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EVENTS

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Report

The Hub CityView, located in Philadelphia, is a new conference center concept created by John New and Bill Decker.



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A New Player Arrives on the Conference Industry Scene



Located in the heart of center city Philadelphia, The Hub CityView provides a fresh, new approach to the conference industry.

According to John New, The Hub is a new conference facility concept that got its start while he and Bill Decker worked on a business plan for more than two years. This plan attempted to find a solution to an increasing need in the market for the outsourcing of technologically-enabled, inspirational, and reasonably-priced meeting space in a convenient location.

In this pursuit, New and Decker founded The Hub CityView.

"It is a need that we both saw in our respective positions in the consulting world," John New said. "I was at Bearing Point (formerly KPMG), and Bill was at PricewaterhouseCoopers. We decided to start a revolution that would change people's expectations around meetings by building an 'all-inclusive' pricing model that delivers a one-stop meeting solution."

The Hub CityView describes its mission as being one of helping conference planners to save on overhead while enhancing productivity.

By offering conveniences like cutting-edge meeting technologies, online booking, a fully-functional printing, copying and shipping services center, administrative assistance and tech support availability, their goal is to allow planners to focus solely on achieving positive meeting outcomes.

The Hub will revolutionize both the conference and real estate industries, according to New, because of his facility's "time-sharing model" approach for companies that are seeking to outsource their meeting needs. Born of these surging needs, The Hub CityView and its trail-blazing founders seek to deliver productive, value-enhancing meeting solutions.

Perhaps one of the most attractive features of this venue is its single-rate pricing structure that includes: digital projectors and screens; large screen televisions; digital whiteboards; broadband with wi-fi; polycom conference phones; domestic long distance calling; coffee and refreshments; on-call concierge services; and on-site technical support.

The Hub can offer single person, private workstations, too, and its individual meeting rooms can

accommodate anywhere from two to fifty guests at one time. The facility has seminar and reception capabilities for much larger groups. Its meeting room extras include: auto-shades for light filtering or room darkening; dynamic, "at your control" lighting configurations; full-screen monitors; plus full floor-to-ceiling windows.

Adding to the uniqueness of this meeting site is its ability to rent meeting rooms not just by the day - but by the hour. These hourly rentals can accommodate up to 50 people, and there is no contract for the conference planner to sign.

"The design of the space is beyond comparison on the eastern seaboard, and it is conveniently located in the heart of center city Philadelphia," said New.

Their slogan is "Meetings Matter," and, in following that philosophy, The Hub CityView offers flexible meeting space, a professional environment, and a service-oriented meeting experience at a set price.

"Business meetings are all that we do, and we are obsessed with service. The answer is

always 'yes' with The Hub CityView. It is also a phenomenal special event space that produces truly memorable events for over 500 people," said New.

Offering panoramic views of the city and Rittenhouse Square, The Hub has a lot to offer as a host site for special events. Max & Me, a corporate caterer, provides exceptional cuisine for many of the special events that take place at the facility.

New noted that The Hub soon will announce several more sites throughout the Delaware Valley and beyond over the course of the next 24 months. "We have tremendous momentum and will not rest until The Hub can meet the meeting needs of businesses in any region."

He continued, "We aim to expand nationally and internationally in the next few years - exceeding 1,500 units worldwide. But we are proud to call Philadelphia, the site of this country's first meeting, both our home as well as the birthplace of The Hub CityView."

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