

GROUP OVERNIGHT INCENTIVE PROGRAM

Group Overnight Incentive Program - This component of the TRIPP program provides a cash incentive for organizations that generate a quantity of overnight hotel stays in Frederick County during FY26. Whether these rooms are used for a motor coach tour group or a block of rooms booked in connection with an event, the requirements are simple:

Eligibility – Eligibility for the incentive program is the same as for other elements of the TRIPP program. See application guidelines. *A copy of the contract securing room blocks should be included with this documentation. We understand hotels may not wish to share certain information with us; please inform them they may black out sensitive information prior to submitting the sales contract.*

Minimum number of rooms – At least ten hotel room nights at one property must be sold as the result of the applicant’s event or attraction, as documented after the stay by the hotel General Manager or Sales Manager.

Amount of incentive – \$10 per actualized room night.

Maximum amount of incentive – The maximum cash payment that will be made to a single organization is \$4,000 in a single calendar month, beginning with July 2025. The organization may apply for additional funds in future months if funding remains in the incentive pool. Applications will be funded on a first-come basis until the pool is depleted.

Application –The following document should be signed by the appropriate Frederick County hotel General Manager or Sales Manager. The general managers have been notified about the program. You should confirm with the hotel when making arrangements for a block of rooms the General Manager or Sales Manager will be willing to sign the certification documentation. *A copy of the contract securing room blocks should be included with this documentation.*

GROUP OVERNIGHT INCENTIVE PROGRAM General Manager / Sales Manager Certification Document

Name of Hotel: _____

Date(s) room blocks used: _____

Number of hotel room nights: _____

Organization booking rooms and indicate the event, conference, etc. rooms were booked for (if applicable): _____

Organization contact which secured room block: _____

Signature of General Manager or Sales Manager: _____

Date: _____

A copy of the contract securing room blocks should be included with this documentation.