

## Montreal Conference Report

Hotel: Sofitel Hotel & Resort – Montreal Le Carre Dore

Dates: October 15 – 17, 2020

The Sofitel was recommended to the board with the help of our local member, Andrea Morrison who, at the direction of MCC, visited three hotel properties on behalf of the IAM. She provided an excellent assessment of each one. In addition to her strong recommendation of the Sofitel, the hotel representative there, Stella Paulin, was extremely helpful and worked hard on our behalf to provide the concessions for which we asked on the RFP. She has continued to help us with locating a DMC and been very responsive to our communications. The combination of Andrea's recommendation, the hotel rep, and the attached photos and description of the property were compelling enough to recommend the hotel to the board. What follows is a website description:

*Sofitel Montreal Golden Mile is conveniently located in the heart of the city ideal for business travelers and art lovers - at the foot of lush Mount Royal Park, next to the renowned McGill University and Montreal Museum of Fine Arts. Enjoy the masterful blend of minimalist design and warm sophistication at our luxury hotel embellished with Victorian accents from the estate of North American railroad pioneer William Cornelius Van Horne.*

The contract was signed on August 29 with approval of the board. Highlights include:

- Room rates: \$269 – Upgrades \$299 CAD (\$205/\$228 USD) (184€/204€)
- Room block commitment is 330 with 20% attrition rate (66 rooms), which brings the total room commitment down to 264
- IAM will receive full hotel commission (10%) and is projected at approximately \$6,600 if we fill our entire room block.
- Any hotel points will be put toward an IAM account that can be used for paying for rooms for mentees and/or speakers.
- \$20,000 F/B minimum
- No charge for meeting rooms

A preliminary budget shows a potential profit of approximately \$16,000.

### Events

- Friday Dinner – it is almost always more cost effective to hold all meals at the hotel; however, MCC respects the tradition for an off-site venue and recognizes its importance to the members.
- MCC is working with a DMC to plan events. A proposal is in the works.



DISCOVER

SOFITEL MONTREAL  
GOLDEN MILE

INTERNATIONAL  
ACADEMY OF  
MEDIATORS



SOFITEL  
HOTELS & RESORTS



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Bonjour Carol,

Get involved in the Sofitel world for an inspired trip. Whether in the heart of a major city such as Paris, London, New York, Shanghai or Montreal or nestled in the countryside of Morocco, French Polynesia or Thailand , Sofitel offers a genuine experience of French luxury and the best of local culture.

We are pleased to learn that you are considering the Sofitel Montreal Golden Mile for your upcoming [IAM Montreal Fall 2020](#) and wish to inform you that we have space available to meet your needs. At Sofitel, we are fully involved in helping you turn your meeting into InspiredMeetings™.

Our meeting rooms and pre-function areas have natural daylight and the latest technology.

Sincerely,

Stella Paulin  
Senior Sales Manager



# LOCATION





# ROOMS

YOUR GUESTS WILL DIVE INTO SOBED®



Sofitel Montréal Le Carré Doré - IAM Montreal Fall 2020 - CAD						
		mar 2020-10-13	mer 2020-10-14	jeu 2020-10-15	ven 2020-10-16	sam 2020-10-17
Run of House	Guestrooms	30	90	90	90	30
	Rate	269\$	269\$	269\$	269\$	269\$
Deluxe (1 king or 2 double beds)	Rate	299\$	299\$	299\$	299\$	299\$

Preferred negotiated group rates are for single or double occupancy. The extra person charge will be \$20.00 per room, per night. Rates are subject to all city and state taxes. Currently these taxes are 3.5% designated to city tax and 5% GST and 9.975% PST. Taxes are subject to change without notice.



