|  |  |  |  |
| --- | --- | --- | --- |
| **Supplier i.e. Diageo (1 registrant)** | **2016 (Hyatt)** | **2017 (Westin)** | **2018 (King Edward) Primary/Secondary delegate** |
| Full Registration (with meal plan) | $750 with meal package | $750 – with meal package | **$670 with meal package****$470 without meal package** |
| Hotel – Regular Room | $236 x 5 nights = 1,180 | $214 x 5 nights =1,070 | $289 x 3 nights =**$867** (average) |
| Hotel - Suite | $265 to 318 x 5 nights =$1500 | $289 to 314 x 5 nights =$1570 | $399 to $499 = **1,200** (average) |
| Linens/Tables | 1 table free. Additional tables were $15.00 each. Linens comp. per table (assume they purchase 1 table a day = 15.00 | 1 free and additional $30. Linens comp per table | Due to union, we have to negotiate with supplier. Still negotiating but based on historical numbers. Let’s assume we negotiate $50.00 per table. Average 2 tables - $100 – FDFA covers one table/linen and cost to supplier is $50.00 for 1 table linen (supplier gets 2). Total cost to supplier again is **$50.00.** |
| Parking | $27.00 per day (with 10% discount) x 5 days = $135 | $30.00 – 30% discount x 5 = 150 | $45.00 for valet parking. City Parking varies. i.e.. $25.00. Using Valet = $135. Public parking on Sat/Sunday is only $8.00 per day i.e. Church Street. Some parking weekday is only $18.00. If supplier parks three days/nights at i.e. $20.00 per day public parking – total assumption is: **$60.00**  |
| Storage Fees | none | none | None for 2 days. |
| Labour Fees i.e Porter fees | $5.00 per box (assume 10 boxes) = $50 | $6.00 per box (assume 10 boxes) = $60 | $3.00 per box – assuming 10 boxes = **$30** |
| Wi-Fi in guest rooms | complimentary | complimentary | complimentary |
| Glassware/ice in rooms | $15.00 twice a day (typical supplier action) x 5 = 150 | complimentary | Waiting for response. Let’s assume **$150** for three days. This includes per day – 24 glasses, 2 buckets of ice and $10.00 delivery twice a day.  |
| **Average Approx. Cost for primary delegate**  | **$2600 for one delegate with that delegate staying in a suite** | **$2560** | * **$1960 – for Primary Delegate who is booking a suite and no meal package**
* **Secondary delegate - $1300**
 |

Compared to the Hyatt and Westin, this is a total $25% less convention financial package for the supplier.

What the FDFA is covering in terms of costs for the supplier:

* Rebates back to FDFA for first year and discounted rebate subsidy for 2nd year for all deluxe and luxury suites. This also includes Presidential Suite.
* Covering one free table and linen. Covering subsidy for 2nd table/linen