



AVAILABILITY REPORT - Florida Association for the Education of Young Chi - Annual Meeting - 2020

Orlando, FL

Hilton Orlando Buena Vista Palace Disney Springs™ Area http://www3.hilton.com/en/hotels/florida/hilton-orlando-buena-vista-palace-disney-springs-area-MCOBUHH/index.html	
10/20/2020 - 10/25/2020	\$239.00 USD
10/13/2020 - 10/18/2020	Not Available
Hotel Rating: 3 diamond	Comp Rooms: 1/40
Upgrades:	
Concessions: 80% cumulative attrition, 10 staff rooms at 50% off group rate, 7 upgrades to one-bedroom Island Suites, 25% discount on self parking currently \$18.00, 5 complimentary valet passes, 5 complimentary self parking passes, 10% discount on banquet menus, 10% discount on in-house A/V equipment, ability to bring in own A/V at no charge, Comp internet in guest rooms, 1 complimentary secure internet connection at registration, 1 comp Presidential Suite for 5 nights, 1 comp Parlor suite with attached bedroom at group rate, 8 comp VIP amenities valued at \$50.00 (Chef's choice), comp receiving/storage of up to 500lbs with a 15% discount on remaining (excluding exhibitors), 70 comp 6' exhibit tables, covered and skirted.	
Comments: Please note these dates are available on a 1st option not holding basis.	

**Report reflects the hotel availability and rate at time of proposal request.
Space is not currently being held but we would be happy to do so upon request.**

Phone: 480-998-9770 Fax: 480-948-7742
13825 N Northsight Blvd., Suite 201 Scottsdale, AZ 85260
<https://www.hpnglobal.com>



Renaissance Orlando at SeaWorld® http://www.marriott.com/mcosr	
10/20/2020 - 10/25/2020	\$198 USD
10/13/2020 - 10/18/2020	\$198 USD
Alternative Dates	
9/15/2020 - 9/20/2020	145 USD
Hotel Rating: 4 Dia/3 st	Comp Rooms: 1/40
Upgrades: see concessions	
Concessions: 1/40 comp, cumulative • 80% cumulative attrition • 20 discounted staff rooms - 50% discount • 15 suite upgrades at the group rate – for our board • Complimentary self parking for all participants • Custom menu pricing to fit budget(need to see budget before agreeing to this) with a 10% f/b discount on published and prevailing menus *50,000 F&B minimum - LOWERED FROM \$75,000 • 20% AV discount as long as we are sole provider of services • Ability to provide own AV at no charge – excludes rigging. • Comp internet in guestrooms and meeting space – basic (included in resort fee) • 1 complimentary secure internet connection at registration. • Complimentary parlor room with attached guestrooms at group rate • 1 comp suite for 5 nights • 16 comp VIP amenities • Comp receiving/storage of up to 500lbs, with a 15% discount on remaining. Exhibitors are responsible for their own charges • 70 Complimentary 6ft or 8ft exhibit tables, covered and skirted – excludes power	
Comments: Hi Jaci- I can't get anywhere close to the target rate of \$139 in October. The only dates I can come close is the weekend before Rosh Hashanah and I can offer a rate of \$145 (including resort fee). Please let me know if that's an option. Thanks	

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Omni Orlando Resort at Champions Gate http://www.omniorlandoaresort.com	
10/20/2020 - 10/25/2020	Not Available
10/13/2020 - 10/18/2020	\$185 USD
Alternative Dates	
9/16/2018 - 9/20/2018	149 USD
Hotel Rating: 4 diamond	Comp Rooms: 1/45
Upgrades:	
Concessions:	

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Comments:

USING THIS HOTEL WOULD QUALIFY US FOR A VISIT KISSIMMEE INCENTIVE. I WENT AHEAD AND REGISTERED OUR MEETING WITH VISIT KISSIMMEE, AS IT IS A REQUIREMENT, HOWEVER, WE ARE UNDER NO OBLIGATION.

