

ALA Executive Board  
2012 ALA Midwinter Meeting

TOPIC: 2018 Midwinter Meeting Site

ACTION REQUESTED: Approval

DRAFT MOTION: *The ALA Executive Board approves Denver as the site for the 2018 Midwinter Meeting, February 8-13, 2018, subject to the completion of all necessary contracts. This supercedes the Board's prior approval of Los Angeles as the 2018 Midwinter Meeting site.*

*The Board also approves Denver as the site for the 2024 Midwinter Meeting, February 8-13, subject to confirmation of dates and completion of all necessary contracts.*

REQUESTED BY: Mary W. Ghikas, Senior Associate Executive Director, ALA  
Paul Graller, Vice-President, Hall-Erickson & Manager of  
ALA Conference Services

DATE: 20 January 2012

BACKGROUND:

The ALA Executive Board approves sites for the ALA Midwinter Meeting and ALA Annual Conference, on recommendation of ALA Management. Prior to action by the ALA Executive Board, ALA Management reviews recommended sites with the ALA Conference Committee and the Board of the Exhibits Round Table. Sites are approved subject to completion of all necessary contracts.

Consistent with past practice, this site recommendation has been reviewed and supported by the ALA Conference Committee (standing) and by the Board of the Exhibits Round Table.

## 2018 Midwinter Meeting Site Review

At the 2010 Annual Conference Executive Board Meeting, Los Angeles was approved as the site for the 2018 Midwinter Meeting. At the time a "letter of intent" was signed notifying Los Angeles Convention Bureau that the city was selected. The normal timeline for Conference Services to review contracts for facilities is:

Convention Center 7-10 years  
Headquarter Hotels 5-6 years  
Overflow Hotels 18 months - 3 years

In the summer of 2011, the city of Los Angeles initiated discussions to negotiate the contract for space at the convention center. Since that time, ALA Conference Services staff and legal counsel have reviewed the contract suggested changes to meet ALA's needs. In recent weeks, the negotiations have stalled, with legal counsel noting three sections of the contract which expose ALA to levels of unacceptable risk. Although bureau and center staff insist that they want the Midwinter Meeting in Los Angeles, the city legal department will not agree to final changes.

At this time, as there is no contractual obligation or cost, ALA staff recommend that dates for the Midwinter Meeting in Los Angeles be released.

Conference Services staff has explored other date and location options for the 2018 Midwinter Meeting. After review of a number of cities, Denver's proposal for the dates of February 7-13 is recommended based on the following factors:

1. The Convention Center offers adequate space and rates for ALA activities. The exhibit space exceeds our needs and the meeting space includes 63 meetings rooms and 2 large, divisible ballrooms.
2. The hotel package exceeds ALA's needs on peak night and offers a range of brands and rates. The hotels also have the necessary space for overflow meeting space. The proposal includes 21 hotels and 5,145 rooms. In 2009, ALA used 14 hotels and picked up 4,237 rooms on peak night.
3. Past Attendance has been strong in Denver. At the most recent Midwinter Meeting in Denver in 2009, attendance was 7,545, second highest of any West Coast Midwinter Meeting.
4. The Denver Convention Bureau has also developed a proposal to select the city for the 2024 Midwinter Meeting, Both the convention center and hotels have offered additional incentives for this two year package including a 40% discount on center rent, a reduction in base hotel rates for contract escalators and additional incentives in the Hyatt headquarter contract.