

**Tigers East/Alpines East
Board of Directors
Special Web Conference
May 30, 2020**

CDC Guidance and North Carolina Executive Order

- **CDC Guidance on Mass Gatherings:** Cancel gatherings of more than 10 people for organizations that serve higher-risk populations.
- **NC Executive Order May 20, 2020**
 - In effect until June 21, 2020
 - **Prohibition on Mass Gatherings.** "Mass Gathering" means an event or convening that brings together **more than ten (10) persons** at the same time **indoors** or **more than 25 people outdoors** at the same time in a single space, such as an auditorium, stadium, arena, conference room, meeting hall, or any other confined indoor or outdoor space. This includes parades, fairs, and festivals.
 - The outdoor Mass Gathering limit of twenty-five (25) people applies to groups of people that may gather together in a park, and on a beach or trail.
 - Sit-down food or beverage service is restricted to 50% capacity at any kind of businesses....
 - Bars and establishments that serve alcoholic beverages are closed
 - Museums: Closed

Current Situation—North Carolina

- NC Coronavirus Statistics
 - NC: 24,628 cases/794 deaths; Guilford County: 1,101 cases/54 deaths (as of May 27, 2020)
- Current status of United venues and activities
 - Grandover Hotel:
 - Accommodations: Open
 - Restaurants: 50% capacity
 - Bars: Closed
 - Banquets: Closed
 - Fitness center/Gym: Closed
 - Petty Museum: Closed
 - NC Transport Museum: Closed
 - Guilford Courthouse National Military Park: Closed
 - Macs Speed Shop Restaurant: Pick-up/delivery only
 - Concours: Outdoor gatherings restricted to no more than 25
 - Autocross: PCA Still tracking to host, but not yet scheduled. State restrictions could apply.

Where Do We Stand with Hotel?

- Contact on March 17, 2020 (164 days prior to event)
 - We initially raised concerns about possible cancellation due to Coronavirus
 - Hotel asked if we could delay any decision until June 1st to see if conditions improve. If not, we could cancel without penalty if we rebook for 2022. (I told them we were committed for 2021)
 - I initially offered to rebook as a way to avoid penalties

Where Do We Stand with Hotel?

- Contact on May 26, 2020
 - Hotel has implemented extensive prevention and protection measures. See sheet provided
 - Meeting rooms have occupancy limits (50%)
 - Actions are noteworthy but some of the measures eliminate the amenities and services you expect from a luxury hotel.
 - Restaurants: 50%, Plated and Boxed menus only. NO sumptuous breakfast buffet. Plastic dinnerware and glassware
 - Measures will be amended as situation changes.

Hotel Contract

- Cancellation Penalties under Normal Conditions

Cutoff Dates	% of Revenue	Dollar Amount
Before 180 days	25% Room	\$10,800
121 to 180 days	50% Room/25% F&B	\$24,075
60-120 days	65% Room/50% F&B	\$33,030
7-60 days	80% Total Revenue	\$42,480
Under 7 Days	80% Room/100% F&B	\$44,460

- Attrition Penalties under Normal Conditions (206 room nights required)

Number Attending	Room Nights @ 4 nights each	Penalty	Room Nights @ 3 nights each	Penalty
125	300	\$0	225	\$0
100	240	\$0	180	\$4394
75	180	\$4,394	135	\$11,999
50	120	\$14,434	90	\$19,604

Hotel Contract

- **Performance Clause:** The performance of the Agreement by either party is subject to acts of God, war, government regulations, or natural disaster making it illegal or impossible to provide facilities to hold the conference. Therefore, this agreement maybe terminated for any one or more of the above reasons....
- Right now it is Impossible for hotel (or us) to perform
- This clause should provide us firm ground to cancel w/o penalty OR any requirement to rebook in 2022.

Survey Results—Raw Numbers

- 581 emails sent
- 485 opened
- 308 (63.5%) responded (Very good response)

	Did you plan to attend?		Will you if better conditions?	
Yes	129	41.9%	86	27.9%
No	176	57.1%	213	69.2%

Survey Results--Analysis

- Most of the 176 who answered NO to 1st question probably were not attending anyway. Some comments indicate virus did affect Plans to attend
- 129 Said YES they had planned to attend
- But only 86 said they will attend
- Based on the answer to question 2, we will lose 43 (33%) attendees, EVEN IF CONDITIONS AND RESTRICTIONS IMPROVE...
- Realistically, these numbers will likely be somewhat lower
- Other Interpretations???

Other Considerations

- Canadian border currently closed
- Some people will be traveling from more highly infected areas
- We need to begin committing \$\$\$ by mid-July (Shirts, trophies.) We would lose that money if we cancel later.
- If we proceed, Do we really think we can implement social distancing and preventative measures?
 - Hospitality Suite
 - Do we limit Access? Who monitors/enforces?
 - Many Sources of infection: Drink coolers, counters, fridge, snack/candy dishes, cans/bottles
 - Banquet/Concours Lunch
 - We will need to switch to plated or boxed menu, if even possible
 - 4-6 per table
 - Door Prizes/Trophies?
 - Masks: Mandatory? Discretionary? Who enforces?
 - Sanitizing: Who? How does it get done?
- SUNI

SUNI Impact on United 39 Decision

- Planning for SUNI in 2021 continues. Independence, MO now likely venue.
- Hotel contract is pending signatures of parties.
- Like all hotel contracts SUNI contract has cancellation and attrition penalties, but also has *force majeure* clause
- To be sure we are covered for ALL possibilities Claudia Trippel added clause that states we could cancel for any reason and rebook in **2022**
- **We now need to keep 2022 open. Rebooking Grandover in 2022 is now problematic.**

Current United Registration and Budget Projections

- 17 currently registered (plus 4 one-day)
- Historically, only about 22% of attendees register by May
- Budget projections based on attendance and room use penalties being waived
 - 125: \$2,000-2,500 profit
 - 100: \$1,500-2,000
 - 75: \$500-1,000
 - 50: **(500)** to Even

Discussion

- Courses of Action
 - Proceed with United 39 as scheduled?
 - Delay decision another 30 days?
 - Postpone United 39 to later in year?
 - Cancel United 39?
 - Should we rebook United 39 at same venue for 2022?

THE FLOOR IS OPEN

VOTE