

Renaissance Marriott Hotel – Downtown Toledo

<https://www.marriott.com/hotels/travel/tolgpr-renaissance-toledo-downtown-hotel/>

Food and Beverage Minimums

The hotel normally requires a \$15,000 per day commitment for Food and Beverages. This is obviously way beyond the AGC budget. We told the hotel salesperson that we met that this was the case. He said that this is negotiable. My advice would be to give him your budget for food and beverage and let him work with that. He knows that you are doing one reception, one luncheon, and maybe coffee breaks, so he is well aware that you will spend nowhere near \$15,000 per day. To be honest, we suggest ignoring the above numbers and simply start from scratch with your needs and negotiate from there. We got the sense that the hotel is very willing to negotiate.

Meeting Space

Meeting Room space is \$2,000 per day. Again negotiable.

AudioVisual

AV will be an additional cost. The hotel has no in-house AVM but can refer you to a local vendor. Or you can provide your own (or a combination of your own and equipment supplied by the vendor)

Room Block

If you negotiate a room block, the attrition rate is 80%, meaning that you must fill 80% of your room block commitment. This is the industry standard. An important point that the hotel representative mentioned is their willingness to renegotiate the room block as you get closer to the conference and you have a better sense of numbers. Committing to a room block will give you negotiating power on the other aspects of the contract (e.g. food and beverage minimum etc.)

Room Rate

The regular room rate is \$149 per night. We asked about a special room rate for students and they are willing to offer \$129 per night for them