

# ACCESS GRANTED:

12 Questions every CVB and sports commission should be prepared to answer when meeting with an event organizer

## 1 REBATES

Will local hotels work with the event organizer's hotel booking company and pay rebates when overnight teams stay at participating hotels?

## 2 TIMING

What other large events are scheduled during the same time period that might have an effect on hotel availability and getting around the community?

## 3 EVENT HISTORY

Has there ever been another event/tournament on this particular weekend? If so, why are they no longer hosting the event?

## 4 COMPETITION

Is there another established event/tournament within 60 miles that may be competition that same time period?

## 5 X-FACTORS

What support can you offer leading up to, during and after the event? (Items include player swag, coach's coffee/donuts, print, radio or billboard ads; free family tickets to waterpark, putt-putt or outdoor movie.)

## 6 CONTINUATION

What is the likelihood of securing the same weekend for subsequent years?

## 7 UMPIRES & REFEREES

Can you recommend a local individual that can hire and supervise local officials? Individual would be paid by Event Organizer.

## 8 COMMITMENT

For outdoor tournaments, will field crew work on wet fields at 3:00 a.m. for an 8:00 a.m. game if rain has stopped?

## 9 RATES

What financial support is offered for first time events such as discounts on facility rental fees, bonus paid for reaching pre-determined number of rooms?

## 10 ACCOMMODATIONS

How many hotel rooms will CVB comp for event organizer staff in first year, regardless of room pick-up?

## 11 VENDORS

If event brings in outside vendors to sell products are there vendor fees or % of sales to the facility or city?

## 12 INSURANCE

What entities require a Certificate of Liability Insurance? How much is needed? Any additional insurance required?

POWERED BY



GameDayUSA.com