

FSD Sales Meeting

Proposal from DoubleTree by Hilton Hotel & Suites Charleston - Historic District

35 Hayne Street, Charleston, South Carolina, 29401, USA

Proposal Details

RFP Name	FSD Sales Meeting	Proposal Status	Withdrawn
RFP Code	DBNNTH9Y68W	Supplier Type	Hotel
Event Name	FSD Sales Meeting	Metro Area	SC - Charleston
Response Date	Tue, 21-Mar-2017 2:23 PM		
Supplier Name	DoubleTree by Hilton Hotel & Suites Charleston - Historic District		
Chain	Hilton		
Brand	DoubleTree by Hilton		
Commission?	Yes		

Proposal Introduction

Imagine your program being the best it can be in the heart of "Conde Nast's" number one tourist destination - DoubleTree by Hilton Hotel & Suites is proud to be considered as the host hotel for (Insert group name here).

Your attendees will experience the "Best in Southern Hospitality." Our facilities and professional staff specialize in providing individual service and attention to groups your size.

Here's what you and your attendees will be treated to at DoubleTree by Hilton Hotel & Suites:

- Elegantly appointed property with 165 one bedroom suites, 17 two bedroom suites- the largest suites in Charleston's Historic District and 30 executive king rooms.
- Superb location in the heart of the "Market" area
- 10,000 plus square feet of Conference and Banquet facilities-Ballroom and break out rooms
- Onsite Business Center, Wireless Internet available and our newest service PrinterOn.com. Print directly to our front desk from any location!
- Famous Doubletree Cookies at check-in
- Fabulous award winning restaurant "Hanks" selected as "America's Best New Restaurant" by Esquire Magazine.
- Shopping - Charleston is noted for its collections of antique, specialty shops and boutiques
- Historical location - museums, historic homes and galleries, all within walking distance, walking and carriage tours depart daily from our hotel

Because of our central location in the heart of the city Market, a wide variety of attractions abound. Enjoy historic walking or carriage tours, plantation tours, dining in historic locations, world-class golf courses, and shopping from Charleston boutiques to local vendors in the open-air market. These famous attractions and landmarks are located just outside our front doors.

Date Type	Event Dates	Check-In Date	Availability	Rates (USD)
Preferred	Tue, 03-Oct-2017 to Fri, 06-Oct-2017	Mon, 02-Oct-2017	1st Option - Not Holding Space	219.00

Additional Information We are delighted to offer a sleeping room rate of \$219.00 per room per night plus tax. We are primarily a suite hotel which consists of a separate living area and sleeping area with a king bed or two double beds.

FSD Sales Meeting

Proposal from DoubleTree by Hilton Hotel & Suites Charleston - Historic District

35 Hayne Street, Charleston, South Carolina, 29401, USA

Concessions or Contractual Requirements

We are delighted to offer the following:

Sleeping Rooms:

3 week cutoff for group reservations
 Complimentary wifi in guest rooms is now standard
 1 pre-night at the group rate; 0 post nights at the group rate
 1 comp room per 45 rooms

Meeting Rooms:

Complimentary meeting space with \$18,000.00 food and beverage minimum
 Complimentary wifi in the meeting space

Food and Beverage:

10% off food and beverage

Audio Visual:

10% off of audio visual equipment

Key Contact Information

Contact Name Lori Johnson

Email Address lori.johnson@hilton.com

Organization DoubleTree by Hilton Hotel & Suites

Phone 843-414-1665

Title Sales Manager

Fax 843-577-9099

Website www.charlestondoubletree.com

Additional Information Thank you so much for your consideration! I look forward to the possibility of working with you on this event! Kindest regards, Lori Johnson

Sleeping Room Availabilities

Sleeping Room Needs Met? Yes

Preferred (Tue, 03-Oct-2017 to Fri, 06-Oct-2017)

Availability 1st Option - Not Holding Space

Check-in Date Mon, 02-Oct-2017

Do all guest room rates include breakfast? No

Do all guest room rates include tax? No

Applicable Taxes No taxes have been selected

Day	Any (Run of House)		Single (1 Bed)		Double (2 Beds)		Suite		Staff	
	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)
Mon, 02-Oct-2017	70	219.00								
Tue, 03-Oct-2017	70	219.00								
Wed, 04-Oct-2017	70	219.00								
Thu, 05-Oct-2017	70	219.00								

Additional Fees

Occupancy 13.500%

Other USD \$2.18

Additional Information Taxes on sleeping accommodations are currently at 13.5% and there is a \$2.18 destination fee. Currently Valet Parking is \$32.00 per night inclusive.

