# GREATER FORT LAUDERDALE

Greater Fort Lauderdale Convention & Visitors Bureau 101 NE Third Avenue, Suite 100 Fort Lauderdale, FL 33301 954-765-4466 | 800-22-SUNNY sunny.org

October 25, 2019

Edward Stygar, III, MBA, CAE Manager Procurement 1200 Allanson Road Mundelein, IL 60060

RE: ABSA 2024 Conference October 1-10, 2019

Dear Edward,

It gives me great pleasure to submit this proposal on behalf of the Greater Fort Lauderdale/Broward County Convention Center, our Lauderdale Convention Collection hotels and the Convention & Visitors Bureau (GFLCVB) for the **ABSA 2024 Conference**.

Meet Sunny. The Greater Fort Lauderdale area strikes the perfect balance of business and pleasure. Whether it's the exceptional hotels in our convention district, or the beachfront resorts along Fort Lauderdale Boulevard, delegates are just minutes from the Broward County Convention Center, miles of Blue Wave beaches and Intracoastal waters, enticing restaurants and outdoor cafes, top-notch shopping, million dollar yachts, and a vibrant downtown arts & entertainment district. This all comes together to provide your clients and attendees endless experiences in our casually elegant year-round meeting paradise.

Let your events shine. Landmark meetings start at the Broward County Convention Center. Situated on the Intracoastal Waterway, this inspired LEED Gold Certified facility offers breathtaking views through a magnificent wall of east-facing windows in the main foyer. Additionally, you have a choice of more than 3,000 hotel rooms within a 2 mile radius of the center, both on and off the beach.

Getting here has never been easier. FLL-Fort Lauderdale/Hollywood International Airport's recent expansion project, which added a new runway, has allowed FLL to add hundreds of in and outbound flights on 34+ airlines – 650 daily non-stops to/from 60+ destinations. The expansion also includes more gates (14 new ones online or coming), a streamlined security checkpoint, concourse connectivity, and larger immigration arrival operations – including Mobile Passport Control. And, the center and hotels are within 2-4 miles from the airport – which saves you and your traveler's valuable time and money on transfers.



#### **GFLCVB Incentive**

• Based on your request of 2,470 hotel room nights, the GFLCVB is pleased to pay 80% of the convention center rental if 80% of the requested room block is achieved within contracted Broward County hotels. Payable post-convention directly to the convention center.

This document is not binding. Greater Fort Lauderdale Convention and Visitors Bureau will provide a formal agreement for your signature upon official notification of a contract with one of our local hotels.

# **GFLCVB Marketing Assistance**

- Complimentary created/hosted microsite for conference promotion providing a view of what to do in the area from www.sunny.org but offering customized content, if desired. GFLCVB Services team will gladly assist.
- The GFLCVB can make available other social media outreach opportunities to generate interest in the conference the destination through our Marketing/Communications departments i.e., Twitter, Facebook, Instagram.
- The GFLCVB will can also provide selections of items for promotion such as collateral and small promotional items.
- The GFLCVB public relations team can issue press releases to appropriate local and regional media, if desired about the conference or help present during any on-site press conferences.
- The GFLCVB will can also make available for conference promotion digital images, logos, b-roll or specific marketing media images to assist with conference brochures, websites or other conference promotion needs. The use of these images is limited exclusively to destination and conference promotion and not for commercial advertisement use.

We look forward to hosting you along our sunny shores!

Sunny regards,

Liz Kara

**Regional Sales Executive** 

A. Hara



# HOTEL ACCOMMODATION & RATE SUMMARY ABSA 2024 Conference

On behalf of the Greater Fort Lauderdale area, we are delighted to provide you with this summary of hotel accommodations and rates currently available to your organization over the dates requested, as indicated below.