## LUXURY AMENITIES

Privileges extended to your group IAM Montreal Fall 2020:

- ⊗ Spacious rooms from 300 sq. ft. ;
- ⊗ Internet included in guests room rate ;
- ⊗ **Exclusive Sofitel's "SOBED" featherbed for your personal comfort ;**
- ⊗ New Samsung Smart TVs ;
- ⊗ LOLE yoga mattress available in each bedroom ;
- ⊗ Nespresso coffee machine in each bedroom ;
- ⊗ Marble bathroom with rain shower ;
- ⊗ Luxurious Lanvin bathroom amenities ;
- ⊗ Turn down service everyday with complimentary bottle of water ;
- ⊗ Discrete housekeeping service ;
- ⊗ Renovated fitness center, complimentary access 24/7 for hotel guests ;
- ⊗ Easy access to the lobby from outside ;
- ⊗ 24/7 exquisite room service menu ;
- ⊗ Complimentary daily newspapers available at the restaurant, lobby or delivery in room;
- ⊗ We also offer the PRESS READER APP which offer worldwide and latest news;
- ⊗ **Clef d'Or Concierges**



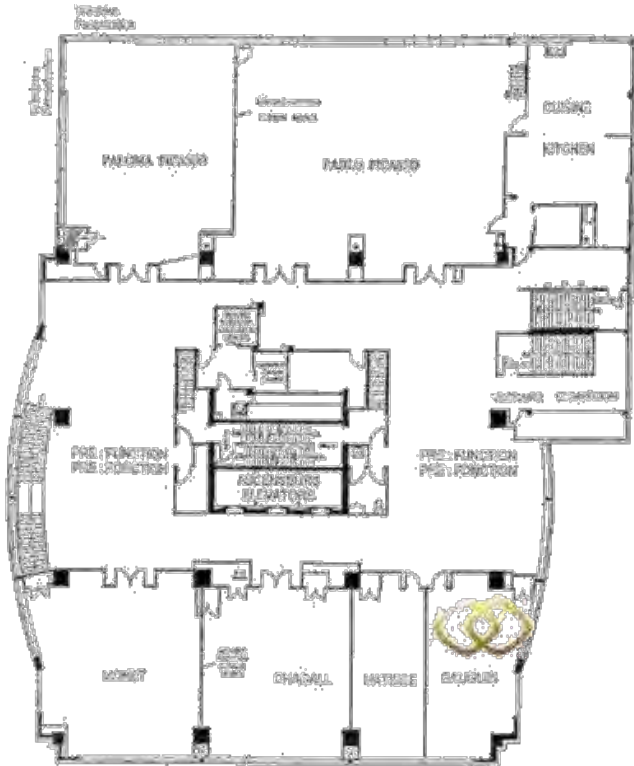
# MAGNIFIQUE MEETINGS

## YOUR INSPIRED EVENT

Date	Start	End	Function	Room	Setup	Agr	Room Rental
2020-10-14	12:00 PM	11:59 AM	IAM Montreal Fall 2020 - Storage	Matisse	Boardroom	6	
2020-10-14	3:00 PM	6:30 PM	Meeting	Chagall	Boardroom	20	
2020-10-15	7:15 AM	6:00 PM	IAM Montreal Fall 2020 - General Session	Pablo Picasso	Rounds	110	
2020-10-15	7:30 AM	9:30 AM	Breakfast	Foyer East	Buffet	110	
2020-10-15	8:00 AM	5:30 PM	Breakout	Chagall	Hollow Square	30	
2020-10-15	8:00 AM	5:30 PM	Breakout	Monet	Hollow Square	30	
2020-10-15	8:00 AM	5:30 PM	Breakout	Paloma Picasso	Hollow Square	30	
2020-10-15	12:00 PM	1:00 PM	Lunch	Foyer East	Buffet	110	
2020-10-15	12:00 PM	11:59 AM	Storage	Matisse	Boardroom	6	
2020-10-15	6:00 PM	7:00 PM	Reception	Foyer East	Cocktail	110	
2020-10-16	7:15 AM	6:00 PM	IAM Montreal Fall 2020 - General Session	Pablo Picasso	Rounds	110	
2020-10-16	7:30 AM	9:30 AM	Breakfast	Foyer East	Buffet	110	
2020-10-16	8:00 AM	5:30 PM	Breakout	Monet	Hollow Square	30	
2020-10-16	8:00 AM	5:30 PM	Breakout	Paloma Picasso	Hollow Square	30	
2020-10-16	8:00 AM	5:30 PM	Breakout	Chagall	Hollow Square	30	
2020-10-16	12:00 PM	1:00 PM	Lunch	Foyer East	Buffet	110	
2020-10-16	12:00 PM	11:59 AM	Storage	Matisse	Boardroom	6	
2020-10-17	7:15 AM	12:30 PM	General Session	Picasso	Rounds	110	
2020-10-17	7:30 AM	9:30 AM	Breakfast	Foyer East	Buffet	110	