FSD Sales Meeting

Proposal from DoubleTree by Hilton Hotel & Suites Charleston - Historic District

35 Hayne Street, Charleston, South Carolina, 29401, USA

Meeting Room Availabilities

Meeting Room Needs Met? Yes

Start Date Mon, 02-Oct-2017

Day	Time	Agenda Item	Room Request	Room Assignment
Mon, 02-Oct-2017	7:00 PM-9:00 PM	Dinner <i>Notes or Exceptions: dinner for 70 people food stations, comfortable seating, not typical meeting room.</i>	Flow 70 people	
Tue, 03-Oct-2017	8:00 AM-5:00 PM	General Session General Session	Classroom 2,100 Sq. Ft. / 70 people • 24-hour hold	
Tue, 03-Oct-2017	12:00 PM-1:00 PM	Lunch <i>Notes or Exceptions: rounds of 10</i>	Rounds of 10 70 people	
Wed, 04-Oct-2017	8:00 AM-5:00 PM	General Session General Session	Classroom 2,100 Sq. Ft. / 70 people • 24-hour hold	
Wed, 04-Oct-2017	12:00 PM-1:00 PM	Lunch <i>Notes or Exceptions: rounds of 10</i>	Rounds of 10 70 people	
Thu, 05-Oct-2017	8:00 AM-5:00 PM	General Session General Session	Classroom 2,100 Sq. Ft. / 70 people • 24-hour hold	
Thu, 05-Oct-2017	12:00 PM-1:00 PM	Lunch <i>Notes or Exceptions: rounds of 10</i>	Rounds of 10 70 people	

A/V Needs The hotel is able to accommodate any audio visual needs through our preferred provider - AV Wired Company. The meeting planner would work directly with the hotel's CSM to coordinate.

FSD Sales Meeting

Proposal from DoubleTree by Hilton Hotel & Suites Charleston - Historic District

35 Hayne Street, Charleston, South Carolina, 29401, USA

Estimated Costs

Total F&B Minimum USD \$18,000.00

Item	Cost Type	Amount	Quantity	Tax(%)	Tax/Service	Note
Average F&B Costs - Break - AM	Per Person	USD \$10.00			+Tax and Service	
Average F&B Costs - Break - PM	Per Person	USD \$12.00			+Tax and Service	
Average F&B Costs - Breakfast - Buffet	Per Person	USD \$25.00			+Tax and Service	
Average F&B Costs - Breakfast - Continental	Per Person	USD \$20.00			+Tax and Service	
Average F&B Costs - Dinner - Buffet	Per Person	USD \$68.00			+Tax and Service	
Average F&B Costs - Dinner - Plated	Per Person	USD \$50.00			+Tax and Service	
Average F&B Costs - Lunch - Buffet	Per Person	USD \$40.00			+Tax and Service	
Average F&B Costs - Lunch - Plated	Per Person	USD \$30.00			+Tax and Service	
Average F&B Costs - Reception - Beverage	Per Person	USD \$15.00			+Tax and Service	
Average F&B Costs - Reception - Heavy Hors D'oeuvres	Per Person	USD \$55.00			+Tax and Service	
Average F&B Costs - Reception - Light Appetizers	Per Person	USD \$45.00			+Tax and Service	

FSD Sales Meeting

Proposal from DoubleTree by Hilton Hotel & Suites Charleston - Historic District

35 Hayne Street, Charleston, South Carolina, 29401, USA

Additional Questions

1. Rates quoted are applicable ____ days pre-meeting. (Comment) (Required)

1

2. Rates quoted are applicable ____ days post-meeting. (Comment) (Required)

0

3. Web address for meeting space detail? (Comment) (Required)

www.charlestondoubletree.com

4. Please select your current Forbes and/or AAA Rating? (Multiple choice) (Required)

3 Star, 3 Diamond

5. Will the meeting room rentals be waived? If not, what rates will apply? (Comment) (Required)

We are happy to offer complimentary meeting space valued at \$6,600.00 with a \$18,00.00 food and beverage minimum.

