

Future Venues Committee Report
(Agenda Item 5.10)

TO: WNGGA Board of Trustees
SUBMITTED: John S. Ellis
LOCATION/DATE: Buffalo / September 3, 2004

Coronado Springs Resort, Orlando Florida

In consultation with the Future Venues Committee, the Executive Director negotiated a contract with the Coronado Springs Resort in Orlando, Florida as the location for the 2005 North American Festival of Wales. Simultaneous contract negotiations took place between the Coronado and a second Orlando hotel, the Rosen Plaza, which helped secure the most advantageous terms. In addition to standard requirements and concessions, highlights of the contract include its Disney location; an option to reduce room block by 20% free of charge up to the Cut Off Date of August 10, 2005; discounted staff rooms; all meeting space complimentary with 80% of room block; complimentary transportation to parks and the use of two dedicated “pargos” to transport guests from hotel rooms to festival events; and a generous cancellation policy.

Request for Proposals and Review of Potential Sites

In consultation with the Future Venues Committee, the Executive Director constructed a “Request for Proposal” listing the basic requirements of the North American Festival of Wales and asking for hotel proposals to host the event. This was sent by HQ to a list of convention bureaus. In reply, HQ received proposal packages from hotels and convention bureaus in Cincinnati, Chicago, Columbus, Dayton, Detroit/Dearborn, Minneapolis, Philadelphia, Toronto, Washington DC, and Williamsburg. Although our RFP was provided, we did not receive proposals from Albany, Baltimore, Boston, and Hartford.

The Executive Director compiled comparative charts of the proposals received and distributed these to the committee to review. In addition to the terms of the proposals themselves, the committee took into account the attractiveness of the site as a vacation destination and the strength of the WNGGA membership and the local Welsh community in the area. The committee also considered the offer by the Hilton Corporation of further incentives for locating the festival two years in a row in a Hilton hotel (in which ever cities are chosen).

Recommendation

After careful review, the Future Venues Committee has identified Cincinnati, Ohio and Washington DC as the most promising venues and recommends that the Board of Trustees approve simultaneous contract negotiations by the Executive Director to be carried out with hotels in these two cities. Based upon these contract negotiations, the Future Venues Committee would determine the festival location and hotel for 2006 and possibly 2007.