

101 NE Third Avenue, Suite 100 Fort Lauderdale, Florida 33301

954-765-4466 | 800-22-SUNNY

June 10, 2021

Amy Adler Convention and Housing Manager eSource on behalf of SAE International 400 Commonwealth Dr Warrendale, PA 15086

RE: DMLE (Defense Maintenance Logistics Exposition) December 5-10, 2021

Dear Amy:

It gives me great pleasure to submit this proposal on behalf of the Greater Fort Lauderdale/Broward County Convention Center, and the Convention & Visitors Bureau for the DMLE (Defense Maintenance Logistics Exposition).

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 has allowed FLL to add hundreds of in and outbound flights on 34 plus 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. The center is within 2-4 miles from the airport – which saves you and your

Greater Fort Lauderdale CVB Incentive:

• The CVB will pay **\$62,100.00** towards your basic rental at the Broward County Convention Center for the DMLE (Defense Maintenance Logistics Exposition).

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 also provide selections of items for promotion such as collateral, 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 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.

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.

We look forward to hosting you along our sunny shores!

Sunny regards,

Dion James-Zanfordino

Dion James- Zanfordino Senior Regional Sales Executive



HOTEL ACCOMMODATION & RATE SUMMARY

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. Also provided for your reference after this document are the individual hotel proposals which contain the specific details of the hotel accommodations, rates, concessions and other pertinent property information.

DATE	12/5	12/6	12/7	12/8	12/9	12/10	
DAY	SUN	MON	TUE	WED	THU	FRI	
TOTAL REQUESTED	40	750	850	850	150	40	Rates
TOTAL AVAILABLE	40	615	650	650	276	40	
Hilton Fort Lauderdale Marina	10	265	300	300	51	10	\$189
Embassy Suites Fort Lauderdale 17 th Street	20	150	150	150	150	20	\$179
Renaissance Ft Lauderdale Cruise Port Hotel		100	100	100			\$209
Holiday Inn Express Ft. Lauderdale Cruise Airport	10	50	50	50	25	10	\$151
Hyatt Place Fort Lauderdale Cruise Port		50	50	50	50		\$123

DMLE 2021





PROPOSAL for

Defense Maintenance Logistics Exposition

Contact: Company:	Amy Alder SAE International	Hotel Contact: Title:	Evan Davis Director of Sales & Marketing
Address:	400 Commonwealth Dr. Warrendale, PA 15086	Address:	1881 SE 17 th Street Fort Lauderdale, FL 33316
Phone:	412-585-9876	Phone:	954-253-0974
E-mail:	Amy.Alder@sae.org	E-mail:	evan.davis@hilton.com

PROPOSED DATES/Room Block:

Day	Sun	Mon	Tue	Wed	Thu	Fri
Date	12/05	12/06	12/07	12/08	12/09	12/10
Run of House	10	265	300	300	51	10
TOTALS	10	265	300	300	51	10

Confirmed Rates 2021:

Run of House: \$189.00

NOTE: Rates are being held on a first option basis through 5/31/2021. 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%.

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 on Las Olas Boulevard, or one can stroll along the beach and enjoy one of our many oceanfront cafes.



FULLY RENOVATED: The Hilton Marina completed a full guestroom renovation in 2020 and will complete a full meeting space and public space renovation by September 2021

SPECIAL CONSIDERATIONS:

- Complimentary Guestroom Wi-Fi
- 3 One-Bedroom Suites at group rate
- 2 Jr. Suite Upgrades at group rate
- Comp 1 per 40
- 5% of room block at government rate
- Waived Resort Fee
- 80% Attrition
- 7% Commissionable
- Double Hilton Honors Meeting planner points maximum of 100,000 points

Thank you for the opportunity to host your event. If there is anything we can do to earn your business please let me know.