You can easily meet your food and beverage minimum with your scheduled lunches and reception.

6. Do you have internet access available in the rooms? Is it wireless? What is the cost? What is the type and cost of internet access in meeting rooms? Will any internet costs be waived for this group? (Comment) (Required)

We are offering complimentary wireless internet in the meeting space a \$675.00 savings.

7. What meeting space is available? List meeting room names with square footage, ceiling height, and rental charges (if applicable) (Comment) (Required)

We do not guarantee specific meeting rooms; however, if we go to contract the group would be guaranteed a meeting room that would be large enough to accommodate the contracted number of guests and the desired rooms set.

8. What are your additional charges (ie Maid, portage, resort fees, etc.)? Please include with amounts and inclusions and note which charges are mandatory. (Comment) (Required)

Maid - own discretion.

Portage - own discretion, unless arriving on motor bus then \$6.00 per person round trip, plus applicable tax.

9. Is there a charge for self and/or valet parking per day? Please indicate amounts. (Comment) (Required)

We offer valet parking to our overnight guests at \$32.00 (inclusive) with unlimited in and out privileges.

10. What is your nearest major airport and what is the distance (both miles and time)? What are the round trip shuttle and/or taxi costs? (Comment) (Required)

Charleston International Airport CHS

12 miles taxi or shuttle runs \$30-\$38

Approximate commute of about 20-25 minutes

11. What amenities and activities does your hotel have on or near the property? (Comment) (Required)

Our property is located in the heart of the Historic District in beautiful downtown Charleston. Adjacent to the historic Market, where you can find vendors, shopping, and local treats, your attendees can walk to nearly everything. The cobble stone streets and quiet

FSD Sales Meeting

Proposal from DoubleTree by Hilton Hotel & Suites Charleston - Historic

District

35 Hayne Street, Charleston, South Carolina, 29401, USA

chatter make for charming strolls in Charleston.

You can learn all about Charleston's history with our horse-drawn carriage and walking tours, from rainbow-colored row houses, Fort Sumter, and so much more.

12. What renovations have your property either recently completed or has on schedule? (Comment) (Required)

We completed a guest room renovation including new carpet, paint, artwork, TV's, furniture and lighting fixtures. Of course, we feature the wonderful Doubletree signature "Sweet Dreams" bedding package and Wolfgang Puck coffee in all guest rooms, not to mention our warm world famous Doubletree chocolate chip cookies at check-in. We have 10,000 square feet of very flexible meeting space. We are part of the Hilton Family of Hotels where your guests can earn both points and miles.

13. HelmsBriscoe will be paid a placement fee which is non-cancelable and non transferable to any other party for the booking of this meeting. HelmsBriscoe is acting with full consent and the client is aware of the placement fee payable to HelmsBriscoe by your organization. (Multiple choice) (Required)

I agree that HelmsBriscoe will be paid a placement fee

14. Indicate your agreement to the placement fee by providing your name, title and the date of your response in the area below. (Comment) (Required)

Brittany Pittman

Catering Sales Manager

3/21/2017

on behalf of:

Lori Johnson

Sales Manager

15. Accounts Payable Contact First & Last Name: (Comment) (Required)

Angela Muschek

16. Accounts Payable Phone Number: (Comment) (Required)

843-414-1669

17. Accounts Payable Email Address: (Comment) (Required)

angela.muschek@hilton.com

18. Accounts Payable Fax: (Comment) (Required)

843-577-9099

19. Please indicate in the space below your contact name, hotel address, phone number, and email address - if it differs from the contact information on the response sheet provided in this RFP. (Comment)