

WELCOME

Welcome to the first issue of the Informed Meetings Exchange newsletter! We hope you will find the information in our newsletters both interesting and useful, as we keep you in tune with the industry, and keep you in touch with the latest about INMEX.

In this newsletter, you will find information on INMEX trainings and initiatives, noteworthy industry news and updates from cities affected by citywide labor contract negotiations across the country.

I encourage all INMEX subscribers to contact me if you have any questions about the issues raised in this newsletter, as well as any questions you may have related to the meetings industry and INMEX.

—Sekeno Aldred, CMP

INMEX Launch is Huge Success!

The launch of Informed Meetings Exchange (INMEX) on June 28 was a huge success! Representatives from over 40 of our 100+ subscribers attended, including representatives from the NAACP, the AFL-CIO, the National Gay and Lesbian Task Force, the National Organization for Women and the San Jose Convention and Visitors Bureau. At the time of the launch, INMEX subscribers' annual hotel spend was well over \$200 million!

Many high profile speakers – Julian Bond, Chairman of the NAACP, Kim Gandy, President of NOW, John Sweeney, President of the AFL-CIO and Cecilia Muñoz, Vice President of the National Council of La Raza – told of the benefits of having INMEX services at their disposal.

“The hotel industry has realized record profits in the last few years, and I think our groups are beginning to understand

that global hotel corporations rely on our business to sustain those profits,” said John Stephens, Executive Director of the American Studies Association and Board Chair of INMEX.



Present at the INMEX launching were Delia De La Vara, NCLR; John Wilhelm, UNITE HERE; John Stephens, INMEX and ASA; Cecilia Muñoz, NCLR; Dave Noble, NGLTF; Carl Pope, Sierra Club; Bruce Raynor, UNITE HERE; Kim Gandy, NOW; Dan Fenton, San Jose CVB; Julian Bond, NAACP.

“Subscribers will use INMEX to help them make more informed decisions about where and how they spend their dollars. With this type of transparency and information exchange, all of us can ensure that the dollars we spend have a positive impact on hotel workers lives and the communities they live in.”

Attend Our Upcoming Training Sessions

On September 26, INMEX will host the first of a series of trainings for subscribers, facilitated by meetings industry guru Joan Eisenstodt.

Eisenstodt's expertise includes meeting program planning, facilities contracts, contract negotiations and meeting management training; and she brings more than 30 years of experience to her work.



In addition to working with organizational clients, Joan is retained as a hospi-

tality industry expert witness, is on the Editorial Advisory Board of the *Journal of Convention and Exhibition Management*, and is moderator of the MIMList.

The series will focus on meeting planning basics, rfps, site selection, contracting, meeting contingency planning, hotel safety and security, and unions as partners. We are holding some slots for the training sessions for non INMEX subscribers.

To reserve a seat at the September 26 training, please contact Sekeno Aldred, CMP, at 202-661-3695 or by email at saldred@inmex.org.

UNITE HERE and Hilton Announce Agreement

On July 29, Hilton Hotels Corporation announced a five-year agreement with UNITE HERE that the parties have termed a “Partnership for Future Growth.”



Pertinent elements of the Hilton-UNITE HERE agreement include the following:

Hilton — Hilton and UNITE HERE have agreed to work together on growth where it makes strategic and economic sense, including card check agreements where appropriate.

— Hilton and UNITE HERE will work together toward labor peace in other cities with collective bargaining this year and for the five-year period of

the agreement, and Hilton will have preferred status as a hotel management company of choice for the union.

— A structure that binds the two parties to explore ways to enhance Hilton Hotels’ productivity and competitiveness, especially in the area of food service and restaurants.

“With this agreement, Hilton proves it cares about the people who create the guest experience,” explains UNITE HERE General President Bruce Raynor. “That means better hotel jobs, better customer service and a healthier industry. And hotel guests who care about working people can now choose a hotel with confidence, knowing they are choosing a hotel that values working people.”

Upcoming Events

SEPTEMBER 26

INMEX Informed Meeting Professional Series “The Industry’s Future.” Embassy Suites, 900 10th Street in Washington DC. Contact Sekeno Aldred, CMP, at 202-661-3695 or at saldred@inmex.org.