Best Regards,

Evan Davis Director of Sales and Marketing

5/21/2021



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 400.
- Complimentary full made-toorder 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:

- <u>Embassy Suites Fort</u>
 <u>Lauderdale Website</u>
- Events
- PSAV
- <u>Complete Catering Menu</u>

Forward Export PDF

PHOTOS:





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DMLE

May 21, 2021

Amy,

RE: DMLE

Embassy Suites Fort Lauderdale is located in the heart of Fort Lauderdale near the intracoastal waterway and 17th Street Causeway, just minutes from the Greater Broward Convention Center, Port Everglades Cruise Ship and Fort Lauderdale-Hollywood International Airport.

Our location provides convenient access to Fort Lauderdale's world-renowned beaches, restaurants, shopping, nightlife, and cultural and sports attractions.

Event planning is made easy with the Embassy Suites Fort Lauderdale. Our staff at the Embassy Suites understands that no two events are alike. From small meetings and social banquets to trade shows and conferences, we can help you plan and host your event. Our hotel features 12,000 sq. ft. of flexible event space and with our full-service meeting facilities including audio-visual support and professional catering, your event is sure to impress. Ask about our Complete Meeting Package and Meetings Simplified.

Our Embassy BusinessLink[™] business center gives you complimentary 24/7 access to a variety of services including free printing, faxing and more. Reliable WiFi is also available, allowing you to print wirelessly from your suite or the atrium. We also provide lobby Kiosks for easy boarding pass printing.

Stay with us and enjoy complimentary cocktails and snacks at our Evening Reception* as well as our free cooked-to-order breakfast in the atrium. You can also maintain your workout routine on the road - our fitness centers feature leading-edge equipment and are open 24/7.

Click here to view your proposed room block and rates

Sincerely,

Tammy Amoroso

Tammy Amoroso Catering Director Embassy Suites by Hilton Fort Lauderdale 17th Street phone: (954) 315-1310 fax: (954) 315-1314 email: tammy.amoroso@hilton.com

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Ro	Room Block DMLE 12/05/2021 - 12/11/2021													
R	oom	Sun	12/05	Mon	12/06	Tue '	12/07	Wed	12/08	Thu	12/09	Fri 1	2/10	Grand Total
St	Standard King Suite w/ step out balcony													
Si	ngle	10	\$ 179	60	\$ 179	60	\$ 179	60	\$ 179	60	\$ 179	10	\$ 179	260
St	Standard double w/ step out balcony													
Si	ngle	10	\$ 179	90	\$ 179	90	\$ 179	90	\$ 179	90	\$ 179	10	\$ 179	380
Da	aily Total	20		150		150		150		150		20		640

Enjoy the freedom to be yourself with more choice and comfort at our Embassy Suites by Hilton Fort Lauderdale – 17th street hotel. Unwind in a spacious suite and enjoy the separate living area offering a relaxing haven or productive place to catch up on work. Our suites offer all the comforts of home to make your stay more enjoyable, with a TV in each room, living area with a sofa bed, armchair and well-lit work table, wet bar, refrigerator, microwave, and coffeemaker. All of our suites include complimentary cooked-to-order full breakfast and Evening Reception featuring beer, wine premium spirits and light snacks. You can even bring the family pet.



Proposal prepared for DMLE #BUSINESSUNUSUAL



May 19, 2021

Amy Alder SAE International 400 Commenwealth Dr. Warrendale, PA 15086 Phone: (412) 5259876

Amy,

Thank you for the opportunity to provide rooms for the DMLE 2021 event to be held at the Broward County Convention Center.

Renaissance Fort Lauderdale is perfectly situated in the heart of Fort Lauderdale's vibrant 17th Street yacht and cruise district. Three (3) miles to Fort Lauderdale International Airport (FLL) and located at the entrance to Port Everglades.

One block from the Broward County Convention Center, allows attendees to walk right across the street to attend their meeting!

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 planner date **\$209.00+tax.** No sleeping rooms being held at this time.