## GAUGUIN



608 sq.ft.

Height of the ceiling: 8½ foot

Large windows on two sides

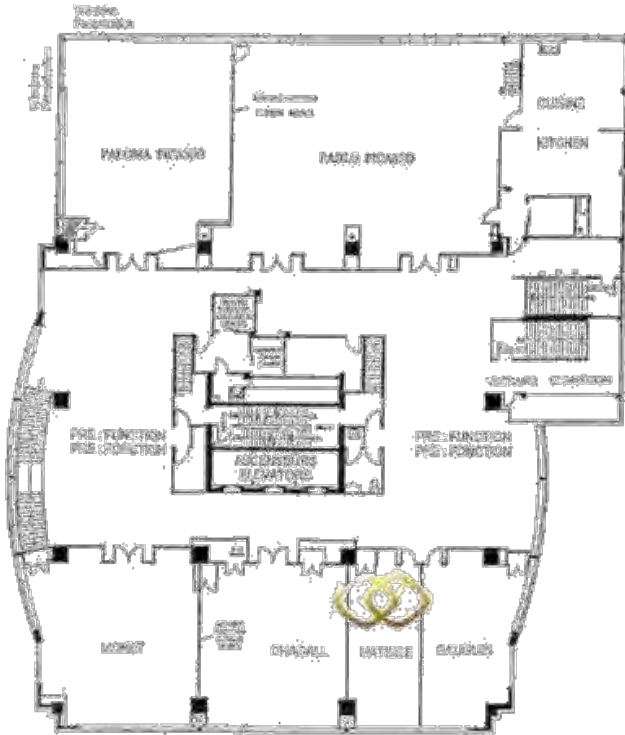
Large & permanent conference table

Conference set-up: 16 people





# MATISSE



480 sq.ft.

