

1-25-2024 Convention Committee Meeting – Agenda

- A. Golf day/time/fee (Jim to organize – golf contacts available after Feb 1 – depends on course availability) (See fuller discussion below, at end – the Committee need not spend much time on this except as Jim can be advised):
- Registration fee – \$200 at 2023 convention – keep for Skamania? (vote below)
- B. Keep casual dinner on Monday?
- SEE DISCUSSION BELOW – Read before vote

Committee vote on dinner:

- C. Registration fee schedule:
- Member Attendee: \$385 (\$395?)
 - Vendor: \$950 (includes 1 attendee)
 - Additional Guest (member or vendor): \$95? \$125? \$195? (see discussion below)
 - Golf: \$200?

Committee vote on registration fees:

- D. Sponsorships/Vendors – Discuss Method/Tracking
- Volunteers to contact potential sponsors?
 - Volunteers to suggest/contact vendors?
- E. Thoughts on Vendors?

DISCUSSION ON CASUAL MONDAY DINNER (Item B above)

1. Keeping Underwriter sponsored Monday convention dinner:
 - No significant change for attendees (mainly no extra costs)
 - Underwriters will all sponsor the convention dinner
 - All attendees will remain for dinner – no hassle in making other arrangements, especially if last minute
 - Opportunity to mingle with many others, including vendors and affiliates
 - Need to raise registration fee for guest to more than suggested \$95
 - Underwriter sponsorship revenue not likely to be reduced
2. Discontinuing Underwriter sponsored Monday convention dinner – main issues:
 - *All underwriters likely less inclined or able to provide sponsorship money – significant risk of insufficient sponsorship revenue*
 - *Attendees not invited to underwriter dinners will face extra costs for meal – not budgeted*
3. Underwriter agent reps, if convention dinner not provided:
 - Probably not as many agents as in past years because of economy
 - Determine which agents to invite – fewer agents, each of which has multiple underwriters
 - Determine *in advance* how many guests for the restaurant reservation
 - Find a restaurant *in advance* & make reservations
 - Restaurant might require pre-payment or deposit to reserve? Minimum bill?
 - Arrange transportation for guests to and from the restaurant
 - Larger underwriters – determine if extra cost acceptable budget item

- Small underwriters might not have the budget – won't participate
 - Extra un-budgeted meal costs for underwriters who need to cover the significant cost of the dinner for invited guests, reducing desire to provide sponsorship money (see #2 above...)
4. Agents:
- Assuming invited: If multiple invites, which invite to accept? Will smaller underwriters be rejected?
 - Will some agents want to know – in advance – who else is invited – to avoid dinner with competitors in the same county?
5. Other convention attendees won't be involved – total may amount to a significant number of attendees:
- How to communicate to attendees when registering the *possible* need to make other arrangements?
 - *Vendors not invited to dinner* – extra cost not/planned budgeted, feel ignored?
 - *Affiliates not invited to dinner* – extra cost not/planned budgeted, feel ignored?
 - *Speakers* (ALTA rep included) *not invited to dinner* – Most there on Monday – extra cost not/planned budgeted, feel ignored?
 - Some underwriters (particularly small ones) won't participate in inviting agents, or won't have dinner invitations accepted – will need to make other arrangements
 - Will underwriters also invite other employees of that underwriter to join their dinner?
 - Hassle of and need to arrange for dinner – available reservation at the lodge or other local restaurant?

1-25-2024 Convention Committee Meeting – Golf Issues

Registration fee – \$200 at 2023 convention – keep for Skamania?

Is shotgun start available?

Will registration cover course, carts, food (breakfast? Lunch – boxed or at clubhouse after, course refreshments, prize money)

Cons for Sunday afternoon and Monday morning: Because golf would need to start early, golfers would need to arrive and check in Sunday – early if golf is the afternoon, but register later OK if golf is Monday morning. Room available Sunday night?

Also: Rooms not in the room block so might be more expensive than the Monday and Tuesday night rates in our block.

Also: As to Monday, it has happened that golf didn't finish in time for attendees to get from the course to the board & annual meetings. This is a big risk if there is not a shotgun start.

Cons for Wednesday: People want to get back to work...? Won't be part of Tuesday banquet

Pros for Sunday afternoon and Monday morning: Golf awards etc. can be done at the banquet on Tuesday evening.

Pros for Wednesday morning (preferred): Golfers are staying Tuesday night anyway and checking out earlier in the morning won't be a particular hardship.