

# FLOAT CONFERENCE

## Board Meeting #7 December 27, 2019 | 1 pm - 2:30 pm PST

### *Quorum Not Present*

#### **Present:**

- Ashkahn Jahromi (President) / Graham Talley
- Andy Larson (Treasurer)
- Tom Fine
- Jeanine Bocci (Operations Team)
- Jocelyn Jester (Operations Team)

#### **Absent:**

- Gloria Morris (Secretary)
  - Kevin McCulloch / Jake Resch
  - Jamie Phillips / Matthew Smith
  - Sean Lavery / Jesse Ratner-Decle
- 

#### **Agenda:**

1. Emergency call to decide on conference venue before the end of the year

#### **1 - Conference Venue Options**

In general, the **Hyatt** is a nicer hotel. At first we thought there was absolutely no way we could afford it. The Hyatt has really been pulling back their numbers hoping to get us to come to their hotel. They significantly dropped their Food and Beverage (F&B) minimums and lowered their room rate to under \$200, per our suggestion. We think the space will fit our sponsors and our schedules better. Plus the hotel will have two brand new restaurant / bar spaces by the time we get there.

The **Hilton** is a great option too. The main snag we hit is that another group has a "lowest rate" clause in their contract which means our room rate has to be \$235 on Thursday/Friday. The Hilton has offered us a compromise that our Saturday/Sunday rate can be \$139, which averages our rate out to \$192. They also are willing to compromise on their F&B menus, which are more expensive than other options - they offered 15% off! We like the meeting space that is available, but we would have to get a bit creative for sponsor spaces.

Finally, the **Convention Center** is still on the table. We would pay about \$35,000 in rental fees for the space. The nice thing about the Convention Center is that there are basically endless options on

setups, decorating, and layouts for our event. The bad thing is that all these different costs would add up (internet, AV, tables and such outside a certain number). We're impressed that their F&B menus are actually less expensive than the hotels. Also, the sponsor space is literally twice the size of the Hyatt, which would be plenty of space.

**Notes/Comments:**

- If price was disregarded everyone seemed to like the Hyatt best.
- The Hyatt is more expensive than the Hilton, but it mostly comes in the sense that we're taking a higher risk by banking on our attendance numbers. The Hyatt price is fine if we have about 450-550 people. If we end up with 300-450 people we may need to do our main party at the Hyatt so we can meet the food and beverage minimum. If we have less than 300 people we may end up paying extra money just to meet the food and bev minimum. The Hilton's lower minimum would reduce this risk.
- We're going to try to do one more round of negotiating with the Hyatt to get the food prices down a little.
- The convention center will likely have a lot of additional one-off costs, making it decently expensive. We were also concerned that it would be harder to plan the event in the convention center, especially with our tighter timeline this year.
- The dates we got are for the last weekend of September, so all good there.
- We didn't have a quorum on the phone call, but decided to go forward and make a decision without a vote (because we can get a good deal by signing by the end of the year).
- An email will be sent out to the board members not present to give them a chance to have a say.