Height of the ceiling: 8½ foot

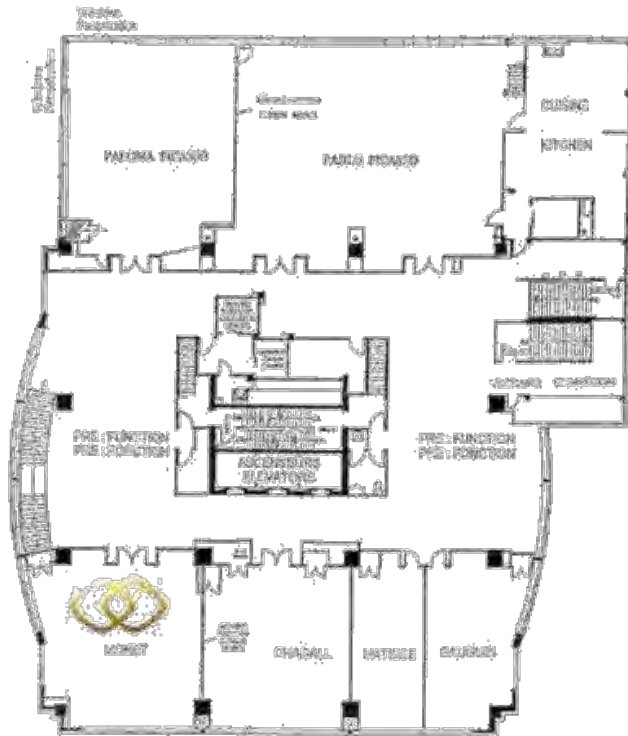
Window on one side

Large & permanent conference table

Conference set-up: 16 people



MONET

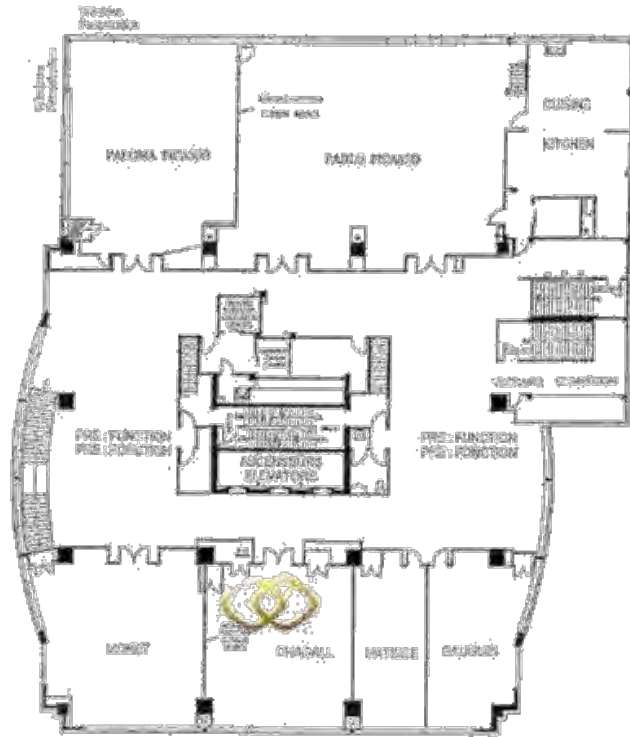


MONET  
1088 sq.ft. Or 101m\*  
Height of the ceiling: 8½ foot  
Large windows on two sides

THEATRE	132	CONFERENCE	34
CLASSROOM	52	COCKTAIL	120
SQUARE	40	ROUNDS OF 8	75
USHAPE	32	ROUNDS OF 10	90



## CHAGALL



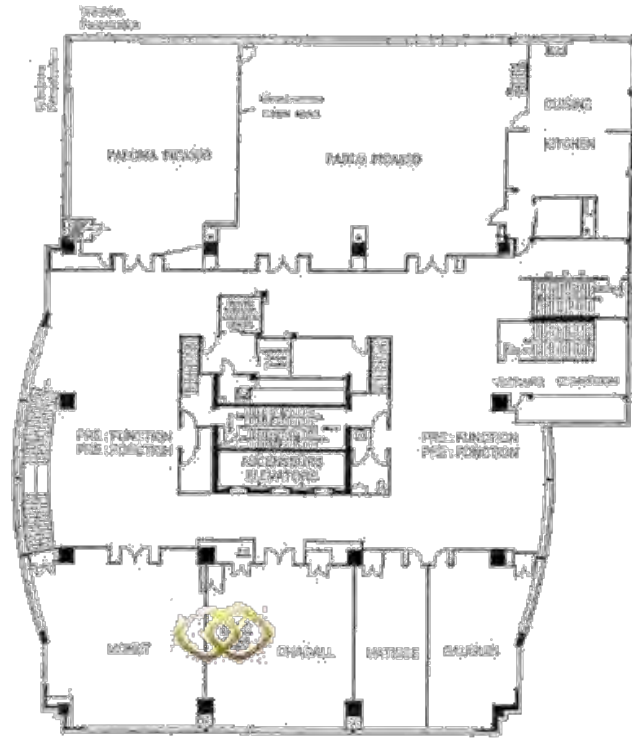
CHAGALL  
960 sq.ft. or 89m<sup>2</sup>  
Height of the ceiling: 8½ foot  
Large window on one side

