

2024 ASOR RFP Responses – Summary Report

Hotels listed below responded to our request to provide a proposal or to decline. Many other hotels received the RFP from the CVB or ASOR and did not reply.

SAN DIEGO	Room Rate	F&B	Notes
InterContinental San Diego	\$265 (200 rooms max)	\$65,000++	10% commission
Loews Coronado	\$219	\$40,000++	10% commission
Omni La Costa Resort & Spa	\$299 + \$40 destination fee	\$250,000++	7% commission
Paradise Point	\$209	\$40,000++	7% commission
Sheraton San Diego Hotel and Marina	\$239	\$172,000++	7% commission
Westin San Diego Bayview	\$195 + \$10 destination fee 300 max rooms, overflow at Hotel Carté for \$199 net	\$50,000++	7% commission, \$750++ daily fee for meeting space in office building
SBL-AAR Options (only F-M pattern)	\$175 - \$199*		Non-commissionable
Hyatt Regency La Jolla	No availability		
Marriott Marquis	No availability		
Omni San Diego	No availability		
Town and Country	Limited availability/Declined		
Westin San Diego Gaslamp	Limited availability/Declined		

*Utilizing space that SBL releases would require a shift to a Friday-Monday pattern or negotiating with the hotel for rooms on earlier nights. AV and F&B minimum are uncertain.

ARLINGTON (CRYSTAL CITY), VA	Room Rate	F&B	Notes
Hyatt Regency Crystal City	\$159 with \$10 rebate to ASOR**	\$45,000++	7% commission
Marriott Crystal Gateway	Limited availability/Declined		

**These rates currently require a 1-day shift to a Thursday-Sunday pattern. The hotel can accommodate us starting on Wednesday, but the rate would be \$169, and they will have another group function in-house on Wednesday night. The hotel does have availability in 2027, and further negotiation would be possible with a two-year agreement. We might be able to negotiate a better rate even with a start on Wednesday night.

BALTIMORE, MD	Room Rate	F&B	Notes
The Marriott Waterfront	\$185	\$30,000++	Non-commissionable
The Hilton Baltimore Inner Harbor	\$229	\$60,000++	Non-commissionable
The Hyatt	No availability		
The Renaissance Harborplace	No availability		

BOSTON, MA	Room Rate	F&B	Notes
The Boston Park Plaza	\$185^ (10% rebate to ASOR)	\$40,000++	10% commission
The Omni Boston Waterfront	No availability		

^The Boston Park Plaza is also providing a proposal for 2028. They have indicated that they would negotiate further with a two-year agreement (extension to our current agreement).

No options have been identified so far in Philadelphia or Washington DC.