Date	10/1	10/2	10/3	10/4	10/5	10/6	10/7	10/8	10/9	10/10		
Day	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU		
Total Requested	5	20	175	250	400	500	500	450	150	20	Rates	Comments
Total Available	7	50	450	600	800	900	900	850	400	140		
**Broward County Convention Center Hotel**					50	50	50	50			\$220.14	
Hilton Fort Lauderdale Marina		12	105	150	240	300	300	270	90	12	\$189	
B Ocean Resort Fort Lauderdale	5	20	175	250	250	250	250	250	150	20	\$189	
Embassy Suites by Hilton Fort Lauderdale 17 <sup>th</sup> Street	1	8	70	100	160	200	200	180	60	8	\$145.50- \$194	
Renaissance Fort Lauderdale Cruise Port	1	10	100	100	100	100	100	100	100	100	\$209	

<sup>\*\*</sup> We anticipate the Broward County Convention Center Hotel to be in the Upper Upscale hotel category. The below room rates are reflective of the 2019 seasonal ADR for Upper Upscale Broward Conty Beach/Downton hotels according to STR. An estimated growth increase of 5%-8% per year should be considered. These rates do not include built-in rebates for Convention Center or 3<sup>rd</sup> party commissions.\*\*





## **PROPOSAL** for



# **ABSA 2024 Conference**

Prepared on 10/8/2019

Contact: Edward Stygar, III, MBA, CAE Hotel Contact: Nancy Rossero

Company: American Biological Safety Association Title: Director of Group Sales Address: 1200 Allanson Road Address: 1881 SE 17<sup>th</sup> Street

Mundelein, IL 60060 Fort Lauderdale, FL 33316

Phone: 847-949-1517 Phone: 954-527-6723

E-mail: ed@absa.org E-mail: Nancy.Rossero@hilton.com

**PROPOSED DATES/Room Block:** Wednesday, October 2 – Friday, October 11, 2024

Day	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU
Date	10/2/24	10/3/24	10/4/24	10/5/24	10/6/24	10/7/24	10/8/24	10/9/24	10/10/24
Standard Guest Rooms	12	99	144	234	294	294	264	84	12
Junior Suites	1	5	5	5	5	5	5	5	-
Marco Suite	1	1	1	1	1	1	1	1	-
TOTALS	12	105	150	240	300	300	270	90	12

#### Confirmed 2024 Rates:

Standard Guest Rooms: \$189.00 Junior Suites (5): \$189.00

Marco Suite (1): Complimentary

**NOTE:** Rates are being held on a first option basis through 11/4/2019. After this date, block and rates are subject to change. The above rates are net, non-commissionable and are for single/double occupancy and quoted exclusive of tax, currently 13%.

**FUNCTIONS:** All meeting space taking place at the Broward County Convention Center.

#### WHY HILTON FORT LAUDERDALE MARINA?

**LOCATION:** Located directly across from the Broward County Convention Center, guests will access the convention with ease, then return to a casual resort atmosphere where they can network in any one of our three bars, enjoy some quiet time while watching the sun set from their balconies, or hop on the Water Taxi and explore Fort Lauderdale via the Intracoastal Waterways.

**LOCATION:** Less than three miles from Fort Lauderdale International Airport and I-95, I595 and other major highways, the Hilton Fort Lauderdale Marina is convenient for travelers both flying and driving.

**LOCATION:** Dining and entertainment options are just steps away from the resort along the beaches of A1A or the famed Las Olas Boulevard. In addition to the almost 50 restaurants within walking distance of the resort, one can take a tour of the Museum of Art, grab a dinner and a cocktail at YOLO (You Only Live Once), and dance the night away at VIBE, or one can stroll along the beach and enjoy one of our many oceanfront cafes.

#### SPECIAL CONSIDERATIONS:

- Marco Suite (our Presidential) on a complimentary basis from October 3 10, 2024
- Five (5) City/Marina View Tower Suites at the group rate of \$189 from October 3 10, 2024
- Ten (10) upgrades to Tower Water View rooms at the group rate of \$189 from March October 3 10, 2024
- Complimentary in-room Wi-Fi
- Five (5) complimentary self-parking passes for staff.
- Comp 1 per 40
- Six (6) complimentary welcome amenities, chefs choice

Hotel website: www.fortlauderdalemarinahotel.com









# ABSA 2024 Conference

# **Presented By**



# **B** Ocean Resort Fort Lauderdale

# Amy Hyde

Sales Manager 1140 Seabreeze Boulevard Fort Lauderdale, FL 33316

Phone: 954-245-3850

Amy.hyde@boceanfortlauderdale.com



#### **B** Ocean Resort Fort Lauderdale

Amy Hyde / Sales Manager 1140 Seabreeze Boulevard Fort Lauderdale, FL 33316

Phone: 954-245-3850

Amy.hyde@boceanfortlauderdale.com

#### **ABSA 2024 Conference**

Mr. Edward Stygar, III, MBC, CAE
Executive Director
American Biological Safety Association (ABSA)
1200 Allanson Road
Mundelein, IL 600601
847-949-1517

Dear Mr. Stygar,

Thank you the opportunity to submit a proposal to host the ABSA 2024 Conference!

