

# **Site Selection and Contract Negotiation Services**

## **Request for Proposal: Questions & Responses**

July 24, 2013

- 1. What is the average number of group room nights consumed annually?**

*Statistics regarding average pickup and revenue are provided in the RFP Item II Statement of Work.*

- 2. What is the average number of group meetings consumed annually?**

*A range of meeting types totaling an average of 200 meetings per year annually.*

- 3. What is the average total group room revenue only consumed annually?**

*Please refer to answers in the RFP Item II Statement of Work. No further detail is available.*

- 4. Do you project an increase or decrease of more than 10% in any of the above areas?**

*We do not expect a decrease or increase in the number of meetings.*