

# *Want to Host the 2014 National Convention?*

**I**s your branch interested in hosting the 2014 NAPS National Convention? How do you begin the process? What all is involved?

These are good questions. And ones we're often asked. It used to be a NAPS branch was pretty much on its own when it came to putting in a bid to host a NAPS national convention.

But times have changed. And the bidding process has become, well, a little more involved. Why? Because hosting a NAPS national convention is big business to cities these days. In fact, a NAPS convention can mean millions of dollars in revenue to a host hotel and city and the airlines.

The effort to host a NAPS national convention can begin with a branch expressing interest to NAPS Headquarters. Or, more often these days, cities interested in the convention business will contact the NAPS meeting planner, who then determines if there is local branch interest.

However the process starts, the next step involves getting a detailed Request for Proposal (RFP) from the NAPS meeting planner. The RFP tells a city virtually everything it needs to know about bidding a NAPS national convention: expected attendance, the number of hotel rooms needed, how much meeting space is required and an idea of typical food and beverage expenditures, among many other considerations.

The 2014 National Convention RFPs began going out in late May. To date, four cities and the respective NAPS branches have expressed interest in bidding on the convention: Anchorage, Puerto

Rico, San Antonio and San Diego. Other bidders are expected.

The *NAPS Constitution* requires that all cities/branches interested in hosting the convention must submit a response to the RFP not later than 120 days prior to the date the host city will be selected. Because the 2014 host city will be selected on Aug. 13, 2010, at the national convention in Orlando, proposals are due **April 15, 2010**. Please keep in mind that it takes a hotel property and/or convention and visitors bureau (CAVB) several weeks to respond to the RFP. A more realistic day to start the process would be, say, not later than **March 15, 2010**.

Once the RFP is filed by the host hotel property and/or CAVB with a letter of support from the NAPS branch, there's really very little immediate involvement for the NAPS branch. Later, the hotel/CAVB and host branch will work on how best to present the bid during the Orlando National Convention.

It's only *after* a host city is selected that the branch becomes more and more involved in all the excitement of helping plan a successful NAPS national convention.

*If your branch is interested in hosting the NAPS 2014 National Convention, please obtain the 2014 Request for Proposal from Ray Martin, NAPS meeting planner, at [r.martin85@comcast.net](mailto:r.martin85@comcast.net) or 540-349-9991 (Eastern). An optional convention-planning seminar is being prepared in conjunction with the 2010 NAPS Legislative Training Seminar next March.*