

Concessions

This is a list of potential complimentary items that could be included in a hotel contract for an urban, suburban or resorts property.

Items that can be negotiated:

1. Comp suite for President
2. Upgrades for Regional leadership, Executive Committee
3. Upgrades for Council
4. Transfers to and from the airport for VIPs
5. VIP amenities for leadership
6. Early check ins – late check outs at no charge
7. Discount on Food and Beverage (for example 10% discount)
8. Easels at no charge, pens, pencils, mints
9. Phones in registration area and/or office at no charge
10. Free high speed internet line in office
11. Use of current menu pricing for the year of the event
12. Staff rate rooms (for example 50%)
13. 1 per 40 (ask for 40 – 50 is typical in US standard)
14. If the total food and beverage spent exceeds the F&B guaranteed contractual minimum, negotiate something for going over
15. Health club at no fee or with discount
16. Wireless internet at a specific price or comp
17. Attendees receive discount at outlets and spa on site
18. Free passes for leadership to spa or discount for officers
19. Comp or discounted parking rates or number of vouchers
20. Laundry or dry cleaning discount or 1 dry cleaning for each staff member
21. Use of tennis courts at no fee
22. Flip charts at no fee
23. Turn down service for VIPs or group, slippers, robes if applicable
24. Complimentary meeting space