

METROPOLITAN EXPOSITION-RECREATION COMMISSION

Resolution No. 227

Authorizing the General Manager to contract with the Oregon Tourism Alliance to provide convention services for groups utilizing the Oregon Convention Center.

The Metropolitan Exposition-Recreation Commission finds:

1. That quality convention services enhance the overall stay of the convention attendee, which translates into more hotel room nights;

2. That such convention services also significantly add to the overall marketing of the Oregon Convention Center and the region; and

3. That these services are within the Commission's ability to contract as it pertains to the marketing of the Oregon Convention Center.

BE IT THEREFORE RESOLVED that the Metropolitan Exposition-Recreation Commission authorizes the General Manager to contract with the Oregon Tourism Alliance for convention services pertaining to the enhancement of marketing the Oregon Convention Center.

Passed by the Commission on May 12, 1993


Chairman


Secretary-Treasurer

Approved As To Form:
Daniel B. Cooper, General Counsel

By: 
Mark B. Williams
Senior Assistant Counsel

MERC Staff Report

Agenda/Items/Issue: Convention Services Hospitality Training - Oregon Convention Center.

Resolution No. 237

Date: May 6, 1993

Presented by Jeff Blosser

Background and Analysis: The overall marketing of the Oregon Convention Center was broken down into two distinct parts for this RFQ process -- National Sales and Marketing -- Convention Services/Hospitality Training. Review committee reviewed the RFQ for Convention Services and Hospitality Training to determine the qualifications of those who submitted proposals. Three proposals were submitted for Convention Services and four for Hospitality Training. After discussing the proposals, it was concluded that only Oregon Tourism Alliance was qualified to perform the necessary convention services items and that all four respondents would be solicited to further explain their ideas and costs for hospitality training through a formal RFP process.

Fiscal Impact: \$100,000

Discussion with Commission Liaison: Staff (Jeff Blosser, Debra Jeffery), Commissioner Mitzi Scott and Debbie Kennedy reviewed the submitted responses and made selections based upon the criteria in the RFQ.

Recommendations: Staff recommends that the Metropolitan Exposition-Recreation Commission approve the staff conclusions that OTA be awarded this Convention Services Contract and that a formal RFP process be developed which would include the four respondents to the Hospitality Training RFQ who meet the qualifications.