THEATRE	109	CONFERENCE	32
CLASSROOM	50	COCKTAIL	100
SQUARE	34	ROUNDS OF 8	64
USHAPE	32	ROUNDS OF 10	80





## MONET-CHAGALL

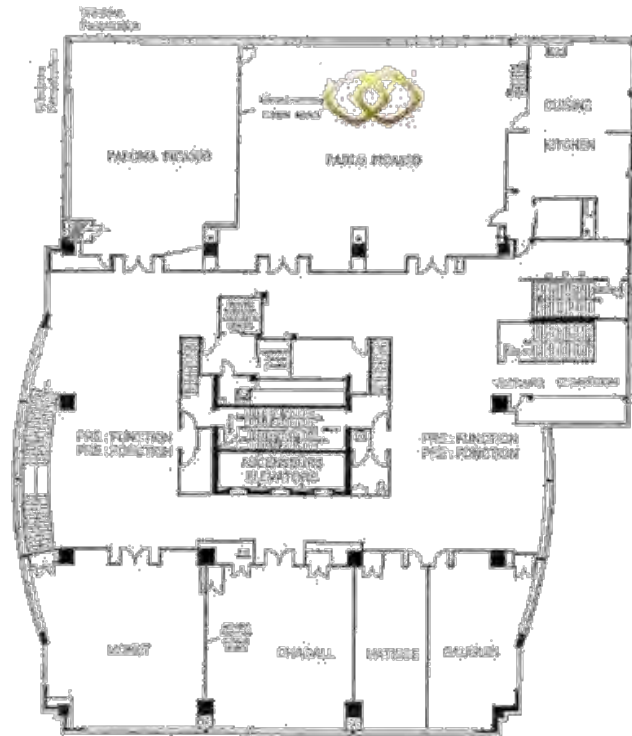


MONET-CHAGALL  
2048sq.ft.  
Height of the ceiling: 8½ foot  
Large window on two sides

THEATRE	200	CONFERENCE	60
CLASSROOM	110	COCKTAIL	200
SQUARE	66	ROUNDS OF 8	120
USHAPE	54	ROUNDS OF 10	150



PABLO PICASSO



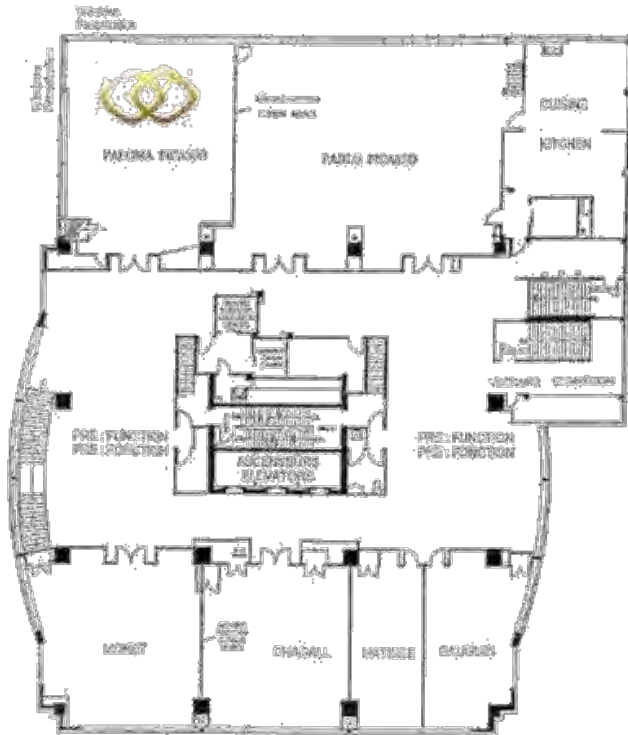
PABLO PICASSO  
2520 sq.ft. or 234m<sup>2</sup>  
Height of the ceiling: 16½ foot  
Blond wood & Plexiglas