B Ocean is an outstanding fit for your program:

- \* OCEANFRONT RESORT featuring exclusive 10,000 square foot PRIVATE BEACH!
- \* Only two miles from the Broward County Convention Center!
- \* Just five miles from Fort Lauderdale International Airport!

## Room Block

Tuesday, October 1, 2024 - Thursday, October 10, 2024

Monday, September 9, 2019

Room	Rate	Tue Oct 01	Wed Oct 02	Thu Oct 03	Fri Oct 04	Sat Oct 05	Sun Oct 06	Mon Oct 07	Tue Oct 08	Wed Oct 09	Thu Oct 10
Standard View King/Double	\$189.00	5	20	175	250	250	250	250	250	150	20
Totals		5	20	175	250	250	250	250	250	150	20

**Total Room Nights: 1620** 

Discounted group rates quoted apply to Standard View Guest Rooms.

Optional upgrades:

Add \$10 for Ocean View Guest Room - Marina side

Add \$35 for Ocean View Guest Room - Beach side

Add \$100 for B Enhanced Junior Suite

Add \$250 for Posh Suite

Add \$500 for Master Suite

Hotel requires attrition and cancellation for all Group bookings.

# **Alternate Dates**

Same offer applies for all available dates in October, 2024.

November, 2024: \$209

Based on availability, excludes holidays, citywide events such as Boat Show, and other sell-out time periods.

2019 Average Banquet Pricing:

Plated Breakfast #28++ (\$36.85)

Buffet Breakfast \$34++ (\$44.33 all-inclusive)

AM/PM Break \$18++ (\$23.69 all-inclusive)

Plated Lunch \$50++ (\$65.80 all-inclusive)

Buffet Lunch \$64++ (\$84.23 all-inclusive)

Plated Dinner \$67++ (\$88.18 all-inclusive)

Buffet Dinner \$120++ (\$157.93 all-inclusive)

All our banquet food is prepared inside the kitchen of The Naked Crab, our signature restaurant, so our banquet food is restaurant-quality cuisine!

Prices subject to taxable 23% service charge and 7% sales tax.

2019 Parking:

Overnight self-parking \$37.10 inclusive Overnight valet \$41.34 inclusive Daily self-parking \$15 inclusive Daily valet \$20 inclusive

### **Concessions / Other Information**

#### SPECIAL CONCESSIONS

- Ten (10) Ocean View Junior King Suite upgrades at group rate (each valued + \$10 + \$35 over group rate)
- Ten (10) complimentary VIP welcome amenities, Resort choice (each valued up to \$50)
- Specially WAIVED \$35 daily Resort fee with amenities included:
  - Private Beach access
  - B in Touch with FreeB Wi-Fi throughout Resort
  - B Active with 24-hour complimentary Fitness Center access
  - Two Bottles of B Hydrated Water in-room daily
  - Two Beach Lounge Chairs plus Towels daily
  - Local and Domestic Long-Distance Calls
  - Participation in our B Borrowing Program which includes:
    - Custom Beach Cruiser Bicycles
    - Board Games for Guests of All Ages
    - Children's Sand Toys
    - Beach Sports Equipment

On behalf of our entire team, we hope to "B" of service and welcome your group to the B Ocean Resort. Thank you for your kind consideration!

#### **B Our Guest -**

O 954 245 3850 | F 954 467 0100 1140 Seabreeze Boulevard | Fort Lauderdale, FL 33316 www.boceanfortlauderdale.com

Please note this proposal is based on availability and valid until <u>October 7, 2014</u>. Room rate and meeting space subject to change without notice. No guest rooms or meeting space are being held at this time.





# About B Ocean Resort in Fort Lauderdale

# STAY IN STYLE AT THE NEW B OCEAN - FORT LAUDERDALE

Whether you're planning to get away for just a few days or desiring to run away for a week, there's no better place to escape and be playful than B Ocean Resort in Fort Lauderdale! An exciting Fort Lauderdale oceanfront hotel located directly on the beach just steps from the sea foam. This exquisite destination offers guest rooms and suites with breathtaking views of the Atlantic Ocean or the dazzling Fort Lauderdale city skyline.

