

ESCYPAA Advisory | 12/11/2017

In Attendance: Billy, KC, Jenna, John M., Chris, Meg, Martial, Jon, Bobby, Andy, Lisa, Braden, Courtney, Casey, Maya, Danielle, Dana

Absent: Kristen, Mercedes, Sarah, Jamie, Carolyn

Guest: Rob M., ESCYPAA V

Meeting opened at 9:15pm with the Serenity Prayer.

I. Adam's Mark Contract Updates [Hotel Chair]

John M.: My report was sent out Saturday and an updated Adam's Mark contract with changes and additional amenities was sent today *[attached]*.

Basically, between when Buffalo was awarded the convention and last week, a wedding wanted to use the grand ballroom the same weekend as us. They will be paying a lot more than us, so the hotel gave them the space and moved us into the much smaller first floor convention space.

We worked out two potential weekends that we could have the grand ballroom: the weekend after ICYPAA, which might not be the best (people riding the ICYPAA high vs. not being able to afford another convention); or October 18 – 21 (which had a tentative booking but which is now available).

Because of these changes, they have offered some additional amenities:

- \$94 room rate (originally \$119)
- 1:30 complimentary room rate (originally 1:35)
- Free parking (originally \$5 per day)
- Dance could go until 1am
- Hospitality suite could go until 2am

Because we are going later than regular function hours, they would require 5 additional security guards from 10:30pm – 2:30am at a cost of \$700 / night. This would mean an additional \$1400 to extend the dances and hospitality.

Rob M.: The interim host committee is interested in the October 18 – 21 dates, rather than the weekend after ICYPAA.

Opened for questions / discussion:

KC: I'm curious about the security costs, which had never been mentioned before today. I would like to challenge that to change the pricing, as it was not including in the original B.E.O.s.

John M.: That was something which was just thrown out today. I can ask why this was not brought to our attention until now.

Jon: The security charges turn the \$2500 ballroom space into almost \$4000, but you're handling that. The 7 day cutoff thing is kind of weird; reading through Section 4. Room Reservations of the contract, it

says "Should such requests be accepted, such room nights would be credited to your block for purposes of any calculation of attrition." Does that mean after the 7 day cutoff they're only releasing the rooms, or is that when our attrition cutoff day is as well?

John M.: There is no attrition day cutoff, but they're not going to guarantee the \$94 rate if you book 5 days out, but it will be added into our attrition.

Jon: Did we ask them about brewing our own coffee?

John M.: We are not allowed to brew our own coffee. It is \$38 / gallon.

Jon: What's the maximum room capacity at the hotel?

Jenna: According to the contract in the bid book, there are "486 newly renovated rooms."

Jon: Is there anything that says we can alter our prices if we meet the room block?

John M.: No, there is not.

KC: Is that a typical clause you've found in other contracts? Usually we have to have more negotiations if we add onto a block.

Jon: I don't think that was in the majority of the contracts from last year, but it's definitely something that should be in there. If we commit to a certain number of rooms and end up selling them, there should be some compensation in there.

John M.: There's not a dollar amount that will bring the bill down, but those will continue to count towards our comped rooms. If we don't use them they will be taken off the master bill.

Jon: I'd love to see what they think of adding a clause about taking costs off the space or the new security costs if we hit the room block.

Billy: So we're not allowed to brew coffee in the hospitality suite, and the suite closes at 2am? What if we wanted the dances to run until 1am both nights – is that optional and we would pay the additional security costs?

John M.: Yes (regarding hospitality). Anything that runs after 10pm would require extra security.

Bobby: I'm curious why hospitality would have to close at 2am if it's in a suite.

Rob M.: I think there's confusion on the hotel's end that we want hospitality to be in one of the breakout rooms, rather than a suite.

Jon: Under force majeure, is it possible to get language that no cancellation fee applies to either party?

John M.: I'm working on getting a mutually painful clause added in there. I asked about a week ago and was told that Krista would have to talk to the sales manager about putting that in. I will follow up.

Martial: They don't give us a rate after the 7-day cutoff. There's no contract rate; there needs to be a specific number in there. We book a lot of rooms in the last 7 days.

When you discuss the cutoff date – let them know we're going to give them 200 room nights easily, and we'll need more room nights at a decent price. As far as the security costs go, I would just tell them no. It was never in the last contract AND we're moving our dates for you, get rid of that security rate and don't start surprising us as we're getting ready to sign the contract.

Jenna: I noticed in Section 11 that one of the dates was wrong; it says July 2019.

Billy: Under additional terms and conditions, it seems like we have to use their A/V company or get written approval to use our own. Do they have pricing sheets?

John M.: \$60 / hour charge per technician, minimum 4 hour blocks. Not sure what the charge would be to use an outside vendor.

Billy: Is everyone in agreement on the weekend of October 18 – 21?

[total silence, so obviously no one hates that idea]

John M. will bring back the following questions to the hotel:

1. What is the contracted room rate?
2. Is it possible to remove the 7 day cutoff for booking rooms?
3. No (or reduce) the security.
4. Reduction to ballroom space cost if we go above the block.
5. "50% due within 90 days of the convention" – correct the date from 2019.
6. Outside A/V – what would the cost be?
7. Hospitality room in a suite, not one of the meeting spaces.

II. Forum

How has Advisory changed your recovery? Your life? Why is it important to you? For new members who do not feel they have answers to these questions, substitute Advisory for YPAA or Host.

Meeting closed at 10:47pm with Responsibility Statement