and City Cruises to help corporate clients source an alternative meeting or conference venue for their professional events.

"We're in an experience-driven economy and are witnessing significant investment in experiences being prioritized over things," said Phoenix Porcelli, head of sales at Convene and a certified meeting planner. "Our relationship with a like-minded, highly experiential company like City Cruises allows us to provide Convene clients with an even greater comprehensive offering to curate an exceptional meeting or conference experience for all attendees."

As part of the partnership, Convene Meeting & Event clients interested in adding a dining cruise or private charter as an off-site component to their event will receive a preferred rate from City Cruises. City Cruises corporate clients looking for an additional meeting or conference venue for professional events will receive a preferred day rate from Convene. In order to be eligible for the preferred rates, clients of each need to be referred directly from their respective Sales contact.

"We are thrilled to partner with Convene with a collaboration set to redefine both of our corporate experiences," said Kimi Holloway, director of national corporate sales, strategy, and training, City Cruises U.S. "With City Cruises' unwavering dedication to the corporate market and Convene's innovative approach to event spaces, together, we are poised to craft unforgettable experiential events tailored specifically for corporations. This partnership marks a union of shared vision and expertise, promising unparalleled opportunities and exceptional spaces for our corporate clientele to host unique, memorable experiences for their corporate events."

Convene and City Cruises are co-located in six U.S. markets and the preferred cross-referral rate will be eligible in: New York City, Chicago, Washington D.C., Philadelphia, Boston, and San Francisco.

The Convene portfolio of brands is the largest single provider of dedicated meeting and event venues in the U.S. and U.K. with a network of 38 locations across nine global cities.

For City Cruises assets, including photos and video, [click here](#).

For Convene imagery, [click here](#).

About Convene:

Convene is a global hospitality company that designs and operates premium meeting, event, and flexible office spaces. It is the largest single provider of dedicated meeting and event venues in North America and the UK with a network of 38 locations across nine cities; the Convene portfolio of brands includes etc.venues, Club 75, and the “by Convene” label for bespoke locations in partnership with other organizations. With a combined 44 years of experience, Convene brands bring hospitality and lifestyle into traditional commercial real estate assets, partnering with the industry’s top landlords to deliver increased building value while also creating premium experiences for tenants. The company counts Ares and RXR Realty among its investors, and has been named one of America’s 100 Most Promising Companies by Forbes and a Best Workplace by Inc. magazine, Fortune magazine, and Built In. Learn more at <https://convene.com/>

About City Experiences:

City Experiences represents Hornblower Group's expansive portfolio of water- and land-based experience companies and includes two sub-brands: City Cruises and City Ferry. City Cruises companies operate dining, sightseeing and private events across 22 destinations in the U.S., Canada and the UK. City Cruises companies also operate cruises on behalf of the National Park Service and the Niagara Parks Commission and currently hold service contracts to provide ferry service to the Statue of Liberty National Monument and the Ellis Island National Museum of Immigration, Alcatraz Island and Niagara Falls. City Ferry companies offer specialized knowledge and expertise required to transport passengers, vehicles and other cargo safely across inland and coastal waterways, serving as operator of NYC Ferry and Puerto Rico ferry system, among others. City Experiences' portfolio of companies also offers a range of water- and land-based experiences including shore excursions, partner-offered experiences, multi-port packages, with companies including Venture Ashore, Walks and Devour Tours. For more information visit <http://cityexperiences.com>.

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