

**SUBJECT: Submitting Convention Sites with Major Hotel Chains**

*(This section to be completed by the Agenda and Resolutions Committee.)*

Committees required to review:

Committee Action:

Approve

Disapprove

Annual Convention Planning Committee

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CONVENTION ACTION:

\_\_\_\_\_ Approved

\_\_\_\_\_ Approved with Modification

\_\_\_\_\_ Disapproved

\_\_\_\_\_ Withdrawn

\_\_\_\_\_ Referred to Committee \_\_\_\_\_

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RESOLUTION:

(Refer to Article 901 for submission requirements.)

Whereas, The current convention selection process prohibits AHA from negotiating with major hotel chains for multiple year consecutive conventions; and

Whereas, Such negotiations could prove financially valuable to AHA and its member delegates; and

Whereas, Sites within these hotel chains could be regionally hosted or non-hosted conventions; Therefore, Be It

Resolved, That the Annual Convention Planning Committee may submit sites with major hotel chains which may include multiple year conventions, hosted and non-hosted.

Effective: January 1, 2005

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PROPONENT'S FINANCIAL IMPACT:

(Refer to Article 901.2.e. for financial requirements.)

None

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AHA IMPACT STATEMENT:

Utilization of multi-year contracts can yield significant benefits:

1. More cost savings and perks to the association (room rates, service, audio visual, etc.).
2. Establish better relationships with well established, nationally recognized hotel chains.
3. Focus on long-term convention goals (increased attendance, additional networking opportunities, expanding exhibits, etc.).
4. Focus on enhanced hotel service and performance in terms of our expectations.
5. Improved management of convention through established relationships.
6. Reduced paperwork – no site annual site selections and contracts.

Committing to a multi-year agreement with a national hotel chain helps AHA and the hotels establish good initial communications and a road map of expectations for the future conventions.

Contact Person: Lorie Liddicoat, Sr. Director Member Services & Youth Programs – (303) 696-4587

