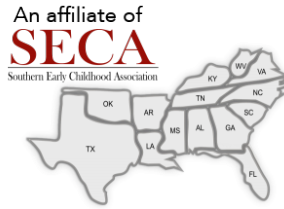




Florida Association for the
Education of Young Children



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2020, 2022 Conference Hotel Contract Report

FLAEYC Board Meeting, January 9, 2019

As approved by the Board at the December 12, 2018 Meeting, I have worked with Jacquelyn Bidanec, HPN Global, to negotiate a contract with Hyatt Regency-Jacksonville Riverfront for 2020 and 2022 (NAEYC Conference held in Orlando 2021). After a great deal of negotiations back and forth, we are pleased to recommend to the Board that the contract between FLAEYC and Hyatt Regency- Jacksonville Riverfront be signed before the required January 15, 2019 date.

Through the negotiation process, the following items were provided for FLAEYC. Please note that the required room block- 1215 rooms with an 80% Attrition Rate is the basis for this contract and this number is the same as we have had for the past 3 years at the Rosen Hotel. Also, we will have 23 Breakout rooms for both years.

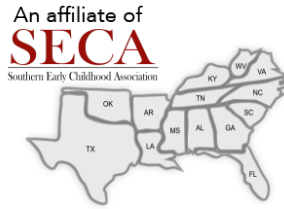
Action Needed- Approval to sign contract with the Hyatt Jacksonville Riverfront Hotel by the January 15, 2019 date.

Negotiation Points

1. Conference Dates in October: 1) 2020: October 13- 16; 2) 2022 Dates: October 11-16.
2. \$159 room rate in 2020 and \$169 in 2022. It's important to point out that although there is an increase, the increase is not even 3%, which is a standard room rate year over year increase in hotels.
3. 80% attrition rate, cumulative as opposed to nightly.
4. 15 total suites for each year.
5. 20 discounted staff rooms each year.
6. Food and beverage minimum is \$30,000 in 2020 and 2022. The Hotel will offer us the State Catering Menu but has also agreed to custom menu pricing to fit our budget, with the remaining food and beverage ordered (coffee, snacks, etc.) at a 20% discount off the current menu pricing.
7. One-time fee of \$1,000 for all 70 exhibit tables.
8. Contract is due Jan 15th. If we sign by the deadline there is a signing bonus of: *Should Group sign 2020 and 2022 contracts, Hotel will offer double World of Hyatt Points half at the time of signing and half at the time of the conclusion of the event.* These points may be used to pay for rooms at other Hyatt Hotels as directed by FLAEYC.
9. Cancellation policy for both years.



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Contract Concessions for both 2020 and 2022:

1. Twenty (20) discounted Staff rooms in total at \$109.00 arriving on Tuesday, October 13, 2020 and departing on Sunday, October 18, 2020.
2. Fifteen upgrades to Suites (8 One Bedroom Junior Suites and 7 One Bedroom Executive Suites) for the Board Members, at the Group rate, arriving on Tuesday, October 13, 2020 and departing on Sunday, October 18, 2020.
3. Discounted self-parking at \$12.00 per day, per vehicle, for all attendees.
4. Fifteen (15) complimentary Valet passes for the Board members.
5. Twenty (20) complimentary self-parking passes for volunteers.
6. Custom menu pricing to fit State Association Menus. Menus attached are guaranteed not to increase by 3% for 2020. Any additional Food & Beverage will be offered a 20% discount.
7. Twenty percent (20%) discount on audio visual with our in-house provider Encore New Technologies.
8. No charge for Group to bring their own audio visual, except rigging and patch fee apply.
9. Complimentary basic internet in guest rooms.
10. Complimentary internet up to 10 Mbps, any additional will be offered with a 20% discount.
11. One (1) complimentary secure internet connection at registration.
12. Sixteen (16) complimentary welcome amenities (Hotel's choice).
13. Complimentary receiving/handling storage up to 500lbs/2 pallets, with a 15% discount on remaining items.

Chris Duggan, FLAEYC Executive Director