THEATRE	230	CONFERENCE	52
CLASSROOM	110	COCKTAIL	250
SQUARE	60	ROUNDS OF 8	160
USHAPE	50	ROUNDS OF 10	200





PALOMA PICASSO

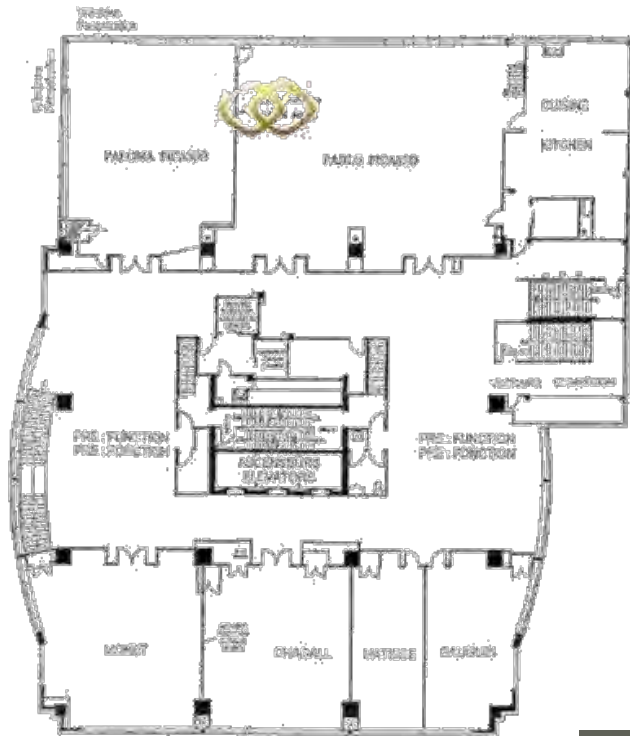


PALOMA PICASSO  
1260 sq.ft. or 118m<sup>2</sup>  
Height of the ceiling, 16½ foot  
Blond wood & Plexiglas  
Large corner window

