



Meeting Trends for 2008

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Meeting Trends for 2008

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Travel suppliers raise rates/fares
as operating costs increase and
Demand vs. Capacity goes up



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F&B trends see growing interest in foods that are fresh, healthy and organic with comfort foods also in high demand



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Technology expands the role it plays at meetings –
RFID badges, WIFI, Blogs and PDA badges to
communicate with hotel guests and meeting attendees
growing in usage



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Convention Center rates up slightly (3%) nationally –
strongest demand in the largest (Las Vegas, Orlando)
and growing demand in smaller centers



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Role of secondary and tertiary destinations
expands as cost containment strategy



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Lead Times for small and medium sized meetings
continue to shorten

Lead Times for large meetings
expand somewhat esp. for high demand areas



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Number of meetings up (slightly) some as result of national meetings being split into regional meetings as result of next trend



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Meeting Budgets Tight

Groups want same services for same budget even with increased costs of travel, hotels etc.



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Hotel Room Rates, ADR, RevPar, Revenue
continue to climb in this sellers market
profits not so much due to increased expenses



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Hotel contract terms tighter – harder to negotiate especially cancellation and attrition



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Thank you for your
participation-
Have a great year!

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