NOVEMBER 12–14

Financial & Insurance Conference Planners Annual Conference, Las Vegas. Contact FICP at (312) 245-1023 or visit www.ficp-net.com

NOVEMBER 14–16

National Coalition of Black Meeting Planners Fall Conference, Las Vegas. Contact NCBMP at (202) 628-3952 or visit www.ncbmp.com

NOVEMBER 21

Meetings Quest, Washington, DC. Contact JTDunn Enterprises at (800) 735-7770 or email Steve Nichols at steve.nichols@jtdunn.com

SUBSCRIBERS CORNER

The work of INMEX has begun and we’re excited to share with you that some of your fellow subscribers have begun to solicit our services. Some of the activities we have begun to engage in include:

Site selection consultation for **American Studies Association (ASA)** for their 2011 Conference.

Contract consultation and site selection assistance for the **National Gay and Lesbian Task Force (NGLTF)** Creating Change Conference.

Site selection for the **National Association of Chicana and Chicano Studies (NACCS)** 2007 Conference.

Site selection consultation and contract language advising for the **Hispanic National Bar Association (HNBA)**.

Site selection consultation for the **National Coalition of Black Civic Participation (NCBCP)** Black Youth Vote Annual event and the Black Women’s Roundtable Listening Tour.

WHAT'S HAPPENING IN CITIES AROUND THE COUNTRY

The following updates of cities where there are citywide labor contract negotiations are current as of mid-August. The status of negotiations at hotels throughout the country is changing quickly. Contact us for more information!

BOSTON:

Hotel contracts throughout Boston are set to expire on November 30.

CHICAGO:

Hilton and Hyatt workers in Chicago have reached a tentative settlement for eight area hotels. Workers at the Congress Hotel continue to be on strike after three years.

HONOLULU:

On August 23rd, UNITE HERE Local 5 members in Hilton and Starwood hotels voted to authorize a strike. Labor contracts covering over 6,000 workers at ten

hotels in Waikiki expired on June 30.

LOS ANGELES:

Labor strife is building at the Westin Los Angeles Airport Hotel, the Hilton Los Angeles Airport Hotel and the Glendale Hilton. A boycott was declared at the Glendale Hilton in April 2006, and the Westin and Hilton Airport hotels are quickly moving in the same direction. A strike is possible at all three locations in the near future.

NEW YORK:

In July, a new union contract was achieved with the hotels in the New York City area and the New York Hotel and Motel Trades Council. The new contract will expire in 2012.

SAN FRANCISCO:

On August 24th, hotel workers who work at 13 San Francisco hotels voted overwhelm-

ingly in favor of authorizing a strike. Workers continue to work without a contract since 2004.

There is an active boycott on the following hotels in San Francisco: Argent Hotel, Crowne Plaza Union Square, Four Seasons, Fairmont, Grand Hyatt, Holiday Inn Civic Center, Holiday Inn Express, Holiday Inn Fisherman's Wharf, Hyatt Regency, Mark Hopkins InterContinental, Omni Hotel, Palace Hotel.

TORONTO:

Workers at the following seven downtown and airport hotels voted to authorize negotiating committees to call for actions up to and including a strike: the Sheraton Centre, the Le Meridien King Edward Hotel, the Hilton Toronto, the Toronto Airport Hilton, the Delta Toronto East, the Delta Airport West, and the Delta Chelsea.

Westin Hotels & Resorts Celebrates Six Smoke-Free Months



Westin Hotels & Resorts is marking the six-month milestone of its smoke-free conversion in North America with "Breathing Lights" installations in its lobbies nationwide, according to a Starwood

press release. The specialized lights project the number of smoke-free breaths Westin guests have taken since the hotel chain went smoke free early this year.

Westin became the first major hotel chain to convert all of its smoking rooms in

North America to smoke-free late last year, investing more than \$3 million in the initiative. Since then, Westin hotels in Australia, Fiji and Scotland have also become smoke-free.

For more information, please visit www.starwoodhotels.com/westin

Interested in becoming an INMEX subscriber?

The Informed Meetings Exchange is always welcoming new subscribers. By becoming a subscriber to INMEX, you will be able to access all INMEX resources and will be able to attend the upcoming INMEX trainings.

For more information about how to subscribe to our services, contact INMEX's CMP Sekeno Aldred at 202-661-3695 or visit our website at www.inmex.org.