Date	Day	Standard	Total	
		Room		
12/06/2021	Monday	100	100	
12/07/2021	Tuesday	100	100	
12/08/2021	Wednesday	100	100	
Total		300	300	

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 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
- One (1) per forty (40) complimentary rooms
- Ten (10) rooms at government per diem, over contracted dates
- Three (3) week cut-off
- Group rate honored three (3) days pre and post based upon availability

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,

Melíssa Hall Melissa Hall Director of Sales and Marketing 954-626-1716 | <u>mhall@renaissancefortlaududerdale.com</u>







DMLE (Defense Maintenance Logistics Exposition)

June 02, 2021

Dear Dion,

RE: DMLE (Defense Maintenance Logistics Exposition)

Sincerely,

Jennifer W. Thomas

Jennifer W. Thomas Director of Sales Holiday Inn Express Ft. Lauderdale-Conv Ctr phone: 954.728.2577 fax: 954.728.2591 email: jenniferthomas.hiex1500@gmail.com

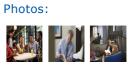
Room Block DMLE (Defense Maintenance Logistics Exposition) 12/05/2021 - 12/11/2													
Room	Sun 1	12/05/2021	Mon ²	2/06/2021	Tue 1	2/07/2021	Wed	12/08/2021	Thu 1	2/09/2021	Fri 12	2/10/2021	Grand Total
Run of House													
Single	10	\$ 151	50	\$ 151	50	\$ 151	50	\$ 151	25	\$ 151	10	\$ 151	195
Daily Total	aily Total 10		50		50		50		25		10		195

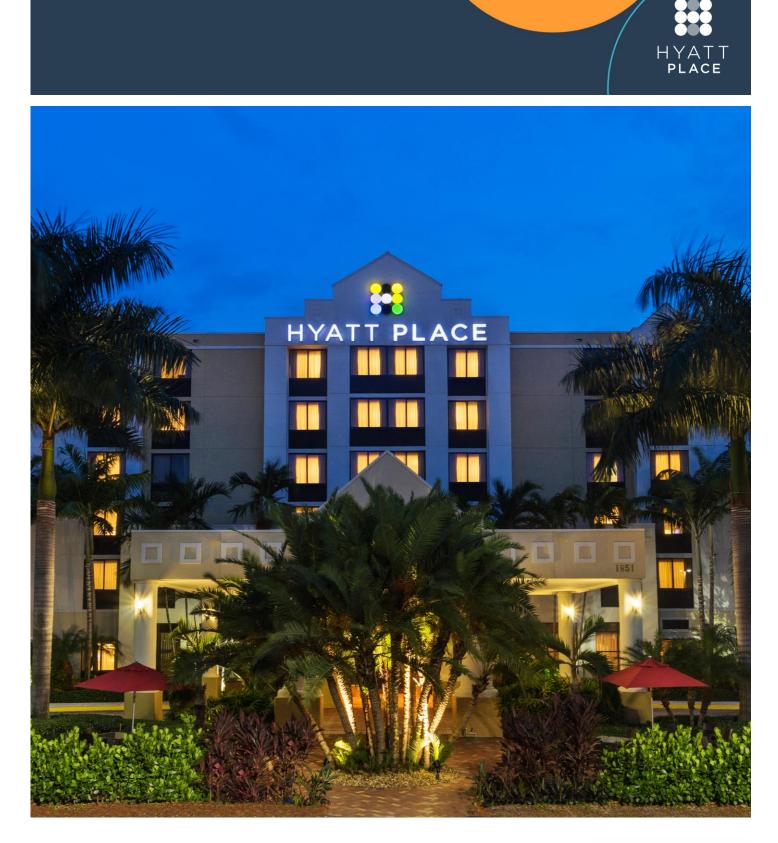
Plugged in the CURRENT December 2020 Government Per Diem Rate of \$151.00. Will use the prevailing rate come September 2021 when the new rates are released.

Holiday Inn Express Ft. Lauderdale-Conv Ctr

1500 SE 17th St Ft. Lauderdale, FL 33316 United States Tel:

- Key Facts:
 - A tasty way to recharge. Fuel your day right with your favorite breakfast protein and cereals, included with your rate. Find healthy options, unless you're on vacation mode.
 - Go remote everywhere. WiFi is included, so you can work online, connect with friends or family back home or just enjoy your favorite cat videos.
 - H2Ohhhhh! Step into the shower and feel the power of this showerhead. You'll know why not all wake-up calls require a phone.





