

## Report of the Kalahari Committee

Although we did not visit the resort, we did have numerous questions that were submitted by email to the sales contact Stephani Bann.

Following are some of our observations from these emails.

- 1) Our main concern is that the proposed expansion of Kalahari which will not be completed in 2019. Stephani has assured us that it will be done, but the committee has reservations about severing ties with Hershey until we can see the actual resort.
- 2) Guest room prices. When our original Hershey contract was signed there is a stipulation that rooms cannot increase more than 2% each year. Kalahari room prices in 2022 would actually exceed the Hershey price, negotiation with Kalahari would have to take place to incorporate the 2%. However, it is felt that with Kalahari a ski resort this may not be accomplished.
- 3) Banquet pricing. As the menus that were given us show Kalahari prices are higher. This is also evident in all food pricing such as soda etc.
- 4) Ballroom rigging. After negotiation we were able to freeze the costs of the rigging with Hershey. Kalahari does not handle rigging and we would have to obtain it outside of the Kalahari agreement, which would be a 3<sup>rd</sup> party.
- 5) Trade Show drayage. Again Kalahari does not supply booth fixtures, another 3<sup>rd</sup> party. Speaking with a company that Kalahari recommended for booth set up, they stated at this time they could not give us price for the 2022 date.

- 6) Hospitality rooms. Kalahari has a strict rule 10pm “Quiet Time” for hallways. Our hospitality rooms would be away from the guest rooms. Without see the 2019 layout, we cannot determine what affect this would have on our convention.
- 7) Animals are not permitted in Kalahari; our Trade Show vendors would be housed in guest rooms in another hotel.
- 8) Kalahari requires an upfront deposit for the convention. Their original request was for \$4000 in February 2019, and \$5,000 in February 2021. We told them that would not be acceptable.
- 9) “Room rental will be complimentary based on the pickup of 80% of room block.” In our contract we would commit to a certain number of rooms (let's say approximately a total of 2,000)... If you pick up 80% of the 2,000 cumulatively (all nights added up together), we will not pay ANY room rental. This includes exhibit space, meeting space, banquet space, etc. We might have to pay for all spaces we use if we do not know the numbers booking guest rooms.

The committee would offer the recommendation that at this time we sign the contract with Hershey for the 2022 convention, declining the Kalahari offer. However, we should continue to monitor sites as they come to the association, including a possible review of Kalahari after their expansion.