



**Actual Client Contract Review
& Comparison to what ENTCO Negotiated**

Convention & Trade Center

Item	Negotiated by Client	Re-negotiated By ENTCO	Client Savings
Exhibit Space	\$19,200.00	\$14,400.00	\$4,800.00
Meeting Space	\$6,870.00	\$3,805.00	\$3,065.00
Ballroom Space	\$15,150.00	\$10,100.00	\$5,050.00
Set-up	\$500.00	\$500.00	
Total	\$41,720.00	\$28,805.00	\$12,915.00

Host Hotel Room Commitment 3250 room nights

Negotiated by Client: <i>non-commissionable</i>	Actual attendee cost in 2007 inc 15.6% tax	Re-negotiated By ENTCO: <i>commissionable</i>	Actual attendee cost in 2007 inc 15.6% tax	Total attendee room savings
\$179.00 (2002 rate) + 3% per yr increase for 5 years = \$205.85	\$237.96	\$185.00 (2005 rate) + 2.5% per yr increase for 2 years = \$194.25	\$224.55	\$13.41 x 3250 = \$67,050.00

Contract negotiated by the client included:

- 1 comp room per 50 paid per night. Maximum possible comps 51 = \$12,135.96 value to the client
2. Comp meeting space with \$243,750.00 F&B commitment.
3. Attrition = 15% + no ability to capture attendees booked outside of block.

Contract negotiated by ENTCO

1. 1 comp room per 40 paid cumulative. Maximum possible comps 81 = \$18,188.55 value to client
2. 1 presidential suite comp 6 nights @ \$850.00 = \$5,895.60 value to client
3. 2 standard suites comp 6 nights @ \$325.00 ea = \$4,087.20 value to client
4. Up to 10 staff rooms per night for 8 nights @ 50% of block rate = \$8,982.00 value to client
5. 1 hospitality suite comp 5 days @ \$650.00 per = \$3,328.00 value to client
6. Reduced F&B commitment 50% = \$121,875.00 value to client
7. Attrition = 25% + full access to capture attendees booked outside of block.

Value of ENTCO negotiations for client & attendees = \$229,406.35