Mitch Rodriguez Sales Manager Hyatt Place Cruise Port SAE International



MITCH RODRIGUEZ

Sales Manager Groups and Meetings

1851 SE 10th Ave Fort Lauderdale, FL T: 954 703 7045 F: 954 763 6269 <u>Mitchell.Rodriguez@hyatt.com</u> <u>Hyatt Place Fort Lauderdale</u> – Click me to view our web site



Hello Amy,

You've made a great choice considering Hyatt Place Cruise Port as a potential host hotel for you're DML expo. Please take a moment to review the following proposal, customized for your consideration.

Proposal is valid through July 31st, 2021.

THE PERFECT VENUE

- **BEST COMBINATION:** Our hotel is within walking distance to almost anything you could need during your stay in Fort Lauderdale (Including the Convention Center), but we are also tucked away in a residential away that makes for a quiet enjoyable stay.
- COZY CORNER LIVING ROOM: With 100% of our inventory being suites, all of your attendees will be assured of a spacious room that can comfortably fit 2- 6 people.
- CENTRALLY LOCATED: 4 Miles from the Airport, 1.5 Miles to the Beach, 1 Mile to the Cruise Port, and 1 Mile to Downtown. Hyatt Place Fort Lauderdale is just a short drive away from anywhere you want to go.

In the meantime, should there be any questions, contact me directly at (954) 763-7045 or at <u>MitchellRodriguez@hyatt.com</u>.

Client Contact Info: Amy Alder – Amy.Alder@sae.org 412-585-9876

Kind regards, Mitch Rodriguez



\$123.00 WEEKEND RATE SINGLE/DOUBLE GUEST ROOM BLOCK

Sunday	December 5 th , 2021	5
Monday	December 6 th , 2021	20
Tuesday	December 7 th , 2021	20
Wednesday	December 8 th , 2021	20
Thursday	December 9 th , 2021	5
Friday	December 10 th , 2021	5
Saturday	December 11 th , 2021	C/O

Additional Fees and Taxes

- Ft. Lauderdale Airport Shuttle \$2.00 per person
- State and Occupancy Taxes 13%
- Breakfast Complimentary
- Parking Complimentary (Usually \$10)

GENERAL TERMS AND CONDITIONS

- Rate are net, in US Dollars, per room, per night.
- Rates are valid for 3 days before and 3 days after the official group dates.
- Check-in: from 4:00pm/Check-out: 12:00pm







King guestrooms feature 470 square feet with spacious closet, work space, and separate bathtub and showers,



Estimated Total Sleeping Room Cost/Meeting Space

ITEM	PRICE	UNITS	TOTAL VALUE
Sleeping Rooms	\$123.00	75	\$9,225.00
Sleeping Room Taxes	13%	N/A	\$1,199.25
		Total	\$10,424.25



SEE WHAT OUR CLIENTS ARE SAYING ABOUT US

"Great spot for convenience to boat show and restaurants. Good value - The room is large and welcoming, and the hotel is tucked away from the busy street. The staff was cordial and worked hard to assist all needs. Nice welcome gift."

Gavan Hunt, Hyatt.com

Here's what our customers have to say

Average rating based on 454 reviews

* Would recommend our property

87%

Hyatt.com Rating

4.3/5 Excellent

985 verified reviews 🛈

Cleanliness	4.5/5
Staff & service	4.4/5
Amenities	4.0/5
Property conditions & facilities	4.3/5

"Very good hotel, very clean, good rooms I was in for business and I was very impressed with staff and polices of hotel. They went beyond expectations and there was a boat show going on and parking was not a issue, lots available!"

Idel Sanchez, Trip Advisor

Expedia Ratings

I felt this hotel went above and beyond to create a safe environment during his pandemic. Clean hotel, enforces mask use and breakfast was better than other hotels I've stayed at in the last 6 months. Plus I didn't rent a car so having a variety of restaurants as well as a grocery within walking distance was especially nice.

DT Brady, Trip Advisor



Trip Advisor Rating



THANK YOU

Mitch Rodriguez Sales Manager Mitchell.Rodriguez@Hyatt.com 954-703-7045

