



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

**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>



Orlando, FL

Omni Orlando Resort at Champions Gate http://www.omniorlandoresort.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:	
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: <ul style="list-style-type: none"> • 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. <ul style="list-style-type: none"> ◦ Complimentary basic WiFi (3mb) for 800 attendees for (3) days with a minimum AV spend of \$35,000 with Encore. OR <ul style="list-style-type: none"> ◦ \$15 per device per day for 1 year ◦ \$8 per device per day for 2 years ◦ Waived for 3 years <ul style="list-style-type: none"> • 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 <ul style="list-style-type: none"> • 70 6ft or 8ft exhibit tables, covered and skirted – excludes power <ul style="list-style-type: none"> ◦ \$30 each for one year; \$10 each for two years; comp for 3 years 	

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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.

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

(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
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
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

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