THEATRE	130	CONFERENCE	36
CLASSROOM	75	COCKTAIL	150
SQUARE	50	ROUNDS OF 8	80
USHAPE	35	ROUNDS OF 10	100

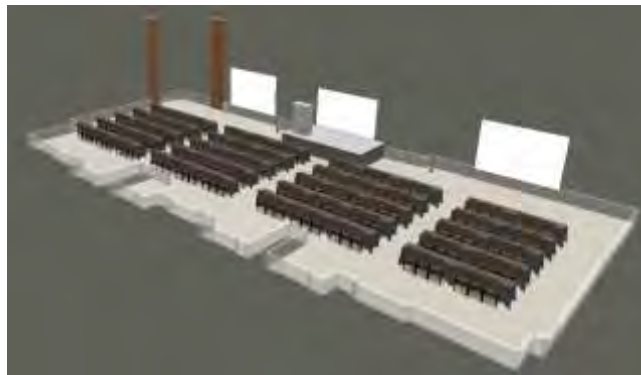


PICASSO

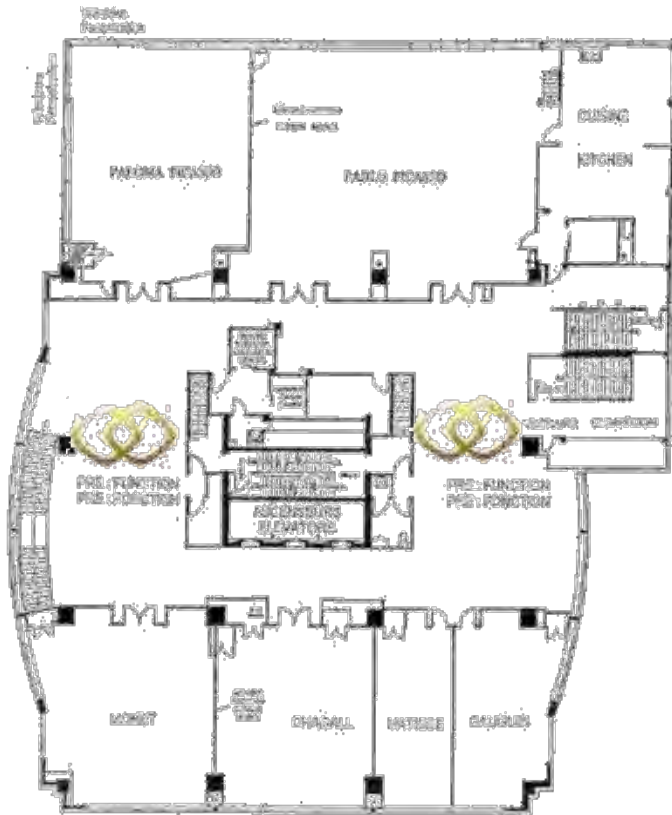


PICASSO  
3780 square foot  
Height of the ceiling: 16½ foot  
Blond wood & Plexiglas  
Large window at corner

THEATRE	400	CONFERENCE	84
CLASSROOM	240	COCKTAIL	400
SQUARE	105	ROUNDS OF 8	248
USHAPE	80	ROUNDS OF 10	300



# FOYER AREA



## MAGNIFIQUE MEETINGS

Equipment available for your meeting:

- 🌀 Furniture for the main set-up
- 🌀 Sofitel note pads & pens
- 🌀 Mineral water
- 🌀 Built-In screens (additional cost applied)
- 🌀 Registration desk
- 🌀 Tripods
- 🌀 Personalized signage
- 🌀 On-site PSAV Director of Technologies



Audiovisual equipment & Wi-Fi connection:

Our official audiovisual equipment supplier, PSAV, will be pleased to prepare you a quote based on your specific requirements.

Contact: Camilo Cubides | 514.788.3049 | [ccubides@PSAV.COM](mailto:ccubides@PSAV.COM)

Other services:

- 🌀 Daily valet parking (if required): \$25 plus taxes, per car, per day.  
Overnight valet is available at a charge of \$38 plus taxes, per car, per night.
- 🌀 Coat-check service, \$3 per coat as follows:
  - 🌀 Up to 50 guests, minimum revenue required is 100\$
  - 🌀 From 51 to 100 guests, minimum revenue required is 250\$
  - 🌀 101 guests and more, minimum revenue required is 350\$





## FOOD AND BEVERAGE

The food and beverage minimum requirement (before taxes and service) for your event has been established at 25,000\$.

Should your group fail to reach this amount, the difference would be charged as additional room rental.

MENUS (*see attached menus for more information*)

- 🔗 Continental breakfast buffet is 25CAD per person
- 🔗 Canadian breakfast buffet is 31CAD per person
- 🔗 Coffee breaks starting at 16CAD per person
- 🔗 Hot lunch buffet starting at 50CAD per person
- 🔗 Cold Business Lunch buffet is 42CAD per person
- 🔗 Sodas, juices and mineral water is 5CAD each



Rates are net, and subject to applicable taxes, currently: 5% Federal tax and 9.975% Provincial tax. Taxes are subject to change without notice. Service is 18%,

NOTA BENE: A charge of \$75 will be applied for all reservations of 15 persons and less for any food and/or beverage service. Prices are subject to change without notice (this amount will be divided on your final bill: a \$25 service fee and a \$50 additional room rental fee).





SOFITEL  
HOTELS & RESORTS

MONTREAL GOLDEN MILE

# RENOIR



# Renoir



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# RENOIR





Sofitel Montreal Golden Mile is proud to be Planet 21 Platinum Certified (Accor project for sustainable development). The Planet 21 programme demonstrates the group's ambitious goals for 2020, based around four strategic priorities: work with its employees, involve its customers, innovate with its partners and work with local communities. Two key issues to tackle will be food and buildings.

# ACTING HERE

## Planet 21



Urban chef Garden

Produce from local farmer's markets

Electrical car charging stations

ORCA food waste solution: only hotel in Montreal

Outstanding HVAC energy savings solutions

Reusing mechanical equipment heat

Implementing concrete actions on diversity and inclusions

Donating used products to give them a second life

Supporting local associations

Sorting and recycling waste

WE ARE PROUD TO BE A GREEN INSTITUTION