Our prime location on the beach makes B Ocean Resort the premier choice among Fort Lauderdale oceanfront hotels. Guests can frolic and play at the beach all day or B Adventurous by taking a local excursion to discover all that Fort Lauderdale has to offer, such as jet skiing, parasailing, shopping, the Swimming Hall of Fame, the Everglades, and so much more. Guests can hop on a Water Taxi, which is located only 3 blocks from the beach hotel, and see the true beauty of the Ft. Lauderdale canal system and discover why the city is known as the "Venice of America." And our guests can always B In Touch<sup>TM</sup> with colleagues, friends and family with FreeB<sup>TM</sup> WiFi available in all public areas and guest rooms!

Discover our Fort Lauderdale resort on the beach and our unique delivery of guest service! Please visit our Guest Services Desk for detailed information on Fort Lauderdale dining, entertainment, and various attractions. We're confident that your stay will B unforgettable!



Embassy Suites By Hilton Fort Lauderdale 17th Street







## ABSA 2024 Conference

September 9, 2019

Dear Edward,

RE: ABSA 2024 Conference

Thanks for considering Embassy Suites by Hilton, Fort Lauderdale. I am confident you will love our beautiful hotel and our amazing staff. Our team will work hard to take excellent care of all your meeting needs.

We are an All Suite Property that always includes our Full Made to Order Breakfast and Evening Reception for our overnight guests. Many associations choose us simply because our Reception is the perfect setting to unwind and network at the end of the day.

We are conveniently located only 2 miles from the Fort Lauderdale Airport, Ocean and Downtown. Plus we are surrounded by over 40 shops and restaurants, our guests can find everything from fast food to fine dining within blocks of the hotel.

Sincerely,

# Andrea Balogh

# Andrea Balogh

Sales Manager Embassy Suites by Hilton Fort Lauderdale 17th Street

phone: (954) 315-1326 fax: (954) 315-1314

email: andrea.balogh@hilton.com

Room Block ABSA 2024 Conference 10/01/2024 - 10/11/2024

Room	Tue 10	/01/2024	Wed 10	0/02/2024	Thu 10/0	3/2024	Fri 10/04	/2024	Sat 10	/05/2024	Grand Total
Standard King Suite w/ step out balcony											
Single	1	\$ 194	4	\$ 194	35	\$ 194	50	\$ 194	80	\$ 145.50	170
Standard double	w/ step o	out balcony									
Single			4	\$ 194	35	\$ 194	50	\$ 194	80	\$ 145.50	169
Daily Total	1		8		70		100		160		339

Room	Sun 10/	06/2024	Mon 10/07/2024		Tue 10/08/2024		Wed 10/09/2024		Thu 10/10/2024		Grand Total
Standard King Suite w/ step out balcony											
Single	100	\$ 145.50	100	\$ 145.50	91	\$ 144.97	30	\$ 194	4	\$ 194	325
Standard double	w/ step or	ut balcony		·				•			*
Single	100	\$ 145.50	100	\$ 145.50	89	\$ 146.04	30	\$ 194	4	\$ 194	323
Daily Total	200		200	·	180		60	•	8		648
Grand Total: 9	Grand Total: 987										

Complimentary Wireless Internet

• 1 per 50 Complimentary Policy

Additional Dates:

October 15-24, 2024 @ \$194.00 November 5-14, 2024 @ \$199.00 November 12-21, 2024 @ \$199.00

#### **EMBASSY SUITES BY HILTON FORT LAUDERDALE 17TH STREET**

1100 Southeast 17th Street Fort Lauderdale, FL 33316 United States Tel: (954) 527-2700

#### **KEY FACTS:**

- Great location near the Intracoastal Waterway. 2 miles from the airport, downtown and beach. 5 blocks from the Convention Center & Port Everglades. Walking distance to more than 50 restaurants & shops
- 361 two-room suites and over 13,000 sq feet of flexible indoor/outdoor meeting space for groups of 10 to
- Complimentary full made-to-order breakfast served each morning in our tropical 12 story atrium. Complimentary Evening Reception nightly from 5:30pm-7:30pm for overnight guests.
- · Outdoor heated pool, whirlpool, fitness facility and business center are complimentary for all guests.