NEGOTIATED HOTEL OFFER:

- 1/45 comp for one year; 1/40 for 2+ years cumulative
 - 80% cumulative attrition each year
 - 10% f/b discount for one year; 15% for two years and 20% for 3 years (each year). Excludes custom menus
 - 10% AV discount for one year; 15% for two years and 20% for 3 years (each year). Excludes cross rentals
 - Ability to provide own AV at no charge – excludes rigging. (load in and load out fees will apply for hotel premise security reasons...need to monitor who comes in and out when they are not hotel associates or approved vendors)
 - \$15 self-parking for overnights guests for 1 year; \$12 for two years; \$10 for three years
 - 15 comp Valet – for our board each year
 - 20 comp self-parking passes – for volunteers each year
 - Comp internet in guestrooms included in discounted Resort fee of \$10.
 - Complimentary basic WiFi (3mb) for 800 attendees for (3) days with a minimum AV spend of \$35,000 with Encore.
 - OR
 - \$15 per device per day for 1 year
 - \$8 per device per day for 2 years
 - Waived for 3 years
 - 1 complimentary secure internet connection at registration per year
 - 20 discounted staff rooms - 30% discount for 1 year; 40% for 2 years; 50% for 3 years
 - Complimentary parlor room with attached guestrooms at group rate per year
 - 1 comp suite for 5 nights per year
 - 16 comp VIP amenities per year
 - Comp receiving/storage of up to 300lbs, with a 15% discount on remaining for one year; 400lbs for 2 years; 500lbs for 3 years.
- Exhibitors are responsible for their own charges
- 70 6ft or 8ft exhibit tables, covered and skirted – excludes power
 - \$30 each for one year; \$10 each for two years; comp for 3 years

Hi, Jaci, this offer does not take into consideration of looking at the Jewish holidays for better rates. let me know if you would like for me to review and send rates for those dates? They wont be at the \$139 we offered for the week after Labor day, but certainly more value driven than non holiday weekends.

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Hilton Orlando Lake Buena Vista in the Walt Disney World Resort http://www.Hiltonorlandolakebuenavista.com	
10/20/2020 - 10/25/2020	\$229.00 USD
10/13/2020 - 10/18/2020	Not Available
Hotel Rating: 3 diamond	Comp Rooms: 1/40
Upgrades:	
Concessions: 80% cumulative attrition, 10 staff rooms at 50% off group rate, 7 upgrades to Junior Suites, 25% discount on self parking currently \$18.00, 5 complimentary valet passes, 5 complimentary self parking passes, 10% discount on banquet menus, 10% discount on in-house A/V equipment, ability to bring in own A/V at no charge, Comp internet in guest rooms, 1 complimentary secure internet connection at registration, 1 comp Presidential Suite for 5 nights, 1 comp Parlor suite with attached bedroom at group rate, 8 comp VIP amenities valued at \$50.00 (Chef's choice), comp receiving/storage of up to 500lbs with a 15% discount on remaining (excluding exhibitors), 70 comp 6' exhibit tables, covered and skirted.	
Comments: Please note these dates are currently on a first option not holding basis.	

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Miami, FL

Hyatt Regency Miami http://www.hyatt.com/en-US/hotel/florida/hyatt-regency-miami/miarm	
10/20/2020 - 10/25/2020	Not Available
10/13/2020 - 10/18/2020	\$219 USD
Hotel Rating: 3 Star	Comp Rooms: 1/50
<p>Upgrades: If group is driven by lower rate we can offer a \$179 single, \$204 dbls. From their concession list we can offer only these 5 concessions:</p> <ul style="list-style-type: none"> * 16 comp VIP amenities * 80% cumulative attrition * \$50,000 f/b minimum * Discounted parking for the board (to be determined 1 year out) * 70 Complimentary 6ft exhibit tables, covered and skirted – excludes power 	
<p>Concessions: Concession Requests for higher rate:</p> <ul style="list-style-type: none"> • 1/50 comp, cumulative • 80% cumulative attrition • No resort fee • 20 discounted staff rooms • 15 suite upgrades at the group rate – for our board • 5 comp self parking passes – for volunteers • Custom menu pricing to fit budget with no discount on F&B if we agree in custom menus • \$80,000 f/b minimum • 20% AV discount in house AV • Ability to provide own AV at no charge – excludes rigging, unless labor is need it • Comp internet in guestrooms and hotel meeting space only, where PSAV manage the internet (IF use it for all services as a sole provider) • 1 complimentary secure internet connection at registration. • Complimentary parlor room with attached guestrooms at sepacial rate • 1 comp suite for 5 nights • 8 comp VIP amenities, extra at special price • Comp receiving/storage of up to 500lb. flat fee of \$800 Exhibitors are responsible for their own charges • 70 Complimentary 6ft exhibit tables, covered and skirted – excludes power 	

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**JW Marriott Miami Turnberry Resort & Spa**

<http://www.jwturnberry.com/>

10/20/2020 - 10/25/2020 \$279.00 USD
 10/13/2020 - 10/18/2020 \$269.00 USD

Hotel Rating: 4 star/dia

Comp Rooms: 1/50

Upgrades:

Concessions:

- 1/40 comp, cumulative
 - 80% cumulative attrition
 - discounted resort fee
 - 20 discounted staff rooms - 50% discount
 - 15 suite upgrades at the group rate – for our board
 - discounted parking for all guests
 - 15 comp Valet passes – for our board
 - 20 comp valet parking passes – for volunteers
 - \$30,000 f/b minimum with strong history provided on food and beverage spend
 - 20% AV discount with exclusive use of PSAV in breakouts
 - Ability to provide own AV at discounted charge – excludes riggin and power.
 - Comp internet in guestrooms
 - 1 complimentary secure internet connection at registration.
 - 1 Two bedroom suite upgrade at the group rate
 - 1 presidential suite at the group rate for 5 nights
 - 16 comp VIP amenities valued at \$50 each, chef's choice
- Comp receiving/storage of up to 200lbs, with a 15% discount on remaining. Exhibitors are responsible for their own charges
- 70 Complimentary 6ft or 8ft exhibit tables, covered and skirted – excludes power

Comments: We will have completed a \$200M Expansion to include new guestrooms, meeting space, lobby and pool experience. Please check our website for meeting space layout. we are able to accommodate all meeting space needs.

Multi Year Concessions:

- \$5,000.00 credit to the Master Account. Credit amount may vary based on program size
- \$10.00 Room Revenue credit to the Master Account per actualized room night.
- 30% Allowable Attrition (based on Group providing 2 years of strong history).
- 300,000 Marriott Reward Points, per program.
- One (1) Complimentary Upgrade to Platinum status for a Marriott Rewards member.

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Trump National Doral http://www.trumpnationaldoral.com	
10/20/2020 - 10/25/2020	\$199 USD
10/13/2020 - 10/18/2020	\$199 USD
Hotel Rating: 4 Diamond	Comp Rooms: 1/40
Upgrades: 15 upgrades to one bedroom suites	
<p>Concessions: • 1/40 comp, cumulative</p> <ul style="list-style-type: none"> • 80% cumulative attrition • Resort fee included in Group rate • 20 discounted staff rooms - 50% discount • 15 suite upgrades at the group rate – for our board • 50% discount on self parking for all guests • 15 comp Valet passes – for our board • 20 comp self parking passes – for volunteers • Custom menu pricing to fit budget with a 10% discount on published 2020 banquet menu pricing • \$60,000 f/b minimum • 20% discount on AV equipment rental with exclusive use of in house AV provider • Ability to provide own AV at no charge, with exception of mandatory supervisory move in and move out fees of \$500.00 each way – excludes rigging. • Comp internet in guestrooms and meeting space – basic • 1 complimentary secure internet connection at registration. • Complimentary parlor room with attached guestrooms at group rate • 1 comp suite for 5 nights • 16 comp VIP amenities • 30% discount on receiving/storage charges. Exhibitors are responsible for their own charges • 70 Complimentary 6ft or 8ft exhibit tables, covered and skirted – excludes power 	
Comments: \$60,000.00 based upon program agenda	

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InterContinental Miami http://www.icmiamihotel.com	
10/20/2020 - 10/25/2020	Not Available
10/13/2020 - 10/18/2020	Not Available
Alternative Dates	
9/22/2020 - 9/27/2020	169 USD
Hotel Rating: 4 Star	Comp Rooms: 1/40
Upgrades:	
Concessions: Concession Requests: <ul style="list-style-type: none"> • 1/40 comp, cumulative • 15% cumulative attrition with 2 years of strong pick up history • 50% Off Hotel Service Fee \$10.00 • 5 discounted staff rooms - 35% discount • 10 club level upgrades at the group rate and 5 Suite Upgrades for our board • \$85,000 f/b minimum • 20% AV discount with psav as exclusive provider • Ability to provide own AV with supervision fees for load in and out– excludes rigging. • Comp internet in guestrooms and meeting space – included in hotel service fee • 1 complimentary secure internet connection at registration. • Complimentary parlor room with attached guestrooms at group rate • 16 comp VIP amenities 	
Comments: Fantastic space all on one floor, with natural light!	

