



## **MONTREAL SOFITEL - IAM CONFERENCE CONTRACT**

Steve Paul & Richard Rejino

In light of IAM's pending cancellation of the Montreal Conference in August, Richard and I recently reached out to the Montreal Sofitel to discuss options going forward and the return of our \$10,000 deposit and future flexibility for 2022/2023. While the deposit is non-refundable, the Sofitel has offered to refund \$6,000 at this time and maintain the rest of the deposit for a future selected date and keep the contract otherwise intact. As you may recall, during the pandemic we did negotiate a more favorable attrition rate (in the event that members cannot/or are uncomfortable with travel) as well as favorable further deposit timeframes and force majeure language. Overall, the Sofitel has been quite accommodating, and the terms of the contract are competitive. We advised the Sofitel that we had an upcoming Board meeting, and afterwards we would likely confirm cancellation of our August 2021 dates, request the \$6,000 return on our deposit, and possibly tentatively look to dates in 2022.

It has also been suggested that we attempt to obtain our entire deposit back at this time. Alternatively, we could obtain a refund of most of our deposit and keep the contract in place pending re-booking in 2022/2023 (if the Board elects to have our next conference in Montreal). Under this scenario, we would look to include language that in the event the IAM does not have a conference at the Sofitel in 2022/2023, we would have any remaining deposit returned at that time. Given the favorable terms on room pricing and F/B, and the flexibility they have provided thus far, I would recommend that we have the \$6,000 deposit returned, have the Sofitel retain the remaining \$4,000 deposit at this time, and maintain our favorable terms pending re-booking if Montreal remains a selected site.