#### **OUR INFORMATION:**

- Embassy Suites Fort Lauderdale **Website**
- Events
- Things To Do

#### **PHOTOS:**













FORT LAUDERDALE CRUISE PORT HOTEL

# Proposal prepared for The American Biological Safety Association #BUSINESSUNUSUAL













September 05, 2019

# **Submitting Proposal to:**

Edward Stygar, III, MBA, CAE Executive Director 1200 Allanson Road Mundelein, IL 60060 Phone: 847-949-1517 ED@ABSA.ORG

Good afternoon Mr. Stygar,

Thank you for the opportunity to provide rooms for your

ABSA 2024 Conference: Event to be held at the Greater Fort Lauderdale Convention and Visitors Bureau.

Renaissance Fort Lauderdale is perfectly situated in the heart of Fort Lauderdale's vibrant 17th Street yacht and Cruise port district.

We are located at the entrance to Port Everglades, **one block from the Broward County Convention Center.**Just 1 mile from Fort Lauderdale Beach, 3 miles from downtown Fort Lauderdale and Las Olas Boulevard.
Our professionally updated lobby, restaurant, lounge, and guest rooms provide a contemporary, yet comfortable coastal atmosphere.

Because we're a hotel for the curious and the adventurous, our hotel Navigators have insider neighborhood knowledge on-hand and ready.

We are passionate about our neighborhood and passionate about connecting you to local experiences that will stay with you long after you've left. For those who see every journey as a chance to be inspired by the unexpected and intriguing, we believe every trip is an opportunity to discover something new.

We are happy to extend date and rate options.

The following group room rate options: \$209.00+tax.

No sleeping rooms being held at this time

Date	Day	Standard	Total
		Room	
October 01, 2024	Tuesday	1	1
October 02, 2024	Wednesday	10	10
October 03, 2024	Thursday	100	100
October 04, 2024	Friday	100	100
October 05, 2024	Saturday	100	100
October 06, 2024	Sunday	100	100
October 07, 2024	Monday	100	100
October 08, 2024	Tuesday	100	100
October 09, 2024	Wednesday	100	100
Total		711	711

Date	Day	Standard Room	Total
October 15, 2024	Tuesday	1	1
October 16, 2024	Wednesday	10	10
October 17, 2024	Thursday	100	100
October 18, 2024	Friday	100	100
October 19, 2024	Saturday	100	100
October 20, 2024	Sunday	100	100
October 21, 2024	Monday	100	100
October 22, 2024	Tuesday	100	100
October 23, 2024	Wednesday	100	100
Total		711	711

Date	Day	Standard	Total
		Room	
November 05, 2024	Tuesday	1	1
November 06, 2024	Wednesday	10	10
November 07, 2024	Thursday	100	100
November 08, 2024	Friday	100	100
November 09, 2024	Saturday	100	100
November 10, 2024	Sunday	100	100
November 11, 2024	Monday	100	100
November 12, 2024	Tuesday	100	100
November 13, 2024	Wednesday	100	100
Total		711	711

No event space being held at this time	

Hotel room rates are subject to applicable state and local taxes (currently 13%) in effect at the time of check in. Rates are based on single or double occupancy (additional guests above 2 adults add \$20.00) Reservations must be guaranteed at time of confirming.

Cancellations 72 hours before arrival or first night room and tax will be charged to card on file.

#### **CONCESSIONS AND INCLUSIONS**

- Complimentary standard guest room WiFi
- Complimentary access to Fitness Center
- Overnight Self Parking: \$25.00+ each car, valet optional at \$35.00 each car (or prevailing rate)
- \$10.00 rebate per room
- \$8.00 Transportation rebate
- 7% commission on net room rate
- 5 Complimentary VIP Amenities, delivered to room
- 5 Complimentary Suite upgrades at guest room rate

#### **RESERVATION/BOOKING TERMS:**

Responsible for 80% of room block commitment.

Thank you for your consideration of Renaissance Fort Lauderdale Cruise Port Hotel. Should you have any additional questions, I am happy to assist.

As always, feel free to visit us on our website at renaissancefortlauderdale.com

Warm Regards,

Sheryl Cestare

Sheryl Cestare
Director of Sales and Marketing
954-626-1716 | <a href="mailto:sheryl.cestare@renaissancefortlaududerdale.com">sheryl.cestare@renaissancefortlaududerdale.com</a>