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Jacksonville, FL

Hyatt Regency Jacksonville Riverfront http://jacksonville.regency.hyatt.com	
10/20/2020 - 10/25/2020	\$169 USD
10/13/2020 - 10/18/2020	\$159 USD
Alternative Dates	
10/25/2019 - 10/29/2019	155 USD
Hotel Rating: 3 star/3 d	Comp Rooms: 1/40
Upgrades:	
Concessions: • 80% cumulative attrition • 20 discounted staff rooms offered at a discounted rate of \$109 • 15 suite upgrades at the group rate – for the board • Discounted Self parking to \$15 • 15 comp Valet passes – for our board • 20 comp self parking passes – for volunteers • Custom menu pricing to fit budget with a 20% f/b discount on remaining • \$30,000 f/b minimum • 20% AV discount • Ability to provide own AV at no charge – excludes rigging and patch fees. • Comp internet in guestrooms and meeting space-up to 10 Mbps, any additional that is needed, will be offered a 20% Discount – • 1 complimentary secure internet connection at registration. • 16 comp VIP amenities (Hotels Choice) • Comp receiving/storage of up to 500lbs, with a 15% discount on remaining. Exhibitors are responsible for their own charges • 70 Complimentary 6ft or 8ft exhibit tables,covered & excludes power. There would be a one time labor fee of \$1000	

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Sawgrass Marriott Golf Resort & Spa http://www.marriott.com/jaxsw	
10/20/2020 - 10/25/2020	\$219 USD
10/13/2020 - 10/18/2020	\$219 USD
Alternative Dates	
9/8/2020 - 9/12/2020	175 USD
9/15/2020 - 9/19/2020	175 USD
11/17/2020 - 11/21/2020	175 USD
Hotel Rating: 4	Comp Rooms: 1/50
Upgrades: (15) villa suite upgrades	
Concessions: 20% cumulative attrition 10% discount on F+B customized menus excluded Hotel is willing to explore custom menu to fit group F+B needs Group can utilize off-site AV, rigging excl.	

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Comments:

NEGOTIATED HOTEL OFFER:

- ROOM RATE INCLUDES RESORT FEE
- 1/40 comp, cumulative – 1 per 50
- 80% cumulative attrition – 85% based on strong history
- Comp or discounted resort fee
- 20 discounted staff rooms - 50% discount – 10 @ 25% discount to Group Rate
- 15 suite upgrades at the group rate – for our board – (10) Villa Suites, (5) Main Building Suites
- Complimentary or discounted parking for all guests – Parking discounted to \$5
- 15 comp Valet passes – for our board – 5 comp passes
- 20 comp self parking passes – for volunteers – 5 comp passes
- Custom menu pricing to fit budget with a 20% f/b discount on remaining – custom menu, no discounting once approved
- \$30,000 f/b minimum – can agree to \$45k++
- 20% AV discount – negotiable, 10% at this time
- Ability to provide own AV at no charge – excludes rigging. - yes
- Comp internet in guestrooms and meeting space – basic – included in resort fee
- 1 complimentary secure internet connection at registration. - Yes
- Complimentary parlor room with attached guestrooms at group rate – Yes, Villa Suite
- 1 comp suite for 5 nights - Yes
- 16 comp VIP amenities – 8 amenities, Hotel choice
- Comp receiving/storage of up to 500lbs, with a 15% discount on remaining. Exhibitors are responsible for their own charges – negotiated with on-site UPS
- 70 Complimentary 6ft or 8ft exhibit tables, covered and skirted – excludes power - Yes

Hotel is willing to explore multi-year options, with 5% YOY rate increase

We are able to craft a custom menu based on the needs and budget of the program's F+B

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Fort Lauderdale, FL

Diplomat Resort & Spa Hollywood, Curio Collection by Hilton http://www.diplomatresort.com	
10/20/2020 - 10/25/2020	\$269.00 USD
10/13/2020 - 10/18/2020	Not Available
Hotel Rating: 4 Diamond	Comp Rooms: 1/50
Upgrades: 5 One-Bedroom Suite upgrades at the group rate (up to 5nights each) An additional 10 will be offered at the highly discounted rate of 369.00 up to 5nights each)	
Concessions: WIAVED resort fee (including internet) - 1 per 50 comp rooms on a cumulative basis - 5 One-Bedroom Suite upgrades at the group rate (up to 5 nights each) - 10 Staff rooms at 25% off the group rate - Ten Percent (10%) discounted shall be applied to audio visual services through in-house provider, PSAV (exclusive of tax, labor and service charge), when PSAV is used as the primary provider for Group - Ten percent (10%) discount shall be applied on published 2020 Banquet Menu pricing (excluding tax and service charge). The Food & Beverage Minimum must be achieved after the discount has been applied. Discount does not apply to specialty menu pricing - Complimentary high-speed Internet in guestrooms for all attendees over the program dates. Meeting room rental discounted based on guestroom pickup and overall spend. Outdoor/Venue fees apply. - 10% off published spa treatment pricing at Diplomat spa - Group room rate 3 days pre and post your conference dates based on availability Double HH points	
Comments: F&B MIN OF 175,000.00	

Hotels Contacted but Unavailable: Innisbrook Resort & Golf Club Tampa, Saddlebrook, Tampa Marriott Waterside Hotel & Marina, Hilton Tampa Downtown, Walt Disney World Swan & Dolphin, Hyatt Regency Grand Cypress, Gaylord Palms Resort & Convention Center, Caribe Royale Orlando All-Suite Hotel & Convention Center, Orlando World Center Marriott, Rosen Centre Hotel & Spa, Rosen Shingle Creek Resort, Hilton Orlando, Hilton Orlando Bonnet Creek, The Ritz-Carlton Orlando, Grande Lakes, JW Marriott Orlando, Grande Lakes, Loews Miami Beach Hotel, Hilton Miami Downtown, Omni Amelia Island Plantation, Fort Lauderdale Marriott Harbor Beach Resort & Spa

Hotels Contacted but Above Budget: Boca Raton Resort, A Waldorf Astoria Resort, Gaylord Palms Resort & Convention Center, Loews Royal Pacific Resort at Universal Orlando, Hyatt Regency Orlando, Hilton Orlando, Fontainebleau Miami Beach, Loews Miami Beach Hotel
 (Please see additional costs below)

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Hospitality Performance Network

Additional Costs

Hotel	Service Charge / Sales Tax on F&B	Resort Fee / Guestroom Internet Fee	Room Tax	Daily Maid / Bellman Gratuities	Breakfast	Lunch	Dinner	Reception	Theme Dinners	Distance from Airport (unit)	Round Trip cost to Airport
Hilton Orlando Buena Vista Palace Disney Springs™ Area	23 / 6.50%	35.00 / included	12.5%	\$3 optiona / \$10 roundt	\$40.00	\$52.00	\$90.00	\$50.00	\$105.00	17 miles	\$38.00
Renaissance Orlando at SeaWorld®	25 / 6.50%	25 / Included i	12.5%	3.00op / 10.00op	\$37	\$45	\$85	\$60	\$105	11 miles	28 t
Omni Orlando Resort at Champions Gate	26 / 7.50%	33.00 / Included	14.50%	\$3.00 dail / \$10.00 pp	\$49.00	\$59.00	\$108.00	\$45.00	\$130.00	25 miles	\$45.00
Hilton Orlando Lake Buena Vista in the Walt Disney World Resort	25 / 6.5%	35.00 / (Included	12.5%	\$3 optiona / \$10 roundt	\$38	\$46	\$70	\$55	\$95	17 miles	\$38
Hyatt Regency Miami	25 / 9%	N/A / 0.00	13%	4.00 (Opt) / 11.00 (Opt	41.00 Buff	40.00 Plat	65.00 Plat	\$40.00	\$74.00	7.6 miles	50 appox
JW Marriott Miami Turnberry Resort & Spa	25 on F&B / 9 on F&B%	\$40.00 / \$0	13%	\$3 per nig / \$12 r/t	\$45.00	\$60.00	\$125.00	\$75.00	150.00+	12 miles	\$90.00
Trump National Doral	24 / 9%	included i / Included i	13.00%	\$3.00 / \$8.00	\$44.00	\$58.00	\$125.00	\$95.00	\$155.00	7 miles	\$45
InterContinental Miami	24 / 9%	10.00 / 0	13%	3.00 (waiv / 7.00 (waiv	\$43	\$58	\$78	\$75	\$85.00	7 miles	taxi: 28

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Hyatt Regency Jacksonville Riverfront	24 / 7%	none / waived	14.13%	optional / optional	\$25.00	\$48.00	\$62.00	\$40.00	\$68.00	14.3 miles	40 to 74
Sawgrass Marriott Golf Resort & Spa	25 / 6.5%	25.00 / Included	10.5%	\$5/day opt / \$12 RT opt	\$40	\$56	\$100	\$45	\$125	29 miles	65-90
Diplomat Resort & Spa Hollywood, Curio Collection by Hilton	24 / 6%	15.00 / 0.00	12%	\$\$4.00 / \$\$12.00	\$42.00	\$72.00	\$145.00	\$75.00	\$150.00	8.3 miles	\$55.00

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